

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.





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



TXF are now CPD accredited so you can gain 1CPD point per hour of learning. So what are you waiting for?



SPEAKERS



Dan Rashba

DIRECTOR OF FINANCE
TripAdvisor

Fabio Manca

MANAGING DIRECTOR
DHL Inventory Finance

Anil Sebastian

SENIOR MANAGER - SUPPLY CHAIN
Microsoft

Lenny Floria

HEAD OF REGIONAL TREASURY AND
STRUCTURED FINANCE FOR THE
AMERICAS
Nokia

Mike McDonough

HEAD OF PRODUCT MANAGEMENT
MUFG Union Bank

Kitt Carswell

VICE PRESIDENT AND SENIOR OFFERING
MANAGER, TRADE & SUPPLY CHAIN
SOLUTIONS
CGI

Louis De Bruin

BLOCKCHAIN LEADER, EUROPE
IBM

Jeff Abramson

BLOBAL HEAD TRADE
RECEIVABLE INSURANCE
XL Catlin

Cristina Dolan

CO-FOUNDER & CEO
InsureX

Joel Thomas

CFO
**Alliance One
International**

Aarti Rao

MANAGING DIRECTOR
LiquidX

Doug Schoch

VICE PRESIDENT, CAPTIVE BUSINESS
Siemens

Joon Kim

HEAD -GLOBAL TRADE PRODUCT
The Bank of New York Mellon

Sanjay Dhawan

DIRECTOR, TREASURY
Gerresheimer

Marie Torres

INTERNATIONAL TRADE FINANCE
MANAGER
Ellicott Dredges

Stewart Hayes

EXECUTIVE COMMITTEE
Commercial Finance Association

Kenneth Goodwin

SENIOR MANAGING PRINCIPAL &
PRESIDENT

Jeanensis Capital Markets

Christophe Spoerry

CO-FOUNDER
Euler Hermes Digital Agency

Reid Sawyer

SVP - CREDIT, POLITICAL AND SECURITY
RISKS
JLT

Adrian Katz

CHIEF EXECUTIVE OFFICER
Finacity

Regina Gordin

DEPUTY MANAGING DIRECTOR
Exim Bank U.S.

Tony Brown

PRINCIPAL
The Trade Advisory

Igor Zax

PRESIDENT
Tenzor

Stephen Atallah

SENIOR EXECUTIVE VICE PRESIDENT
Coface

Jim Eckstein

CEO
TradeRocket



TESTIMONIALS



This may be our first trip to New York, but you can see what past guests have said about the TXF experience.

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

Senior Director, Senior Trade Finance Manager,

Coming from the structured trade world, and having entered only recently the supply chain world, I found the conference overall very interesting.

DR. REBECCA HARDING

Co-Founder & CEO, Equant Analytics

Great content and innovative approach.

MARK ROWLAND

Director of Global Treasury, Gazprom

Market leading event in an informal setting, where professionals come together to update each other and network.

CASPAR JONK

**Head of Trade South & South East Asia
National Australia Bank (NAB)**

I have attended more of these events in my career than I wish to disclose. This has been one of the best I have attended. Real people, very practical and extremely well organised.

GILLES THIEFFRY

Founding partner, GTLaw

The TXF Trade, Fintech & Treasury event was very fruitful with valuable information gained that would not be possible elsewhere.

ASHANK PAI

Partner - Sales Director, Zenfact

It was my first TXF conference and the quality is just superior.

MARGHERITA CIOFFI

Trade Finance, Director, Leonardo Spa

TXF Trade and Treasury 2015 stands out by providing a unique bundle of presentation formats to maintain dialogue and interest.

SURESH ADVANI

Non Executive Director, Wyelands Bank PLC/Director, Wyelands Capital Limited



AGENDA



08:00



COFFEE & REGISTRATION

08:45

OPENING REMARKS

Oliver OConnell, 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.

Ken So, Co-founder & CEO, Flowcast

Dan Rashba, Director of Finance, TripAdvisor

09:45

BLOCKCHAIN, AI & DIGITAL SUPPLY CHAINS: 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.

Presenters

Blockchain: Louis De Bruin, Blockchain Leader, Europe, IBM

Artificial Intelligence: Christophe Spoerry, Co-founder, Euler Hermes Digital Agency

Digital Supply Chains: Anil Sebastian, Senior Manager - Supply Chain, Microsoft

Judges

Igor Zax, President, Tenzor Ltd

Kenneth Goodwin, Senior Managing Principal & President, Jeanensis Capital Markets

Cristina Dolan, Co-founder & COO, InsureX

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

Joon Kim, Head of Global Trade Product, BNY Mellon

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 DONT COMPETE, SUPPLY CHAINS DO

Gone are the days where companies compete on products and processes alone. In this era of supply chain vs. supply chain, the importance of having efficient financial logistic solutions and lean procurement and supply chain operation is paramount. From value proposition to implementation, from Industry 4.0 methodologies to sustainability solutions, 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**

12:20

TRADE FINANCE BANK REPORT CARD: THE CLIENTS PERSPECTIVE

What are the key working capital optimization goals for corporates and are their banks delivering solutions to meet these goals? Are trade finance technology platforms helping or hindering corporates to meet their goals? Are bank product offerings comprehensive enough? This session is a chance for corporates to honestly appraise the performance of their relationship bank.

Mike McDonough, Head of Product Management, **MUFG Union Bank**

13:00

NETWORKING LUNCH



14:30

STREAM I

FX RISK MANAGEMENT

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**

STREAM II

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**

TRADE CREDIT & POLITICAL RISK INSURANCE

15:10

In this time of global conflict and economic instability, trade credit and political risk insurance is an essential risk management tool for organisations pursuing international growth. This panel provides an introduction to the products on offer and gives examples from corporate organisations which are already benefiting from utilising these products.

Jeff Abramson, *Global Head Trade Receivable Insurance, XL Catlin*

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

Stephen Atallah, *Senior Executive Vice President, Coface*

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.

Aarti Rao, *Managing Director, LiquidX*

Joel Thomas, *CFO, Alliance One International*

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?

Jim Eckstein, *CEO, TradeRocket*

Stewart Hayes, *Executive Committee, Commercial Finance Association*

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

16:50

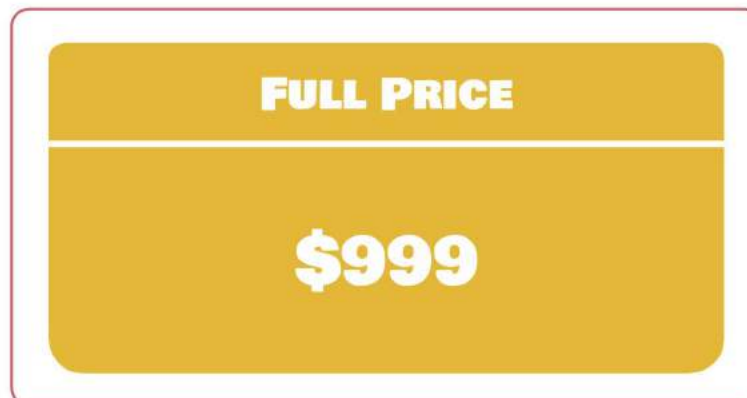
THE NEXT GENERATION IN TRADE

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

YOU DONT NEED TO QUEUE FOR YOUR TICKET ON BROADWAY. BOOK THROUGH THE TXF BOX OFFICE NOW.



Discounts for group bookings are available.

Please email alex.sheriff@txfmedia.com, or call **+44 (0) 20 3735 5180** for more details.

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