

GTRAMERICAS

US Trade & Working Capital Conference 2017

Chicago, US
Swissôtel Chicago
June 7, 2017



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US Trade & Working Capital Conference 2017

2017 sees GTR's US Trade & Working Capital Conference move to its new base of Chicago, bringing together fintech thought-leaders, treasurers, supply chain experts and corporate decision-makers for a day of discussion and networking.

Covering a broad range of issues surrounding the US trade and working capital space, the conference will incorporate a proven format of interactive sessions, lively debates, case studies and workshop-style Q&A sessions.

This is an ideal environment for corporate treasurers, trade financiers and business heads to meet and assess the latest financing techniques, innovations and disruptors, as well as best practices for optimising physical and financial supply chains.

"Very insightful, great networking and overall an excellent experience."

GG Pou, Luzan Trading

"GTR brought together an exceptional blend of financial professionals, established solutions providers, and emerging tech startups for engaging and diverse discussions. Presenters were of high quality and talked not only about the issues of today, but future challenges in this rapidly changing industry."

L Wilson, Fluent

Click here to see
a list of attending
companies from
2016's event



Venue details

Venue: Swissôtel Chicago
323 E Upper Wacker Dr
Chicago

Tel: +1 312-565-0565

Web: www.swissotel.com

Accommodation

For details on any discounted rooms GTR has secured at the Swissôtel, please refer to the *Know Before You Go* section on the event's **GTR Connect** page.



GTR Connect

Once registered, log-in to **GTR Connect** to network with fellow delegates, download event materials and more.



Join GTR on social media



Official conference hashtag: #GTRUS



Networkign opportunities

09.50 Networking break

13.00 Lunch

16.05 Networking break

17.30 Evening networking reception

Agenda: Wednesday, June 7, 2017

09.00 Chairman's keynote presentation:
Event-driven financing throughout the
trade value chain: Where are we now,
and where are we going?

Stream A

10.50 Trade Tech Innovation Showcase

11.00 Showcase 1: Connecting powerful business
networks to the blockchain: The API's the
limit

11.20 Showcase 2: 'Insurtech' and the evolution
of trade credit risk management

11.40 Showcase 3: The rise of 'regtech': A
sandbox for cross-sector collaboration?

12.00 Cutting through the hype: Identifying
working capital pain points and assessing
the solutions

Stream B: Trade credit trends and risk management techniques

10.40 Trade credit trends and risk management
techniques

11.50 Trade credit risk management and
insurance: How are practices evolving?

Stream A: Working capital optimization throughout the supply chain

14.10 Case study: Bridging the working capital
gap – an African success story

14.35 Case study: Supplier finance... It's not just
for large corporates

15.00 Case study: Receivables securitization

15.25 Working capital optimization for the
middle-market: Finding the right fit for
your company

Stream B: Workshop breakout

14.10 Fintech adoption: Managing the
transformation journey

16.30 Future thinking: AI, cybersecurity and the
next working capital disruptors

"Excellent conference. Top notch speakers."

S Atallah, Trade Finance Advisor

"Insightful and thought provoking."

B Lee, HSBC

Featured conference speakers

David Gustin, Founder, Trade Financing Matters,
Founder & President, **Global Business Intelligence**

Douglas Schoch, Vice-President, Captive Business,
Supply Chain Finance, **Siemens Capital Company**

Sunil George, Head of Structured Trade Finance,
North America, **Louis Dreyfus Company**

Luke Flintoff, Accounting Manager, **Inno-Pak**

Adrian Katz, Chief Executive Officer, **Finacity**

John McCarthy, Chief Financial Officer, **Votorantim
Cimentos North America (VCNA)**

Ian Kerr, Chief Executive Officer, **Bolero**

Henry Balani, Global Head of Strategic Affairs,
Accuity

Steve Pairman, Director, Head, Digitization
& Client Access, Europe, **Standard Chartered Bank**

Edwin Hagan-Emmin, Chief Executive Officer,
Aztec Exchange

Neal Weisenburger, Senior Vice-President,
International Trade Services, **Wells Fargo**

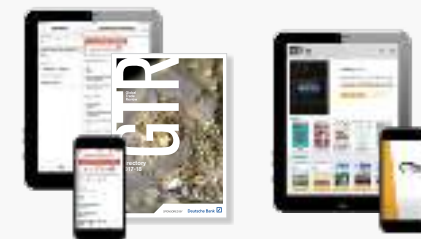
Jennifer Davidson, Senior TSF Trade Execution
Coordinator, CASC North America, **Cargill**

Rahul Daswani, Senior Manager, Structured Finance,
Microsoft

Maureen Sullivan, Head of Solutions Structuring,
Global Trade & Receivables Finance, **HSBC**

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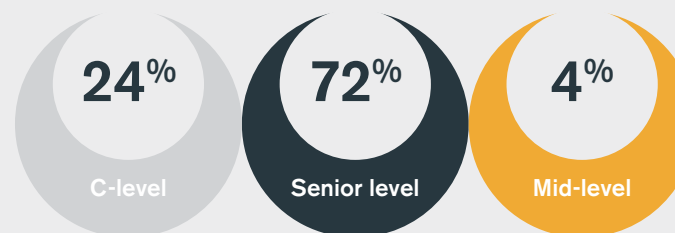


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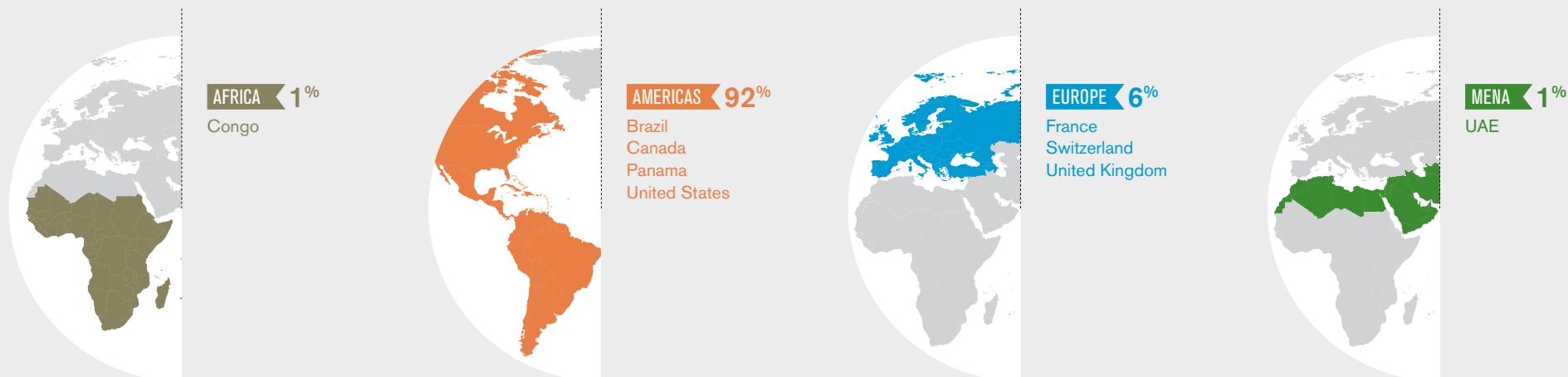
What to expect



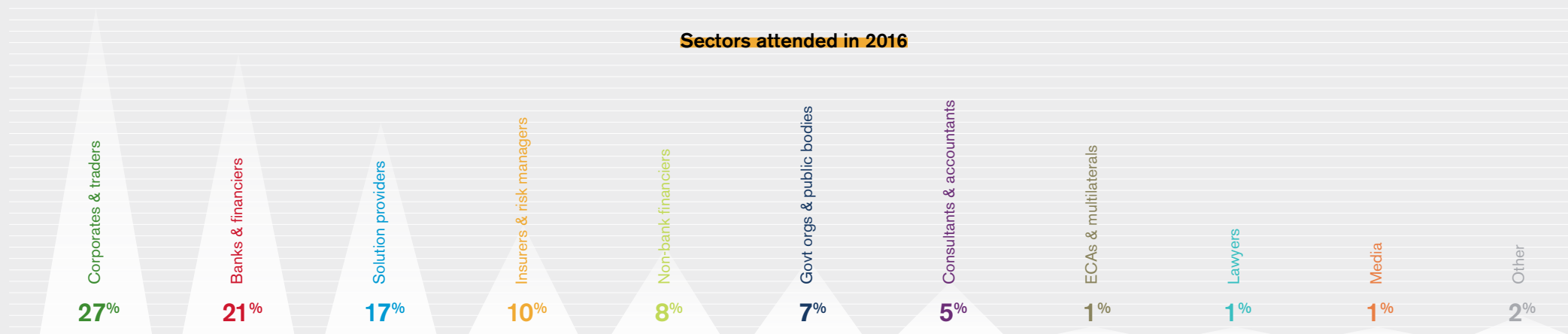
Attendee breakdown by job title in 2016



Percentage of attendees by region in 2016



Sectors attended in 2016



Wednesday, June 7, 2017

08.00 Registration and refreshments

09.00 Chairman's keynote presentation:

Event-driven financing throughout the trade value chain: Where are we now, and where are we going?

David Gustin, Founder, Trade Financing Matters, Founder & President, Global Business Intelligence

A dawning era of 'information lending' has been heralded by a raft of new fintech solutions competing with traditional asset backed lending for market share. With machine learning and AI no longer a distant prospect, a fully automated, event-driven financing solution providing liquidity throughout the supply chain with maximum efficiency seems ever more achievable. Ahead of the Trade Tech Innovation Showcase, this interactive keynote will provide an overview of current market challenges and recent developments, and offer perspectives on the likely direction of travel for both market incumbents and disruptors.

09.50 Networking break

Select either Stream A or Stream B

Stream A

10.50 'Trade Tech Innovation Showcase'

A selection of solution providers present the latest initiatives disrupting the international trade, supply chain and working capital ecosystem, and make the case for the positive impact that can be realized in areas such as working capital optimization, inventory management, supply chain transparency and efficiency, and credit risk management. During this fast paced and interactive plenary each speaker will be given 12 minutes to pitch, followed by an 8 minute audience Q&A.

11.00 Showcase 1: Connecting powerful business networks to the blockchain: The API's the limit

Steve Pairman, Director, Head, Digitization & Client Access, Europe, Standard Chartered Bank

Software interoperability is often cited as a key barrier when scaling supply chain financing solutions. What progress is being made in this area, and do we now have a clearer picture of tomorrow's supply chain financing market?

11.20 Showcase 2: 'Insurtech' and the evolution of trade credit risk management

Michael Feldwick, Head of UK & Ireland, Tinubu Square

With the continuing trend towards open account trade a firm grip on trade credit exposure is more important than ever. How is the addition of software maximizing risk management efficiency and visibility and shaping the way risk management solutions are brought to market?

11.40 Showcase 3: The rise of 'regtech': A sandbox for cross-sector collaboration?

Henry Balani, Global Head of Strategic Affairs, Accuity

Further to helping end users to move beyond basic compliance requirements and contribute to business performance, can regulatory technology kick start the multilateral industry collaboration required to advance development of other forms of fintech?

12.00 Cutting through the hype: Identifying working capital pain points and assessing the solutions

David Gustin, Founder, Trade Financing Matters, Founder & President, Global Business Intelligence

Douglas Schoch, Vice-President, Captive Business, Supply Chain Finance, Siemens Capital Company

Jennifer Davidson, Senior TSF Trade Execution Coordinator, CASC North America, Cargill

A panel of corporate sector experts will identify the key trends and challenges impacting trade and working capital strategies in 2017, take stock of both traditional and innovative solutions in the working capital space, and assess where technology is enhancing efficiencies when financing the movement of physical goods. Topics for debate include:

- The direction of travel for trade settlement trends: How is this affecting supply chain financing requirements?
- Bridging the DSO gap: What commercial and financing strategies can be utilized to optimize working capital? Where do banks, fintechs and other solution providers come into play in the problem-solving process?
- As Libor-linked funding costs increase are non-bank lending sources becoming more attractive?
- Don't believe the hype: To what extent are the real-world trade and working capital challenges being addressed by advances in trade technology?
- Sharing experiences of selecting and implementing innovative solutions: Is aligning goals across internal departments and throughout the supply chain the key to success?

13.00 Lunch

Stream B: Trade credit trends and risk management techniques

Chairman: Richard Tull, Head of Wholesale Banking, North America, Bank ABC

10.40 Trade credit trends and risk management techniques

Moderator: Richard Tull, Head of Wholesale Banking, North America, Bank ABC

Sunil George, Head of Structured Trade Finance, North America, Louis Dreyfus Company

Peter Hunter, Vice-President, Trade Credit, Chicago, Chubb

Matthew Strong, Head, Credit, Political & Security Risks, JLT Specialty

- Assessing commercial pressures on customer credit limits and working capital such as payment term extension, 'just-in-time' inventory management, and slowing payment performance from buyers in the USA and abroad
- Is there greater risk of insolvencies, losses and projects being put on hold within the current trade climate? Are uncertainties surrounding international relations and protectionist trade policies exacerbating this?
- Trade credit insurance 101: A practical guide outlining transaction flow, the role of various parties, and the claims handling process
- Making a claim: Should the price of a premium be prioritized over underwriter credit rating or claims paying ability? Which common claims pitfalls should insureds be aware of?

11.50 Trade credit risk management and insurance: How are practices evolving?

Moderator: Igor Zax, President, Tenzor

Jeffrey Abramson, Senior Vice-President, Head of Trade Receivable & Supply Chain Finance, XL Catlin

Jay LeClaire, Region Manager, Americas, Sales & Marketing, Euler Hermes World Agency

Jose Brito, Certified Credit Executive; Former Director of Credit, Tech Data Corporation

- Why is trade credit insurance market penetration so low in the United States compared to European markets?
- Whole turnover Vs excess of loss Vs single risk: Which insurance solutions are best suited to the US market?
- Are technological developments making trade credit insurance more relevant? How is trade credit risk management best practice evolving?

13.00 Lunch

Stream A: Working capital optimization throughout the supply chain

14.10 Case study: Bridging the working capital gap – an African success story

Rahul Daswani, Senior Manager, Structured Finance, Microsoft
Anne Kohler, Executive Director, Transaction Banking TMT Segment Head, Standard Chartered Bank

A look into an innovative application of receivables financing: Learn how an off-balance sheet trade receivables financing programme has been utilized to help Microsoft grow their software sales across Africa, offering customers longer-term payment options, yet limiting Microsoft's credit risk exposure.

14.35 Case study: Supplier finance... It's not just for large corporates

Neal Weisenburger, Senior Vice-President, International Trade Services, Wells Fargo Bank

Luke Flintoff, Accounting Manager, Inno-Pak

In this session, representatives from Wells Fargo and Inno-Pak will discuss how middle market companies can enhance working capital through supplier finance solutions, including strategies to strengthen key supply chain partnerships while extending payment terms with both foreign and domestic suppliers.

15.00 Case study: Receivables securitization

Adrian Katz, Chief Executive Officer, Finacity

John McCarthy, Chief Financial Officer, Votorantim Cimentos North America (VCNA)

Featuring detailed inspection of the receivables securitization structure, a deal-specific case study will demonstrate how an off-balance sheet trade receivables securitization programme freed trapped cash for this North-American subsidiary of an international building materials supplier.

15.25 Working capital optimization for the middle-market: Finding the right fit for your company

Moderator: Bryan Maloney, Director, Business Development, Stenn International

Edwin Hagan-Emmin, Chief Executive Officer, Aztec Exchange
Maureen Sullivan, Head of Solutions Structuring, Global Trade & Receivables Finance, HSBC

- Are banks still the first port of call for middle market companies when seeking to improve working capital? To what extent is bank appetite for smaller-scale supply chains holding out against financial compliance and cost challenges?
- Alternatives to bank lending: Assessing key priorities when selecting an ABL financing partner such as pricing, advance rates, reporting requirements, international reach, risk appetite, and eligibility
- Supplier financing: To what extent do bank-led programmes target obligors in the corporate top-tier? How can middle market importers, retailers and distributors help improve the financial health of their suppliers?

16.05 Networking break

Stream B: Workshop breakout

14.10 Fintech adoption: Managing the transformation journey

Chair: Melodie Michel, Americas Editor, GTR

Workshop leaders:

Ian Kerr, Chief Executive Officer, Bolero

Jennifer Davidson, Senior TSF Trade Execution Coordinator, CASC North America, Cargill

Ann McCormick, Director, Senior Product Manager, Trade & Supply Chain Finance, Bank of America Merrill Lynch

This workshop-style breakout will begin with a panel of experts, then break the audience into informal working groups for discussion, before reporting back with an onstage summary. The three key pillars of the discussion will include:

- The corporate perspective: Aligning banking and fintech partners to create a platform for improved speed, profitability and simplicity.
- The banking perspective: What can be done while awaiting blockchain disruption in the trade finance sector? Which collaborative strategies can be employed to achieve greater efficiencies?
- Fintechs: Discussing key challenges in delivering technology solutions to the world of global trade, banks as partners Vs banks as competitors, and differentiating your value proposition in response to corporate trade finance requirements.

The session will provide attendees with the chance to 'have their say' on the issues they are most passionate about, before reaching conclusions and key takeaways.

16.05 Networking break

"This is my first time at this conference. It was very enlightening! I totally intend to apply what I learned on my business. I can't wait for the next one."

I Bihl, GBRM Trading

16.30 Future thinking: AI, cybersecurity and the next working capital disruptors

Moderator: Ian Kerr, Chief Executive Officer, Bolero

Fiona Deroo, Managing Director, Senior Product Sales Manager, Corporate Banking, Bank of America Merrill Lynch

Wayne Mills, Head of Receivables, ABL & Asset Finance, Global Corporates & Financial Institutions, Lloyds Bank

John Murray, Vice-President, Trade Product & Portfolio Management, BNY Mellon

Christopher Khan, Project Lead, R3 CEV

- Blockchain and financial services: Are we moving out of the labs into the real world? How are challenges relating to data protection and privacy influencing the technology's evolution?
- Making data the decision maker: Is a fully automated, event-driven supply chain the ultimate goal? Where are we today, and which challenges need to be overcome?
- Big data, big responsibility: Is the evolving threat of cybersecurity set to become a higher priority? Assessing the challenges encountered when financial services meet open networks such as data access and privacy
- To what extent is the onus on banks to push forward the innovation agenda and establish fintech solutions? What are the risks facing those that fail to update legacy technology and embrace change?

17.20 Close of conference

followed by networking drinks reception

"Very informative conference that invited a diverse group of speakers and topics. Very relevant for the current market environment."

S Mourjani, HSBC

"Innovative and experienced speaker panels and a great networking opportunity. Overall a great event and looking forward to attending the next one."

HC Barke, Prudentia Trading

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Review

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