



The United States'

leading trade

and supply chain

financing conference

GTR

US 2020

VIRTUAL

October 28-29, 2020

Time zone: Eastern Standard Time (EST)

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Day One: Wednesday 28 October

ON-DEMAND

Keynote: The potential of artificial intelligence (AI) in transforming the global market

As organisations consider AI-enabled technologies to modernise and capitalise on new opportunities in global trade and supply chain, they must first establish data-management strategies, build and train teams, and track against definitive goals, all while being accountable to leadership. AI outcomes are only good as the methods and data they're built on, but knowing where to start can be challenging – especially if you're trying to activate change across your entire organisation. This keynote will provide insights around driving effective AI-enabled technologies to navigate today's environment; find and reduce inefficiencies; and adapt to changing customer needs, then share best practices that can help transform your organisation so that it's always reinventing, automating, and innovating.

Pat Bajari, Vice-President & Chief Economist, Amazon Core AI

09.30-10.15

LIVE STREAM: Supply chain evolution – identifying the key drivers impacting US trade

Leading finance and risk management experts will offer their perspective on the primary trade trends emerging in 2020, and what these could mean for evolving physical supply chain, trade financing and risk management strategies:

- Offshore, reshore, unsure: How are US companies mitigating global disruption? To what extent can 'future-proofing' of the supply chain be achieved?
- Post-election geopolitics: Which global markets offer the opportunity to diversify trade flows away from riskier destinations? Is the USMCA expected to boost investment in regional supply chains?
- Have commercial and financial risk perceptions and management strategies evolved? What impact has been seen on the availability and extension of trade credit?
- Where does the trade financing piece sit in all of this? Is demand evolving with supply chain and financial risk management strategies?

Moderator: Jonathan Richman, Managing Director, Head of US Trade Finance & Working Capital, Santander Corporate & Investment Banking

Michelle DiGruttolo, Senior Managing Director, Ankura Consulting Group

Judith Pryor, Member, Board of Directors, Export-Import Bank of the United States

Richard Moore, Treasurer, Caterpillar

11.15-12.00

LIVE STREAM: Survive and thrive – optimising working capital throughout the supply chain

Disruption caused by the trade war then amplified by the pandemic saw inventory growth and extended payment terms become increasingly prevalent across the US corporate sector, often trapping significant working capital. This session will offer practical guidance on the supply chain financing tools and techniques offering working capital gains, and highlight the risks and rewards inherent in various forms of SCF:

- Building inventory and extending payment terms: Highlighting the potential impact of trade continuation measures on the cash conversion cycle, and throughout the supply chain
- What's driving demand for supply chain financing? Are large corporates refocusing on strategic deployment of liquidity as the pandemic progresses?
- Freeing trapped working capital: Where can suppliers increase internal sources of funding by leveraging trade receivables? What are the potential working capital gains and trade-offs?
- Can reliance on some forms of early payment expose suppliers to hidden financial risks in times of economic stress? What steps are being taken by the industry to ensure the responsible use of payables programmes?
- Has the SCF proposition become more compelling as the strategic importance of 'long tail' suppliers is recognised? Is good data the key to managing future trade and supply chain volatility?

Moderator: Lesley McNamara, Director, Head of Global Trade Strategy, Bank of America

Graham Smith, Assistant Treasurer, Terex Corporation
Freddy Boom, Regional Head, Americas, Greensill

John Ahearn, Chief Executive Officer, Americas, Falcon Group

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

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Corporate case study: A coming of age for digital trade finance

Featuring corporate sector end-users, this interview will explore their use of digital trade finance before, during and since the onset of the pandemic, pinpointing the role played in business continuation and offering a comparison with experiences of managing paper-based trade flows during the same period. Further discussion will offer best practice pointers for those companies seeking to adopt this increasingly crucial trade tool.

Mark Kagan, Director, Trade Finance, North America, Transaction Banking, Americas, MUFG Union Bank

Henry Byrne, Senior Treasury Manager, Trade Finance, Microsoft

Marcio Righetti, Treasurer, Americas, Johnson Controls International

14.00-14.40

LIVE STREAM: Build vs buy – what to consider when looking for a working capital solutions platform

- What are the key drivers behind the decision to build, upgrade or buy trade finance solutions?
- With growing options for those buying on a SaaS basis, what are the key considerations when deciding between providers?
- How can in-house development teams build and maintain market leading solutions?
- Assessing how control over product development impacts the decision process

Moderator: Steven van der Hoof, Founder & Chief Executive Officer, Capital Chains

Andrew Holmes, Head of North America Origination, Demica

Daniel Son, Head of Global Banking, US Bank

Angel Merino, Executive Director, Global Trade Finance USA, BBVA USA

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Transforming trade finance through AI and intelligent automation

Considering AI and automation user-cases from both procurement and banking perspectives, this session will identify the potential for greater visibility and efficiency throughout the corporate supply chain, and the financial product development potential in the field of trade payables, receivables and securitisation.

Moderator: Sebastian Kafetz, Managing Director, Head of Global Transaction Banking, North America, Lloyds Bank

Inwha Huh, Partner, Banking & Financial Markets, IBM Global Business Services

Michael Spiegel, Global Head of Trade, Transaction Banking, Standard Chartered

16.00-16.45

LIVE STREAM: Assessing key priorities for the progression of digital trade

- Pinpointing digital adoption hotspots: Are barriers lower for some trade solutions than others?
- How much progress has been made in standardising negotiable digital trade tools such as eBLs? What currently are the primary challenges to standardisation initiatives?
- Have domestic and foreign regulators now recognised the need to prioritise digital trade? Are they moving fast enough to facilitate increasing growth in adoption?
- With increased urgency around trade digitisation, is there a greater need for corporates, banks and fintechs to pull together? Where can collaboration be enhanced?
- Is 2020 the year that digital adoption reached critical mass? What may be slowing commercialisation of various bank / fintech initiatives vs. various pilots?

Moderator: Joon Kim, Global Head, Trade Finance Product & Portfolio Group, Treasury Services, BNY Mellon

Anil Sebastian, Director, Devices Supply Chain & Analytics, Microsoft

Ann McCormick, Director, Head of Global Trade Platform Management, Bank of America

Stacey Factor, Senior Vice-President, Trade, Baft
Ramaswamy Madhavan, Chief Strategy Officer, TradeAssets

Day Two: Thursday 29 October

09.30-10.00

LIVE STREAM: 'A perfect storm' – reviewing a turbulent year for global commodities markets

Oil price wars, a crash in demand for commodities, physical supply chain disruption and challenging financing conditions collided during 2020 to create a perfect storm for commodity producers, traders and financiers. This session will highlight the challenges met and overcome, offering perspectives on the high-impact commodity trade and financing trends expected to play out into 2021 and beyond.

Christine McWilliams, Global Head of Commodity & Energy Trade Finance, Citi

11.00-11.45

LIVE STREAM: Rethinking risk – the role of credit insurance in keeping supply chains moving

- Bumpy ride: Has the full scale of claims against insolvency and non-payment yet been realised in the US market? How do counterparty risk levels compare to the 2008 financial crisis?
- Constricting credit: Are lost sales revenue and punitive credit terms necessary corollaries to tighter trade credit risk management? Is there a 'third way'?
- Trade credit insurance as working capital tool: Utilising cover to enhance the value of your receivables and maximise financing opportunities
- Fault lines: Have recent policy cancellations dented confidence in the TCI sector? Is capacity sufficient to absorb the expected growth in forthcoming claims?
- Capital relief and emergency support: Can the US government do more to support the role of private insurance in boosting US supply chains?

Moderator: Gary Mendell, President, Meridian Finance Group

Juan Carlos Mealla, Senior Vice-President, Political & Credit Risks, BPL Global

Paul Kunzer, Head of Portfolio, Trade Credit – North America, Liberty Special Markets

Amy Shinkman, Vice-President, Export Credit Insurance, Export-Import Bank of the United States

Michael Stewart, Senior Underwriter, Zurich North America

12.30-13.15

LIVE STREAM: Financial crime prevention – beating the compliance crunch

The complexity of international sanctions programmes and increasingly sophisticated techniques used to evade them are combining with internal operational and budgetary challenges to create a resource crunch for those responsible for trade and financial compliance.

This session will consider some of the fresh compliance challenges emerging during pandemic, and the tools enabling trading entities and their financiers to 'do more with the same':

- How has technological advancement been exploited by financial criminals? Has Covid-related financial crime been seen to penetrate the trade space?
- Deceptive shipping activity and increasing OFAC scrutiny: Assessing a hotspot for potential sanctions violation
- Remote working; increasing complex regulation; budgetary constraints: Highlighting stiff operational challenges for those tasked with regulatory compliance
- Doing more with the same: The potential of cloud-based and automated KYC and AML technology to increase screening efficiency and reliability
- Going above and beyond: Can compliance risk be effectively mitigated only when regulations are met, or should requirements be exceeded?

Moderator: John Basquill, Senior Reporter, Global Trade Review

Jake Jacobson, Managed Services Chief Information Officer & Chief Product Officer, EY US

Nirjhar Daripa, Product Manager, Innovation, Accuity

Justin Ross, Chief Compliance Officer, FedEx

Simon Ring, Global Head of Financial Markets Compliance, Pole Star

ON-DEMAND

Financing trade in Africa: Meet the originators

Those unfamiliar with Africa often view the continent as the riskiest of business destinations, fraught with insurmountable challenges. Those operating at the sharp end of African trade finance business may offer a more nuanced view. Welcoming some of the continent's most experienced and innovative operators, this session will provide insight on the key risks to be aware of, and the opportunities the African continent offers to US corporates, financiers and investors:

- Africa as a focal point for US, Chinese and European trade and investment: Identifying the opportunities, and the competition
- Regulatory and legal considerations: Not as scary as you think, or is it?
- The KYC challenge: Can the solution be found amongst Africa's young, tech savvy population?
- Mind the gap: How much unmet trade finance demand is out there? What role is being played by DFIs and trade funds? How are these assets being originated and distributed?

Moderator: Robert Besseling, Executive Director, EXX Africa

Zhann Meyer, Head, Agricultural Commodities, Nedbank

Lodewyk Meyer, Partner, Baker & McKenzie

Lanre Oloninyi, Co-Founder, Orbitt

Linda Sadler, Executive Manager, Barak Fund Management

15.15-16.00

LIVE STREAM: Sustainable trade – where there's a challenge, there's opportunity

- The S in ESG: Considering the impact of 2020's global events on sustainable business priorities and appetite for ethical investment
- What are the potential benefits of sustainable trade leadership? How is supply chain sustainability measured and where are financing KPIs specifically focused on physical trade activity?
- Is trade and supply chain finance the most effective conduit for sustainability incentives? What successful examples and solutions can be provided?
- A question of price and profit: Are early adopters seeing bottom line benefits? Can financial regulators enable lenders to maximise financial incentives for sustainable trade?
- Dust to dust: Has scrutiny moved onto the full lifecycle of physical goods? Are financiers increasingly focused on supporting the transmission to a circular 'ESG economy'?

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

Shona Tatchell, Founder & Chief Executive Officer, halotrade

Filipe Mossmann, Managing Director, Head of Trade Sales, Americas, Client Coverage, Corporate, Commercial & Institutional Banking, Standard Chartered

Eduardo Freitas, Senior Vice-President & Regional Head, Americas, Trade & Structured Finance, Olam

Matthew Frohling, Managing Director, GTRF Sales Head, HSBC

“Excellent forum of insightful, knowledgeable & experienced trade professionals.”

G Kumar, BP Oil International

“Good event to keep on the radar that focuses on trade & the evolving political & economic climate around the world.”

S Thiagarajan, Navistar

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