

Practical insights into
the future of trade, treasury,
commodities and fintech

GTR ASIA

2023 SINGAPORE



#GTRAsia

Sands Expo & Convention Centre, Singapore
September 5-6, 2023

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Practical insights into the future of trade, treasury, commodities and fintech

For over a decade, GTR Asia has provided leading insight into the world of trade, treasury, commodities and fintech, with 2022 seeing the return of the region's premier trade gathering in-person, welcoming over 1,100 back to Singapore for the first time in three years. 2023's event will take place on September 5-6, providing an unparalleled opportunity to hear world leading experts reflect on the latest developments and rapidly changing dynamics across Asian and global markets.

Participants will have the chance to meet and network with all corners of the market, from multinational corporations and SMEs, local and international banks, fintechs and alternative financiers, commodity brokers and traders, insurers, risk managers, lawyers, consultants, ECAs, multilaterals and more. Enjoying the support of Asia's leading financial institutions, government agencies and public bodies, attendees will benefit from a range of discussion topics, as well as the chance to engage and share insights directly with speakers and experts.

The GTR team are excited to return in 2023 and look forward to welcoming you to what is set to be another record event!

Sands Expo & Convention Centre
(Orchid Ballroom, Level 4)

September 5-6, 2023

6 big topics

- Building blocks for digital trade
- Seizing the Asian opportunity
- Reaching into the supply chain
- Interoperability and public-private collaboration
- Maintaining commodity security
- Geopolitics and changing trade flows

What to expect



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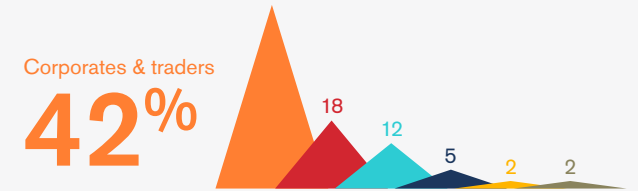
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Attendees by sector in 2022



- 28 Banks & financiers
- 12 Technology & fintech
- 5 Insurers & risk analysts
- 2 Govt orgs & public bodies
- 2 Non-bank financiers
- 2 Consultants & accountants
- 1 Lawyers
- 6 Other

3 reasons to attend in 2023

- 01 Unparalleled expertise from speakers active in the market
- 02 Exceptional content on topics and regions covered
- 03 Networking opportunities with key industry stakeholders

Find out more

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Day One: Tuesday 5 September **Morning Plenary & Stream A**

08.00-09.00

Registration and refreshments

09.00-09.15

Chair's opening address

Ambassador Curtis Chin, Chair Asia Fellows & Senior Advisor to Global Markets, Milken Institute

09.15-09.25

Keynote address

Peter Ong, Chairman, Enterprise Singapore

09.25-10.05

Keynote: Assembling the building blocks for digital trade

Technological progress continues to drive digitalisation across all corners of the global economy, and with it, bringing the prospect of digital trade closer to reality than ever before. Companies need digitalisation to unlock efficiency, resilience and sustainability across supply chains while governments are looking to digital trade to grow their trading footprints, and inclusion.

This keynote session will provide an overview of the digital trade landscape today, reviewing the pillars of legal reform, digital standards development, and corporate commitments to a digital-first future.

Robert Beideman, Chief Product Officer, GS1,
Stephan Wolf, Chief Executive Officer, GLEIF &
Pamela Mar, Managing Director, Digital Standards Initiative (DSI) *in conversation with Ambassador Curtis Chin*, Chair Asia Fellows & Senior Advisor to Global Markets, Milken Institute

10.05-10.50

FTAs, integration and the new economy – seizing the Asian opportunity

This high-level session will focus on some of the key priorities in the relationship between trade, technology and sustainability and how greater alignment can drive economic growth, from establishing partnerships in priority sectors to securing new investment and expansion opportunities for international businesses seeking to capitalise on the opportunities provided by the thriving Asian market.

The conversation will focus on the importance of free trade agreements such as the Regional Comprehensive Economic Partnership (RCEP) and the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP) in injecting fresh impetus into plans for regional integration and closer alignment, from what they could mean in practical terms and how opportunities can be seized, to the development of digital trade networks, to establishing the framework for an integrated green economy in line with the UN's sustainable development goals.

Moderator: Megha Chopra, Asia Pacific Head of Trade Sales & Client Management, Treasury & Trade Solutions, Citi

Mary Elizabeth Chelliah, Principle Trade Specialist, Singapore Ministry of Trade & Industry

Natalie Black, HM Trade Commissioner for Asia Pacific, UK Department for Business & Trade

Rajiv Biswas, Executive Director & Chief Economist, Asia-Pacific, S&P Global Market Intelligence

Prashant Pillai, Managing Director, Head of Global Transaction Banking, Asia, First Abu Dhabi Bank (FAB)

10.50-11.30 **Networking break**Select either **Stream A**, **Stream B** or **Stream C****Stream A**

Chair: Sanjay Desai, Supply Chain Advisory Consulting, Talent Management & Co-Founder, Humana International (An MRI Group Enterprise)

11.30-12.20

Payables, receivables and inventory – a fine balancing act in working capital optimisation

Recent times have seen the primary focus for most businesses on driving greater efficiency within cash management and corporate treasury, particularly for manufacturers, with treasurers working to a model of 'just-in-time' inventory management for maximum liquidity optimisation. With recent external headwinds – including rising inflation and interest rates, supply chain disruption, geopolitical tensions and increased shipping costs – seeing a well-documented move towards the 'just-in-case' model, this has led to a wider rethink among corporates and financiers alike.

This session will consider the implications for this most significant of shifts as corporates seek to build more resilience into supply chains and adopt a more holistic approach towards working capital management, including releasing trapped cash, the importance of access to data and changes to processes around financial forecasts and auditing, as well as the role third party solutions providers have to play in managing off-balance sheet inventory and reducing the cash conversion cycle.

Moderator: Matthew Moodey, Head of Trade & Lending ASEAN & Head of Trade Finance Structuring, APAC, Deutsche Bank

Munish Kaushal, Chief Financial Officer, Asia Pacific (APAC), Haleon

Emma Clark, Global Head of Marketing & Corporate Affairs, Falcon

Ashutosh Kumar, Managing Director, Head of Global Transaction Banking for Asia Oceania, Mizuho Bank

Chris Ruse, Head of Origination, Silver Birch

Jane Tan, Head of Trade Finance – Hong Kong, Mashreq Bank

12.20-13.05

Reaching deeper into the supply chain

Though supply chain finance has grown extensively in its use, this has often been found to be more to the benefit of tier 1 suppliers, often resulting in SMEs being left behind and further increasing in the funding gap. Extensive studies on the concept of 'deep-tier' finance have found that it has the potential to enable financing further into the supply chain, providing more support for SMEs and increasing economic growth, creating jobs and providing more transparency.

This session will consider the significance of the deep-tier model and assess the potential hurdles to its full implementation, from making more extensive use of digital technology to defining the legal parameters in order to gain the necessary regulatory approval. The conversation will also consider the role that deep-tier supply chain finance can play when it comes to ESG – larger multinationals have long been able to place great demands on their suppliers, with those demands moved down what can often be a 'long tail' – and how corporates can no longer hide behind long and often opaque supply chains in order to avoid their ESG responsibilities.

Moderator: Shankar TS, Asia Representative, BAFT
Shankar Radhakrishnan, Director of Trade & Supply Chain Finance, Bank of America

Gerald Huang, Chief Sales Officer (CSO), Premium Technology

Renganathan Kandiyur, Head of Product Development, Group Transaction Banking, Bank ABC

Sriram Srinivasan, Founder & CEO, Skuchain

Bharat Gupta, Senior Vice-President & Head, Trade & Structured Finance, Asia, Europe, Middle East & Africa, Olam Global Agri

13.05-14.10 **Lunch**

“It was fantastic to be at GTR Asia and the vibe was super positive. It was a refreshing platform to connect, hear and learn.”

M Chopra, Citi

“Latest insight especially on blockchain and how it can reshape trade financing. Great exposure to attendees in the industry.”

A Lynn, Toshiba

Day One: Tuesday 5 September Morning Stream B & Stream C

Select either [Stream A](#), [Stream B](#) or [Stream C](#)

Stream B

Chair: Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

11.30-12.15

'A common vision' – breaking the stalemate in trade digitisation

Calls to align industry behind a common vision for trade digitalisation have taken to having the feel of 'groundhog day' about them, from the release of guidance earlier this year aimed at boosting digital trade through the creation of an open network where corporates create their own identities, making digitally-enabled trade accessible to SMEs and emerging market practitioners in particular, to the push for ratification of MLETR by more countries and the close tracking of the imminent Electronic Trade Documents Bill in the UK, a transformative milestone and example of cross-industry collaboration expected to have far-reaching consequences globally.

This session will consider the latest touchpoints in this conversation, from managing increases in data requirements and achieving clean, standardised datasets to improving the 'digital readiness' and capacity of the corporate client base. The conversation will also address the need to improve interoperability between providers in areas such as the electronic bill of lading, the importance of aligning proprietary solutions with internationally accepted universal standards, and how this can in turn provide greater sources of liquidity to bridge financing gaps and lower barriers to trade.

Moderator: **Tod Burwell**, President & Chief Executive Officer, BAFI

Carl Wegner, Chief Executive Officer, Contour

Serge Thieulle, Global Head of Client Solution, LiquidX

Acasius Leong, Head of Digital Trade Engagement, DBS Bank

Patrick DeVilbiss, Director IP, Trade & Supply Chain, CGI

Shinichiro Yamazaki, Head of Transaction Banking Asia Pacific, Sumitomo Mitsui Banking Corporation (SMBC)

Paul Mallon, Commercial Executive, WiseTech Global

12.15-13.05

Interoperability, digital islands and public-private collaboration

Whilst the past year has seen a series of fintech failures in the private sector (Serai, We.Trade, TradeLens, Marco Polo), a counterpoint has been the extent to which governments have launched themselves into trade digitalisation, a trend that shows little sign of abating with digital connectivity a key priority of focus for a range of Asian countries. To what extent does this signal the direction of travel?

This session will consider the state of the market both now and potentially in the future, from whether government-led initiatives (including various digital trade platforms) run the risk of creating digital islands, to the bigger question of whether governments should focus their efforts on creating the right regulatory and legal frameworks to ensure commercial technology solutions and business models succeed in the long-term, with the focus on innovation coming from the private sector.

Moderator: **Eleanor Wragg**, Senior Reporter, Global Trade Review (GTR)

James Binns, Global Head of Trade & Working Capital, Barclays

Sin Yong Loh, Director of Trade, Infocomm Media Development Authority (IMDA)

Dominic Broom, SVP Working Capital Technology, Arqit

Wai Yee Choo, Director, Networked Trade Platform, Singapore Customs

Vikram Lodha, Co-Founder & CEO, 360tf

Enno-Burghard Weitzel, Senior Vice-President, Strategy, Trade Finance Digitisation, Surecomp

13.05-14.10 Lunch

"GTR – A great place to interact with leading minds in the trade finance space."

B Sistla, UAE Trade Connect (UTC)

Stream C

Chair: Alex Gray, Head of Trade & Transaction Banking, The London Institute of Banking & Finance (LIBF)

11.30-12.20

ADB survey findings: Trade finance gaps, growth and jobs

Every two years the Asian Development Bank releases its globally recognised Trade Finance Gaps, Growth and Jobs Survey. The survey findings have reshaped the policy dialogue and commercial focus around trade financing and continue to sound the alarm, revealing the extent to which shortfalls in finance are impeding the potential of trade to aid global economic growth, international development and inclusion.

This session will provide a review of the findings of the latest iteration of the survey based on 2021-2022 data, reflecting on a range of themes, including geopolitics, inflationary pressures, and ESG considerations as they could relate to trade financing capacity. The panel will explore how the trade finance gap continues to inhibit economic growth and job creation, adversely impact small and women-owned businesses, and how the interplay between trade, financing and sustainability/ESG is evolving.

Survey presented by:

Kijin Kim, Senior Economist, Asian Development Bank (ADB) & **Ankita Pandey**, Relationship Manager, Asian Development Bank (ADB)

Followed by panel discussion with:

Moderator: **Steven Beck**, Head of Trade & Supply Chain Finance, Asian Development Bank

Marc Auboin, Economic Counsellor, World Trade Organisation (WTO)

Nicolas Langlois, Managing Director, Global Head of Trade Distribution, Standard Chartered Bank

Ana Kavtaradze, Strategic Business Development Consultant, BasisBank

Le Hoang Nhu Ly, Assistant Vice-President, Trade Finance, BIDV

12.20-13.05

'Minding the gap' – is a new approach needed to achieve financial inclusion?

The global trade finance gap seemed perennially stuck at an estimated figure of \$1.5 trillion for years before taking another leap in 2020 to \$2 trillion, with MSMEs the most underserved and likely to be rejected when applying for financing. This perceived high risk has been identified as an issue technology can play a key role in addressing, from the use of supply chain finance solutions to legal entity identifiers as a means of addressing concerns around fraud.

Reflecting on these trends, this session will bring various perspectives together to provide insights and highlight potential solutions, from adopting programmes to address the challenges of achieving financial inclusion, the importance of robust digital, legal and regulatory infrastructure, new credit scoring methodologies embracing sharing of data and a potential role for AI, to working directly with SMEs to address challenges including foreign exchange, securing foreign partners and affiliates, and navigating customs procedures.

Moderator: **Carlos Teixeira**, Global Head, Business Strategy, Corporate Banking, Finastra

Belinda Han, Head of Transaction Banking, Asia Pacific, MUFG

Sunil Senapati, Chief Executive Officer, XDC Trade Network

Nelson Holzner, Chief Executive Officer & Co-Founder, MODIFI

Shirish Wadivkar, Managing Director, Global Head of Wholesale Payments & Trade Strategy, Swift

Iftexhar Alam, Regional Manager, South & Southeast Asia, Trade Finance, International Islamic Trade Finance Corporation (ITFC)

13.05-14.10 Lunch

Day One: Tuesday 5 September **Afternoon Stream A & Stream B**

Select either [Stream A](#) or [Stream B](#)

Stream A

Chair: Sanjay Desai, Supply Chain Advisory Consulting, Talent Management & Co-Founder, Humana International (An MRI Group Enterprise)

14.10-14.55

Maintaining commodity security and the impact on supply chains

A series of geopolitical shocks have highlighted the prominence of commodity security, with consequences felt across both energy and food markets in terms of supply chain disruption and cost inflation. Though energy prices have fallen in 2023, price volatility has continued to provide a challenge for traders and financiers alike in balancing current needs with longer-term low-carbon objectives, whilst concerns over food security have continued, with the gap between local production and regional consumption – particularly in the case of large importers such as China – having huge potential implications for key exporting markets across the ASEAN region.

This in-depth conversation will consider a range of key themes and trends impacting on the commodity space, including:

- Examining the trend for larger commodity operators supporting smaller ones to boost commodity trade resilience and remove barriers to accessing finance
- Building supply-side volume and addressing low inventory risk in the face of demand spikes
- Striking the balance between shorter-term cost management and risk mitigation whilst offsetting the longer-term strategic impacts of volatility
- Managing the impact of climate change and weather-related threats to the supply chain
- Assessing the significance of strategic commodity imports and how governments are taking firmer control of their supply chains

Moderator: Omar Al-Ali, Partner, ReedSmith

Gene Kwee, South East Asia Lead, Structured Trade Finance, ADM

Neha, Head of Trading Commodity Financing, East, Shell Eastern Trading

Priyanka Jain, General Manager, Valency International

James Ponsford, Head of Growth & Regional Director, Credit Solutions Asia, Aon

14.55-15.40

Bracing for turbulence – is Asia's trade credit market planning for the worst?

After exceptional growth and a low claims environment across 2021-22, Asia's trade credit market is prepared for hardening prices, the rise of insolvencies and increased demand for products, attributed to a range of factors including the impact of higher interest rates and rising inflation on cash flow and turbulence in global energy and commodity markets following the conflict in Ukraine.

This session will seek to provide insights into the current state of the market, from how the role of credit insurance in trade, commodity and supply chain transactions has been thrust into the limelight – with creditors seeking to recoup lost funds following insolvencies and fraud allegations – to best practice when submitting claims to insurer, as well as market efforts undertaken to challenge misconceptions as to how credit insurance works and the role it plays.

Moderator: Lee Garvey, Regional Head of Financial Solutions, Asia Pacific, WTW

Tyler Wendleken, Asia Trade Credit Leader, Marsh Specialty

Shan Aboo, Chief Commercial Officer, Asia Pacific Allianz Trade

Angelia Toh, Trade Finance Structurer APAC, BNY Mellon

Ahmed Madkour, Middle East Claims & Recovery Director, Recovery Advisers

Samuel Ladbury, Head of Asia Political Risk & Credit, Chubb Global Markets

15.40-16.00 **Networking break**

Stream B

Chair: Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

14.10-14.20

The importance of collaboration to strengthen the social compact

This short address from our charity partners Community Chest Singapore will highlight the importance of 'the S' in corporate ESG strategies, the ways in which cooperation with the not-for-profit sector can help corporates express their values and how companies can incorporate sustainability into their supply chains and in their stakeholder engagement.

Charmaine Leung, Managing Director, Community Chest Singapore

14.20-15.05

ESG, sustainability and trade – an evolving conversation

As the discussion around embedding sustainability into supply chains continues to develop, from new business opportunities provided by 'the green economy' to the need to strike the balance between meeting requirements and broader Sustainable Development Goals (SDGs), convergence between the worlds of trade and ESG looks set to only increase.

This session will bring experts from across the spectrum together to discuss the state of play in Asia at present, from the role banks have to play as advocates and influencers in incentivising sustainable practice to ensuring sufficient levels of sustainability-backed financing are available, particularly in the Asia market, and where opportunities in this space are likely to result in the years to come. It will also consider how accurate the recording of 'green finance' is in the current climate, the importance of digital tools and data, as well as the significance of ESG ratings going forward.

Moderator: David Koh, Managing Director, Co-Head of Transaction Banking APAC, Sumitomo Mitsui Banking Corporation (SMBC)

Shadow Zhao, Deputy Head of Trade Finance, IXM

Pradeep Nair, Global Head, Structured Solutions Development, Trade & Working Capital, Standard Chartered Bank; Co-Chair, BAFT Global Sustainability Group

Adam Hearne, CEO & Co-Founder, CarbonChain

Mitesh Karia, Managing Director & Head, International Trade & Transaction Banking, India, Credit Agricole CIB

Lucita Jasmin, Director of Sustainability & External Affairs, APRIL Group

Will Day-Robinson, Director, Credit & Political Risks, Tysers

15.05-15.50

Derisking through digital – can increased monitoring bring back confidence?

Technology continues to change the way the commodities sector operates, with a range of well documented challenges resulting in increased demand to make the trading of energy, metals and agribusiness products more efficient, transparent and secure at a time when an increasing numbers of FIs are either exiting the market or signalling their intent to do so.

This session will seek to shed light on how the market is working to address some of these challenges, from digitised inventory and supply chain solutions to monitoring management and working with producers, logistics and warehouse providers to provide greater visibility down the physical supply chain through scalable cost-effective solutions that challenges how banks validate their inventories and how they interact with their clients and intermediaries.

Moderator: Idana Salim, Director of Trade & Supply Chain Finance, Bank of America

David Thambiratnam, Chief Executive Officer, Veridapt

Sriram Muthukrishnan, Managing Director & Group Head of Product Management, Global Transaction Services, DBS Bank

Kelvin Ling, Head of Operations & Business Development, SGTraDex

Loh Wei, Chief Executive Officer, Jurong Port Universal Terminal

Wim Willemsens, Commercial Head, APAC, Non-Ferrous, Access World

15.40-16.00 **Networking break**

Day One: Tuesday 5 September **Afternoon Plenary**

Chair: Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

16.00-16.35

Assessing the revolutionary potential of CBDCs (and what it could mean)

The past 80 years have seen the US dollar dominate the international financial system, with its status unquestioned and even rising despite a number of global economic challenges, bringing with it benefits such as continuous capital inflows, lower foreign borrowing costs and the power to sanction other nations. Central Bank Digital Currencies (CBDCs) – a form of digital currency issued by individual central banks – have the potential to disrupt dollar dominance and transform the mechanics of the global financial system by providing faster and cheaper ways to settle international trade and financial transactions.

This session will consider the extent to which CBDCs pose a real challenge to US dollar dominance and have the potential to deliver massive gains in cross-border payments, with the development of CBDCs occurring alongside growing efforts by states to build alternatives to the dollar, largely pioneered by markets in the global south and accelerated by the unprecedented sanctions imposed on Russia in 2022. The conversation will also consider the progress of China in this endeavour, how the US is now expediting the development of a digital dollar and how smaller economies are becoming motivated to implement CBDCs as a means of promoting financial inclusion.

Robert Besseling, Founder & Chief Executive, Pangea-Risk

Sandip Patil, Asia Pacific Head of Liquidity Management Services & Digital Assets, Treasury & Trade Solutions, Citi

“A truly insightful forum in getting us to the “heart of the matter” in such a short time and seamlessly bridging from one panellist to the next. A lot of follow-up interest from delegates, both in-person and virtual!”

K Edmunds, Control Union

16.35-17.10

Fireside chat: Strategic priorities for the modern economy

This special interview-style session will provide the opportunity to hear perspectives on a range of challenges faced and opportunities provided by the current economic landscape. Addressing a range of strategic themes, the conversation will consider the central role of innovation in improving internal and external processes, share insights and experiences in helping companies to make informed decisions on their growth strategies, emphasise the importance of developing young talent, promoting diversity and shaping future leaders, and highlight the importance of working in collaboration with all manner of organisations to enable cross-border trade.

Neelamani Muthukumar, Group CFO & CEO, Operations, Olam Agri & **Jeffrey Tan**, Head of Products Portfolio, A.P. Moller – Maersk; President of Supply Chain Management, Singapore Computer Society; Chair of CIO Singapore, *Winmark in conversation with Sanjay Desai*, Supply Chain Advisory Consulting, Talent Management & Co-Founder, Humana International (An MRI Group Enterprise)

17.10

Close of Day One

followed by evening networking reception

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TRADE & SUPPLY CHAIN FINANCE PROGRAM

5 September 2023 6:00 PM

(By invitation only)

Contact tscfpawards@adb.org

Making global trade and supply chains **inclusive, green, resilient, transparent, and socially responsible.**

Day Two: Wednesday 6 September

08.00-09.00 Coffee and networking

09.00-09.05

Chair's morning remarks

Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

09.05-09.50

Geopolitics and the reshaping of global supply chains

As the damaging consequences of conflict in Ukraine have played out for well over a year now, the potential disruption to global value chains and implications for China in particular is hugely significant, with efforts to build supply chains based on values likely to have a profound effect on how corporates look to secure their sourcing, often utilising fewer suppliers whilst cultivating longer-term strategic relationships.

This high-level plenary session will bring together a wide range of macroeconomic and geopolitical expertise to consider the steps policymakers should take to improve supply chain robustness and resilience, and how dynamics within buyers and their suppliers are changing, with the increased trend for nearshoring or 'friendshoring'. The session will also consider increased geopolitical tensions around Taiwan, how escalations could have major impacts across the global high-tech supply chain, and the contingency measures in place to guard against them.

Moderator: Henry Gao, Professor of Law, Singapore Management University

Weihuan Zhou, Associate Professor, Director of China International Business & Economic Law (CIBEL) Centre, UNSW

Kai Fehr, Global Head of Trade & Working Capital, Standard Chartered Bank

Filipe Gonzaga, Managing Director, Bryce SA
Priyanka Kishore, Economic & Forum Director, IMA Asia

"I really enjoyed the event and look forward to the next one!"

R Findlay, Surecomp

09.50-10.35

'Battleground Asia' – the strategic importance of export credit

Amidst a challenging global economic climate and during politically charged times, export credit agencies (ECAs) have been unable to escape being impacted, with the gap between OECD market consensus and those operating outside seemingly widening at a moment where emphasis on the role of export credit in supporting trade and exports has been more pronounced than ever, set against a backdrop of commodity turbulence, concerns over inflation and interest rates, and questions over the practicalities of transitioning to the green economy.

This conversation will consider a range of themes, from greater collaboration and the role of new ECAs in plugging gaps, capacity building, strategic imports and their geopolitical consequences, accusations of 'backsliding' on ESG commitments post-Ukraine, changes in provisions (include shorter-term financing as well as traditional ECA products) as well as whether we are seeing clear divisions between OECD ECAs and those of the global south.

Moderator: Matthias Schemuth, Partner, DLA Piper
Alexandra Lutz, Divisional Head, Competence Center of German Export Finance, Singaporean-German Chamber of Industry & Commerce (SGC)

Markus Leichum, Director, Regional Coverage ASEAN, Infrastructure & Renewables, Deutsche Bank

Fabrizio Ceccarelli, Head of Southeast Asia & the Pacific, Sace

Jean-Vincent Vaury, Treasury & Financing, Siemens Healthineers

10.35-11.00 Networking break

"I thought the event went really well, it was well attended and organized with a good mix of clients across the trader, FI and corporate space. We had several good existing and new client connections."

J Ponsford, AON

11.00-12.00

GTR Ventures Tradetech Showcase 2023

Now in its 5th year, this special trade-based technology showcase provides the opportunity for a variety of market players from the corporate, start-up and government sectors to showcase capabilities and outline their business strategies to a captive audience of bankers, peers, corporates, potential investors, regulators and trade policy experts.

Once again held in collaboration with GTR Ventures, the world's pre-eminent venture-building and investment platform specialised in trade and supply chain finance, the showcase features an esteemed panel of experts ready to pose questions and reflect on the viability of the various propositions outlined. The format will incorporate a series of presentations, followed by feedback from the expert panel, before reaching final conclusions on the current state of Asian tradetech.

Confirmed showcases from:

Kalyan Basu, Managing Director & CEO, Vayana TradeXchange

Sujay SK, Co-Founder & Dy CEO, TASConnect

Jenny Au, Founder & CEO, FundFluent

Soumen Sircar, Dy CEO, Singapore E-Business

Followed by review panel with:

Joe Jacob, Regional Commercial Head, Business Information, Coface

Neil Johnson, Founder & Director, TNETS Global

Vincent O'Brien, Director, ICC United Arab Emirates (ICC UAE); Associate Director, Institute of International Banking Law & Practice (IIBLP)

Ginnie Chin, Global Structured Trade Solutions, Maybank

12.00-12.45

Is technology the most powerful tool for combating increasing trade finance fraud?

This special session will consider the issue of derisking within the context of a trade and shipping hub, and the crucial role technology has in providing the necessary tools to address a wide range of challenges, from maritime regulations and other shipping issues including AIS, STS and the current sanctions landscape.

The session will also address other areas of concern including measures to tackle the prevalence of trade finance fraud, AML best practices and wider financial crime, all of which have impacted on Singapore as a hub and the wider global trade finance community in recent times.

Moderator: Peter Matza, Council Member, Association of Corporate Treasurers (ACT)

Charles Ike, Vice-President, Maritime Trade, Pole Star

Mithun Raj, Head of Trade Finance Products & GTM, Asia Pacific & MENA, Cleareye.ai

Ranjani Rangan, Chairperson, SEA, International Trade Council

Stéphane Graber, Director General, FIATA International Federation of Freight Forwarders Associations

12.45-13.30

'Treasury today' (and tomorrow) – a checklist for the modern treasurer

Issues around working capital management and inventory management only form one part of the extensive list of concerns for the modern treasurer. From working practices to increased corporate focus on sustainability concerns, rising interest rates and dollar dominance consequences for debt management to the impact of geopolitics, the inbox will rarely have been so full.

Reflecting all of this and more, this special session will seek to provide useful and instructive advice for those operating in the treasury space, from day-to-day operational issues such as foreign exchange, supply chain disruption and commodity price volatility to longer-term strategic concerns such as climate policies, diversity and inclusion (including youth retention) and the ongoing move towards widespread digitalisation, as treasurers from companies of all sizes operating across the Asian market seek to build resilience into their organisations.

Moderator: Naresh Aggarwal, Associate Director, Policy & Technical, Association of Corporate Treasurers (ACT)

Christopher Emslie, Asian Regional Treasurer, General Mills

Nicolas Cotoner, Head of Global Transaction Banking, Banco Santander Asia

Amit Pathak, Treasury Advisory, Deloitte

13.30

Chair's closing remarks and prize draw

13.30-14.30 Networking lunch

Day Two: Wednesday 6 September BAFT 2023 Asia Bank to Bank Forum

BAFT 2023 Asia Bank to Bank Forum

14.15-14.40

Welcome

Tod Burwell, President & CEO, BAFT

14.40-15.20

Megatrends with global transaction banking heads in the region

During a time of persistent macroeconomic and geopolitical turbulence, the evolving global landscape is presenting both challenges and opportunities for transaction banking. Leaders across the industry will address this subject, offering valuable insights – both from a global and regional view – on the most important trends that demand our attention.

Moderator: Lauren D’Arcy, Head of Financial Institutions, APAC & Middle East, Barclays

Soon Chong, Group Head, Global Transaction Services, DBS

Ashutosh Kumar, Managing Director & Head of Global Transaction Banking, Asia Oceania, Mizuho

Shirish Wadivkar, Global Head, Wholesale Payments & Trade Strategy, Swift

15.20-15.50

ESG in action – accelerating the ASEAN journey

While ESG topics have gained significant attention and sporadic successes have been acknowledged, the lack of unified approaches has impeded seamless regional advancement. In this enlightening panel discussion, we will explore how regulators, influential corporate entities, and financial intermediaries can work together to develop incentives toward models of collaboration that can be replicated across neighbouring markets. We’ll discover how pioneering enterprises within the ASEAN market are enhancing the value proposition and taking ESG to the next level.

Moderator: Azeem Azmi, Regional Head, Trade Finance, CIMB Bank Berhad

Chiun Chiek Wong, Senior Executive Vice-President, Bursa Intelligence, Bursa Malaysia

Amarjit Chhina, Chief Corporate Officer, Malaysian Resources Corporation Bhd

Jing Zhang, Executive Director, Trade & Working Capital FIG, JP Morgan

15.55-16.15 Networking break

16.15-16.50

Impact of fraud on transaction banking

Financial crime and fraud are recurrent problems for banks and intermediaries, causing losses worth billions yearly, and these sums are only increasing. The rapid adoption of digital payments – including those on real-time rails – also challenges banks to keep up with evolving threat types. For example, social engineering scams that target impressionable account holders are steadily rising. Identifying and preventing fraud at the right time is imperative for all financial institutions. This session will help to discuss real-life cases of fraud impacting transaction banking and how we can be more vigilant to prevent their occurrences in our daily working environment.

Moderator: Kaushik Mukherjee, Senior Vice-President & Head of Trade, APAC, Wells Fargo Bank

Baldev Bhinder, Managing Director, Blackstone & Gold

Dan Tinsley, Senior Vice-President, Cyber Crime Prevention International, Bank of America

Tat Yeen Yap, Managing Director, Asia Pacific, MonetaGo

16.50-17.30

Deep tier supply chain finance

This session will release and discuss the recommendations from a BAFT-ADB Working Group to overcome challenges to scaling deep tier supply chain finance. These recommendations flow from an ADB 2022 white paper on the potential for deep tier supply chain finance to (i) materially reduce financing gaps and (ii) drive transparency through supply chains to address environmental and labour challenges.

Introduction from:

Aparna Soni, Consultant, Asian Development Bank (ADB)

Followed by panel discussion with:

Moderator: Tod Burwell, President & CEO, BAFT

Angelia Chia, Partner, JWS Asia Law Corporation

Sunil W. Mascarenhas, Investment Specialist, Trade & Supply Chain Finance, Asian Development Bank (ADB)

Samuel Mathew, Managing Director, Global Head of Flow & Financial Institution Trade, Transaction Banking, Standard Chartered Bank

17.30-17.35

Closing remarks

17.35-18.45 Networking reception

Reception is exclusive to BAFT Asia Forum attendees only.

19.00 Formal close of GTR Asia 2023



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M Tattersall, National Australia Bank

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F Young, Veridapt

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