



TXF SINGAPORE 2018
TRADE, TREASURY & COMMODITY FINANCE



FEB 28 - MAR 1, 2018

SOFITEL SINGAPORE SENTOSA RESORT & SPA, SINGAPORE

DAY ONE - WEDNESDAY, FEBRUARY 28

8:00 Coffee & registration

9:00 Conference chair'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: Top trends in the APAC commodities market

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

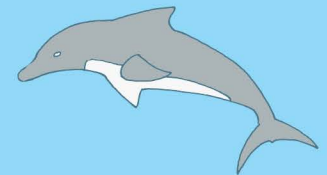
Hitendra Jain, Director, Asia Global Commodities

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, Agrocorp International

Moderator: *Poon Lee Ong, Head of Trade & Commodity Finance - Agri, Rabobank*



10:45 Networking coffee break

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?

11:30

Munish Kaushal, Supply Chain Finance Director, GlaxoSmithKline Consumer Healthcare

Weiping Li, Senior Financial Advisor, Asia Pacific, ABB Singapore

Dru Shiner, Chief Sales Officer, C2FO

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

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



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? How can technology be used to reduce risk and improve monitoring and control?

12:15

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*



13:00 Lunch

AGENDA

PLENARY STREAM

WORKSHOP STREAM

WORKING CAPITAL OPTIMISATION

RISK MITIGATION

14:15

Marrying financial & physical supply chains: A case study in unlocking your working capital potential

The successful integration of procurement, supply chain and treasury functions can transform a company's working capital requirements. Why do companies struggle to marry financial and physical supply chains and how can they begin to implement a successful supply chain finance program? This interactive discussion provides all the answers.

Ben Hadfield, South East Asia Country Manager, Trade Finance, Maersk Singapore

Michael Koh, Head of Strategic Sourcing Technology, APAC, Dimension Data

Daphne Ng, CEO, JEDTrade

Inwha Huh, Global Head, Structured Trade Solutions, HSBC

Moderator: Manshuk Erzhanova, Business Development Manager, Coriolis Technologies

Trade credit insurance: Live underwriting

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.

Peter Gilbert, Chief Executive - Singapore, BPL Global

Tim Warren, Head of Credit Lines, Asia Pacific, Zurich Insurance Company

Mei Yean Lim, Political Risk & Trade Credit Underwriter, XL Catlin

15:00

Artificial intelligence and the next generation of supply chain finance

This session looks at the latest innovations in supply chain finance. How are companies such as Orbian and Previsie taking SCF deep into new value sectors and using pre-approval InstantPay for SME suppliers around the world?

Tom Dunn, Chairman, Orbian

Paul Christensen, CEO, Previsie

Cybersecurity: Safeguarding your treasury department

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?

Shong Ye Tan, Cyber Security Leader, PwC

Peter Tan, Director Corporate Treasury & Commodity, PwC

Rizwan Khan, CFO, Panoval Asia Limited

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

16:15

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

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

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

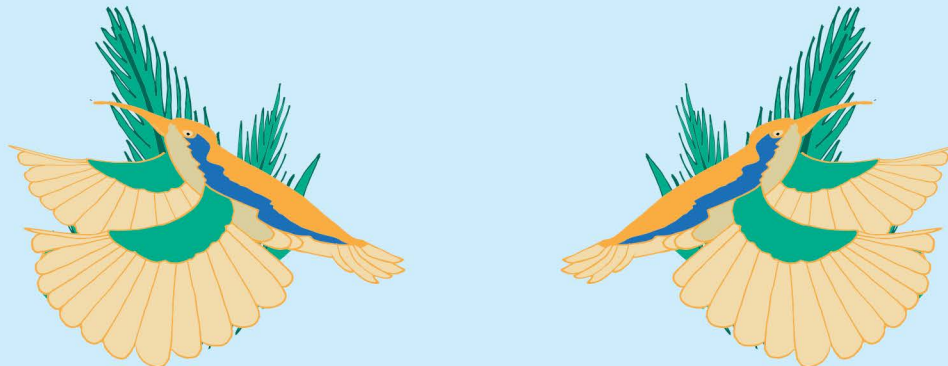
Momchil Ivanov, Head of Asia, Structured Metals and Energy Finance, ING Bank

Mehmet Saydam, Head of Investments, Reuben Brothers

Moderator: Will Shaw, Managing Director, Texel Asia

17:00

Networking cocktail reception



DAY TWO - THURSDAY, MARCH 1

8:30 Coffee & registration

9:00 **Conference chair's opening remarks: Welcome to day two!**
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 **Trade finance as an asset class: Up and coming or up and come?**
 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.

Charles Nahum, Independent Managing Director, Finacity

Kah Chye Tan, Chairman, CCRManager

Deep Singh, Head of Investments, EFA Group

Moderator: Anurag Chaudhary, CEO, Pinnacle Trade Finance



10:30 Networking coffee break

11:15

Legal workshop: Understanding prepayments & prepayment refinancing

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:

- 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.

Jessica Kenworthy, Partner, Reed Smith

Matthew Petrillo, Partner, Reed Smith

12:00

Managing risk in a globalised commodity market

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.

Dessa Glasser, Principal, The Financial Risk Group

12:45

Conference chair's closing remarks: Top 10 takeaways from TXF Singapore 2018

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

13:00

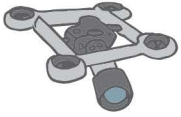
Lunch & open networking session

Have lunch and stick around for an extended networking session.



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