



November 16-18, 2021

Time zone: Singapore Time (SGT)

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# GTR ASIA 2021 VIRTUAL

Transforming trade in a time of change

**GTR Asia, the world's largest trade finance gathering, returns in virtual form for 2021 on November 16-18, offering the opportunity to hear critical market insights and benefit from the unparalleled expertise of established trade leaders.**

Encompassing the key aspects of the live conference experience in a digital format, GTR Asia 2021 will retain GTR's core focus on networking, collaboration and knowledge sharing, offering an unrivalled delegate mix incorporating corporates, traders, banks, insurers, lawyers, fintechs, non-bank financiers, government agencies and investors.

Whilst we hope to return to Singapore in-person for 2022, this year's event provides a highly anticipated opportunity to connect with all corners of the market for those involved in Asian trade, with a full exhibition and extensive programme covering the latest developments and rapidly changing dynamics.

**"A great opportunity to connect with delegates and hear the latest trade and trade technology developments."**

J Ellwood-Russell, Simmons and Simmons

November 16-18, 2021

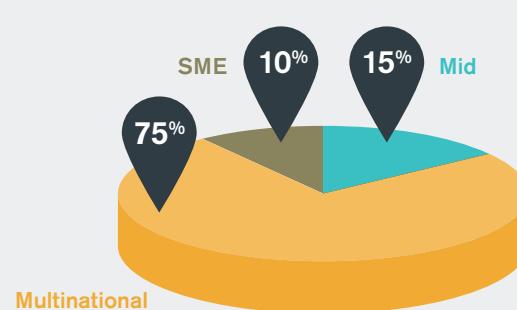
## Key themes: 6 of the best



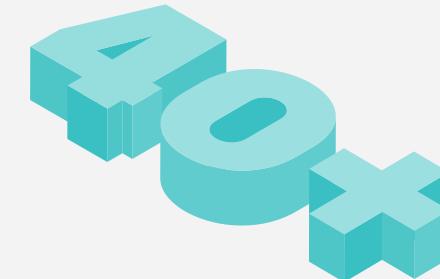
## Attendees by sector in 2020



## Company size breakdown in 2020



## Countries expected in 2021



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## Day One: Tuesday 16 November

09.30-09.40

### Keynote address: The latest from Enterprise Singapore

This keynote address will seek to provide a vision for future trade prosperity, reflecting on Asia's role at the head of global economic recovery and Singapore's efforts to improve trade connectivity and restore confidence in its role as a premier trade finance hub. It will also provide an update on the country's efforts in digitalisation, innovation and sustainability.

**Peter Ong**, Chairman, Enterprise Singapore

11.00-12.15

### Trade heads roundtable: Asia's role in global trade recovery

The narrative for global economic recovery has been set, with the East – led by China – seen as dominating the rebound in goods trade, fuelled by a swifter and more decisive response to the pandemic free from the choking impact of lockdown restrictions seen elsewhere. This narrative is however being challenged, as we begin to see signs that economic activity in China may be plateauing and with the resurgence of Covid restrictions in other parts of Asia (SEA in particular, whilst US and European economies continue to open up) seeing disruption to supply chains.

This special Asia Trade Leaders Roundtable will delve deeper into a complex situation, considering a range of factors from the impact of increased labour and shipping costs on China's role as 'factory of the world', geopolitical factors such as tariffs and the threat of sanctions to ongoing trends for reshoring and diversification of supply chain risks. It will also examine the significance of broader global economic trends, such as the speed of global vaccination initiatives (such as the Covax programme) and the return of international travel.

**Moderator: Kai Fehr**, Global Head of Trade & Working Capital, Managing Director, Standard Chartered Bank

**Peter Jameson**, Managing Director, Head of Trade & Supply Chain Finance, Asia Pacific, Bank of America

**Sriram Muthukrishnan**, Group Head of Product Management, DBS

**Kanika Thakur**, Managing Director, Head of Asia Trade, Citi

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

10.00-10.40

### 'In deep ship'

It is impossible to ignore the current global supply chain crisis. While Covid-19 has played a key role in this mess, it is only part of a far larger interconnected set of problems. We examine current shipping dynamics: "too big to sail" structural issues; a brewing political backlash; Cold War icebergs; and the 'ship of things to come' if maritime past is a guide to maritime future. In short, while central banks insist inflation is transitory and will fall once supply-chain bottlenecks are resolved, shipping dynamics suggest they are closer to becoming systemically entrenched. Many ports will get caught in this storm if so.

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

13.45-14.30

### Is the trade digitisation landscape finally maturing?

After what has felt like years of mostly just talk, there are finally signs that 'the blockchain story' may be progressing, with Asia undoubtedly at the forefront of trade digitisation advances. Recent examples of this progress include the recent inaugural trade finance NFT transaction conducted on the Singapore-based XDC Network – with various other applications coming to market enabling businesses to create NFTs from invoices as a means of accessing funding – whilst other notable activities include the newly-expanded Hong Kong-based Global Shipping Business Network (GSBN) consortium, set up to provide greater linkage between the shipping and finance sectors to facilitate end-to-end trade digitisation.

Reflecting on these initiatives and other developments such as Singapore's adoption of the UNCITRAL Model Law on Electronic Transferable Records (MLETR) and the G7 declaration on legal reforms, this session will provide a comprehensive update on the digital landscape, whilst also addressing concerns over digital islands, jurisdictional and standardisation challenges when it comes to scalability.

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

**Bertrand Chen**, Chief Executive Officer, Global Shipping Business Network (GSBN)

**Josh Kroeker**, Chief Product Officer, Contour

**Sriram Muthukrishnan**, Group Head of Product Management, DBS

**Billy Sebell**, Head of Ecosystem, XDC Network

This session will consider how this heightened environment is likely to play out from a trade perspective, with the risk of divisions and concern over the use of trade as an tool of wider economic diplomacy.

**Rebecca Harding**, Chief Executive Officer, Coriolis Technologies

**Professor Henry Gao**, Associate Professor of Law, Singapore Management University; Dongfang Scholar Chair Professor, Shanghai Institute of Foreign Trade

**Kristy Sandino**, Head of International Policy, Confederation of British Industry (CBI)

16.15-17.00

### Trade finance gaps, achieving growth and the role of supply chain finance

The release of the Asian Development Bank's latest Trade Finance Gaps, Growth, and Jobs Survey recently laid bare the extent to which shortfalls in finance are impeding the full potential of trade to aid global recovery. This session will consider the latest reflections on the survey, from gaps in demand and supply to changing consumer habits, supply chain challenges and looming financial jeopardy for many companies across the ecosystem.

The conversation will also assess the extent to which companies have increasingly turned to supply chain finance as a means of keeping trade moving, despite ongoing questions over accounting treatment, onboarding practices and the fallout from recent high profile failures.

*Survey findings presented by:*

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

*Followed by Q&A with:*

**Zenichi Tanakamaru**, Head of Transaction Banking, Thailand & Mekong Region, Mizuho Bank

**Kanika Thakur**, Managing Director, Head of Asia Trade, Citi

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

15.00-15.45

### FTAs, pacts and economic diplomacy – the latest soft power grab?

Asia's position at the heart of global geopolitics and its impact on trade appears to be entering yet another chapter; the fallout from the signing of the new AUKUS security pact between Australia, the US and the UK – a controversial initiative many see as only likely to add to tensions in the region, particularly around the subject of Taiwan – saw China applying to join the Comprehensive and Progressive Agreement for Trans-Pacific Partnership (CPTPP), an 11-country free trade area that also includes Australia, following on from last year's signing of the Regional Comprehensive Economic Partnership (RCEP).

## Day Two: Wednesday 17 November

09.30-10.00

### Case study: Vaccine supply chains and lessons for the future

With the effects of the pandemic still restricting life in so many parts of the world – Asia being a notable example – concerns continue over global access to vaccines, with the World Trade Organization (WTO) earlier this year mapping critical production inputs with the aim of simplifying a complex supply chain of components and raw materials.

This session will consider the crucial role the trade finance industry has to play in this, from the role of banks in financing vaccine exports as part of the Covax initiative to the recent insurance industry collaboration providing cover for vaccine shipments. Discussion will also focus on how such public-private collaborations could potentially lay the groundwork for the supply of other critical goods, changing the way trade supply chains are managed going forward.

**Paul Kim**, Head of Strategy & Product Development, Aon  
**Chris Magpayo**, Vice-President, Business Development, Enterprise Partnerships, Mastercard

10.45-11.30

### Case study: New tools in the fight against fraud

Well-publicised incidents of fraud have had a devastating impact on the bottom line and reputation of the trade finance industry, with regulators highlighting significant issues relating to both credit risk analysis and financial crime controls. The ability to check for duplication of all manner of documents – from invoices to bills of lading, warehouse receipts and purchase orders – before undertaking decisions on financing could prove crucial in restoring confidence to the sector.

With many viewing technology as key to achieving this objective, this session will consider the importance of taking a global lens to trade finance fraud, of gaining sufficient reach to address challenges in a more coordinated way through the adoption of global API standards, identity and security. The session will also address potential registry issues around the sharing of transaction/borrower information, potential benefits to SMEs – often the first clients to be 'offboarded' – and what this means more broadly in the evolution of such solutions.

**Louise Taylor-Digby**, Global Head of Trade Strategy, Swift  
**Jesse Chenard**, Chief Executive Officer, MonetaGo  
**Oswald Kuyler**, Managing Director, ICC Digital Trade Standards Initiative

12.00-12.30

### ESG regulations – navigating difficult terrain

Trade finance regulation seems to be under constant pressure to keep up with the latest industry trends, with regulations around environmental, social and corporate governance – from child labour practices to impact on wildlife and conservation – the latest and perhaps the most pressing concern, particularly for smaller European buyers with supply chains across Asia and the ASEAN region in particular.

This session will consider the practical implications of these new priorities and whether this signals a further shift and an evolution in the thinking around ESG principles, whilst also reflecting on the publishing of the Social Loan Principles, seen by many as a direct response to the request for clarity over social lending, which has grown exponentially in the wake of the pandemic.

**Simon Ring**, Global Head of Financial Markets Compliance, Pole Star  
**Philip Lilliefelth**, Chief Executive Officer, Vasanda  
**Hannah Vanstone**, Legal Associate, Loan Market Association (LMA)

13.40-14.30

### Trade-led growth and ESG – can Asia strike the right balance?

Trade has often led a delicate balancing act when it comes to its contribution to humanity. Whereas the West had its industrial revolution over 200 years ago, Asian markets – boosted by China's own process of industrialisation – only started growing significantly towards the end of the last century, fuelled by increased emissions and a strong focus on natural resources. Hindered by widely differing regulatory environments, opaque governance practices and a complicated web of supply chains, regulators are faced with a unenviable task.

This session will consider a range of topics around this argument and the challenge of striking the necessary balance, from supply chain resilience lessons learned from the pandemic and the impact of changing supply chains shifts (such as reshoring away from Asian markets), the role of finance as leverage in establishing ESG as a priority issue, understanding regional dynamics

to reduce the risk of 'greenwashing', establishing universal metrics on which to measure progress and ensuring companies have greater understanding of their accountability to shareholders, customers and employees.

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

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

**Melissa Moi**, Head of Asia Pacific, Environment, Social, Governance, Bank of America

**Matthias Schemuth**, Partner, DLA Piper

**Kamran Khan**, Head of Environment, Social & Governance (ESG), Asia Pacific, Deutsche Bank

**Stephen Olson**, Senior Research Fellow, Hinrich Foundation

15.00-15.45

### Insurance market round-up: Reflecting on unprecedented times

Just over a year ago at the 2020 gathering of this event, speculation was rife over the potential impact of the pandemic on business volumes, growth appetite and the need to manage relationships and honour its obligations in the face of pessimistic loss scenarios in some cases.

This session will regather the structured credit and political risk insurance market together to reflect on the current state of the market, assessing how those loss scenarios played out, differences across sectors in terms of market appetite, pricing challenges, policy advocacy and potential changes to business models. The conversation will also reflect on how some of the other market challenges (commodity frauds, supply chain issues, ESG trends) have played out amongst the insurance community.

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

**Jamie Jeffers**, Head of Credit & Political Risk, Canopus Asia

**Ashish Makhija**, Executive Director, Global Credit Insurance Group, Standard Chartered Bank

**Jaime Taylor**, Class Underwriter, Chaucer Group

16.10-17.00

### Industry debate: How can the system better meet the needs of SMEs?

With sharp increases in the cost of working capital and ongoing concerns over late or extended payments – estimated to be to the tune of a staggering US\$16 trillion worldwide – SMEs have often borne the brunt of recent financial pressures; despite a broadly positive outlook, it is also felt that not enough of them are seeking funding options outside of more traditional sources, such as factoring and supply chain finance. This poses an existential question; if SMEs are seen as a crucial factor in economic growth, should more effort be coordinated across the trade ecosystem to support them?

This session will consider the latest trends impacting on this vital segment, from the benefits of supply chain finance programmes and the knock-on effects of greater attention from regulators, to the role multilaterals and larger FIs can play in encouraging local banks to support SMEs via risk-sharing programmes, the need for greater training and capacity building in the field of SCF in Asia in particular, as well as some of the legislative barriers that still need to be overcome.

**Moderator: Gabriel Petrus**, Deputy Director, Global Partnerships & Development, International Chamber of Commerce (ICC)

**Frank Wendt**, Executive Chairman, FOX

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

**Tom James**, CIO & CEO, TradeFlow Capital

**John Galani**, Chief Operating Officer, Triterras

**"Ample opportunities to network and meet with the Who's-Who of international trade!"**

**V Sharma**, Wells Fargo

**"Latest insights across multiple topics patched into a simple event!"**

**A Wong**, General Electric

## Day Three: Thursday 18 November

**10.00-10.40**

### Case study: Green finance and the role of insurance

As the financing of green and sustainability-linked loans continues to grow as an important tool to address the challenges presented by global climate change, the private insurance market is in turn needing to evolve in order to meet the shared challenges and opportunities.

With the past few months having seen various regulatory and loan market changes and with expectation that financing more closely aligned with ESG principles will become more common in the insurance market, this session will seek to shed light on how the landscape has changed for the CPRI market, with greater focus on borrower behaviour and the extent to which insurers – both established and some potential new market entrants – are placing sustainability objectives at the heart of their strategy, in line with the influx of capital into the green financing space.

**Lee Garvey**, Executive Director, Head of Financial Solutions for Australia & New Zealand, Willis Towers Watson

**Matthieu Le Bret**, Managing Director, Head of Asset Distribution, Asia Pacific, Nord LB

**Régis Roche**, Regional Head, Asia Pacific, Transactional Cover Unit, Euler Hermes

**"I had a great time at GTR Asia. It was definitely worthwhile and we have already had a number of follow-ups from the conference!"**

**V Sharma**, Wells Fargo

**11.30-12.30**

### Roundtable: Can greater efficiency and inclusivity help close working capital gaps?

As companies of all sizes struggle to access finance, enabling firms to apply for support in a simple and intuitive manner becomes ever more important, with the extensive costs involved in financing applications. Opening up opportunities to apply for credit from multiple financing sources – both bank and alternative – plays a crucial role in reducing red tape, eliminating middlemen and providing access to a greater suite of services including documentary trade and supply chain finance, letters of credit, shipment financing and working capital.

This session will discuss the importance of streamlining and standardising processes, the role of secured repositories such as Singapore's Networked Trade Platform (NTP) in storing digital data, as well as the importance of integrating logistics and compliance for a more holistic offering. The discussion will also look at plans to expand across other markets, and the opportunities provided for even greater connectivity across a range of regional and global FIs.

**Moderator:** **Vincent O'Brien**, Member of the Executive Committee, ICC Banking Commission

**Desmond Loh**, Chief Executive Officer, Guud Finance

**Mike Walker**, Head of Working Capital Finance, Asia Pacific, Finastra

**Kheng Leong Lee**, Asia Pacific Representative, HPD LendScape

**Farooq Siddiqi**, Chief Executive Officer, dtlledgers

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

**13.40-14.30**

### Credit risks, insolvencies and domino effects – how prepared is the market for more turbulence?

The last two years has seen the world of trade rocked by what has at times felt like a series of existential threats, from well-publicised trader frauds to ongoing trends for international bank derisking and retrenchment, to the impact of the collapse of Greensill on the supply chain finance market. Despite talk of an Asian-led economic recovery, insolvencies seem set to spiral as we near the end of 2021, with dual pressures of late payments and the withdrawal of government support packages likely to take their toll on corporate cash flow – a June survey revealed a barely credible 50% of all B2B invoices overdue.

As the industry looks forward, set against the backdrop of the winding down of fiscal support packages and temporary insolvency regulations, this session will take the temperature of the current climate, assessing a range of themes from overconcentration of liquidity amongst larger traders and the squeezing of smaller players to improvements in transparency brought about by advancements in technology, to the role of the credit insurance market in advocating a more strategic approach to customer credit risk.

**Moderator:** **Olivier David**, Global Head for Structured Credit & Political Risks, Atradius

**Sean Birrell**, CTO & Co-Founder, Veridapt

**Scobie Mackay**, Head of Structuring, Origination & Sales, Global Carbon, Macquarie Group

**Alex Bursak**, Director, Regional Head of Insurance, Asia Pacific, LiquidX

**Roshni Patel**, Global Head of Credit Risk, Quantexa

**15.00-15.45**

### In conversation: The view from corporate treasury

As 2021 comes to an end, and with renewed hope of the continued transition back to business, economic and social normality for 2022 and beyond, this session – coordinated with our friends at the Association of Corporate Treasurers (ACT) – will bring three treasury experts from different backgrounds and markets across Asia Pacific to discuss the hot topics impacting the region and its treasury community.

**Moderator:** **Caroline Stockmann**, Chief Executive Officer, Association of Corporate Treasurers (ACT)

**Xuelin Chen**, Director, Group Treasury, Trip.com Group

**Benny Koh**, Treasury Services Leader, Regulatory Risk Leader, SEA Risk Advisory, Deloitte

**Francis Ho**, Director, Group Treasury, CLP Holdings

**16.15-17.00**

### What more can be done to maximise trade's digital potential?

For all the hype around the importance of digitising trade, much of the attention has centred around specific documents, from the electronic bill of lading – digitised in some form since the turn of the century – to the good old-fashioned letter of credit. But is that selling the potentially transformative nature of trade digitisation short? Could and should the market be setting its sights higher?

This session will seek to explore the 'creative friction' that exists between banks and fintechs as the conversation continues over offerings, from increasing demand for open account and bank guarantee products to corporate demand for digital solutions that actually work rather than pilots or proofs of concept. The conversation will also consider a potential 'end goal', what people could expect the fintech landscape to look like in its 'finished state'.

**Moderator:** **Johan Egnell**, Head of Asia, Mitigram

**Verachin Silva**, Senior Manager, Trade Finance, Vale  
**Enno-Burghard Weitzel**, Senior Vice-President, Strategy, Digitisation & Business Development, Surecomp

**Srinath Keshavan**, Executive Director, TradeAssets

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

**"Demand and supply in commodities were not impacted by the pandemic, however the macros were... The recent defaults in the sector have imposed new challenges on all other players in commodities."**

**Rahul Jain**, Group CFO, Agrocorp

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**A Jha**, Tata Steel Global Procurement

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