



TXF NEW YORK 2017

TRANSFORMATIVE TRADE, TECH & TALENT
7th SEPTEMBER

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TXF

NEW YORK 2017

TRANSFORMATIVE TRADE, TECH & TALENT
7th SEPTEMBER

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Join us in New York on 7th September for what promises to be the most innovative TXF event yet...

WHO WILL BE ATTENDING?

Corporates
Fintechs
Banks
SMEs
Alternative financiers
Insurers
Consultants
Regulators

WHY SHOULD YOU JOIN THEM?

Content driven agenda
Engaging debates
Networking
Workshops
Idea labs
Intimate discussions
Case studies
Innovation



Want to be a part of it? Get in touch with henry.nichol@txfmedia.com to discuss speaking opportunities.
A limited number of complimentary tickets are available for corporate guests.
Contact liam.garrett@txfmedia.com to apply.



"TXF Amsterdam was the most innovative and creative networking conference I have ever attended. It is so rewarding to see an out of the box approach to these types of conferences."

Orhan Gunes - Vice Director, Senior Trade Finance Manager - **Sberbank**





OVERVIEW



This is an exciting and innovative time for the trade and treasury sector. That's why we are heading to New York for our first ever event dedicated to emerging technology and talent. As the US business capital and the heart of the industry, this dynamic city is the perfect place to talk new ideas.

TXF New York will showcase the changes happening in the sector right now and the new products that are transforming the landscape. With a focus on working capital optimisation, supply chain management and risk mitigation, you can expect diverse panel discussions, educational workshops and incisive keynotes.

This is your opportunity to make meaningful connections with other senior representatives at the forefront of innovation. I hope you can join us and be part of the conversation.

**Kind regards,
Henry**

Content Manager, TXF New York



AGENDA



08:00



COFFEE & REGISTRATION

08:45

OPENING REMARKS

Oliver O'Connell, New York Editor, TXF

09:00

DOES THE BIG PICTURE MATCH THE BIG DATA

The advent of big data allows us to take a critical view of the conventional wisdom that political and macroeconomic events are a key driver of trade. In the wake of recent global political events, this session provides an analysis of the health of the trade sector with the use of big data and conventional analysis.

09:45

BLOCKCHAIN, AI & IOT: BRINGING TRADE INTO THE 21ST CENTURY

Trade is ripe for innovation. This session pits the hottest technologies against each other in a X-factor style competition. An expert in each technology will give a 10-minute pitch to a panel of judges on why they think their technology will have the biggest impact on the trade sector. The audience will then decide the winner.

Christophe Spoerry, Co-founder, Euler Hermes Digital Agency

Igor Zax, President, Tenzor Ltd

Louis De Bruin, Blockchain Leader, Europe, IBM

10:30

TECH & TRADE: BRINGING IT ALL TOGETHER

So technology is set to revolutionise the trade finance sector. But practically, how does it all fit together? This session provides a summary and looks at the synergistic impact that technology is set to play on the industry.

Kitt Carswell, VP - Consulting Banking Sector, CGI

10:50

AUDIENCE RESPONSE SURVEY: YOUR VIEWS ON 2017

An anonymous, real-time survey on key industry trends. Results will be sent out to delegates as an annotated report after the conference

Dominik Kloiber, Co-founder, TXF

11:10



COFFEE & NETWORKING



11:40

COMPANIES DON'T COMPETE, SUPPLY CHAINS COMPETE

Gone are the days where companies compete on products and processes. In this era of supply chain vs supply chain, the importance of having an efficient procurement and supply chain operation is paramount. From value proposition to implementation, fintech providers to sustainability, this workshop provides a complete introduction to supply chain finance.

Fabio Manca, Managing Director, **DHL Inventory Finance Services GmbH**

Doug Schoch, VP Captive Business, **Siemens**

STREAM I

STREAM II

12:20

DIGITIZED SUPPLY CHAINS: THE FUTURE IS NOW

In an increasingly globalized world, having an agile supply chain is essential. How can companies look to digitize their supply chains in order to stay ahead of the game?

Anil Sebastian, Senior Manager - Supply Chain, **Microsoft**

TRADE CREDIT & POLITICAL RISK INSURANCE

Presentation on the benefits of trade credit and political risk insurance as a risk management tool for corporate treasurers.

Lenny Floria, Head of regional treasury and structured finance for the Americas, **Nokia**

Marie Torres, International Trade Finance Manager, **Ellicott Dredge Enterprises**

13:00

NETWORKING LUNCH



14:30

TRADE RECEIVABLES SECURITIZATION

Treasurers at investment grade companies may not have too much trouble raising low cost finance through the traditional channels right now but with continued bank regulatory uncertainty, they cannot count on that to last forever. With the use of case studies, this session looks at TRS as an alternative source of working capital, how it compares to more traditional forms of receivables financing and what types of corporates can benefit from it.

Adrian Katz, CEO, **Finacity**

FX RISK MANAGEMENT

15:10

With \$5 trillion traded daily on the FX markets and only 2% of that for commercial purposes, FX risk management is a tool that remains undervalued by businesses. This session explains how businesses can protect their cost base via effective FX risk management.

Sanjay Dhawan, Director, Treasury, **Gerresheimer**

CYBERSECURITY

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 cybersecurity and mitigate damage?

Reid Sawyer, SVP - Credit, Political and Security Risks, **JLT**

15:50



COFFEE BREAK

BRIDGING THE MID MARKET LIQUIDITY GAP

16:10

The mid-market liquidity gap poses a conundrum. Demand for high risk-adjusted returns is strong but on a cross-border basis, origination for short term trade finance assets remains low. Why is this and what can be done to facilitate SME financing?

Regina Gordin, Deputy Managing Director, **Export-Import Bank of the United States**

Moderator: Tony Brown, Principal, **The Trade Advisory**

16:50

ARGENTINA: A CASE STUDY IN THE PERILS OF PROTECTIONISM?

Trumponomics looks set to usher in an era of protectionist trade policy. Using Argentina as a case study, we analyse the potential consequences of protectionism, from inflation and recession to unemployment and social unrest.

17:30

THE NEXT GENERATION IN TRADE

A chance to put our heads together and discuss potential initiatives for encouraging new talent pools into the trade sector.

Dominik Kloiber, Co-founder, **TXF**

CLOSING REMARKS



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