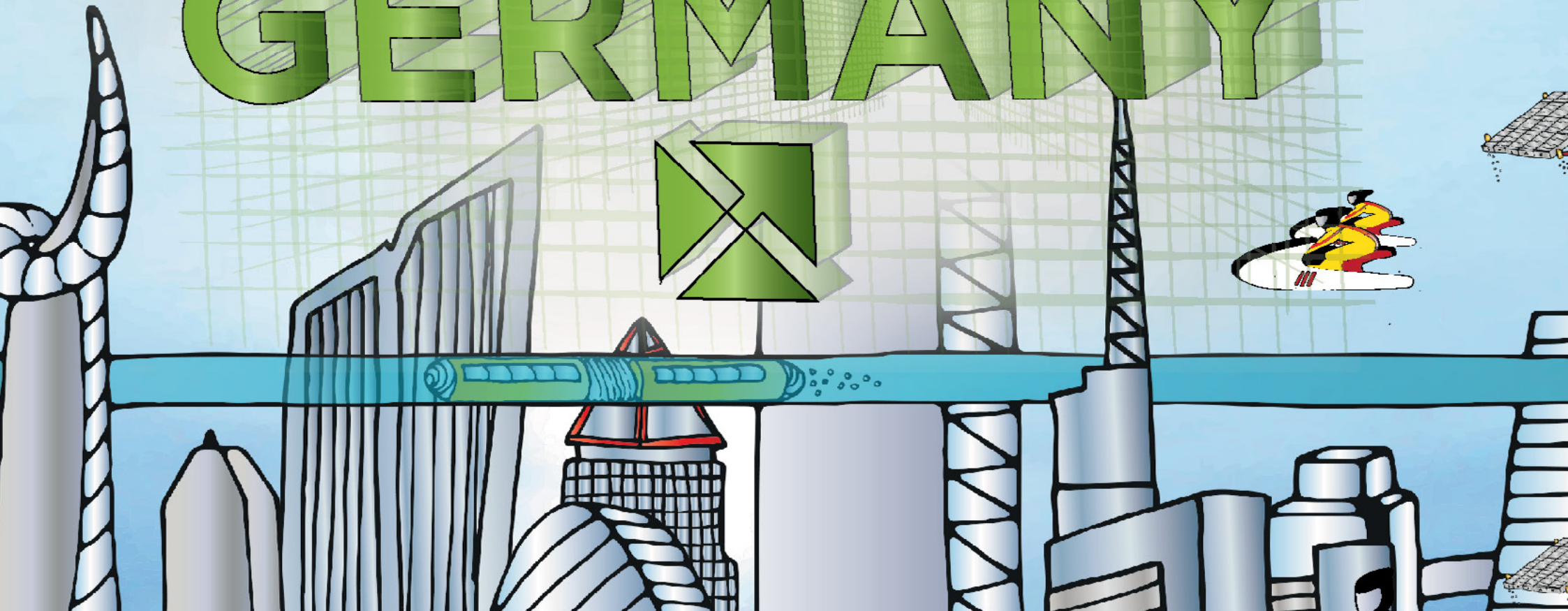


TXF TRADE & TREASURY GERMANY



22nd SEPTEMBER 2016
AKA BANK HEADQUARTERS, FRANKFURT AM MAIN

Agenda - TXF Trade & Treasury Germany

PLENARY STREAM - ROOM 1

08:30 **Coffee & networking**

09:00 **Opening remarks**
Beate Bischoff, Executive Director, **AKA Bank**

09:15 **Top trends in trade finance**
We kick off this focused trade finance event by looking at the top trends in global trade finance seen over the last year.

09:30 **Keynote Panel: Is supply chain finance living a second youth?**
Is supply chain finance allowing corporates to work in new regions?
While traditionally used by multinational corporations in Western Europe and the USA, supply chain finance is now gaining traction among non-traditional players – corporates in Eastern Europe and Asia, and SMEs the world over. Siemens was an early adopter of SCF, and is one of its largest users. Here, we will take stock of the evolutions in SCF and look at what the advantages – and potential pitfalls – of its democratisation are, and how European companies are using SCF to optimise their working capital.
Doug Schoch, SCF Programme Leader, **Siemens**
Tom Dunn, Chairman, **Orbian**
Parvaiz Dalal, MD, Head of Supplier Financing EMEA, **Citi**
Alexander Mutter, Director, Global Head of Trade & Receivables Finance, **HSBC**
Moderator: Hesham Zakai, Associate Director, **TXF**

10:15 **Bridging the Mittelstand financing gap**
Explore the products available to suit smaller companies' needs
What strategies are smaller companies using to access financing? Are banks meeting their needs? And if not, which alternative sources of liquidity are they using? What are the differences in the needs of the German, Austrian and Swiss Mittelstand segments? What are the benefits of SCF for SMEs? Are there risks and costs involved? Will the ICC's SCF glossary go far enough in making SCF more widely accessible?
Guenther Blum, Vice President, Manager Trade Finance, **BNY Mellon**
Linda Coe, Master of International Management, **S-International Baden-Württemberg Nord**
Axel Otto, Head of Finance, **Härter Stanztechnik**
Moderator: Marco Nindl, Principal Banker – Trade Facilitation Programme, **EBRD**

11:00

Audience response survey: Have your say

An anonymous, real-time survey of the audience on the key issues in the industry. We'll be getting your thoughts on all the topics we've discussed at the conference, including the latest digital innovations, new sources of financing and treasury priorities. All guests will receive the full results and an annotated commentary as a report after the conference.

11:15

Coffee & networking

PLENARY STREAM - ROOM 1

11:45

Who's pushing the FinTech boundaries?

Is Europe leading the way in a FinTech revolution, and how will that affect banks and other counterparties? Which digital innovations are having the most impact, and how are they affecting bank portfolios? How are corporates reacting? Where will new technologies – like the BlockChain – make the biggest difference? And what are the associated risks, as well as the opportunities – could the FinTech bubble be about to burst?

Nicolas Brand, Partner, **Lakestar**

Ben Brophy, CEO, **BlockLab**

Sander van Loosbroek, Director - Distributed Ledger Technology, **Cegeka**

Moderator: Doug Ziurys, Senior VP (Europe), **FIMetrix**

WORKSHOP - ROOM 2

On-boarding supply chain finance

What are the challenges faced by buyers in on-boarding SCF? What are the advantages (and drawbacks) of supply chain finance for buyers and suppliers? And how can challenges be overcome?

David Wuttke, Assistant Professor, **EBS Business School**

PLENARY STREAM - ROOM 1

12:30

Receivables finance: A break with tradition

A concrete case study, showcasing how capital markets finance can be used to innovate within supply chain finance

Bernd Sooth, Head of GTS Germany/Austria/Czech Republic, **BNP Paribas**

Alexei Zabudkin, Head of Capital Markets, **CRX**

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

13:15 Networking lunch

PLENARY STREAM - ROOM 1

14:45

Will supply chain finance programmes and providers feel the pinch post-Abengoa?

Credit considerations around SCF

Abengoa's fall from grace was contributed to by its complex SCF programme, which arguably artificially extended its trade liabilities. Is this a one-off, or symptomatic of deeper problems within SCF? What are the credit risks to be wary of in SCF programmes? And will SCF programmes be subject to greater scrutiny from investors in the future?

Matthias Heck, VP - Senior Analyst, **Moody's**

Ion Sclifos, Treasurer, **Orange Romania**

Dan Stadnik, Senior Managing Director, **Finacity**

Moderator: Manuel Klitzke, Export & Supply Chain Finance, Germany, Austria & Switzerland, **Banco Santander**

IDEA LAB - ROOM 2

Corporates' idea lab: Keeping your cash safe in the digital age

Learn how you can combat cyberfraud

Corporate treasurers are consistently naming risk mitigation as a growing part of their remit. In an increasingly digital world, where does cyber-risk play into this, and what strategies are treasurers employing to prevent cyberfraud and mitigate damage?

Facilitated by: David Zeman, Head of Corporate Treasury, **INEOS Styrolution**

WORKSHOP - ROOM 1

15:30

Latest trends in factoring and forfaiting

Figures show that factoring and forfaiting are still popular tools, and that their usage is growing among SMEs. What are the latest developments? How can they help you access more liquidity?

Ingo Schröder, General Manager, Finance and Credit Risk, **Jebsen & Jessen**

Christian Hauke-Burckhardt, Head of Trade Finance Structuring (Germany), **Deutsche Bank**

IDEA LAB - ROOM 2

Corporate cash management

A chance for corporates to come together and share ideas on cash management

With low interest rates forcing treasurers to hold onto more cash than they'd like, what are the best ways of using that to your advantage? What are the options for investing more into your supply chain? Is dynamic discounting a good way of putting cash to use? And what are the challenges posed by dynamic discounting? What products are available within Supply Chain Finance to streamline the sharing of invoices and other documents?

Dr Andreas Liedtke, Finance Advisory, **KPMG**

Jeremy Hamon, VP, Head of Group Treasury, **Primemerals**

Nils Jung, Managing Partner - Germany, **Innopay**

16:15 **Coffee & networking**

PLENARY STREAM - ROOM 1

WORKSHOP - ROOM 2

16:30

No credit? No problem!

Sub-investment grade companies often find themselves strapped for cash when it comes to accessing financing. But DHL is working to change that. The company is launching an initiative to provide transparency and security through real-time warehouse monitoring, giving lenders peace of mind when dealing with sub-investment grade or unfamiliar companies, and allowing those companies to access previously untapped financing.

Jorn Zimmermann, CFO & Head of Product Development, **DHL Inventory Financing**

UFK Guarantees – supporting imports

Learn how the German Ungebundener Finanzkredit (UFK), or untied loans, programme could help you

UFK guarantees provide mid-term financing to support imports of commodities such as oil, gas, and metals into Germany. Learn how the programme works, what the eligibility criteria are, and how it can complement your existing short-term trade finance portfolio.

Ulrich Schulte-Lünzum, Head of Project Finance and Untied Loans, **PwC**

PLENARY STREAM - ROOM 1

17:00

How could THAT pass compliance?

In this interactive session, our panel of experts will look at a series of hypothetical deals and discuss the complexities they throw up with regard to Know-Your-Customer (KYC), anti-money laundering (AML) and financial crime issues, sanctions and bribery and corruption other local and global regulatory and compliance issues. The audience will join the panellists in voting on whether they think those deals would – or should – pass their institutions' compliance departments.

Geoffrey Wynne, Partner, **Sullivan & Worcester**

Mario Messerschmidt, Head of Structured & Syndicated Finance, **AKA Bank**

17:45

Chairman's closing remarks

18:00

Networking drinks reception



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