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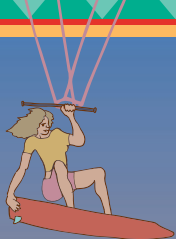


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TXF Singapore 2018

Trade, Treasury & Commodity Finance

28th February – 1st March 2018

Sofitel Singapore Sentosa Resort & Spa

With tech booming, supply chain finance growing and commodity prices recovering, TXF is returning to Singapore for the third iteration of its APAC focused trade, treasury and commodity finance conference. We are pleased to announce that this year the event will be held at the **Sofitel Resort & Spa on Sentosa island.**

Why should you be there?

TXF Singapore is an annual forum for senior decision makers in the trade and commodity finance sector to meet, network and explore key regional market trends. The event will help you keep on top of key trends and hear from corporates and financiers alike on the latest developments in financing techniques and look towards the future of the industry.

Who else will be there?

In 2017 we had over 250 senior representatives from all corners of the industry.

This year we expect the event to grow and to welcome key representatives from corporates, commodity traders, commodity producers, banks, alternative financiers, law firms, insurers & more!



Event Overview

Great networking

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

The event always attracts a diverse audience and corporate attendee rate of over 60%. The delegate breakdown for 2017 can be seen on the right.

The full delegate list is released to delegates in advance. We also offer a networking concierge service to help you set up meetings.

BREAKDOWN OF COMPANY TYPES

CORPORATE 61%

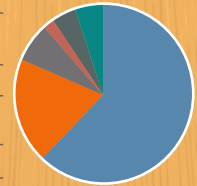
FINANCIAL INSTITUTION
& ADVISORY 21%

INSURANCE 7%

IT TECHNOLOGY
& SOFTWARE 1%

LAWFIRM 3%

OTHER 7%



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

Sabine Vigneron, Mizuho

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,
Ornua Cooperative

Relevant content

We've conducted extensive research to make sure we're covering the areas that matter most to you – whether it's how to make digitisation work for your business; how to stay ahead of the regulatory curve; accessing new sources of financing; or protecting yourself against credit and political risk.

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.

Welcome to the Speakers of 2018

Stephan Jansma
Global Head Trade
and Structured
Finance
Trafigura

Jayant Parande
Group Treasurer
Olam International

Munish Kaushal
Supply Chain
Finance Director
GlaxoSmithKline
Consumer
Healthcare Ltd

Inwha Huh
Global Head,
Structured Trade
Solutions
HSBC

Gavin Reid
Head of Trade
Finance
BP

Weiping Li
Senior Financial
Advisor
ABB Pte Ltd
Singapore

Benjamin Hadfield
South East Asia
Country Manager,
Trade Finance
Maersk

Abel Martins
Alexandre
Head of Commercial
Treasury
Rio Tinto Group

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

Pallav Moona
Head of Structured
Trade Finance –
South East Asia
Louis Dreyfus
Commodities

Kah Chye Tan
Chairman
CCRManager

Tony Osentoski
Head of Corporate
Treasury & Insurance,
Asia Pacific
Solvay

Gopul Shah
Director, Corporate
Treasury and Head
of Structured Trade
Finance

**Golden Agri-
Resources**

Shong Ye Tan
Cyber Security
Leader
PWC

Peter Gilbert
Chief Executive -
Singapore
BPL Global

Tom Dunn
Chairman
Orbian

Momchil Ivanov
Head of Asia,
Structured Metals
and Energy Finance
ING Bank

Jerry Dimos
SVP Asia Pacific
C2FO

Kris Van Broekhoven
Global Head of
Commodity Trade
Finance
Citi

Jessica Kenworthy
Partner
Reed Smith

Jonny Singleton
Channel Financing
Director
Dell

Matthew Petrillo
Partner
Reed Smith

Asif Rafiq
Director, Supply
Chain Finance,
Global Trade &
Banking
BMO Capital Markets

William Shaw
Managing Director
Texel Asia Pte
Limited

Tim Warren
Regional Head
Zurich Insurance
Group

Jacob Katsman
CEO
Global Trade
Corporation

Michael Wang
Executive Director,
Head of Structured
Commodity Finance,
Asia Pacific
ABN AMRO Bank

Dessa Glasser
Principal
The Financial Risk
Group

Rajiv Biswas
Senior Director and
Asia-Pacific Chief
Economist
IHS Global Insight

Hitendra Jain
Director Asia Global
Commodities Pte Ltd

Rizwan Khan
Chief Financial
Officer
SASCoat Vietnam

Paul Christensen
CEO
Previser

Michael Koh
Head of Strategic
Sourcing Technology
APAC
Dimension Data

Charles Nahum
Independent MD
Finacity

Deep Singh
Head of Investments
EFA Group

Daphne Ng
CEO
JEDTrade

Krishna Prasad
General Manager,
Finance
Agrocorp
International

Mehmet Saydam
Head of Investments
Reuben Brothers
Limited

Choo Wai Yee
Deputy Director
- National Trade
Platform Project
Office
Singapore Customs

See who's attending in 2018

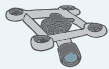
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Global Trade Corporation
Global Trade Well
Golden Agri-Resources
Health Promotion Board
HSBC
IdsMed
IE Singapore
IHS
ING Bank
Intesa Sanpaolo S.p.A., Hong
Kong Branch

JEDTrade
Just Oil & Grain Pte Ltd
Kerry Group plc
Liberty Commodities Group
Louis Dreyfus Commodities
M+W Group
Maersk
Mercuria Asia Group Holdings
Mercuria Energy Trading
Midstar (Singapore)
MIT
Nuevo Asia
Olam International
Orbian
Otto Marine
Perennial Real Estate Holdings
Limited
Petredec
Previs
PwC
R1 International
Raffemet
RCMA Commodities
Reed Smith
ResponsAbility
Reuben Brothers Limited
Rio Tinto Group
Roquette

Sanofi
SASCoat Vietnam
Shell
Singapore Customs
Singapore Pools
SINOPEC HONG KONG
(SINGAPORE) PTE LTD
SKF Treasury Centre Asia &
Pacific Pte Ltd
Solvay
Stemcor
STMMicroelectronics
Summit Asia
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Syngenta
Texel Asia Pte Limited
The Financial Risk Group
Trafigura
Valency International Trading
Viant Pte Ltd
Virgoz Oils & Fats Pte Ltd
Volvo Treasury
World Fuel Services
Xangbo Global Markets Pte Ltd
Xiangyu
Zuercher Kantonalbank
Zurich





Agenda



Please note that the agenda will evolve in line with feedback from the market. If you have any feedback or suggestions for topics we should add then please contact henry.nichol@txfmedia.com

Day 1

8:00 COFFEE & REGISTRATION

9:00 **CHAIRPERSON'S OPENING REMARKS**
Katharine Morton, Head of Trade, Treasury & Risk, TXF

9:15 **GEOPOLITICAL ROUNDUP: THE CALM BEFORE THE STORM?**
Despite strengthening trade flows in Asia-Pacific, geopolitical headwinds remain a threat to major trading nations in the region. From tensions in the South China Sea to the US - North Korea nuclear standoff, fluctuating commodity prices to upcoming domestic events, this session provides a detailed roundup of the key stories to keep your eye on in 2018.
Rajiv Biswas, Senior Director and Asia-Pacific Chief Economist, IHS Markit

9:45 **AUDIENCE RESPONSE SURVEY: YOUR VIEWS ON THE MARKET**
An anonymous live survey on the key industry trends. A full set of annotated results will be sent to all delegates after the event.
Hesham Zakai, Associate Director, TXF

10:00 **KEYNOTE TRADERS' PANEL: A DATA ANALYTICS VIEW OF THE APAC MARKET**
With the use of TXF Data, our panel of traders provide a comprehensive analysis of the top trends occurring in the market. Are we seeing a shift in risk appetite from the banks? Is the Insurance market beefing up the region's risk appetite? Which types of financing products are proving popular in the market? How much arranging, structuring or financing are traders doing themselves? Which working capital solutions are they using and which financing, trading, insurance and risk management strategies do they recommend?
Jayant Parande, Group Treasurer, Olam International
Hitendra Jain, Director, Asia Global Commodities
Pallav Moona, Head of Structured Trade Finance - South East Asia, Louis Dreyfus Commodities
Gavin Reid, Head of Trade Finance, BP
Krishna Prasad, General Manager, Finance, Agrocrop International

10:45	<p>NETWORKING COFFEE BREAK The full delegate list will be released in advance. Ask us about our networking concierge service to help you set up meetings.</p>
11:30	<p>SUPPLY CHAIN FINANCE: HAS IT MET THE EXPECTATIONS OF CORPORATES & PROVIDERS? With annual volume growth rates of 30-50% in Asia, the supply chain finance market appears to be booming. However, compressed margins and underwhelming revenue figures potentially tell a different story. This panel of supply chain experts provides a comprehensive overview of the state of the market. Has supply chain finance hit the heights that many predicted? Where is it finding most success and which areas are still underserved? Are supply chains more robust today as a result? Are suppliers benefiting from working capital flexibility? What material role is technology playing?</p> <p>Munish Kaushal, Supply Chain Finance Director, GlaxoSmithKline Consumer Healthcare Weiping Li, Senior Financial Advisor, Asia Pacific, ABB Singapore Tony Osentoski, Head of Corporate Treasury & Insurance, Asia Pacific, Solvay Jerry Dimos, SVP Asia Pacific, C2FO Asif Rafiq, Director, Supply Chain Finance, Global Trade & Banking, BMO Capital Markets Moderator: Katharine Morton, Head of Trade, Treasury & Risk, TXF</p>
12:15	<p>CONSOLIDATION AND COMPETITION: RISK MANAGEMENT AND THE FUTURE OF THE APAC COMMODITIES MARKET Is the commodity market beginning to confront a new, less profitable reality? What does the future of the APAC commodities market look like? Should the move towards consolidation and scale be a cause for concern? How will small and medium sized traders fare in an increasingly competitive and sometimes low margin industry? Can they be entering these more in lockstep with risk mitigation experts such as insurers and collateral managers? What lessons can commodity producers learn from the recent bear market and is diversification into commodity trading a viable option for them?</p> <p>Stephan Jansma, Global Head of Structured and Trade Finance, Trafigura Gopul Shah, Director, Corporate Treasury and Head of Structured Trade Finance, Golden Agri-Resources Abel Martins Alexandre, Head of Commercial Treasury, Rio Tinto Jacob Katsman, CEO, Global Trade Corporation Moderator: Kris Van Broekhoven, Global Head of Commodity Trade Finance, Citi</p>
13:00	<p>LUNCH</p>

	PLENARY STREAM	WORKSHOP STREAMS	
	WORKING CAPITAL OPTIMISATION	RISK MITIGATION	FINTECH & DIGITISATION
14:15	<p>MARRYING FINANCIAL & PHYSICAL SUPPLY CHAINS: A CASE STUDY IN UNLOCKING YOUR WORKING CAPITAL POTENTIAL</p> <p>The successful integration of procurement, supply chain and treasury functions can transform a company's working capital requirements. Why do companies struggle to marry the two supply chains and how can they begin to implement a successful supply chain finance program? This interactive case study provides all the answers.</p> <p>Ben Hadfield, South East Asia Country Manager, Trade Finance, Maersk Singapore Michael Koh, Head of Procurement, Asia Pacific, Dimension Data Daphne Ng, CEO, JEDTrade Inwha Huh, Global Head, Structured Trade Solutions, HSBC Jonny Singleton, Channel Financing Director, Dell</p>	<p>TRADE CREDIT INSURANCE: LIVE UNDERWRITING</p> <p>Trade credit insurance can form a valuable extension to a company's credit management process. This interactive live underwriting workshop aims to provide clarity on how the underwriting process works and what deals can and can't be placed in the market. Come along with examples of deals and these experts will answer all of your questions.</p> <p>Harry McIndoe, Director, BPL Global Tim Warren, Head of Credit Lines, Asia Pacific, Zurich Insurance Company</p>	<p>DIGITAL TOOLS TO INCREASE EFFICIENCY</p> <p>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.</p>
15:00	<p>THE EMERGING INTERACTION BETWEEN PRE-APPROVED AND POST APPROVED PAYMENTS</p> <p>Tom Dunn, Chairman, Orbian Paul Christensen, CEO, Previsio</p>	<p>POLITICAL RISK INSURANCE: YOUR QUESTIONS ANSWERED</p> <p>How can political risk insurance help you enter into new markets? What events can it insure against? Is it a product for banks or corporates? Have all your PRI questions answered in this workshop Q&A session.</p>	<p>CYBERSECURITY: SAFEGUARDING YOUR TREASURY DEPARTMENT</p> <p>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 can treasurers employ to prevent cybersecurity and mitigate damage?</p> <p>Shong Ye Tan, Cyber Security Leader, PwC Peter Tan, Director Corporate Treasury & Commodity, PwC Rizwan Khan, CFO, SASCoat</p>
15:45	NETWORKING COFFEE BREAK		

KEYNOTE BANKERS' PANEL: DEAL OR NO DEAL

A staple of TXF events, this session is a fun and interactive way to look at pricing and deal making in the market. We present a panel of banking experts with a series of hypothetical trade finance deals. Their task? To decide:

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

The audience will then vote on what they would do when faced with the same deals.

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

Michael Wang, Executive Director, Head of Structured Commodity Finance, Asia Pacific, **ABN AMRO Bank**

Momchil Ivanov, Head of Asia, Structured Metals and Energy Finance, **ING Bank**

Mehmet Saydam, Head of Investments, **Reuben Brothers**

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

16:15

17:00 NETWORKING COCKTAIL RECEPTION

SUPPLIER FINANCE MASTERCLASS, 28th February, 15:30 - 17:00

This intimate masterclass session offers you the chance to interact with senior procurement and supply chain executives from a range of industries and discuss some of the key issues currently affecting the supplier finance landscape. Topics discussed will include; how procurement can evolve and throw off old ways of thinking, how data can be turned into value for its customers as well as the increasing importance of utilising real time information. Attendance will be capped at 30 people and will be allocated on a first come first serve basis.

To join the masterclass session please email henry.nichol@txfmedia.com

Day 2



8:30

COFFEE & REGISTRATION

9:00

CHAIRPERSON'S OPENING REMARKS

Katharine Morton, Head of Trade, Treasury & Risk, **TXF**

9:15

SMART NATION SINGAPORE: REVOLUTIONISING TRADE FINANCE WITH DIGITISATION AND THE NATIONAL TRADE PLATFORM

With SG\$100 million being invested in the National Trade Platform (NTP), Singapore is serious about innovation. This session provides an update on the latest developments on the soon to be launched trade platform and discusses how digitisation can revolutionise trade finance in Singapore.

Choo Wai Yee, Deputy General - National Trade Platform Project Office, **Singapore Customs**

9:45	<p>TRADE FINANCE AS AN ASSET CLASS: UP AND COMING OR UP AND COME?</p> <p>With high yields and low volatility, trade finance represent an attractive asset class with huge potential. With banks hamstrung by stringent compliance and regulatory requirements and a low interest rate environment compressing yields on traditional loan markets, interest in this fledgling asset class is gathering pace. This panel of experts will evaluate the state of the movement and discuss what factors are oth driving and holding it back.</p> <p>Charles Nahum, <i>Independent Managing Director, Finacity</i> Kah Chye Tan, <i>Chairman, CCRManager</i> Deep Singh, <i>Head of Investments, EFA Group</i></p>
10:30	<p>NETWORKING COFFEE BREAK</p>
11:15	<p>LEGAL WORKSHOP: UNDERSTANDING PREPAYMENTS & PREPAYMENT REFINANCING</p> <p>The prepayment finance structure has become an increasingly common form of financing within the APAC commodity market due to the prominence of traders adopting the role of financier. This legal workshop will explain the intricacies of prepayment financing and will discuss the latest trends in the refinancing of prepayments:</p> <ul style="list-style-type: none"> - How does prepayment financing work? - Ways of refinancing advance payment sales contracts including loan financing and participations under English and New York law. - The main points of negotiation between the lender and the trader on limited recourse structures. <p>Jessica Kenworthy, <i>Partner, Reed Smith</i> Matthew Petrillo, <i>Partner, Reed Smith</i></p>
12:00	<p>MANAGING RISK IN A GLOBALISED COMMODITY MARKET</p> <p>Effective management of risks is one of the key challenges facing commodity players operating in an increasingly globalised market. This session describes a practical approach for creating a risk-aware culture and a framework to assist in decision-making.</p> <p>Dessa Glasser, <i>Principal, The Financial Risk Group</i></p>
12:45	<p>CHAIRPERSON'S CLOSING REMARKS: TOP 10 TAKEAWAYS FROM TXF SINGAPORE 2018</p> <p>Katharine Morton, <i>Head of Trade, Treasury & Risk, TXF</i></p>
13:00	<p>LUNCH & OPEN NETWORKING SESSION</p> <p><i>Have lunch and stick around for an extended networking session.</i></p>

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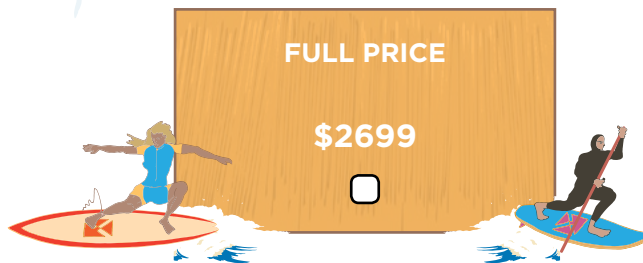
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