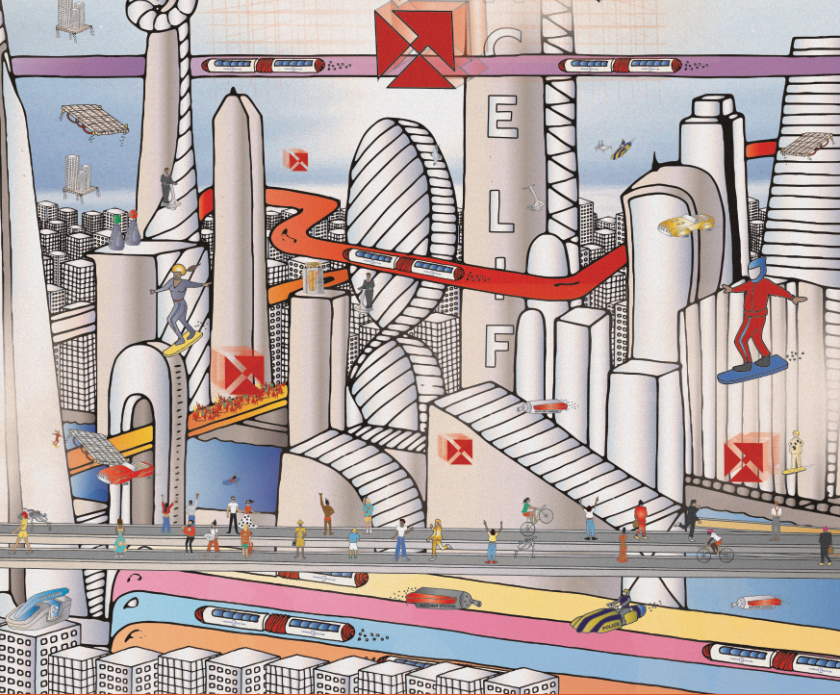


TXF TRADE, FINTECH & TREASURY 2016 LONDON



7 & 8 JUNE, GLAZIERS HALL, LONDON



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AGENDA

DAY ONE - 7 JUNE 2016

8:30

Coffee & networking

PLENARY ROOM

9:00

Chairman's Opening Remarks

Jonathan Bell welcomes guests to the conference and sets out the themes for the next two days of debate and discussion.

Jonathan Bell, Editor-in-Chief, TXF

9:10

Keynote Address: The next working capital frontier - fusion of physical and financial supply chains

Harmonising physical and financial supply chains allows companies to inject liquidity when and where they need it across the chain, while simultaneously making it more robust. DHL is pioneering an innovative approach, providing inventory finance to customers that leverages the huge inventory it manages. What has the DHL approach been, what benefits is it providing, and is this the next frontier in working capital optimisation?

Fabio Manca, Managing Director & CFO, DHL Supply Chain Management

Followed by Q&A with Emmanuel Galzy, Global Head of Supply Chain Management, BNP Paribas

How is supply chain finance evolving today?

Supply chain finance is far from a static solution. On the contrary, solution providers - old and new - continue finding ways to make it quicker, easier and more secure to finance supply chains. What are the latest innovations in extracting liquidity from the supply chain? Is the solution meeting the needs of corporate buyers and suppliers? How is it being integrated into corporates' overall working capital optimisation strategy? This session also charts the exponential growth of the solution across different regions and sectors.

9:50

Emmanuel Galzy, *Global Head of Supply Chain Management, BNP Paribas*

Mary Finn, *Treasurer, Burton's Foods*

Parvaiz Dalal, *MD – Head of Supplier Financing EMEA, Citi*

Fabio Manca, *Managing Director & CFO, DHL Supply Chain Management*

Jayant Parande, *Group Treasurer, Olam*

Moderator: Hesham Zakai, *Associate Director, TXF*

Audience Survey: YOUR thoughts on the industry

10:35

An anonymous, real-time survey of the audience on the key issues in the industry. All guests will additionally receive the full results and an annotated commentary as a report after the conference.

10:45

Coffee & networking

11:35

Promising Market Snapshot: Iran

The Iranian market presents - in equal measure - abundant opportunities and challenges for trade and trade finance. The country has both rich resources and a high need for financing, but is it being held back by an under-developed banking system and still-unclear sanctions-related guidelines? How can market players engage with this market and what should they be aware of before doing so?

Hadi Hami, Trade Management, Liberty House Group

11:45

Today's Reality and Tomorrow's Potential: The FinTech transformation of trade

Financial technology is playing an ever-greater role in the way corporates manage their cash, supply chains and credit. But amidst the rhetoric and the long-term ambitions, where is financial and digital technology providing most benefit to corporates in trade finance today? This session is a must-attend for latest information on FinTech success, from digitisation of paper documents to distributed ledger and other blockchain SCF solutions.

Kitt Carswell, VP & Senior Offering Manager, CGI

Jim Bonner, Product Manager, Zerado

Mauro Bonacina, Global Trade Market Manager, Treasury Services, BNY Mellon

Stephen Atallah, Trade Finance - Product Advisor, R3

Moderator: Doug Ziurys, SVP, Flmetrix

PLENARY ROOM

Workshop: Corporate strategies for efficient management of risk

Efficient and effective management of risk is consistently ranked as the key treasury priority by industry professionals. This workshop explores best practice for doing that, covering some of the most prominent risks in the trade finance and cash management space today – from cashflow forecasting and counterparty risk, to FX and currency risk.

Per Arne Holm, FX Manager, Kongsberg Gruppen ASA

Karlien Porre, Partner - Global Treasury Advisory Services, Deloitte

Moderator: Henrik G Welch, Treasury Expert & Former Vestas Group Treasurer

12:45

WORKSHOP & IDEA LAB ROOM

Workshop: How mature are new forms of liquidity – and what can they do for you?

You might be a corporate treasurer with high funding needs, wondering who can meet them. Or perhaps you're a banker, wondering about complementary or competing offerings. Either way, you'll want to know: how mature are the new forms of liquidity we are seeing in the trade space? What opportunities do the capital markets hold? What is holding investors back and how successfully are these hurdles being tackled? Will crowdfunding and peer-to-peer lending ever be a viable solution for anything more than the smallest of needs?

Adrian Katz, CEO, Finacity

*Luigi La Ferla, Senior Portfolio Manager,
Markham Rae Trade Capital Partners*

Irfan Afzal, Executive Director, Wimmer Financial

13:30

Lunch & networking

PLENARY ROOM

Data-driven decision-making: Is SCF right for your company?

14:45

While accurate, reliable SCF data is hard to come by, EBS Business School has been exploring a unique and rich data-set from Orbian gathered over five years. The data, which includes more than 500 buyer-supplier dyads, has been used to provide cutting-edge research on use, implementation and benefits of SCF. This year, the latest data will be used to offer insights to corporates about the value and potential fit of SCF for their companies.

Tom Dunn, Chairman, Orbian

David Wuttke, Assistant Professor, EBS Business School



PLENARY ROOM

A guide to picking a supply chain finance platform provider

There are a number of supply chain finance platform providers in the market, offering corporates a choice and a dilemma. How should corporates approach this strategic decision? What are the key offerings to look out for? And what dangers does picking a provider entail, in light of expected consolidations in this space moving forward?

Maureen Sullivan, Trade Finance Expert

*Alexander Pawellek, Head of Supply Chain Finance,
Lufthansa Malta Working Capital*

15:30

WORKSHOP & IDEA LAB ROOM

Who will meet the needs of SMEs?

Despite being regularly labelled as the engine of economic growth, the SME financing gap remains alarmingly high. Will it be traditional or new players who bridge this gap and how? Is it financially viable for banks to service this sector? And are there any fundamental limitations amongst SMEs that are holding them back?

Helen Hannah, National Account Manager, First Capital Cashflow

16:00

Coffee & networking

PLENARY ROOM

TMS Case Studies: How cloud-based and integrated treasury wins the day

The need for corporate organisations to keep on top of developments in treasury solutions is paramount to ensuring they reap the benefits of new technologies, streamlined processes and greater efficiencies in their day-to-day work. In this session, Wolseley's Royston Da Costa outlines his company's journey towards a more integrated treasury, the challenges along the road, and the advantages it enables both today and moving forward. While Unilabs' Fatah Berkane discusses the cost, compliance and process advantages of a cloud-based treasury system.

Royston Da Costa, Group Assistant Treasurer, Wolseley Group

Fatah Berkane, Treasury & Finance Manager, Unilabs

16:30

WORKSHOP & IDEA LAB ROOM

Workshop: How to maintain corporate motivation in SCF programmes

The SCF value proposition is usually met with enthusiasm by corporates. Yet throughout the implementation process, there can be a tendency for this enthusiasm to decline and for some corporates to even lose interest. What is behind this trend and what can be done to prevent it? How can this process be optimised to maintain motivation throughout? This interactive workshop focuses on these questions from multiple perspectives to find ways to ensure corporates' SCF objectives are fully met.

Henrik Junker, Managing Director, Orbian

PLENARY ROOM

Traditional trade, financial technology, and global supply chains: A pragmatic view of the market

17:15

In the new regulatory and technological normal - which has brought with it rising costs of compliance and increased competition – banks have had to adjust their business models. For the new players, there are key questions they must contend with: to what extent can they fully meet the needs of corporate clients, and is the technology infrastructure ready to accommodate the rush to digitisation we are witnessing? To what extent is the framework there to support widespread SCF adoption? This closing panel takes a pragmatic look at the state of the market, the collaboration between different players, and the opportunities in the evolving landscape.

Sean Edwards, Chairman, ITFA

Xavier Lang, Latin America Managing Director, CODIX

Bertrand de Comminges, Head of Structuring, HSBC

George Stein, Head of Global Transaction Banking UK, UniCredit

18:00

Cocktail Reception sponsored by Orbian



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AGENDA

DAY TWO - 8 JUNE 2016

8:30

Coffee & networking

PLENARY ROOM

9:15

Chairman's Opening Remarks

The conference chairman welcomes delegates back to the second day of TXF London where a 15-minute grace period has been built into the agenda to account for the networking fun at the previous day's cocktail reception.

Jonathan Bell, Editor-in-Chief, TXF

9:30

Macroeconomic Overview: An economist's guide to global trade flows

From the Eurozone crisis to a possible Brexit, to interest rate projections across Europe, we ask: what does today's turbulent macroeconomic climate mean for global trade?

Dr. Rebecca Harding, Co-Founder & CEO, Equant Analytics



PLENARY ROOM

10:15

Is trade credit insurance working for corporates?

Trade credit insurance has the potential to significantly improve corporates' bottom line, through unlocking liquidity in their supply chains and enabling them to conduct business that might otherwise be deemed too risky. Is it reaching enough companies? How can it be better aimed at those who most need it? What innovations have there been in this space? What are the challenges facing the insurance sector?

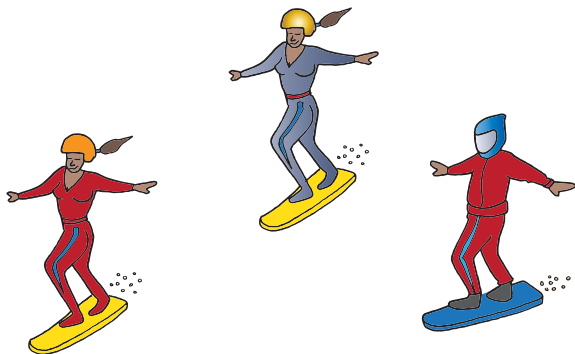
Mustafa Kilic, CFO, Groupe SEB

Alexandra Paton, Co-Founder, Equinox Global

Igor Zax, Managing Director, Tenzor

11:00

Coffee & networking



PLENARY ROOM

Workshop: Best practice in LCs & demand guarantees

This hands-on workshop gives you best practice tips for maximising the impact of 'old' tools in a new trading world. While this conference is set in the future world of trade finance and treasury management, not all things old (and proven) are discarded! This session is a great briefing and learning opportunity in how to continue to make use of the Letter of Credit and Demand Guarantees.

Robert Parson, Partner, Reed Smith

11:45

WORKSHOP & IDEA LAB ROOM

Idea Lab: Treasurers' corporate knowledge exchange - making cash count

This idea lab explores ideas and best practice around one key topical question: with treasurers sitting on record amounts of cash, how can they best utilise this for maximum returns?

Henrik G Welch, Treasury Expert & Former Group Treasurer, Vestas

Halina Bernard, Treasurer - UAE, General Motors

12:30

Networking lunch

14:00

End of conference