

# GTR ASIA

2022 SINGAPORE

Asia's premier  
trade gathering  
returns in-person

#GTRAsia

Sands Expo & Convention Centre, Singapore  
September 6-7, 2022

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## GTR Asia returns to Singapore for a two-day in-person event in September 2022.

For over 12 years, Global Trade Review has offered critical market insights and unparalleled expertise from the Asia trade market. Returning to Singapore on September 6-7 in-person for the first time in 3 years, GTR Asia provides the opportunity to hear the world's leading trade, treasury and fintech experts reflect on the latest developments and rapidly changing dynamics in the context of both the Asian and wider global markets.

The event promises a highly anticipated opportunity to connect with all corners of the market, from local and international banks to multinational corporations and SMEs, fintechs and alternative financiers, commodity brokers and traders, insurers and risk managers, lawyers, consultants, ECAs, multilaterals and more!

Enjoying the support of Asia's leading financial institutions, government agencies and public bodies, participants will benefit from a range of discussion topics and formats, along with those much missed opportunities for networking, engagement and knowledge sharing.

**September 6-7, 2022**

**Sands Expo & Convention Centre, Singapore**

### Key themes: 6 of the best

Post-Covid recovery

Deep-tier financing

Digitisation momentum

The hidden cost of ESG

Trade as an asset class

Shifting trade flows

### Attendees by sector in 2021

Corporates & traders

**36%**

18 Banks & financiers

16 Technology & fintech

6 Consultants & accountants

6 Non-bank financiers

6 Insurers & risk managers

4 Govt orgs & public bodies

1 Media

7 Other

### What to expect

**1,000+**  
Delegates



**500+**  
Companies



**90+**  
Speakers



[Click here to find out more](#)

### Day-by-day breakdown

**DAY 1**

TUESDAY 6 SEPTEMBER

09.00-17.00 SST

**GTR Asia**

17.00 SST ONWARDS

**GTR Drinks Reception**

**DAY 2**

WEDNESDAY 7 SEPTEMBER

09.00-14.10 SST

**GTR Asia**

14.10-17.00 SST

**BAFT 2022 Asia Bank to Bank Forum**

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## Day One: Tuesday 6 September Morning

### Morning plenary

09.00-09.20

#### Official welcome and chair's opening remarks

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

09.20-09.35

#### Keynote: Pillars for growth

This opening keynote address will provide a vision for strong post-pandemic growth amongst uncertainties and headwinds, through closer collaboration to strengthen and accelerate global trade connectivity. It will consider how the global trade community and stakeholders should continue the efforts in digitalisation, cross-border financing, innovation and sustainability, to ensure seamless global supply chain and stronger trade flow.

**Peter Ong**, Chairman, Enterprise Singapore

09.35-10.15

#### The 2022 metacrisis

2022 is a year of crisis. However, it is not just about Ukraine. It actually reflects a global systemic metacrisis. In short, the post-'45, '71, '78, and '91 paradigms are all crumbling, bringing the global architecture down with it. Our long-held economic and political philosophies no longer appear fit for purpose.

Clearly new architecture will be built, but by whom? Where? On what basis? In which currency? As this process is, and will be, disputed, geopolitical tensions and market volatility will only increase. In particular, commodity trading will become increasingly politicised; trade patterns will remain disrupted; inflation will remain stubbornly high - or growth far lower than expected; FX rates will swing; and interest rates will rise higher than expected. All of these are parts of the collapsing systemic architecture - as well as the birth of any potential new one. 2022 will not mark the end of this metacrisis, just a more open recognition of it."

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

10.15-11.05 Networking break

Select either **Stream A** or **Stream B**

#### Stream A

**Chair: Peter Matza**, Former Engagement Director, Association of Corporate Treasurers

11.05-11.55

#### Post-Covid recovery, tectonic shifts and supply chain redistribution

As the world has sought to recover from the impact of Covid-19, Asian markets have at times been seen to lag behind, with recent lockdowns in China and the closedown of Chinese ports further contributing to the ongoing supply chain volatility and disruption fuelled by issues elsewhere, from the conflict in Ukraine to ongoing challenges faced in the global shipping sector.

This special panel group, made up of senior trade leaders, will examine these themes across a range of issues, including supply chain resilience and redistribution, commodity pricing shifts, the opening up of new trade routes as well as the impact of a heightened sanctions environment on Asia's trade landscape.

#### Stream B

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

11.05-12.05

#### Deep-tier financing – where others fear to tread

Small and medium-sized enterprises (SMEs) are key players in supply chains but their position on the far end of those complex networks means they are often deemed higher risk by lenders, with banks finding it hard to penetrate the deeper tiers of the value chain within often complex corporate ecosystems, hindering economic growth and stability, often to the detriment of wider prosperity and employment, particularly in developing economies.

This session, led by a special whitepaper from the Asian Development Bank (ADB), will assess the significance of deep-tier supply chain finance as a financial instrument for unlocking working capital for all manner of suppliers, addressing financing gaps and allowing larger corporates in particular to secure their supply chains, highlighting uptake across a range of Asian markets and analysing

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

**Munish Kaushal**, Vice-President Finance, Global Categories & R&D, Haleon

**Pratheepan Karunakaran**, Executive Director, Apical Group

**Anoushka Dua**, Managing Director, Head of Trade, ASEAN, Citi

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

**Vishwanath Ananthakrishnan**, Head of Trade & Commodities, Rescom Holdings

11.55-12.45

#### Vanquishing the hydra of trade-based fraud

Commodity finance has been dogged by what felt like a never ending series of scandals, and the Asian markets were no stranger to this. In the face of these challenges,

the concept with the objective of highlighting value and generating an industry call to arms.

*Presenting the findings:*

**Aparna Soni Bhalla**, Relationship Manager (RM), Trade & Supply Chain Finance, Asian Development Bank (ADB)

**Carmen Maria Ramirez Ortiz**, RM Associate, Trade & Supply Chain Finance, Asian Development Bank (ADB)

*Followed by Q&A with:*

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

**Michael Sugirin**, Managing Director, Global Head, Open Account Trade, Standard Chartered Bank

**Angelia Chia**, Partner, Mayer Brown

**Tod Burwell**, President & Chief Executive Officer, BAFT

**Raja Debnath**, Co-Founder, Veefin Solutions

**Sunil Mascarenhas**, Relationship Manager, Trade & Supply Chain Finance, Asian Development Bank (ADB)

12.05-12.45

#### Are we witnessing a new approach to inventory management?

several new initiatives are in place. Governments and regulators, industry bodies and technology companies are working to provide changes to how trade finance is conducted and governed. It is possible to see a new era of transparency and security in trade finance; however, there is still much work to do. This session seeks to explore opportunities that greater accountability and heightened security can offer ecosystem partners.

**Moderator: Maisie Chong**, Managing Director, Head of Trade & Working Capital, ASEAN, Standard Chartered Bank

**David Thambiratnam**, Chief Executive Officer, Veridapt

**Jesse Chenard**, CEO & Co-Founder, MonetaGo

**Anand Jha**, Head of Trade Finance & Lending, India, Deutsche Bank

**Antoine Cadoux**, Chief Executive Officer, SGTraDex

**Loh Wei**, Chief Executive Officer, Jurong Port Universal Terminal

12.45-14.05 Lunch

Just as 2008 sounded a warning for the wider global economic system, 2020 and subsequent events have thrown the 'just in time' model into perspective when it comes to the criticality of maintaining supply chains and how companies store inventory, particularly in light of the inflationary environment and ever-rising costs for businesses constricting their working capital.

This session will bring together a range of different perspectives and backgrounds to tackle an issue still relatively untouched in the wider public eye, from balance sheet management to maintaining supplier visibility and resilience, regulatory and licensing issues, the importance of transparency and data management, as well as the role of intermediaries in driving innovation in this new and exciting space.

**Moderator: Sanjay Desai**, Supply Chain Advisory Consulting, Humana International (An MRI Group Enterprise)

**Chris Ruse**, Co-Founder, Silver Birch Finance

**Momchil Ivanov**, Head of Structured Trade, Asia Pacific, Banco Santander

**Steve Scott**, Head of APJ, Taulia

12.45-14.05 Lunch

## Day One: Tuesday 6 September Afternoon – Stream A

Select either **Stream A**, **Stream B** or **Stream C**

### Stream A

#### Rethinking corporate treasury

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

14.05-15.00

#### Accelerating ESG integration into business strategy and reporting

What are the trends in the region in terms of shifting from a principles discussion to faster progress on implementation around ESG? How is adding purpose and value strengthening the bottom line? What is the impact on the value chain? What are some of the innovations we see in the conversion of green projects into financial instruments? What are the monetary authorities doing in this space, and what are the banks doing? And what is the treasurer's role in maintaining momentum and upholding the ESG ethos amid rising costs, demand outpacing supply and rampant inflation?

A broad-ranging discussion will ensue between panels in Singapore and Hong Kong, looking at the latest trends against a backdrop of issues of extreme volatility around currency stability, inflation and rising import costs. How do we best face the challenge of balancing long-term and strategic (ESG) priorities against navigating operational day-to-day challenges, seizing current and future trade opportunities and minimising exposure to risks in the face of disruption?

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

**Yvonne Zhang**, Climate & Sustainability Leader, SEA Risk Advisory, Deloitte

**Ginny Wu**, CFO/Group Financial Controller, Walkershop Footwear

**Veronique Lafon-Vinai**, Associate Professor of Business Education, Hong Kong University of Science & Technology (HKUST)

**Paul Landless**, Partner, Clifford Chance

15.00-15.45

#### The future role of the treasurer

How are treasurers responding to higher market volatilities amid the Ukraine crisis, geopolitical challenges and elevated inflation and commodity price levels? What are the trends including regulation that they have to contend with? And how do they work with employees as well as other stakeholders in a way that builds trust and loyalty?

This session will address the technical response to these questions, in a context where most treasurers have never experienced have never experience inflation before, as well as elaborate on how focusing on empowerment, authenticity, accountability, stewardship, and other skills can help leaders to hone organisational reputation, cash management, resilience and results.

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

**Goh Seng Ti**, Chief Executive Officer, BBX Holdings

**Shaun Langhorne**, Partner, Clifford Chance

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

15.45-16.10 Networking break

16.10-17.00

#### Fuelling recovery for the mid-market segment

After a challenging 7-8 quarters, mid-market companies who were able to weather the storm should now be poised to capitalise on arguably improving market conditions. While this emergence is not without a number of well-known challenges (many documented at this event), how can a typical mid-market company effectively pivot?

This special panel group will seek to provide answers for this often overlooked but crucial client demographic, from the support required from key enablers such as banks, regulators and technology providers, which previously uncharted themes we see emerging, and to what extent Islamic banking can prove a differentiator.

**Moderator:** Azeem Jamshed Azmi, Regional Head Trade Finance, Group Transaction Banking, CIMB

**Ginny Wu**, CFO/Group Financial Controller, Walkershop Footwear

**Serge Thieulle**, Global Director, Client Services, Liquid X

**Manish Jain Kuhar**, Head, Trade Finance & Banking Relations, Synergy Tradeco NV, Belgium

17.00

Close of Day One

Followed by evening networking reception

### Institutional Partners



### Media Partners



**“GTR Asia is always a great forum to connect with business partners and clients, taking advantage of the virtual platform tools. Am looking forward to the next one in person!”**

F Conderanne, Willis Towers Watson

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

J Ellwood-Russell, Simmons and Simmons

## Day One: Tuesday 6 September Afternoon – Stream B

Select either **Stream A**, **Stream B** or **Stream C**

### Stream B

#### 'The debating chamber'

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

Reflecting some of the more contentious issues impacting on the world of global trade, this stream will see speakers debate and reflect on a range of themes, incorporating a debate-style format enabling them to argue their viewpoints to an engaged room of participants. Strong arguments are encouraged!

**"It was a great conference and it gets better and better every year."**

**P Sonal**, Société Generale

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

**A Wong**, General Electric

**"GTR is a great platform where attendees can update themselves with processes, challenges, and technology change on selected subject from prominent experts in relevant industries. It's a far better networking platform to connect bankers and experts."**

**A Singhanian**, Modif

14.05-14.55

#### Where is the momentum for digitisation coming from (and does this need to change)?

Trade digitisation has long been a perennial industry topic with much made of a more collaborative industry environment and with corporates and banks alike feeding into a collective ecosystem. There have however been recent indications of fissures in this ecosystem, with the recent closures of Serai and we.trade highlighting the challenges faced by tech start-up even in a supposedly more conducive business environment. Meanwhile, as more countries create their own digital islands, does more momentum need to come from the private sector when it comes to product innovation rather than from governments? Are we approaching the point of regulatory overreach in trade digitisation? How do you overcome 'the China gap' when it comes to interconnected digital trade systems and their impact on key industry sectors?

**Moderator:** David Hennah, Senior Vice-President & Head of Trade & Supply Chain Finance, iGTB

**Carl Wegner**, Chief Executive Officer, Contour

**Louise Taylor-Digby**, Global Head of Trade Strategy, Swift

**Sandhya Badhwar Narayanan**, Director, Trade & Supply Chain Finance, APAC, Global Transaction Services, Bank of America

**Mario Utama**, Global Head, Trade, Maybank

**Judyta van Heukelem**, Principal Sales & Marketing Excellence, BHP

14.55-15.45

#### Is an honest conversation needed on the hidden cost of ESG?

Trade finance has witnessed a recent awakening when it comes to the principles around ESG, whether that's greater awareness of the management of supply chains, the introduction of a raft of new standards and frameworks, increased efforts to improve access to the global trade system for women-backed and minority-led exporters (financial inclusion) or the subsequent clamouring for data and insights via which to measure progress.

However... just how easy is it to maintain momentum and uphold the ESG ethos amid rising costs, demand outpacing supply and rampant inflation? What of the risk of those smaller suppliers who can't comply with standards being shut out, or the sheer amount of finance required to genuinely transform supply chains to be truly ESG-compliant? Is the sustainability of financial inclusion and importance of helping community out of poverty being overlooked in favour of a more western ideal?

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

**Ashutosh Kumar**, Managing Director, Co-Head of Global Transaction Banking for Asia & Oceania, Mizuho Bank

**Robin Findlay**, Vice-President, Global Sales & Marketing, Surecomp

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

**Jared Green**, Of Counsel, DLA Piper

**Kevin Edmunds**, Regional Manager, Asia, Peterson Projects & Solutions

16.10-17.00

#### Fulfilling potential – how can trade as an asset class help solve the financing gap?

The exponential growth of the trade finance gap continues to be an alarming situation for the global trade finance industry, with banks seemingly failing to supply SMEs in the way they need due to a range of reasons, from regulatory requirements such as Basel to ongoing concerns over KYC and due diligence. The promotion of trade finance as an attractive and underrated investible asset class is seen by many as providing a solution to this increasingly critical issue.

Bringing various experts together from across the industry, this session will seek to determine to what extent the current landscape provides an opportunity for the investment community, from the need and motivation for institutional investors to purchase trade finance assets and application of capital markets standards, trade's attractiveness in relation to other credit assets, the importance of regulatory capital optimisation, as well as the importance of trade finance asset distribution for banks in creating a marketplace for getting them off their books.

**Moderator:** Bob Dyckman, Network Asia Cluster Head, JPMorgan Chase & Co.

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

**Lenna Russ**, Chief Revenue Officer, Tradetec

**Vikram Lodha**, CEO & Co-Founder, 360tf

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

**Raj Uttamchandani**, Executive Director, Trade Finance Market

15.45-16.10 Networking break

17.00

Close of Day One

Followed by evening networking reception

**"Excellent event for networking for trade industrial players."**

**W Siewleok**, Intesa Sanpaolo



## Day One: Tuesday 6 September Afternoon – Stream C

Select either **Stream A**, **Stream B** or **Stream C**

### Stream C

#### Digital workshop

**Chair:** Peter Matza, Former Engagement Director, Association of Corporate Treasurers

### 14.05-14.55

#### Digitalisation in the metals and mining industry – are we there yet?

With supply chains spanning the globe, inputs into a wide range of sectors and linkages to third-party service providers across both emerging and developed markets, metals and mining trade digitalisation can have a significant potential multiplier and disruptive effect. The sector stands to win big from digital transformation, which is forecasted to generate more than US\$320bn of value through the integration of technologies enabling better data exchange across shippers, customs authorities, freight forwarders and couriers across multiple geographies. Progress is being made; since the first-ever paperless trade for iron ore was carried out in 2019, reducing contract issuance time by almost 98%, digitalisation of trade in the commodity is now close to reaching critical mass. Beyond driving efficiencies, digitalisation can also play a key role in monitoring sustainability and developing ethical value chains further down the road. This session will bring a uniquely placed group of industry experts to consider key drivers (such as commodity fraud and ESG transparency) as well as some of the more notable challenges, including access to markets and lack of connectivity between regions.

**Moderator:** Peter Matza, Former Engagement Director, Association of Corporate Treasurers

**Rebecca Hall**, Manager, Sales & Marketing Excellence, BHP

**Erick Tavares**, Iron Ore Sales Administration Manager, Singapore Branch, Vale International

**Michel Alves**, Commercial Services Manager, Bulk Pacific Iron Ore, Bauxite, Alumina, Salt & Post-Fixture, Rio Tinto

**Anesan Naidoo**, Head of Sustainability, Marketing, Anglo American

### 14.55-15.45

#### Working group: From regulation to commercialisation

With ongoing efforts to create the right business and regulatory environment for digitising trade, this special working group will provide key insights on some of the most important recent developments.

#### MLETR – how to maintain momentum?

The completion of the first ever cross-border digital trade financing pilot between two Model Law on Electronic Transferable Records (MLETR)-compliant jurisdictions – Singapore and Abu Dhabi – was heralded as a breakthrough in efforts to give electronic trade documents the same legal standing as their paper-based counterparts, breaking down a crucial barrier to end-to-end trade digitisation. With Singapore's laws amended to recognise electronic documents such as EBLs and the UK in the process of passing similar laws, are we at the cusp of real change to digitalise supply chains, promoting efficiency, reducing fraud and litigation associated with the use (and misuse) of paper documents? What are the traditional difficulties and to what extent does MLETR have the potential to affect a sea-change? What are the possible challenges with adoption and implementation?

#### URDTT – building the framework for digital trade

Following months of consultation, in late 2021 the ICC published its Uniform Rules for Digital Trade Transactions (URDTT), which seeks to serve as an overarching framework for a fully digital future trade environment, applicable to each party involved in a digital trade transaction as part of efforts to establish a commonly understood and accepted set of principles. Rather than being bank-centric, the URDTT is written for everyone across the trade spectrum, including end-to-end digitalisation from a corporate point of view. But what differentiates from previous efforts to embrace digital standards, and what of the next stages of implementation and commercialisation?

**Moderator:** Salih Dizdarevic, Head of Customer Relationship Management Corporates, EMEA, Mitigram

**Gunnar Collin**, Head of Sales, Trade Finance, Enigio

**David Hennah**, Senior Vice-President & Head of Trade & Supply Chain Finance, iGTB

**Baldev Bhinder**, Managing Director, Blackstone & Gold

### 15.45-16.10 Networking break

### 17.00

#### Close of Day One

#### Followed by evening networking reception

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**“GTR provides great sharing on the latest trade solutions and networking amongst industry players.”**

S M Jameel, Petronas

**“This event is great for the trading ecosystem to gather and exchange thoughts. Nothing beats the actual in-person event to allow networking to be more free flowing.”**

Y Tan, Access World Logistics

## Day Two: Wednesday 7 September **Stream A**

Select either **Stream A** or **Stream B**

### Stream A

#### Trade flows, export competitiveness and mitigating risks

**Chair:** Peter Matza, Former Engagement Director, Association of Corporate Treasurers

09.05-09.55

#### A turning point for insurance – innovation, new players and market appetite

Each year GTR seeks to take the temperature of our friends in the trade credit and political insurance market, having reflected on a range of themes previously, from uncertainty surrounding commodity trading firms following a number of serious cases of frauds to the impact of the pandemic, to the many questions posed following the conflict in Ukraine over the resilience of supply chains and increases in the use of sanctions.

This session will determine how such uncertainty has played out in terms of enquiry volumes, whether for political risk or contract risk, as well as changes in the types of clients coming into the market and increased focus on ESG and renewables. The conversation will also examine the trend for increased activity from banks in the space as a means of growing their lending capabilities.

**Moderator:** Lee Garvey, Executive Director, Head of Financial Solutions for Australia & New Zealand, WTW

**Chris Sawyer**, Head of Financial Risk Solutions, Asia Pacific, Liberty Specialty Markets

**Serene Soo**, Political Risk & Structured Credit Leader Asia, Marsh Specialty

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

**Warren Rixon**, Director, Credit Insurance, Standard Chartered Bank

#### “A great networking platform for serious business.”

A Jha, Tata Steel Global Procurement

09.55-10.35

#### Non-payment insurance wordings – how have they evolved?

With the role of insurance perhaps never more important at a time of great uncertainty and with resilience at the heart of most business strategies, the importance of having the right risk cover is key. This case study will seek to highlight the main difference between trade credit and structured credit wordings, as well as examine the main pitfalls.

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

**Anna Tipping**, Head of Insurance Asia, Norton Rose Fulbright

**Olivier David**, Global Head of Special Products, Trade Credit & Political Risks, Atradius

10.35-11.05 **Networking break**

11.05-11.45

#### Export credit agencies – changing focus to maintain competitiveness

As the world of trade and exports continues to face considerable headwinds, the remit for export credit agencies (ECAs) has shifted, with increased demand for shorter-term transactions and new areas of involvement being explored, and with greater need for bigger projects post-pandemic in sectors such as renewables, solar power and windfarms.

This session will seek to focus on these new priorities for development, from capturing the needs of exporters to local content regulations, as well as considering the wider strategic importance of Asia as a market for the international ECA community. The conversation will also focus on the important role ECAs play as crisis instruments, and how under current market circumstances (high inflation rates, increasing interest rates) ECAs have a crucial role during this time in supporting financing for exports.

**Moderator:** Peter Matza, Former Engagement Director, Association of Corporate Treasurers

**Markus Leichum**, Divisional Head, Competence Center of German Export Finance, Singaporean-German Chamber of Industry & Commerce (SGC)

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

**Philipp Merten**, Director, Export & Agency Finance, Commerzbank

11.45-12.25

#### Asia-Africa trade – an enduring relationship

China's engagement with Africa is noticeably slowing down and being channelled away from an infrastructure-for-debt relationship towards more development and trade finance. As the Chinese-African relationship matures, and Russia recedes from the continent, there are new opportunities opening for other Asian markets to scale up commercial engagements with Africa. Indian miners and construction companies, Japanese banks and energy firms, as well as public and private sector players from Thailand, Singapore, and other Asian and Middle East countries are seeking new opportunities. The immediate prospects are focussed on African oil, gas, and metals, although the focus is also shifting towards renewable energy, infrastructure development, and broader economic diversification.

This session will centre on Asia's enduring relationship with African markets, as well as those in the Middle East. Whilst China remains the largest off-taker on the African continent, it has recently withdrawn some of its activity in Sub-Saharan Africa (and to a lesser extent in the Middle East), opening the door for other countries in the sourcing of long-term contracts for crude oil, LNG and other forms of energy, along with various types of critical metals and soft commodities, more scarce than ever following events in Ukraine. This informed presentation and subsequent Q&A will provide key insights into this critical issue.

**Presentation by:**

**Robert Besseling**, Founder & Chief Executive, Pangea-Risk

**Followed by Q&A with:**

**Srinath Keshavan**, CEO, Trade Risk Consulting; Senior Advisor, TradeAssets

**G. Jayakrishnan**, Executive Director, Global Markets (South Asia, Middle East & Africa), Enterprise Singapore

12.25-13.15

#### Are we seeing a notable shift in trade flows and does it herald something more fundamental?

The disruptive nature of global events over the past few years, from trade wars to the pandemic to disruption within the shipping sector have intensified unprecedented focus on the origin of goods, with China very much at the centre of ongoing headlines around supply chain diversification and the need for reshoring.

This session will delve deeper into this key issues, examining a range of themes and discussion points, from efforts by western companies to diversify their supply chains away from China – and how China itself is diversifying – to the new corridors emerging along the Silk Road, Central Asia and the Middle East, the drive from governments for investing in new manufacturing hubs and the view of the private sector, and how disruptive events reinforce the importance of maintaining a diverse supply chain. Discussion will also consider the significance of free trade agreements – including the Regional Comprehensive Economic Partnership (RCEP), the world's largest trade agreement – in such dynamics, and what they signify in the context of wider strategic agreements and the general direction of travel.

**Moderator:** Idana Salim, Director, Trade & Supply Chain Finance, APAC, Global Transaction Services, Bank of America

**Victor Penna**, Co-Head of Global Transaction Banking, Mashreq Bank

**Zoe Martinez**, Global Trade Proposition Lead, Asia & Emerging Markets, Thomson Reuters

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

**Mary Elizabeth Chelliah**, Principal Trade Specialist, Ministry of Trade & Industry Singapore

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

13.15-14.15 **Networking lunch**

## Day Two: Wednesday 7 September **Stream B**

Select either **Stream A** or **Stream B**

### Stream B

#### Taking innovation to the next level

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

09.05-09.50

#### Fireside chat: The changing role of 'C-suite' leaders

Both 2020 and 2021 saw events which rocked global economies, plunging them into shutdowns/slowdowns, with organisations forced to press the RESET button and urged to re-evaluate their value chains, with huge potential consequences for global trade. This has seen organisations forced to act quickly and embrace digital and technological transformations in order to stay relevant and to support changing ways of working.

This session will address this and much more, offering a range of insightful views on best practice and how to tackle expectations in the 'new normal' world, from the gig economy to alternate modes of monetisation, advance technology in financial transactions, the advent of fintechs and non-banking financial institutions.

**Moderator:** Sanjay Desai, Supply Chain Advisory Consulting, Humana International (An MRI Group Enterprise)

**Vincent Lim**, Chief Financial Officer, Asia Pacific, Datalogic

**Paul Bradley**, Chief Executive Officer, Caprica International; Executive Director, Hyper Accelerator

**Gopul Shah**, Director Corporate Treasury & Trade Structured Finance, Golden Agri-Resources

09.50-10.35

#### Embedded finance and APIs – the next step in the digital journey?

As businesses reassess and accelerate their digitisation strategies at a previously unthinkable speed, much excitement surrounds what many see as the next step; the development of a banking-as-a-service model, which lets clients connect directly to internal systems and offer "embedded finance" as part of the offering to their own customers.

This session will examine the various potential use cases for embedded finance, from corporates keen on direct integration with their own treasury functions to others looking to utilise bank APIs to process payments, offer wallets or relay information back to customers, as well as examining key sectors and demographics targeted for growth.

**Moderator:** Neil Shah, Regional Head, South & South East Asia, Treasury Services, BNY Mellon

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

**Atul Patel**, Co-Founder, dltledgers

**Mahendra Kasula**, Principal Director, Financial Services, SEA, Corporate Banking & Innovation, Accenture Strategy & Consulting

10.35-11.05 **Networking break**

11.05-12.20

#### GTR Ventures Tradetech Showcase 2022

First held in 2018 and in collaboration with GTR Ventures, the world's pre-eminent venture-building and investment platform specialised in trade and supply chain finance, the annual GTR Asia Tradetech Showcase provides the most innovative start-ups in the trade world with the unrivalled opportunity to pitch their business models, strategies and activities to senior trade leaders.

With the trade finance market providing fertile ground for all manner of exciting new market entrants, join these early stage start-up as they seek to transform the future of trade and trade finance. At the end of the showcase, the judging panel will select a winner, with strong emphasis placed on innovation, efficiency and providing greater access to finance, particularly for the underserved SME market.

##### Finalists:

**Christopher Lim**, Co-Founder, Sales & Technical Director, Glee Trees

**Raja Debnath**, Co-Founder, Veefin Solutions

**Edmund Ng**, Co-Founder & CEO, Doxa

**Anna Melissa Nava**, Co-Founder & CEO, 1Export

##### Judging panel:

**Pamela Woon**, Regional Head of Business Information, Asia Pacific, Coface

**Ruoyun Yang**, Head of Asia, Lendable

**Pamela Mar**, Managing Director, ICC Digital Standards Initiative

##### Hosted by:

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

12.20-13.05

#### Digital currencies for trade finance – accelerating transformation

Despite the huge challenges trade practitioners face across a range of themes, the emergence of central bank digital currencies (CBDCs) and onset of the Web 3.0 economy will accelerate transformation within the sector, unlocking gains in productivity and operational efficiency to produce the unicorns of tomorrow.

In the face of such opportunities, this session will consider the rise of CBDCs and how likely it is that regulators will approve cross-border settlements, with markets like China and Nigeria having already approved for their domestic markets, and with forecasts that the digital yuan could displace the USD in some trade contracts.

The session will also address issues of inter-convertibility between CBDCs and the importance of digital trade corridors in advancing regulatory cooperation.

**Moderator:** Robert Oda, VC Partner, Origin Capital; Head of Corporate Partnerships, NEST

**Stanley Yong**, Chief Product Officer, Movmint

**Piyush Gupta**, Founder, PolyTrade

**Atul Bhuchar**, Head of Product, Partior

13.05-13.15

#### Announcement of the winner of GTR Ventures Tradetech Showcase 2022

13.15-14.15 **Networking lunch**

**“Well-arranged industry event, bringing together decision makers across the entire trade finance value chain.**

**The focus on advancements in technology that enable a more strategic approach to customer credit risk has been insightful.”**

A Bursak, LiquidX



## Day Two: Wednesday 7 September BAFT 2022 Asia Bank to Bank Forum

## BAFT 2022 Asia Bank to Bank Forum

14.15-14.30

## Welcome remarks

**Tod Burwell**, President & Chief Executive Officer, BAFT

14.30-14.55

## Keynote: Fireside chat

This special opening fireside chat-style discussion will consider new business models, innovation and disruptive ventures, and the (re)evolution happening in the financial industry.

**Alex Manson**, SC Ventures, Standard Chartered Bank in conversation with **Tod Burwell**, President & Chief Executive Officer, BAFT

14.55-15.25

## Supply chains, economic shocks and the impact on trade

Which industries are facing the most severe supply chain disruptions? How strong are the forces of de-globalisation? Hear the latest assessment of the global and APAC economic outlook and its key risks, inflationary outlook and implications to monetary policy, and impact of geopolitics on supply chains and world trade flows. The session will also discuss the megatrends transforming the APAC economic landscape, how APAC supply chains are being reshaped and an assessment on RCEP and CPTPP and its impact on APAC trade and investment.

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

15.25-15.40 Networking break

15.40-16.20

## Sustainability in the supply chain

Are we on track to reach the Sustainable Development Goals by 2030? This session brings refreshing views and approach to this topic led by an expert set of panellists. Concerted efforts from all industry players, from suppliers to financiers and regulators as well as technology solutions are needed to steer the trajectory for meeting SDG goals back on track. Industry experts will speak on the topic and give us their perspective of what the future might look like as the industry aims to re-accelerate the sustainability momentum in a world that needs to trade sustainably, with sustainability and traceability embedded throughout the supply chain to enable us to get to these goals.

**Moderator: Samuel Mathew**, Global Head of Flow & Financial Institution Trade, Transaction Banking, Standard Chartered Bank

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

**Stephan Jansma**, Chief Financial Officer, Asia Pacific, Trafigura

**Kenneth Lim**, Assistant Chief Executive (Industry & Transformation), Maritime & Port Authority of Singapore (MPA)

16.20-17.00

## The future of money and banking

This session will enable transaction banking global heads to provide their views on the value banks bring as well as the outlook of banks and industry as a whole, as distributed finance and digital assets become more commonplace and the financial services ecosystem widens.

**Moderator: Sriram Muthukrishnan**, Managing Director & Group Head of GTS Product Management, DBS

**Md Farid Kairi**, Managing Director, Global Markets & Transaction Banking, Maybank

**Soon Chong Lim**, Group Head, Global Transaction Services, DBS

**Sarita Singh**, Regional Head & Managing Director, Southeast Asia & India, Stripe

17.00

Networking reception

Open to BAFT Asia Forum attendees

September 7 from 14.15 onwards  
RSVP to attend contact: [events@baft.org](mailto:events@baft.org)



**“It’s good to have the opportunity to speak with people I am transacting with.”**

**C R Ocampo**, Shell

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

**J Ellwood-Russell**, Simmons and Simmons

**“Singapore GTR 2019 was an awesome event with a record turnout evidencing the efficient management by the team. All the best for continued success around the globe.”**

**N Jain**, Agropcorp International

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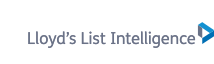
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