

GTRAMERICAS

# North America Trade & Working Capital Conference 2016

New York City, US  
The Convene Old Slip  
June 16, 2016

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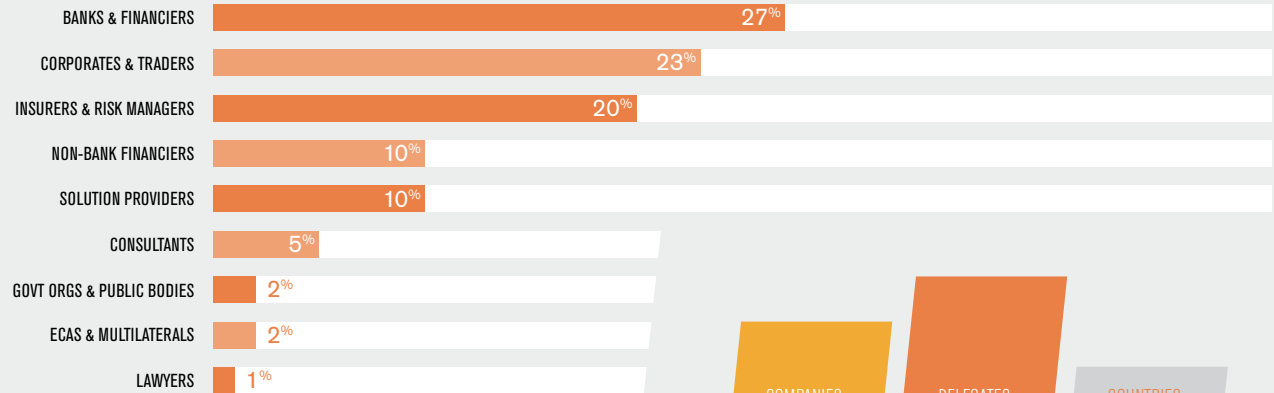
# North America Trade & Working Capital Conference 2016

*Returning to the city for its 11th year, GTR's annual gathering in New York has evolved into the North America Trade & Working Capital Conference for 2016.*

Senior business leaders from across the corporate treasury, procurement, fintech and supply chain finance sectors will discuss the key techniques being utilized to maximise efficiencies across physical and financial supply chains and international trade flows. In-depth coverage of payables and receivables financing techniques, the latest fintech innovations and disruptors, and supply chain financing best practices will provide practical 'how-to' guidance for attendees, while updating on the latest trends impacting trade and working capital management.

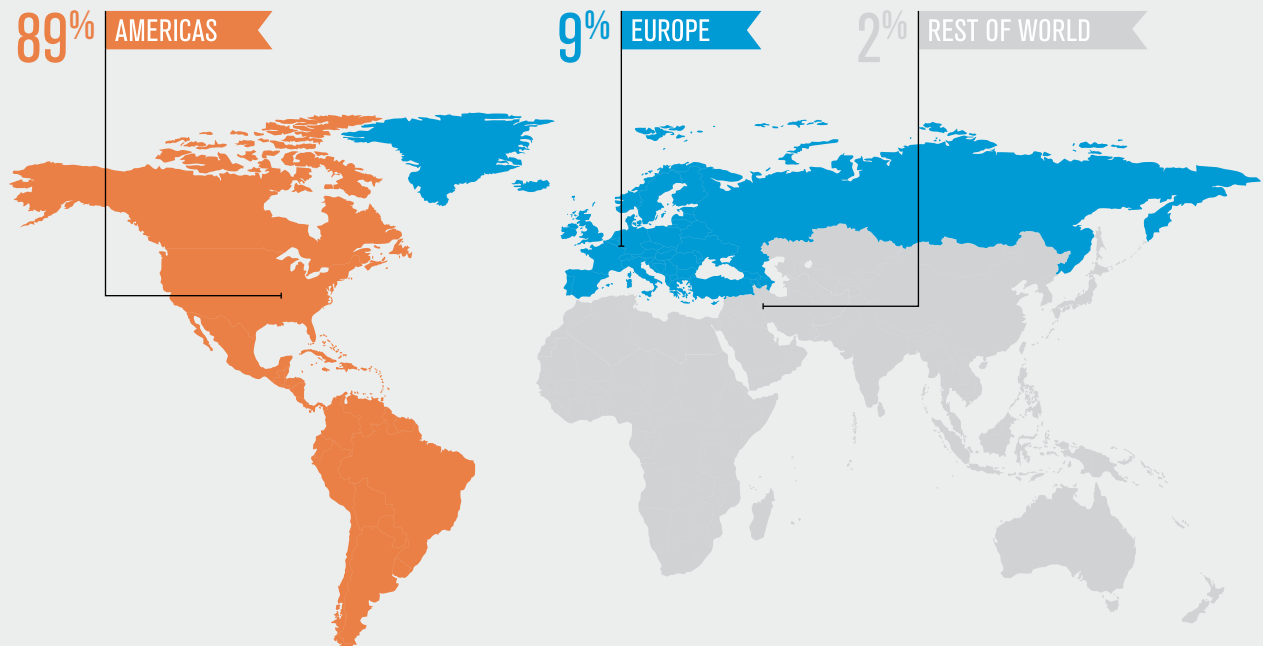
A corporate-focused agenda places an emphasis on maximum audience interaction and lively debate, utilizing 'Elevator pitch' showcases, in-depth case studies and workshop Q&A sessions. Extensive networking opportunities offer delegates unrivalled access to the market's leading fintech thought-leaders, treasury and supply chain experts, and corporate decision-makers all under one roof.

Sectors attended in 2015



2015's vital statistics

## Percentage of attendees by region in 2015



CANADA, UNITED STATES, GERMANY, THE NETHERLANDS, SWITZERLAND, UNITED KINGDOM, UNITED ARAB EMIRATES

*"The conference was rich in content and speaker credentials. Overall a great learning experience."*

A Deshmukh, Newgen Software

# Conference: Thursday, June 16, 2016

## 09.00 Chairman's opening remarks

Lionel Taylor, Managing Director, Trade Advisory Network

## 09.05 Keynote: The global financial sector reimagined

Chris Skinner, Chairman, The Financial Services Club

- The fintech revolution: Where has explosive investment in the sector been concentrated in recent years? Which financial sector segments have seen the greatest sea change?
- Examining the influence of key disruptive trends such as artificial intelligence and machine learning, blockchain technology, collaborative ecosystems, and cryptocurrencies
- Are industry incumbents doing enough to keep up with the wave of fintech innovation? Is investment in human and technology resources sufficient to avoid bank disintermediation?
- What will the industry's competitive structure look like over the next decade—will the incumbents be stronger/larger, or weaker/smaller?

## 09.50 NETWORKING BREAK

*"A combination of trade leaders from both financial and government agencies gave a holistic view on the future and current industry."*

C Kim, Bank of America

*"This conference provides a great insight into all areas of trade. It delves into segments that we may not touch in our day to day activities. Very informative from highly knowledgeable sources."*

T Redfern, HSBC

## SUPPLIER FINANCING 2.0: THE ELEVATOR PITCHES

A selection of leading players from the payables financing space are invited to showcase their respective solution. Each speaker will be given 12 minutes to pitch, followed by an 8 minute audience Q&A. After the pitches an expert panel will assess the options:

### 10.35 The approved payables programme

John Monaghan, Global Trade Product Manager, Citi

A guide to bank-funded payables programmes, often regarded as the 'traditional' approach to financing suppliers. Banks are increasingly partnering with other financiers to cater to client needs. How does this contrast with funding agnostic models?

### 10.55 Procurement networks: Just add finance

Gary Schneider, Senior Vice-President, Strategic Alliances, GT Nexus

Existing ecommerce networks hold the necessary captive data – can a payment mechanism be bolted on effectively?

### 11.15 SCF+: Combining dynamic discounting and payables techniques

Eric Frankovic, Vice-President, Global Sales, Taulia

Is the flexibility to self-fund or utilise third party capital becoming increasingly attractive to corporate buyers?

### 11.35 The funding agnostic model

Terry Pierce, Strategic Account Executive, PrimeRevenue

With the universal funding model's capability to mitigate liquidity and operational risks, should corporates choose funding agnostic model rather than a bank-led programme?

## 11.55 THE CORPORATE ASSESSMENT: DEBATE AND VERDICT

Lionel Taylor, Managing Director, Trade Advisory Network

James Benfield, Senior Vice-President, Finance & Treasury, Transammonia

Igor Zax, Managing Director, Tenzor

Our panel of physical and financial supply chain experts will offer their thoughts on the benefits and drawback of each solution, assess how various techniques can be combined to maximise supplier participation, provide perspectives on SCF best practices, and debate what is required to entrench supply chain financing as a universally accessible standard practice for the corporate sector. An audience Q&A will finish the session.

## 12.45 LUNCH

## Accommodation

For details on any discounted rooms GTR has secured in New York City, please refer to the *Know before you go* section on the event's GTR Members Area.

## Venue details

**Venue:** The Convene Old Slip,  
32 Old Slip, New York,  
NY 10005

**Tel:** +1 888 730 7307

**Web:** <http://convene.com/location/financial-district-downtown-nyc/>



## RECEIVABLES FINANCE AFTERNOON WORKSHOP

## 13.55 Working Capital Management: Bridging the DRO gap

**Inwha Huh**, Head of Global Trade & Receivables Finance (GTRF), US & Canada, HSBC

**Graham Smith**, Assistant Treasurer, Terex

**William R. Evans**, Executive Director, Head of Transaction Banking, ANZ-America

**Andrea Williamson**, Global Relationship Manager, Working Capital Solutions, GE Capital

Some of the markets leading receivables financing practitioners will illustrate how various on and off-balance sheet techniques are being utilised by suppliers and exporters, highlighting their respective characteristics and key advantages, the application of receivables solutions to benefit sales development, and practical use challenges/requirements.

## 14.45 Receivables finance case studies

**Paul Kunzer**, Divisional Executive, Americas, AIG

**Glenn Kocher**, Managing Director, LiquidX

A succession of case studies will cover both traditional and innovative solutions, outlining key deal structure details and requirements. Each case study will conclude with an audience Q&A.

- The invoice auction
- Securitization/the Special Purpose Vehicle structure
- Trade credit insurance as receivables enhancer

## 16.30 Banking sector disruption: Is the fintech revolution a minor headache or major opportunity?

**Lionel Taylor**, Managing Director, Trade Advisory Network

**Tony Brady**, Managing Director and Global Head of Business Strategy & Market Solutions, BNY Mellon

**Gene Vayngrib**, Chief Executive Officer, Tradle

**Chris Skinner**, Chairman, The Financial Services Club

- Opening debate: To what extent have financial institutions been slow off the mark in terms of fintech investment?
- Which innovations are creating the most excitement amongst supply chain practitioners? Where are we in terms of understanding how new technology can be utilised to meet today's requirements?
- Linking banking innovation centres to front line business: Legacy challenges, regulation hurdles, practical application, and the importance of communicating / understanding what's needed at the coal face
- Are banks really getting left behind in the fintech revolution? Or are they engaging successfully? Where might we be in five years' time?

17.20 CLOSE OF CONFERENCE  
FOLLOWED BY EVENING NETWORKING RECEPTION

## 16.00 NETWORKING BREAK

*"Great forum to hear insights from banks, ECAs, insurers and exporters."*

**A Hernandez**, Mizuho

*"Very comprehensive, ahead of major issues and filled with well-spoken thought leaders."*

**D Watkins**, Surecomp

*"Knowledgeable and informative panel of professionals."*

**P Messinger**, Mitsui Plastics

*"A feast not only for the mind but also for networking."*

**A Brown**, The Trade Advisory



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Early booking discount (15%) 15% discount ☐

I am booking before May 20, 2016 and would like to claim a 15% early booking discount.

Can't make the conference? US\$150 ☐

Conference delegate pack, comprising all speaker presentations and bios in both hard copy and online formats

## Payment details

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## Delegate information

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I can confirm that I have read and agree to the terms and conditions below.

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