

TXF SINGAPORE

TRADE, TREASURY AND COMMODITY FINANCE

2017



28 FEB - MARCH 1
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TXF Singapore 2017

28th February & 1st March, Marina Bay Sands



TXF is delighted to be returning to Singapore – a thriving city and a vibrant trading hub – for the second edition of our Trade, Treasury and Commodity Finance event!

TXF Singapore will bring you:

Great networking

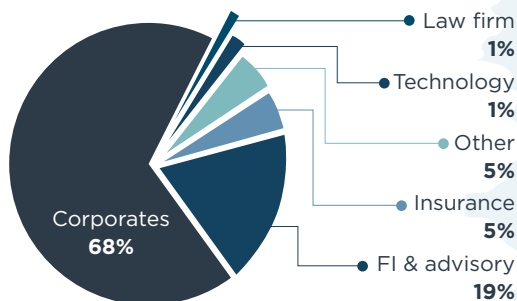
Our corporate focus, relaxed atmosphere, social activities and small discussion groups create an environment that favours networking.

The 2016 event had 68% corporate attendance, and we intend to repeat that this year. We will have a maximum of 200 delegates, ensuring that you have a chance to speak to almost everyone at the event.

The full delegate list is released in advance to all registered participants. We also offer a networking concierge service to help you set up meetings with other participants.

“Interesting & insightful workshops, excellent networking opportunity beyond bankers thanks to platform providers and clients’ presence”

Sabine Vigneron, Mizuho



Delegate breakdown for TXF Singapore 2016

Relevant content

We have a team dedicated solely to trade and commodity finance, and we’ve conducted extensive research to make sure we’re covering the areas that matter most to you – whether it’s navigating the protracted Chinese economic slowdown and pricing slump; how to stay ahead of the regulatory curve; accessing new sources of financing; or protecting yourself against credit and political risk.

Great content and innovative approach!

Mark Rowland, Head of Treasury, Gazprom

“Well-focused, informative and interactive trade finance event.”

David O’Rourke, Group Trade Finance Manager, Ornuo Cooperative

Learning opportunities

Our detailed workshops and briefings will keep you up-to-date with the latest developments, new tools and tricks of the trade. We will help you get ahead of the competition on topics from the electronic bill of lading, to new warehouse tracking tools, to blockchain technology.

Here's who's speaking at TXF Singapore 2017

Abel Martins Alexandre
Head of Commercial
Treasury
Rio Tinto

Munish Kaushal
Supply Chain Finance
Director
**GlaxoSmithKline
Consumer Healthcare
Ltd**

Nicolas Marsac
CFO Asia-Pacific
Trafigura

David Gallagher
Head of Structuring
**Mercuria Energy
Trading**

Christopher Emslie
Country Treasurer
Singapore
**ABB Asea Brown
Boveri**

Jayant Parande
Group Treasurer
Olam International

Chris Pardey
CEO
RCMA Commodities

Cedric Chehab
Global Head of Strategy
BMI Research

Steve Wilford
Senior Partner – Asia
Control Risks

Rizwan Khan
Chief Financial Officer
SASCoat Vietnam

John Teo
CFO
Singapore Pools

Jacky Hok
Credit & BO Manager
Total Marine Fuels

Samuel Ang
Global Credit Manager
LNG and Shipping
**Shell Trading &
Shipping**

Adnan Ghani
Global Head of Trade
Westpac

Nicholas Garrett
Director
RCS Global

Sébastien Bruyant
Managing Director
Alcora Global

Srinath Keshavan
Chief Executive
Trade Risk Group

Pjotr Gainullin
Investment Manager
**Reuben Brothers
Capital**

Harry McIndoe
Assistant Director
BPL Global

William Shaw
Managing Director
Texel Asia

Alain Fanaie
Chief Executive Officer
Newway Advisory

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

Vincenzo Zinni
Head of Asia Treasury &
Trade Finance
Noble Group

Aashish Pitale
Group Treasurer
Essar Group

Kris Van Broekhoven
Managing Director,
Global Head of
Commodity Trade
Finance
Citi

Frank Wu
Regional Head of
Structured Commodity
Trade Finance
Asia Pacific Global
Transaction Banking
Deutsche Bank

Sabine Oudart
Relationship Manager
- Supply Chain Finance
Programme
ADB

Desmond Loh
Head Trade Finance
CIMB Bank

Jacob Katsman
Chief Executive Officer
Global Trade Corporation

Momchil Ivanov
Director, Structured
Metals & Energy
ING Bank

Tom James
CEO
NR Capital

Barend van IJsselstein,
Global Commodities
Finance
OCBC

Alexander R. Malaket
President
OPUS Advisory

Mark Houghton
Regional Manager - APAC
XL Catlin

Vanessa Kilner
Senior Associate
Clyde & Co

Peter Zaman
Partner
Reed Smith

Jessica Kenworthy
Partner
Reed Smith

Audrey Zuck
Director
A2Z Risk Services

Abhishek Chhajer
Senior Underwriter –
Head of Trade Credit
APAC

**Markel International
Singapore**

Michael Vrontamitis
Head of Trade, Product,
Transaction Banking
Standard Chartered

Tim Warren
APAC Head of Trade
Credit & Political Risk
Zurich

Joseph Williams
Senior Advocacy
Officer

**Natural Resources
Governance Institute**

Agenda

The following is a draft agenda that we will continue to refine in line with market feedback. If you have any suggestions for improvement, or if you are interested in speaking opportunities, please contact judith.fagelson@txfmedia.com

NEW: We will be using our anonymous, real-time voting system throughout the event to help make your voice heard

Day 1: 28th February

08:15

Coffee & Registration

The full delegate list will be released in advance. Ask us about our networking concierge service to help you set up meetings

09:00

Chairman's opening remarks

Jonathan Bell, Editor-in-Chief, **TXF**

Keynote

Riding the Storm

Future-proof your growth strategy with this opening overview

In a time of global slowdown, low pricing and heightened protectionism, where do we still see growth in Asia?

We'll cover things like:

- What we can expect from the new US presidency
- How the current wave of nationalism and protectionism is affecting trade
- What would happen if a major commodity trader failed

Cedric Chehab, Head of Global Strategy, **BMI Research**



Keynote

Are local and global players adapting to a "new normal"?

Learn how top trading houses are adapting to today's low pricing, high liquidity climate

- Explore differences and similarities between regional and global traders' strategies
- Learn what their plans are for growth in 2017

David Gallagher, Head of Structuring, **Mercuria**

Gopul Shah, Global Head of Treasury & Structured Trade Finance, **Golden Agri Resources Ltd**

Vincenzo Zinni, Head of Asia Treasury & Trade Finance, **Noble Group**

Nicolas Marsac, CFO Asia-Pacific, **Trafigura**

Jayant Parande, Group Treasurer, **Olam**

Moderator: Abel Martins Alexandre, Head of Commercial Treasury, **Rio Tinto**

Audience Response Survey: Have YOUR say

An anonymous, real-time survey on key industry trends. Results will be sent out to delegates with an annotated survey after the event.

11:10

Coffee & Networking

COMMODITY FINANCE STREAM

Structured commodity finance: Picking the right deals

Among a modest but consistent rise in commodity prices, a changing economic models in China, India and across the region, not to mention the changing regulatory environment, this panel of commodity experts discusses strategies for success: does it all come down to picking the right deals?

Martin Phelan, Head of Credit & Political Risk, **Aspen**

Frank Wu, Regional Head of Structured Commodity Finance Asia-Pacific, **Deutsche Bank**

Tim Kumpel, Head of Trade & Commodity Finance, Singapore, **Rabobank**

Jean Rohr, Head of Trade Asia, **NAB**

Moderator: William Shaw, Managing Director, **Texel Asia**

TRADE & TREASURY STREAM

Idea lab: Opportunities in Singapore

Where are the best opportunities and how can they be used to your advantage?

Open and collaborative discussion on Singapore's growing role as a trading hub for the region.

Facilitators: Srinath Keshavan, Chief Executive, **Trade Risk Consulting**

John Teo, CFO, **Singapore Pools**

Workshop: Hedge yourself

Learn about the various tools you can use to protect yourself

Includes credit default swaps, portfolio hedging, trade credit insurance, and how to combine them for the best results.

Jacky Hok, Credit & BO Manager, **Total Marine Fuels**

Abhishek Chhajjer, Senior Underwriter Head of Trade Credit APAC, **Markel International**

Is supply chain finance the answer for SMEs?

ADB figures show a \$692bn trade finance gap, mostly affecting SMEs. Could Supply Chain Finance programmes help plug some of that gap?

Munish Kaushal, Supply Chain Finance Director, **GlaxoSmithKline**

Desmond Loh, Head of Trade Finance Singapore, **CIMB**

Sabine Oudart, Relationship Manager - Supply Chain Finance Programme, **Asian Development Bank**

13:30

Networking lunch

Case study: Responding to fraud

See what tools have been developed to combat fraud

In the wake of the Qingdao fraud, organisations like the London Metals Exchange (LME) and EssDocs have developed tools to better track goods stored in third party warehouses. How do they work? What problems can they solve, and where are their limitations?

Peter Zaman, Partner, **Reed Smith**

Jessica Kenworthy, Partner, **Reed Smith**

Optimising working capital across the supply chain

Forum for discussion on how to handle risk and increase efficiency

- Tools for liquidity risk and cash management, from supply chain finance to hedging tools
- How to identify, evaluate and mitigate risk - early
- Sharing experience in making their cash work more efficiently

Chris Pardey, CEO, **RCMA Commodities**

Christopher Emslie, Country Treasurer, **ABB**

Jerry Dimos, SVP Asia Pacific, **C2FO**

15:00

TROUBLESHOOTING PART I

For our first troubleshooting session, choose one of the following "stations" for an open discussion. We'll ring a bell halfway through to allow you to swap over

Option 1: Beginner's guide to CPRI

Hosted by XL Catlin

Option 2: SAFE Regulations in China

Hosted by ING

16:30

Coffee & Registration

Taking Logistics to the Next Level

Unlocking the potential of combining logistic and working capital cycles in Asia Pacific

A practical case study of how DHL has managed to bring efficiency to the complex warehousing and distribution processes in Asian commodity supply chains

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

Keynote

Panel: How low can trade go?

Are low prices, low interest rates and low trade volumes the new normal? Hear from banks and corporates about how they're adapting.

- *What strategies are banks implementing to cope?*
- *Are low prices helping or hindering corporates?*
- *How will the market fare if banks are forced to exit?*
- *What role does regulation play in driving prices down?*

Samuel Ang, *Head Credit & Trade Finance (East), Shell Shipping & Trading*

Aashish Pitale, *Group Treasurer, Essar*

Kris Van Broekhoven, *Global Head of Commodity Trade Finance, Citi*

Adnan Ghani, *Global Head of Trade Finance, Westpac*

Michael Vrontamitis, *Head of Trade, Product, Transaction Banking, Standard Chartered*

Moderator: Alexander Malaket, *President, Opus Advisory*

18:00

Drinks reception

Join us on the rooftop bar of the Marina Bay Sands for a glass of wine and a stunning view of Singapore from above

Day 2: 1th March

08:30

Coffee & Registration

09:00

Chairman's opening remarks

Jonathan Bell, *Editor-in-Chief, TXF*

Keynote

Geopolitical risk: A country-by-country guide

This whirlwind tour of Asia highlights key areas of political risk in the region, providing you with the insights you need to plan business for 2017.

Steve Wilford, *Senior Partner, Control Risks*

Alternative trade financing: a real alternative?

The industry has seen a rise in alternative sources of financing as a complement to bank funding - particularly (but not only) serving SMEs. Where and how can those trade finance funds step in and what are the results so far?

Sébastien Bruyant, *Managing Director, Alcora Global*

Dr Tom James, *CEO, NR Capital*

Pjotr Gainullin, *Investment Manager, Reuben Brothers Capital*

Leo Kirby, *Managing Director Capital Markets, GE Capital*

Moderator: Jonathan Bell, *Editor-in-Chief, TXF*

COMMODITY FINANCE STREAM

TROUBLESHOOTING PART II

Idea lab: Trading transparently

What level of transparency can trading houses achieve while still operating profitably?

- Should more trading houses join the EITI?
- Are customers willing to pay a premium for ethical products?
- What are the returns on investment into transparency?

Nicholas Garrett, Director, **RCS Global**

Joseph Williams, Senior Advocacy Officer, **Natural Resources Governance Institute**

TRADE & TREASURY STREAM

TROUBLESHOOTING PART II

Digital tools to increase efficiency

In an age of cost-cutting, what tools are being used to improve treasury and trade finance processes? From Blockchain-assisted supply chain finance, to electronic documents, to enhanced treasury security.

Rizwan Khan, CFO, **SASCoat Vietnam**

Jacob Katsman, CEO, **Global Trade Corporation**

11:15

Coffee & Networking

Proof in the pudding? Insurance's rising claims

Proof in the pudding? Insurance's rising claims

The current stressed environment has led to a marked increase in insurance claims. So how is the insurance industry coping? Are insurers doing enough for the claims industry?

Vanessa Kilner, Senior Associate, **Clyde & Co**

Harry McIndoe, Assistant Director, **BPL Global**

Tim Warren, APAC Head of Trade & Political Risk, **Zurich**

Moderator: Audrey Zuck, Director, **A2Z Risk Services**

Keynote

Deal, No Deal or Distribute

This session is a fun way to wrap up a day's conversation and debate. We present a panel of industry experts with a series of hypothetical deals. Their task? To answer two simple questions:

1. Would they do the deal?
2. How would they price the deal?
3. Would they distribute the deal?

The audience then votes on whether they agree with the panel's decisions.

Mark Houghton, Regional Manager - APAC, **XL Catlin**

Momchil Ivanov, Director - Structured Metals & Energy, **ING**

Barend van Ijsselstein, Global Commodities Finance, **OCBC**

Alain Fanaie, CEO, **Newway Advisory**

Moderator: Hesham Zakai, Associate Director, **TXF**

Closing remarks: 10 top takeaways from TXF Singapore

13:30

Lunch & open networking session

Have lunch and stick around for an extended networking session

Is TXF Singapore for you? You can now [register your interest](#) to receive updates or [visit the website](#) for more details!

Is TXF Singapore for you? Register your place and join the gathering!

Standard

\$2299

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