

Marking 15 years

of excellence in Asia

trade and exports

GTR 15 YEARS ASIA 2024 SINGAPORE



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Sands Expo & Convention Centre, Singapore
September 3-4, 2024

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GTR 15^{YEARS} ASIA 2024 SINGAPORE



Marking 15 years of excellence
in Asian trade and exports

Marking its 15th year, GTR Asia will return to Singapore on September 3-4, 2024 to once again deliver the leading event for Asia Pacific trade, following a record-breaking gathering in 2023 which saw participation from over 1,200 decision makers across the spheres of trade and supply chain finance, commodity finance, fintech and treasury.

Reflecting on what promises to be another momentous year in trade, over 100 expert speakers will address the full spectrum of global priorities across two days of debate and discussion on a wide range of issues and themes, from supply chain reorientation and the impact of free trade agreements to advances in digital trade, working capital pressures and effective strategies for optimisation, commodity security and changing approaches to sustainability.

Once again enjoying the support of the region's leading financial institutions and benefitting from close partnership with Singapore's government agencies and trade bodies, please join us once again at Marina Bay Sands for the industry's largest event from the unrivalled market leader in senior-level networking, thought-provoking content, vibrant debate and meaningful collaboration.

We look forward to seeing you there.

Hibiscus Ballroom, Level 3
Sands Expo & Convention Centre, Singapore

September 3-4, 2024

6 big topics

Changing the dynamics within global supply chains
Trade security scenario planning and wargaming
Are we entering a new era in commodity finance?
Asia as a global growth engine for trade
Digital trade: Moving from standards to adoption
Building climate-smart trade and supply chains

Vital statistics in 2023

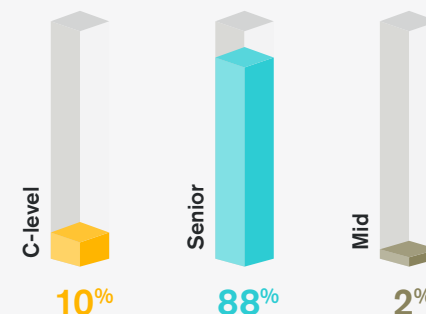


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Attendees by sector in 2023



Job titles represented in 2023



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Day One: Tuesday 3 September **Morning**

08.00-09.00 Registration and networking

09.00-09.05

Chair's opening remarks

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

09.05-09.30

Keynote: Changing dynamics within global supply chains

With economic growth in the West being having slowed amidst sluggish consumer spending and sticky inflation, this saw several years of strong export performance in Asia reverse in 2023, while the outlook for domestic demand also proved challenging as interest rate rises filtered through local economies. How will this impact on trade and supply chain flows going forward and what are the stand-out trends – both positive and negative – likely to be?

This session will also consider disruptive impact of geopolitics, from the upheaval caused by attacks on shipping in the Red Sea to the ongoing challenges posed by global efforts to decarbonise and the consequences of labour actions at major seaports, considering how a widening range of threats creates an increased demand for new strategic perspectives and adaptation.

Peter Tirschwell, Vice-President for Maritime & Trade, S&P Global Market Intelligence & **Dave Goh**, Vice-President & Head of Logistics & Supply Chain Management, Singapore Economic Development Board (EDB) *in conversation with* **Peter Matza**, Council Member, Association of Corporate Treasurers (ACT)

09.30-10.10

The future of digitalisation: Championing the adoption of electronic transferable records

With the delivery of digitalisation in supply chain routes across global markets deemed a priority, the United Kingdom has sought to facilitate a series of pilot programmes across Southeast Asia that champion the adoption of electronic transferable records. The UK-Southeast Asia Trade Digitalisation Pilot builds on the success of the first ever fully digitalised goods shipment, which landed in Singapore from the UK in September 2023 following the UK's ratification of the Electronic Trade Documents Act.

This address and subsequent high-level panel discussion will provide insights on these exciting initiatives, which strive to further develop the scope and efficiency of digitalised cross-border trade through greater collaboration with the private sector, highlighting key aims and objectives – from prioritisation of quantitative data to pinpointing barriers to digitalisation – and launching the UK Government's report on digitalised pilot shipments between the UK, Singapore and Thailand.

An address from:

Martin Kent, HM Trade Commissioner for Asia Pacific, UK Department for Business & Trade

Followed by a panel discussion featuring:

Moderator: Louise Beazor, Head of Trade Services, British Chamber of Commerce Singapore

Simon Middlebrough, Chief Executive Officer, Singapore Aero Engines Services Limited (SAESL)

Andie McKeown, Chief Executive Officer, LogChain

Zak Lawton, First Secretary Digital & Head of Investment, British Embassy Bangkok

Nimisha Tailor, Founder, E-nomics

10.10-10.50

What can we learn about international trade flows and trade security through scenario planning and 'wargaming'?

As Arctic ice caps melt, there is increasing trade through the Arctic Circle. Our game/simulation starts where China has started to price its physical trade through these emerging routes in digital renminbi. Is this the end of US dollar hegemony in international trade? Or will the need to develop new ways of calculating prices based on their climate impact give the US dollar a new role in sustainable trade, carbon markets and digital trade? Join us to find out.

This latest iteration of GTR's collaboration with Primacy – 'Trade Gaming for the 21st Century' – will provide the opportunity for delegates to participate in a special scenario-planning/'wargaming' format, which will explore the risks posed to global security by climate change and the potential implications for those at the coalface of international trade.

Moderator: Rebecca Harding, Founder, Rebeccanomics
Deborah Elms, Head of Trade Policy, Hinrich Foundation

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

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

10.50-11.30 Networking break

"Congrats, GTR is a wonderful event!"

M Tattersall, National Australia Bank

"Very good opportunity to gain new insights as well as networking opportunities with participants. Excellent connectivity throughout!"

D Lutz, ODDO-BHF

The main springboard for attracting investors, funding providers and more importantly project sponsors, GTR Events are unique in their ability to bring stakeholders together in one large forum. Marketing the benefits of inward investment opportunities is key in today's competitive environment – this is what GTR does so well, year in, year out.

G Buck, GKB Ventures LTD

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Day One: Tuesday 3 September **Morning Stream A**Select either [Stream A](#), [Stream B](#) or [Stream C](#)

Stream A

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

11.30-12.15

Are we entering a new era in commodity finance?

The world of commodity finance increasingly resembles a world of the 'haves' and 'have nots', with larger traders significantly better placed than their smaller rivals, who risk being frozen out. However, whereas a flight to quality would usually be seen as good news to commodity finance banks, the rise of alternative financing, combined with the trend for larger traders preferring to use their own cash to self-fund in the face of high borrowing costs and low price volatility, potentially poses huge issues for the banking sector, who are increasingly being forced to adapt to lower demand for traditional commodity finance facilities, a more challenging operating environment and potentially lower profits. So how can the sector meet this challenge?

This session will bring stakeholders from across the commodity financing space to consider the potential consequences of such a trend, including:

- Highlighting key challenges including regulatory pressures such as incoming Basel reforms, ongoing sustainability concerns and a backdrop of an ever-changing sanctions landscape
- To what extent do shifts in demand also present opportunities for those lenders prepared to be adaptable and find places to add value for traders?
- Highlighting the different financing requirements for traders, from working capital to investments in energy transition and balance sheet optimisation
- How has the trader-bank relationship changed? Is it moving away from pure transactional financing and towards advising on longer-term investments or supporting clients in the face of increased market volatility?

Moderator: Matthew Moodey, Head of Trade Finance & Lending, Asia Pacific, Deutsche Bank

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

Omar Al-Ali, Partner, ReedSmith

Hamsika Gopalan, General Manager, Corporate & Trade Finance, Rescom

Waldo De Vleeschauwer, Chief Executive Officer, Artis Finance

12.15-13.00

Seizing the moment: Asia as a global growth engine for trade

Asian economies are forecast to increase by around 5% in 2024, with markets including India, Indonesia, Vietnam and the Philippines all set to see robust growth, bucking more sluggish global predictions of economic slowdown. This high-level discussion will address these regional trends as well as considering a range of leading talking points across the market, including:

- How optimistic are corporates about their current growth prospects, and to what extent are they making moves to bolster their liquidity position to capitalise on new opportunities?
- Regional trade growth: To what extent will Asian economies benefit from Chinese friendshoring activities as the country seeks to diversify away from its global rivals?
- What efforts have been made to address the challenges posed by deteriorating B2B payment practices? How reflective are such practices of the vulnerabilities affecting the global economy?
- E-trade: Amid the near unstoppable growth of cross-border e-commerce and virtual marketplaces in Asia, what opportunities are there to capture new flows and support trade?

Moderator: Gina Lim, Managing Director, Head of Asian Corporates, Commodities, International Centre Sales, DBS Bank

Chloe Lim, Vice-President, Trade Product Sales, APAC, Global Payments Solutions, Bank of America

Namit Kamra, Chief Financial Officer, Indorama Polychem Indonesia

Ajay Jain, Head of Corporate & Institutional Banking, Singapore, Emirates NBD

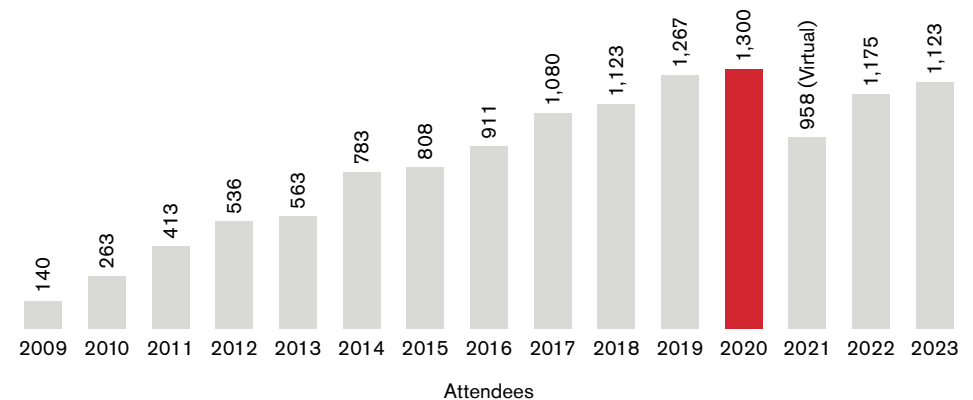
Jingli Thoh, Head of Commercial Treasury, Rio Tinto

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

13.00-14.00 Lunch

"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, WTW

Running for 15 years

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Day One: Tuesday 3 September **Morning Stream B & Stream C**Select either **Stream A**, **Stream B** or **Stream C****Stream B: 'The Digital Trade Symposium' – in partnership with DSI****Chair:** Shankar T S, Asia Representative, BAFT**11.30-12.15****Transforming supply chains worldwide: Practical applications of digital trade**

As we mark one year since the unveiling of the Declaration of the Electronic Bill of Lading by the FIT Alliance at GTR Asia 2023, this session, led by the ICC Digital Standards Initiative, will showcase how digital trade is transforming supply chains worldwide. This session will highlight the practical applications of the Key Trade Documents and Data Elements (KTDD) framework, looking both at B2B as well as compliance and border processes, focusing on how parties have made the transition and what they have gained in doing so.

Featuring representatives from a number of prominent organisations, the conversation will focus on the sustained impact and future directions for integrating digital trade processes globally to enhance interoperability, reviewing the progress since last year's major declarations and exploring actionable strategies to fast-track widespread adoption of digital standards. The session will also feature the launch of the 'case studies in digitalising trade' report, highlighting tangible benefits and key learnings from over twenty case studies, and illustrating how industries worldwide are successfully adopting trade digitalisation.

Moderator: Hannah Nguyen, Director, Digital Ecosystems, ICC Digital Standards Initiative (DSI)
Niels Nuyens, Chief Product Officer, Digital Container Shipping Association (DCSA)
Bertrand Chen, Chief Executive Officer, Global Shipping Business Network (GSBN)
Annerose Ngemu, Senior Manager, Strategy & Innovations, Afreximbank

12.15-13.00**Is the industry finally moving from standards to adoption?**

Though official deliberations at the WTO ministerial meeting (MC-13) held in the UAE earlier this year were disappointing in the eyes of some, the wider picture is that years of unanimous calls, clear consensus and collective efforts on the benefits of increased digitalisation of trade amongst business, policymakers and technology leaders are now starting to yield results.

This session will survey the landscape and determine whether things are moving in the right direction. Among the issues to be addressed:

- Assessing regional initiatives being undertaken including ASEAN's Digital Economy Framework Agreement, the Commonwealth's trade digitalisation and legal reform working group and enactment of ETDA in the UK (and future variations elsewhere)
- Touching on developments in electronic bills of lading (eBLs) and digital negotiable instruments (DNIs) and the work being done by industry bodies to progress this
- How significant is the World Economic Forum's recently launched TradeTech initiative likely to prove?
- 'Move fast and break things': To what extent should the failure of previous initiatives and entities be seen not as warnings against digital trade but key lessons learned on the way to future progress?
- Combining the many individual initiatives currently underway into one holistic integrated vision with agreed standards to enable greater data flow and sharing of information across supply chains: How realistic is this?

Moderator: Sharon Voon, Director, Trade & Supply Chain Finance, APAC, Global Payments Solutions, Bank of America

Sunil Senapati, Chief Executive Officer, XDC Trade Network

Avanee Gokhale, Global Head of Trade Strategy, Swift

Joshua Kroeker, Chief Product Officer, Mitigram

Sunil Kumar, Head of Trade & Working Capital Loans & Head of Trade, Singapore, Citi

Carlos Teixeira, Global Industry Principal, Finastra

Kalyan Basu, Managing Director & CEO, Vayana TradeXchange

13.00-14.00 Lunch

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

B Sistla, Haifin

Stream C: In partnership with the Asian Development Bank (ADB)**11.30-13.00****Financing the future: Building climate-smart trade and supply chains****Opening remarks**

This introduction will highlight the rising global concern over climate change, the need for the financial sector to play a proactive role in integrating ESG standards in supply chains, and the Reference note on Sustainable Trade Finance.

Steven Beck, Director, Trade & Supply Chain, Asian Development Bank (ADB)

Nathalie Louat, Director, Trade & Supply Chain Finance, International Finance Corporation (IFC)

Climate tagging and ESMS

This panel group will consider a range of key talking points, including:

- Presenting the climate tagging initiative and how this has been aligned with the ADB/IFC sustainable trade finance reference note
- Introducing Environmental and Social Management Systems (ESMS) for trade finance, core modules and the implementation process
- Sharing the learning curve on climate financing in trade, with focus on challenges observed, benefits and ambitions; experiences of setting up ESG strategy, implementing ESMS and its core benefits for business/risk management
- Highlighting examples of work performed by banks to grow their climate portfolio, including how they guide their clients, how they view ESG risks in FIs, and how they work with MDBs
- How corporates are addressing climate in supply chains, and how they can collaborate with banks/MDBs in ensuring growth of climate positive trade flows

- Climate Smart Ventures: Ambitions for support of trade finance climate transactions for banks

Moderator: Neha Noronha, Unit Head, Trade & Supply Chain, South Asia, Asian Development Bank (ADB)

Tran Hoai Phuong, Head of Commercial Banking, HD Bank

Patrick Tan, Head of Banking, RGE

Roberto Leva, Unit Head, Trade & Supply Chain, Southeast & East Asia & Pacific, Asian Development Bank (ADB)

Sameer Khan, Sales & Solutioning Head for Ecosystems & Sustainable Supply Chains, DBS Bank
Kanchuya Sukdheva, Senior Advisor, Climate Smart Ventures

ISSB reporting and traceability

This segment will present a pilot applying new ISSB reporting standards with the ADB and the opportunity for scalability to support and facilitate climate reporting and transparency within supply chains. It will also cover the IFRS's incoming climate reporting requirements, the International Sustainable Standards Board (ISSB) and its relevance for banks and corporates.

Patrik Jonasson, Sustainability Senior Director, GS1
Indradi Soemardjan, ESG Expert, Trade & Supply Chain, Asian Development Bank (ADB)

13.00-14.00 Lunch

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Day One: Tuesday 3 September **Afternoon Stream A**Select either [Stream A](#), [Stream B](#) or [Stream C](#)

Stream A

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

14.00-14.50

Digital receivables finance: Meeting a growing need

As banks leverage fintechs to develop their value proposition and better support clients to by unlocking working capital tied up in supply chains, this session will consider how greater collaboration enables clients to finance large volumes of invoices across various currencies, in response to growing demand for supply chain finance and receivables financing solutions. The conversation will consider practical elements of these trends, from connecting back-office systems with specialised SCF providers to improving automation and minimising operational risks, with greater access to information on interest and FX rates, funding reports and improved payment interfaces. It will also provide perspectives on origination, as well as the important role bank-fintech partnerships can play in helping deliver new client solutions.

Moderator: Ashok Devidas, Global Head of Supply Chain Finance Product, ANZ

Gerald Huang, Chief Sales Officer, Premium Technology

Veeraj Adatia, Director, Origination, Stenn

Shalin Shroff, Head of Trade & Working Capital Sales, Asia South, Citi

Satyam Agrawal, Global Head of Product & Retail Business Lending; Managing Director, ASEAN & Middle East, CredAble

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

14.50-15.40

New priorities: Going green with supply chain finance

One of the core trends in the use of supply chain finance as a working capital management tool is its growing linkage with sustainability and ESG objectives. As markets and regulators increasingly challenge companies to adopt ESG practices, suppliers have come under increasing scrutiny.

This session will seek to highlight the following:

- How suppliers now need to provide information on sustainability credentials to meet disclosure requirements
- Detailing the information required, including environmental footprint measurements and details on product sourcing ethics, labour standards and production processes
- The role of the banking sector in creating specific financial incentives designed to encourage suppliers to embrace sustainability

- How green bonds and loans have served as the foundation of green finance, but ESG-linked supply chain finance is the next step in the sector's evolution

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

Kenneth Ng, Global Sustainability Lead, Razer

Edmund Ng, Co-Founder & CEO, Doxa Holdings

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

15.40-16.05 Networking break

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

M Chopra, American Express

“Excellently organized event.”

M Som, Mondelēz International

“Very good event!”

A Akhil, BHP

INSTITUTIONAL PARTNERS



Day One: Tuesday 3 September **Afternoon Stream B**Select either **Stream A**, **Stream B** or **Stream C**

Stream B: 'The Digital Trade Symposium' – in partnership with DSI

**Chair:** Shankar T S, Asia Representative, BAFT**14.00-14.35****Could tokenisation help close the trade finance gap?**

Recent years have seen a profound transformation across the global financial landscape, particularly reflected in the growth of digital assets, from the deployment of Central Bank Digital Currencies (CBDCs) by a number of countries to the exploration by the banks in establishing Digital TradeTokens (DTTs). Emblematic of a broader movement towards a more efficient, frictionless digital infrastructure, many feel tokenisation has a crucial role to play in addressing financing challenges in the supply chain, particularly for SMEs, and in shaping the future of international trade, cross-border payments and global financial integration. But what are the inherent risks of these exciting developments?

This session will seek to get to the heart of this potentially transformational development, addressing the following:

- Assessing the key advantages of tokenisation over traditional trade financing methods, particularly to SMEs, including faster access to financing, lower costs and increased transparency
- How crucial is the establishment of a common framework of standards and collaboration in avoiding fragmentation and the emergence of 'walled gardens'?
- To what extent could digital trade platforms interact with digital assets/tokens to facilitate trade payments? Is there sufficient interoperability across the market?
- What are the implications for privacy, human rights, cybersecurity and financial inclusion as fiat currencies become more intertwined with technology?
- A solution in search of a problem? To what extent could political concerns over CBDCs in particular derail progress in tokenisation?

Moderator: Sonia Lim, Partner, Simmons & Simmons
Lucy Wong, Advisor, Bank for International Settlements Innovation Hub

Steven Hu, Head of Digital Assets, Trade & Working Capital, Standard Chartered Bank

Filipe Gonzaga, Managing Director, Bryce SA

14.35-14.55**Fireside chat: A call to action – scaling up the legal entity identifier**

Legal entity identifiers (LEIs) have been identified as a foundational requirement for future digitalised trade, as part of the increasing need to achieve greater visibility across global supply chains in order to meet sustainability goals. Despite this, a recent report highlighted that the LEI remains underutilised in cross-border trade, with adoption rates in the business community ranging from "alarmingly low to non-existent" and digital identify infrastructure for trade "remaining fragmented and unfit for purpose for modern international trade".

This session will consider how best to scale the use of digital identities in trade and address the challenges preventing adoption, as well as the benefits increased uptake could bring, including:

- Speeding up due diligence checks and make it easier for banks to provide financing facilities to SMEs whilst cutting the cost of invoice reconciliation, fraud detection and sustainability programmes
- Cutting client onboarding costs by 10% as well as streamlining issuance of letters of credit (LCs), applications for cargo insurance and payment arrangements
- Establishing an impartial, trusted global identity framework that helps connect national and proprietary systems, providing full inclusivity and interoperability
- Offering a low-cost, simple tool for MNCs and SMEs alike to quickly verify buyers and sellers, reduce risk, enable track and trace or atomic settlement technologies, and establish greater transparency through global supply chains
- Overcoming barriers such as knowledge gaps within the private sector – particularly SMEs – which are likely to hold back adoption

Alexandre Kech, Chief Executive Officer, Global Legal Entity Identifier Foundation (GLEIF) *in conversation with* **Tod Burwell**, President & CEO, BAFT

14.55-15.40**'No man is an island': Achieving interoperability in the eBL landscape**

While the requirement for widespread eBL adoption is widely recognised, there is still a long journey ahead, with only 2% of bills of lading and container waybills found to be electronic in a 2022 survey from the FIT Alliance, the latest industry initiative aimed at boosting eBL adoption, and which saw around 80 institutions sign up to its 'Declaration of the electronic Bill of Lading', committing global trade leaders to drive momentum throughout their respective industries, boosted of course by legal developments such as MLETR and ETDA.

The elephant in the room is however the lack of interoperability between existing eBL platforms, all of which have their own rules and client bases, limiting the ability of customers from one system to take part in transactions handled by another and requiring them to connect to multiple systems, an approach that is both inefficient and costly and presents a significant obstacle to wholesale adoption. This session will consider the progress made by the FIT Alliance, recognising the unsustainability of 'digital islands' and need for greater interoperability in allowing users of different eBL platforms to interact with each other using a single identity.

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

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

Jaya Vohra, Global Head of Trade & Working Capital Product & Client Management, Barclays

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

Dr Krishna Prasad K S, Managing Director, Aster Marine Cargo

Rakesh Mohan, Assistant Vice-President, Trade Product, Bank ABC

15.40-16.05 Networking break

"GTR Asia was a superb event where we gained invaluable insights, forged meaningful connections, and we are walking away with a richer perspective."

L Mahanand, Credore

"GTR Asia is the region's best way to survey the trade and finance landscape, and every year it pulls in more tech for a really interesting mix."

P Mar, Managing Director, ICC Digital Standards Initiative (DSI)

Day One: Tuesday 3 September **Afternoon Stream C & Afternoon Plenary**Select either [Stream A](#), [Stream B](#) or [Stream C](#)

Stream C

Chair: Michael Vrontamitis, Founding Partner, T3i Partner Network

14.00-14.40

The business of treasury: Achieving transformation in a modern world

This special dedicated session will provide expert insights and key learnings on the role of the modern treasurer as they seek to “thrive in uncertain times”. Among the themes to be considered:

- Examining how trade and treasury can better work together to optimise operations and support business
- Practical inputs on how treasury professionals are tackling market volatility and manage currency risk
- How are treasurers integrating sustainability into their business strategies and reporting practices?
- Highlighting the evolving role of the treasury function and the wider range of skills required by the modern treasury professional

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

Shinichiro Yamazaki, Managing Director & Head of Transaction Banking APAC, Sumitomo Mitsui Banking Corporation (SMBC)

Karen Toh, Managing Director, Treasury, Temasek

Charley Zhang, Head of Trade & Working Capital, APAC, J.P. Morgan

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

A Lynn, Toshiba

GTR Ventures Tradetech Showcase 2024

Now firmly established as an annual highlight of GTR Asia, the GTR Tradetech Showcase provides an unrivalled opportunity for innovative fintech companies from across the world of trade to highlight their solutions and outline their capabilities to the GTR network, which encompasses all corners of the ecosystem from bankers to corporates, investors, regulators, legal and risk experts and policy makers.

Brought to you by GTR Ventures, the leading venture-building and investment platform for trade and supply chain finance, the showcase format will allow participating companies to present themselves before engaging in discussion with an expert panel made up of pre-eminent trade and technology leaders. The winner of the showcase will be announced shortly before lunch on Day Two.

2023's contestants present themselves at the GTR Ventures Tradetech Showcase



14.40-14.50

Opening remarks by Innovation Partner

Sin Yong Loh, Senior Principal Consultant, Tradetrust, Infocomm Media Development Authority (IMDA)

14.50-15.50

Showcase presentations from:

Jackie Tan, Co-Founder & CEO, BorderDollar

Thibault Danjou, Chief Marketing Officer & Director Indo-Pacific, eexpand

Andie McKeown, Chief Executive Officer, LogChain
Greg Pradervand & Desmond Hakim, Chief Commercial Officer & Chief Product Officer, Havona Technology

Followed by Q&A with judging panel

Moderator: Grishma Kewada, Country Manager, Singapore, Coface

Ankit Sethi, Founder, Right Mile Ventures

Victor Chua, Founding & Managing Partner, Vynn Capital

Kathirugan Kathirasan, Technology Columnist, FMT

15.40-16.05 Networking break

Afternoon Plenary

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

16.05-16.50

‘Anatomy of a fraud’: Tackling the scourge of global trade

The spate of legal cases, particularly in Asia, has left the world of trade reeling, as banks come face-to-face with the prospect of losses on a scale previously unheard of for an asset class widely regarded as secure. Even worse, at a time of both technological innovation and new technological threats, the analogue nature of many of the frauds perpetrated has left many scratching their heads, with others pointing to how such cases further make the case for digitisation. So what is the market doing in response?

This session will peak behind the scenes on the many recent instances of trade fraud, considering some of the key lessons learned and weaknesses identified as inherent in the system, from over-reliance on paper documents to the dangers of groupthink and need to interrogate trades when faced with the lure of a strong balance sheet.

Baldev Bhinder, Managing Director, Blackstone & Gold in conversation with **John Basquill**, Senior Reporter, Global Trade Review (GTR)

16.50-17.00

Chair's closing remarks

Followed by evening networking reception

Day Two: Wednesday 4 September **Morning**

08.00-09.00 Coffee and networking

09.00-09.10

Chair's morning remarks

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

“Thank you, GTR, as always an honour and privilege to be part of this industry-leading trade event.”

A Azmi, Hong Leong Bank

“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

09.10-09.50

'Know your cargo': The importance of a robust sanctions policy

2024 has seen renewed focus on the importance of adherence to sanctions, with FIs, shippers and insurers all instructed to implement stringent 'know your cargo' policies or risk enforcement action for sanctions violation as criminal actors seek to find ways to exploit global supply chains and evade sanctions or export controls for financial gain. Deployment of deceptive shipping or transportation practices to facilitate illicit transit of cargo connected to proscribed actors in places subject to broad US sanctions and export controls such as Russia, Iran and North Korea – as well as China, which remains a major transshipment point for those seeking to engage in export controls evasion – leaves those companies who fail to implement or strengthen controls facing a range of retaliatory actions including criminal or civil enforcement, financial penalties or export bans.

This discussion will seek to address a number of key talking points including:

- Understanding how when cargo becomes the subject of sanctions enforcement actions the costs and reputational risks can be significant
- Identifying red flags including manipulation of location signals or identification data, falsified documents or complex ownership and management structures
- How destination/origins of cargo can be disguised by indirect routing, unscheduled detours or transshipment through third countries, and ship-to-ship transfers
- Increased use of data, from companies assessing location history of vessels and other vehicles used to move cargo to FIs and insurers monitoring location information and reporting data gaps
- Highlighting the role of freight forwarding companies and reminding them of their responsibilities for making correct representations when filing export control documents
- Educating parties based outside the US that any transactions processed through the US financial system fall under OFAC jurisdiction and pose sanctions risks to FIs

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

Cichen Shen, APAC Editor, Lloyd's List

Srinath Keshavan, Chief Executive, Trade Risk Consulting

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

09.50-10.20

AI for actionable insights in trade

As machine learning and artificial intelligence becomes more prevalent in global consciousness, its potentially transformative role in trade finance is likely to become an increasingly significant industry talking point. Whilst trade finance has undoubtedly been slower than some other industries to embrace this potential, AI-enabled tradetech could signal a new chapter in the relationship between trade and digital. This session will consider the following talking points:

- What types of new technology have been implemented and how has it helped banks and clients alike?
- Enhancing reporting tools and bridging the information gap: Can advanced analytics change the outlook on trade credit decisions?
- To what extent has AI/automation assisted trade on a non-operational basis to date? What is the next step?
- Monitoring, traceability, KYC and ESG: How transformative can automation prove here?
- ChatGPT and hallucinated data: Identifying red flags and examples of where things can go wrong

Moderator: Angel Cheung, Global Head, Trade Client Service, Standard Chartered Bank

Maurits Quarles van Ufford, Credit Specialties Growth Leader, Asia, Marsh Specialty

Hart Lestari, Chief of Staff, 6Estates

“GTR events are a great place to meet and engage with banks, commodity traders and other related financial institutions for exchanging key insights.”

M Kong, Visa Resources PTE LT

10.20-11.00

Delivering supply chain security through inventory solutions

The holding of inventory has become a prominent industry talking point in recent times, firstly with the impact of the pandemic and subsequent shipping sector disruption calling for greater supply chain resilience - 'just in time' to 'just in case' - followed by a trending back towards the norm as the impact of inflation and interest rate rises sink their teeth into the bottom line. As financiers strive to achieve greater working capital discipline, with greater focus on the cash conversion cycle, this has seen a substantial increase in demand for inventory solutions and an influx of market participants across the supply chain ecosystem (or systems).

This session will provide a practical introduction to the inventory management market, offering guidance and addressing some of the key considerations for those looking to utilise this key working capital lever. Among the themes to be discussed:

- Is inventory management a short-term trend during times of disruption or likely to be longer lasting? Where is the strategic advantage and does it extend beyond working capital management?
- Providing practical experiences of launching and coordinating inventory management programmes and where they fit into wider supply chain infrastructure for corporates and traders
- Highlighting the importance of selecting the right inventory management and financing partners to work with
- How is the accounting treatment for inventory management evolving as more programmes are successfully deployed, particularly at this nascent stage?

Moderator: Sanjay Desai, Vice-President & General Manager, Asia, Supply Technologies

David Rudd, Head of Origination, Benteler Trading International

Maresh Parameswaran, Regional Head Business Development APAC, Falcon

Chris Ruse, Head of Origination, Silver Birch

11.00-11.30 Networking break

Day Two: Wednesday 4 September **Afternoon**

11.30-12.10

Sector focus: Healthcare infrastructure

This special case study-style session will focus on the work being done by both the business and the financial community in the delivery of healthcare infrastructure across the Asia Pacific region. The session will bring together leading healthcare companies, banks, funders and project managers to consider a range of key trends, from widening access to healthcare to the construction of hospitals, funding structures and supply chain management in the delivery of critical healthcare infrastructure projects that transform the lives of millions.

Among the themes to be covered:

- The importance of establishing a reliable and predictable supply chain across a range of functions
- Ensuring a sourcing pipeline of high-quality products globally and dispatching them in a cost-effective manner
- Securing a wide range of financing sources from multilateral development institutions to local and global FIs

Moderator: **Chris Bonnett**, General Manager, Strategic Projects & Government Growth Initiatives, GE Healthcare

Tarek Abdelhameed, General Manager, Solutions Architecture & Lifecycle Management, GE Healthcare

Saifee Kapasi, Head of Financial Services, ASEAN, Korea, & ANZ, GE Healthcare

Anthony Lawrence, Chief Marketing & Strategy Officer, AKA, GE Healthcare

- How trade credit becomes more important for banks following their clients to new markets such as ASEAN, India and Sub-Saharan Africa
- Collaboration and the importance of establishing partnerships with insurers who know those new markets better
- As more companies look to undertaking open account business rather than traditional letter of credit flows, does the product become more important?
- To what extent are better debt recovery mechanisms (for example India's 2016 bankruptcy code reforms) boosting underwriting appetite for risks?
- Is the market finally seeing insolvencies rise from their recent unnaturally subdued levels? What are the current hotspots for this?

Moderator: **Cheryl Gan**, Vice-President, Political Risk & Structured Credit, Marsh Specialty

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

Shan Aboo, Chief Commercial Officer, Asia Pacific, Allianz Trade

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

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

Naveen Kumar, General Manager, Treasury & Supply Chain Solutions, Olam Agri

12.55-13.00

Chair's closing remarks

13.00-14.15 Networking lunch

12.10-12.55

How is slowdown in China changing the credit landscape?

The headline story for Asia remains the slowdown in China, as its centre of trade and economic gravity, which continues to drag on broader activity and both exports and imports soften. Whereas previously the majority of clients and customers operating within the Asian market either supplied into China or based their manufacturing there, the insurance market has seen an increasing number of enquiries from both corporates and banks to support trade and investment in markets such as Vietnam and Indonesia, as they seek to achieve greater supply chain resilience through increased diversification. This session will bring together various members of the community together to consider a range of key risk trends, including:

BAFT Asia Bank-to-Bank Forum

14.15-14.45

Welcome remarks

Tod Burwell, President & CEO, BAFT

14.45-15.10

Keynote interview: Client centricity meets DEI

Cynthia Lim, President & Board Member, Women in Mining & Resources *in conversation with* **Lauren D'Arcy**, Head of FI, APAC & Middle East, Barclays

15.10-15.40

Navigating megatrends in the financial revolution

Impact, inclusion and innovation in the financial services industry's business model now and onward

Moderator: **Sriram Muthukrishnan**, Managing Director, Group Head of Product Management, Global Transaction Services, DBS Bank

Julie Bolan, Head of Payments APAC, Go to Market, SWIFT

Alan Lim, Head of the Fintech Infrastructure Office, Monetary Authority of Singapore (MAS)

Rohit Narang, Head of Money Movement, Asia Pacific, Visa

15.40-16.10 Networking break

16.10-16.50

Carbon markets and the impact on commerce

- What is the carbon emission impact of supply chains (scope 3 emissions)?
- How are banks and corporates approaching carbon emissions as part of their own sustainability goals and net zero?
- How relevant are carbon credits and related trading in enabling these goals?
- Can an active carbon credit strategy amongst banks and corporates help to achieve their ESG goals?
- What are the risks associated with carbon credits and trading them as offsets to meet NZ commitments?

Moderator: **Kaushik Mukherjee**, Head of Global Receivables & Trade, APAC, Wells Fargo Bank
Filipe Gonzaga, Managing Director, Bryce SA
James Larmouth, Head of Carbon, Vitol
Lucy Palaret, Director, Carbon Markets Development, Standard Chartered Bank

16.50-17.30

Navigating the evolving risk and control agenda in transaction banking: Challenges, strategies and tech enablers

This session will explore the transaction banking risk and control landscape, covering key areas including financial crime, regulatory capital requirements and geopolitics. It will also debate to what extent technology can enable us to manage these dynamic challenges.

Moderator: **Thomas Hill**, Head of Financial Crimes Compliance, APAC, BNY Mellon

Tom James, Co-Founder, CEO & CIO, Tradeflow Capital

Anandan Murugesan, Head of CFCC Risk Measurement, Standard Chartered Bank

Julie Patterson, Executive, Specialised Lending Operations, Corporate & Institutional Banking, National Bank of Australia

17.30-17.35

Closing remarks

Tod Burwell, President & CEO, BAFT

17.35-18.30 Evening networking reception

18.30

Formal close of GTR Asia 2024

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