



Delivering the
world's largest

trade finance gathering...

digitally

GTR
ASIA

2020

VIRTUAL

September 8-11, 2020

Time zone: Singapore Time (SGT)

www.gtreview.com/gtrasia

Day One: Tuesday 8 September

ON DEMAND

Welcome remarks

This opening address will provide a welcome from our host sponsors, previewing the forthcoming four days and emphasising the importance of connecting the market in these unprecedented times.

John Laurens, Group Head of Global Transaction Services, DBS

ON DEMAND

Keynote: Emerging stronger from the crisis

This keynote address will consider the current climate and potential bright spots for post-Covid recovery, from building resilient supply chains to fostering greater trade collaborations. It will also cover efforts to support the trading sector through deepening industry partnerships, as well as highlighting various digitisation initiatives.

Peter Ong, Chairman, Enterprise Singapore

ON DEMAND

Keynote interview: New thinking in the rules of globalisation

The current disruption has brought the perceived wisdom of companies basing significant parts of their value chain in China – or indeed in any market many miles from home – into even sharper focus.

This extensive interview session will consider the extent to which corporates are likely to change their supply chain strategies, the role governments may play in demanding nearshoring when it comes to manufacturing essential goods such as food, medicines and medical equipment, and how such policies are likely to impact on the global drive for financial inclusion.

Michael Froman, Vice-Chairman & President, Strategic Growth, Mastercard; Former US Trade Representative to be interviewed by **Eleanor Wragg**, Senior Reporter, Global Trade Review (GTR)

13.45-14.30

LIVE STREAM: What is the toll of coronavirus on trade and supply chains?

The world of trade looks set to be another of the many casualties of the coronavirus pandemic, as international banks reassess the risks faced by exporters, warehouses fill up with delayed shipments of goods that retailers are no longer able to sell, and access to dollar liquidity dwindles.

- What are the key contingency plans that banks have activated in order to continue handling trade business? What have been the biggest challenges to doing this?
- With many companies globally struggling to gain access to bank financing – even when government-backed – will this see a greater role for alternative providers?
- To what extent are we seeing greater reliance on multilateral assistance? Are they having to 'turbocharge' their trade programmes to provide the necessary support?
- What level of guidance has been provided to the market in order to help government and regulators deal with trade finance market disruptions in the light of Covid-19?
- Looking for the positives: To what extent does the current situation provide an opportunity to maximise both the digitisation and sustainability agendas?

Moderator: Atul Jain, Managing Director, Head of Trade Finance & Lending, Asia Pacific, Deutsche Bank

Farooq Siddiqi, Chief Executive Officer, Asia Pacific, Falcon Group

Anupam Verma, Chief Executive, ICICI Bank Singapore

Lisa McAuley, Chief Executive Officer, Global Trade Professionals Alliance (GTPA)

Amit Agarwal, Executive Director & Head of Open Account Trade Products, Global Transaction Services, DBS

Sumanta Panigrahi, Co-Head, Trade APAC, Treasury & Trade Solutions, Citi

15.00-15.45

Fireside chat: Public-private cooperation for an enhanced global trade ecosystem

The public and private sectors have long held a symbiotic relationship in the global trading system, existing in parallel, but within defined boundaries of the 'regulators' and the 'regulated'. However, in recent years, influential business leaders have taken an increased interest in supporting the development of trade governance models that are fit for purpose, both by lending technological expertise, experience and innovation to legislative bodies.

Covid-19 has also exposed the fundamental fragilities in existing trade governance models, with outdated paper-based trading systems and fragmented regulatory environments causing customs bottlenecks which have hindered the flow of essential food, medicine, protective equipment and services across borders. This high-level dialogue will explore successful public-private programs to strengthen and support market access and development. It will also highlight forward looking programs aimed at addressing systemic trade barriers during and beyond the current crisis.

John W.H. Denton AO, Secretary General, International Chamber of Commerce (ICC) to be interviewed by **Emmanuelle Ganne**, Senior Analyst, Economic Research Department, World Trade Organization (WTO)

16.15-17.15

LIVE STREAM: What have been the key fault lines exposed in the insurance sector?

With the implications of both health and economic crises challenging the ability of businesses to fulfil their obligations, this presents serious repercussions for trade credit and political risk underwriters and their brokers. This 2-part session will first assess the current climate before considering what the future holds.

- Can a wave of claims be expected both in light of the pandemic but also shocks in the commodity sector, providing something of a 'double whammy'?
- What kind of business volumes have been seen mid-pandemic and what steps are insurers taking to deal with them? Can the market absorb pessimistic loss scenarios?
- Given the sharp increase in pay outs and significant investment losses, can we expect to see cover being withdrawn? Is the market in a position to honour its obligations?
- Looking ahead what are the key challenges and likely changes for the insurance market (pricing, volumes)? Will insurers need to rethink their business model to stay profitable?
- As the trade ecosystem works to keep businesses going, how can the private market work with ECAs to form part of the wider solution? Where does this leave 'the client'?
- What work is being undertaken to give the private market a voice when policy is decided? How easy has it been for the industry to speak as one?

Moderator: Fabien Conderanne, Head of Financial Solutions, Asia Pacific, Willis Towers Watson

Serene Soo, Regional Director, Political Risk & Structured Credit, Credit Specialties, Asia, Marsh JLT Specialty

Tim Bradford, Chief Executive Officer, Leadenhall

Harry McIndoe, Chief Executive, Singapore, BPL Global

Samuel Ladbury, Regional Manager, ASEAN & South Asia, Political Risks & Credit, Chubb Global Markets

Day Two: Wednesday 9 September

ON DEMAND

Economist insights: How well equipped are Asian markets to adapt?

Asian economies, long aided by friendly regulatory regimes and bullish investment in technology platforms and ambitious transformative programmes, have led the way globally when it comes to buoyant trade growth forecasts. However, the blow dealt by the Covid-19 pandemic risks many previously booming economies entering recession.

With the length and intensity of the downturn uncertain and with protracted containment measures likely to be needed, this discussion will consider the implications across a range of countries and also key industries, from manufacturing to financial services, travel and tourism, IT and retail. It will also consider geopolitical themes, including the risk of more isolationist trade policies and trends such as 'techno-nationalism'.

Moderator: Azim Walli, Managing Director, Head of Product for Asia & Oceania, MUFG Bank

Michael Every, Head of Financial Markets Research, Asia-Pacific, Rabobank

Alicia García Herrero, Chief Economist, Asia Pacific, Natixis; Adjunct Professor, Hong Kong University of Science & Technology; Senior Fellow, Bruegel

ON DEMAND

Commodity traders in Asia: A risky business?

Many of the world's largest trade finance banks have been left asking themselves where things went wrong following the recent collapse of several notable commodity traders, with concerns since raised that this may only be the tip of the iceberg.

This session will seek to address some of the deeper issues in the financing of commodities exposed by the crisis, from over-concentration of bank liquidity in the hands of a small group of larger traders to faults in the system for monitoring and tracking inventory and over-reliance on outdated systems of documentation.

With increasing participation in the sector from non-traditional forms of financing (institutional investors, private equity, pension funds), the session shall look to determine whether seismic change is needed in how risk is assessed.

Moderator: John Basquill, Senior Reporter, Global Trade Review (GTR)

Baldev Bhinder, Managing Director, Blackstone & Gold

Nataliya Frolova, Independent Finance & Insurance Expert

Robert Cooper, Regional Director, Political Risk & Structured Credit, Credit Specialties, Asia, Marsh JLT Specialty

Raj Uttamchandani, Executive Director, Trade Finance Market

13.45-14.30

LIVE STREAM: Oil price volatility, perishable goods and exposed supply chains – a nightmare scenario for commodities

The pressure placed on the commodity trading sector by the pandemic has been immense, from the impact on negative oil pricing to concerns over millions of tons of soft commodities either needing to be thrown away or sat rotting in disused warehouses.

- What measures are banks taking to preserve liquidity? Are we seeing greater syndication, limits on approvals and restrictions favouring top customers?
- To what extent is increased support from both the DFI and alternative financing/institutional investor community likely to be required to prop up the sector?
- Are we likely to see a new spate of regulations helping corporate restructuring and business continuity? Is this much needed at a time of stress for trading firms?
- Should we expect increased inflation along with higher levels of taxation as governments seek to refill their treasury coffers?
- Is there hope that the current situation can help lead towards much needed market changes, such as increased automation and digitisation?

Moderator: Andrew Glass, Founder & Managing Director, Avatar Commodities

Geoff Cox, Managing Director, Business Development, Asia Pacific, Triquesta

Gopul Shah, Director, Head of Global Treasury & Trade Finance, Golden Agri-Resources

Samir Neji, Founder & CEO, dtledgers

Sriram Muthukrishnan, Group Head of Trade Product Management, Global Transaction Services, DBS

Bridie Ohlsson, Chief Executive Officer, Geora

15.00-15.45

Case study: Increasing transparency across the supply chain

One of the key recent priorities highlighted is the need to ensure that supply chains for key sectors such as food, energy and medical supplies are more transparent and easy to finance, through listing the suppliers and manufacturers of products, as well as the banks that support them, across the globe.

This special dedicated case study will highlight some of the work being undertaken to map those crucial supply chains and enable governments, banks, investors and practitioners to trace the supply of critical equipment, ensuring accurate supply and use of data to relieve bottlenecks and boost supplies, as well as enabling financiers to step up and provide the necessary funding.

Moderator: Phillip Day, Communications Consultant, Trade & Supply Chain Finance Program, Asian Development Bank (ADB)

Steven Beck, Head of Trade & Supply Chain Finance, Asian Development Bank (ADB)

Rebecca Harding, Chief Executive Officer, Coriolis Technologies

16.15-17.00

LIVE STREAM: Tech and digital disruption – is it time for everyone to pull together?

If there is one 'benefit' or potential silver lining to be gleaned from the current situation, it is that a number of clients are being driven to digitise their cash and trade activities, in realisation of the way that traditional paper-based processes have been exposed.

- What are the key gaps and priorities around digitisation in the current climate? Are some banks having to take on new regulatory risks?
- To what extent are banks and corporates engaging regulators and lobbying governments for the removal of physical documentation requirements?
- Has the situation caught the market out? What does it say that it took a pandemic to make the case for digitisation and what lessons can be learned?
- How likely is the prospect of Asia's many national programmes – 'the digital arms race' – merging into a more regional and unified approach?
- Is greater collaboration likely in the private sector in light of tradetech consortia saturation, not all of whom have made the impact hoped for?

Moderator: Samuel Mathew, Managing Director, Head of Documentary Trade Products, Standard Chartered
Peter Jameson, Head of Asia Pacific Trade & Supply Chain Finance, Global Transaction Services, Bank of America

Louise Taylor-Digby, Head of Trade Strategy, Swift
Michael Walker, Head of Working Capital Finance, Asia Pacific, Finastra

Srinath Keshavan, Executive Director, TradeAssets
Tsafir Attar, Vice-President, Digitisation, Surecomp

Day Three: Thursday 10 September

ON DEMAND

What are the new priorities for the export credit community?

This last few months has seen the significance of the support provided by export credit agencies increase, as they have sought to support exporters and keeping trade moving, particularly in light of many banks struggling to manage excess client demand.

- How have ECAs reacted when it comes to demands for a globally coordinated response to these unprecedented times?
- What measures have been taken to support short-term trade? Has coverage been extended to short-term credit and trade receivables, and what is the appetite for this?
- Despite much focus on declining exports, some Asean countries have benefitted in terms of their exports; where has growth been seen and what have been the factors?
- How is Asian outbound activity best served by both the ECA and private short-term credit, structured credit and political risk market? Is there a mixture of the two?
- What is similar and what is different to the measures taken during the 2008 global financial crisis? What can you say about the support being provided along the supply chain, including domestic trade and working capital support?

Moderator: Vinco David, Secretary General, Berne Union

Kah Jin Khoo, Head, Insurance/Takaful, Structured Credit & Political Risk, Exim Bank Malaysia Berhad

Jan von Allwörden, Executive, Head of Department Underwriting, Euler Hermes Aktiengesellschaft

Zhao Zheng, Assistant General Manager, International Department, China Export & Credit Insurance Corporation (Sinosure)

Matthias Schemuth, Partner, Head of Finance, Projects and Restructuring, Asia, DLA Piper

ON DEMAND

Cybersecurity – uncovering new risks in the new normal

Mass remote working due to lockdowns and restrictions on movement to offices have opened up opportunities for criminal activities and the targeting of corporate cyber-infrastructure, resulting in a sharp rise in attempted scams the world over. Regulators have been quick to warn about schemes targeting individuals – from phishing to bank payment fraud – but the danger to businesses are equally heightened.

This case study session will examine the key priorities and pressure points for pursuing a robust cyber strategy, from the types of scams being seen – push payments, fake creditors, tax fraud – to reliance on home networks lacking sophisticated protection. It will also offer practical advice on the measures to take when an attack happens, the role of business planning, stress tests as well as the role for insurers and regulators in an unprecedented era of global disruption.

Mark Parr, Global Director of Information Technology, HFW

Oz Alashe, Chief Executive Officer, CybSafe

13.45-14.30

LIVE STREAM: What does the future hold for the debate around sustainability?

Even before the current situation spiralled into the state the world now finds itself in, the issue of sustainability had risen higher on the agenda of most corporates. With likely behavioural changes including shifts in attitudes towards business travel both on a reputational risk and personal safety basis, this trend is only likely to continue.

- With talk of 'rebooting' economies, will sustainability be placed higher on the agenda for corporates and banks as an essential pillar, or something trimmed down when budgets are cut?
- How concerning should talk around new green economies be for industries such as energy and aviation that have already been ravaged by the pandemic?
- What has movement towards greater digitisation taught us about transparency and tracing of goods? Is this something only likely to be accelerated?

- With forecasts of a severe global economic downturn, to what extent is 'picking and choosing' which business to finance unlikely to be a luxury companies and financiers can afford?

Moderator: Roberto Leva, Investment Specialist, Trade & Supply Chain Finance, Asian Development Bank (ADB)

Vishal Vijay, Director, Agrocrop Processing

Carmen Chan, Director, Head of Trade Finance, Greater China, Deutsche Bank

Fabrizio Fioroni, Adviser, Anti-Money Laundering/ Counter Financing of Terrorism, United Nations Office on Drugs & Crime (UNODC)

Rebecca Harding, Chief Executive Officer, Coriolis Technologies

15.00-15.45

Case study: What does supply chain finance 2.0 look like?

At such a time of great uncertainty, the provision of working capital has never been more important, as a tool for helping both suppliers and buyers improve their cash flow simply and efficiently; this is the case for companies both large and small, as they look to support and ensure viability within their supply chains.

This session will seek to examine how financiers are seeking to ensure more non-investment grade suppliers can gain access to a more reasonable cost of funds by leveraging the credit rating of their buyer, examining key success drivers including friction-free set-up processes, easy to implement programmes which make use of robust technology, along with access to a diverse capital markets funding pool. It will also look at some of the legal and regulatory challenges when it comes to conducting such programmes over multiple jurisdictions.

Moderator: Joanna Ossinger, Markets Editor, Bloomberg

Sameer Sawhney, Regional Co-Head, APAC, Greensill

Saurabh Dhingra, Leader, ASEAN Financial Services Strategy Practice, EY-Parthenon

Johanna Wissing, Director, Global Transaction Banking Asia Pacific, Lloyds Bank

Prashant Pillai, Managing Director, Head of Global Transaction Banking (GTB), FAB Asia

16.15-17.00

LIVE STREAM: The view from treasury – how robust have business continuity plans proved?

As those tasked with steering the ship during times of financial uncertainty, treasurers often have what some might call a natural 'distrust' of the system, with business continuity planning and preparedness a crucial part of that process.

- To what extent have smaller organisations found business continuity planning more challenging due to more limited resources? How important is the ability of their banks to transition smoothly?
- Have we seen some companies caught out when it comes to their cash flow forecasting processes? What key lessons can be learned here?
- How well have treasurers adapted to 'the new normal' when it comes to transitioning to working from home and moving systems into the virtual space?
- What are the regulatory, compliance and operational concerns when it comes to managing a remote treasury function?
- The treasurers of tomorrow: How hard is it to ensure young treasury professionals keep up with their educational activities in the current climate?

Moderator: Caroline Stockmann, Chief Executive, Association of Corporate Treasurers

Zonika Ramsey, Head of Commercial Treasury, Rio Tinto

Kushtrim Hamiti, Head of Regional Treasury & Structured Finance Asia, Nokia

Rahul Jain, Group CFO, Agrocrop

Devashis Das, Deputy Head of Global Transaction Banking, Asia Oceania, Mizuho Bank

Day Four: Friday 11 September

ON DEMAND

GTR Ventures Tradetech Showcase: 'The Demo Lab'

Running for a third consecutive year - but virtually for the first time - GTR Ventures provides opportunities for tradetechs to showcase themselves to the wider trade finance community. Please take some time to hear from a range of companies, with punchy pre-recorded 10-minute 'pitch' presentations delivered highlighting products, services and business strategies.

Presenters:

Kevin Lim, CEO & Co-Founder, Tramés
Arnoud Star Busmann, President & CEO, MineHub
Jonathan Colehower, CEO, CargoChain
Ted Martynov, CEO & Co-Founder, CARMA

13.15-14.15

GTR Ventures Tradetech Showcase: Panel review

Following on from the morning's 'Demo Lab', this interactive session will bring presenters from various established fintechs and start-ups together with industry experts to review the morning's Demo presentations, before engaging in discussion and debate, including audience Q&A, on their business models, strategies and activities. Strong focus will once again be placed on innovation, efficiency and the need to provide greater access to finance, particularly in these uncertain times.

Moderator: Dimitri Kouchnirenko, Industry Mentor, GTR Ventures

Marc Dragon, Managing Director, Reefknot Investments
Yasmina Izrar, Head of Marketing & Innovation, Asia Pacific, Coface
Lucas Chua, Head of Startup Business Development ASEAN, Amazon Web Services

14.30-15.15

'The virtual classroom'

Our virtual classroom breakouts provide the opportunity to address key issues in a capped group of peers. A problem shared is a problem halved!

Breakout 1: Changes to contractual rights and obligations post-Covid-19

Traditional mechanisms for allocating contractual risk may not be adequate for addressing the enormous disruption caused by the coronavirus pandemic, with Singapore one of several states to adopt legislation to offer relief on some legal obligations, a previously unthinkable prospect. This breakout will consider what this means for rights and entitlements in the face of claims and dispute resolution, both now and in the future.

Amanda Lees, Partner, Simmons & Simmons

Breakout 2: Trade origin fraud as the next big challenge in KYC

Asian markets have seen increased focus on the origins of goods, following a spike in fraudulent cases where exporters reroute goods and products to take advantage of FTAs and circumvent duties. This breakout will examine this trend for 'final stage' manufacturing as a means of flouting regulations, also considering how such practices potentially lead to distortions in trade figures and decoupling between trade and economic growth.

Graham Bright, Head of Compliance & Operations, Euro Exim Bank

Breakout 3: Addressing new challenges in the maritime sector

The shipping industry is seeing big changes when it comes to sanctions imposition; whereas previously responsibility for allowing illicit activity fell on the shoulders of banks and FIs, scope has now been widened to the whole maritime industry, from forwarders to shippers. This breakout will consider the potential consequences of this, including additional costs coming down the chain as a result of this new regulatory burden.

Amanda Northey, Regional Head Asia Pacific, Financial Markets Compliance, Pole Star

Breakout 4. A new landscape for learning

The disruption to the usual ways of working has borne serious implications for those working in the world of trade, with major adjustments needed to ensure practitioners hone the skills to stand them in good stead. This breakout will provide practical guidance on how best to continue engagement and dialogue, enhance knowledge and skills and demonstrate the technical competence required to progress careers in 'the new normal'.

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

15.45-16.30

LIVE STREAM: Where to from here? Can Asia lead the way in the new global economy?

Although originating in China, recent events have had a truly transformative impact on global trade and supply chains, with many looking at the response of Asian markets for guidance.

- To what extent have flaws been exposed in the 'just in time' supply chain inventory model? What are the likely changes resulting from this?
- Are we likely to see significant geopolitical consequences when it comes to future trade relations?
- Can we expect to see changes to corporate culture and business travel in the future? What are the implications of an increased role for the nation state?
- What type of economic recovery should we be expecting in 2021 and beyond, a u-shaped one or a v-shaped one? Or even an l-shaped one?
- What lessons can be learned to encourage a more collaborative and inclusive global trade environment going forward?
- To what extent is Covid-19 an accelerant for pre-existing market trends?

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

Claire Thompson, Executive Vice-President, Enterprise Partnerships, Mastercard

Brandon Feng, Head of Trade & Working Capital, Asia & Middle East, Barclays

Anahita Thoms, Head of Trade Practice, Baker McKenzie

Kelvin Lau, Senior Economist, Greater China, Standard Chartered

Tolentino Mendonca, Managing Director, Regional Head of Trade Finance, Asia Pacific, Credit Agricole CIB

16.50-17.00

GTR Ventures Tradetech Showcase: The verdict!!

Proceedings will end with the formal announcement of the winner of this year's GTR Ventures Tradetech Showcase, complete with presentation of a special prize. Best of luck to all!

Rupert Sayer, Co-Founder & CEO, Global Trade Review; GTR Ventures

PLATINUM SPONSORS



HOST SPONSOR

SUPPORTING PARTNER

GOLD SPONSORS



SILVER SPONSORS



CO-SPONSORS



INSTITUTIONAL PARTNERS



MEDIA PARTNERS

