

ICC
INTERNATIONAL
CHAMBER
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ACADEMY

8th SUPPLY CHAIN FINANCE SUMMIT

27 - 28 FEBRUARY 2019
SINGAPORE



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“Leveraging on our extensive network in the SCF industry, the Academy’s two-day flagship event is expected to gather more than 200 global trade finance specialists who will share their invaluable expertise in the new age of SCF. The signature event will aim at providing a platform for global professionals to exchange insights and ideas on the latest developments and challenges in the supply chain industry.”

For registration & further information please contact kalani on 011 5920067 or Poornika on 011 5230931 or email kalani@iccsrilanka.com / poornika@iccsrilanka.com

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About the Summit

Now in its 8th edition, the ICC Academy will host its next Supply Chain Finance Summit from 27-28 February 2019 in Singapore.

As Asia's principal trade and financial hub, Singapore has the potential to shape the development of regional supply chain financing. After the summit's marked success year after year – 2016 & 2017 in Singapore, 2017 in London and 2018 in Dubai – it is no wonder that the event would return to the island city-state in 2019, confirming its global status and marked industry growth.

The high-level event will serve as a global platform to exchange insights and ideas on the latest developments and challenges in the supply chain process. Over 250 top trade and supply chain finance specialists are expected to attend the ICC Academy's two-day flagship event.

Participants will be able to gain valuable knowledge from in-depth panel discussions and examine key case studies. In addition to the formal sessions, this summit will also be a valuable platform for informal dialogue among the fellow delegates and experts to share ideas and experiences and enjoy an array of dedicated networking opportunities.

We look forward to welcoming you in Singapore!

Dates: 27-28 February 2019

Venue:

Amara

165 Tanjong Pagar Road,
Singapore 088539



SUPPLY CHAIN FINANCE SUMMIT 2019

Agenda

February 27 | Day 1

09:00 Registration and Networking Breakfast

09:30 OPENING REMARKS

09:40 WELCOME ADDRESS FROM CHAIR OF FIRST DAY

09:45 KEYNOTE REMARKS

09:55 PRESENTATION – SUPPLY CHAIN FINANCE ECOSYSTEM:
HOW ASIA IS ADOPTING SCF IN COMPARISON TO THE REST OF
THE WORLD?

The presentation will focus on the evolution of Supply Chain Finance in Asia versus globally, considering the needs and expectations of clients and the evolving propositions of banks and SCF providers, in the changing landscape:

- The main drivers behind the fast-paced growth of SCF – globally and Asian market
- How has SCF market developed in the last year?
- Role of technology enabling growth
- The challenges in deploying SCF programmes around the world
- Market disruption in SCF and financing of international trade.

10:20 PANEL DISCUSSION – THE IMPACT OF PROTECTIONIST ON
PHYSICAL SUPPLY CHAIN: HOW BUSINESSES ADDRESS THE
CONSEQUENCES OF A TRADE WAR?

The dramatic increase in protectionism over the last year, leading to the prospect of an all-out trade war between major economies, has the potential to cause significant disruption to supply chains anchored across Asia. How can exporters in Asia stay competitive and combat the risk that their customers in the west, particularly in the USA, adopt on-shoring or near-shoring strategies, switching sourcing to suppliers that are closer to their own manufacturing base or end-buyers?

- The state of play with regard to tariff increases and other non-tariffs barriers globally
- The state of SCF in various parts of Asia today
- Physical supply chain - The changes in the face of trade friction, what does it mean in terms of SCF rebalancing, who owns the relationship today, how this will change in the view of technology
- Financial implication of the change and how SCF addresses those changes



- Shift in landscape of supply chain: has the trade war created supply chain opportunities or roadblocks, from a trade finance perspective
- Can the big banks work it out with the regional and local banks to offer more financing solutions?

11:20 Networking & Coffee Break

11:45 PANEL DISCUSSION – THE CORPORATE TREASURY ASPECT OF SUPPLY CHAIN FINANCE: HOW ARE CORPORATE TREASURERS MANAGING SCF TODAY?

Until recently, many of the processes involved in the supply chain have not been seen as part of the treasurer's remit. However, as the role of the treasurer has evolved away from being focused simply on cash management to become wider and more strategic, the concerns involved in supply chain finance management, have moved into the treasurer's arena. The panel will explore:

- What are the objectives of corporate treasury in supply chain finance?
- How have things changed in the recent past – key factors, considerations, roadblocks, failures and challenges?
- How has been the experience of corporate treasurers with respect to 'in-house' financing?
- Corporate finance strategy – role of Asia, known to be manufacturers of the world, can the current situation bring manufacturing back, closer to home?
- Managing the trade wars and its effects on business

12:30 PRESENTATION – HOW MULTILATERAL ORGANISATIONS USE SUPPLY CHAIN FINANCE TO HELP BUSINESSES?

13:00 Networking & Lunch Break

14:15 PANEL DISCUSSION – THE SCOPE OF ALTERNATIVE FINANCE: WHAT ARE THE OPPORTUNITIES AND RISKS OF NON-BANK FINANCIAL PROVIDERS?

The non-banking financial providers/alternative finance providers have become an integral part of the supply chain management. With their ground-level understanding of their customer's profile and ability to innovate and customise as per client's needs, has given them an edge in the market. The panel will explore:

- What are the non-bank solutions for business and how can businesses access this?
- Where do non-bank financial providers of the working capital finance see their opportunities?
- What have been their major successes and challenges?
- What has been their ability to scale and originate?
- How do they compare with banks?

15:05 CASE STUDY – SUPPLY CHAIN FINANCE PRACTITIONER PROVIDING A SOLUTION TO A CORPORATE BOA

The case study will cover:



- Salient features of the case
- Major issues that corporate faced
- Key considerations behind the solution
- Key benefits/outcome

15:30 Networking & Coffee Break

15:55 DEBATE – FINTECHS VS BANKS: IS IT A LEVEL PLAYING FIELD?

A lot has been discussed about the existential threat that fintech supposedly represents to traditional banks. So, are the traditional banks lumbering dinosaurs or sleeping fintech giants? How will the battle between old and new finance play out? The debate will present the Fintech versus Banking industry supply chain finance landscape and the speakers will present their viewpoints on:

- Is Fintech really a big threat to traditional banking?
- Network and capital – is this enough?
- Compete or complement?
- Agility and operating ease – do fintech's need more?
- 'Fintegration' – A symbiotic relationship

16:50 DAY ONE CLOSING REMARKS





February 28 | Day 2

09:00 Networking Breakfast

09:30 WELCOME ADDRESS FROM CHAIR OF SECOND DAY

09:40 PRESENTATION – ICC ACADEMY’S UPDATES: FOOTPRINTS 2018 AND ROADMAP FOR 2019

10:00 PANEL DISCUSSION – CAPACITY BUILDING: FILLING THE KNOWLEDGE GAP

In today’s global and technology-driven economy, keeping up to date with current trends and practices is no longer a choice, but a necessity. From students needing to enhance employability to businesses striving to meet the changing requirements of stakeholders and gain competitive edge, everyone needs access to flexible and innovative transformative learning.

The panel will focus on how the ICC Academy is working to bring the expertise directly to corporates, universities, banks, and other establishments around the world. With four industry-recognised certifications, a variety of specialised videos and a series of accredited events offering training recognition, we help fill the knowledge gap for diverse sectors using our international training model and dynamic digital learning platform.

10:40 PRESENTATION 1 – ICC BANKING COMMISSION NEWS AND UPDATES

PRESENTATION 2 – SUSTAINABLE TRADE FINANCE

Trade finance is an important enabler of economic growth, and therefore a key contributor to global prosperity. But might it, in some instances, also be an enabler of controversial businesses – businesses that cause detrimental environmental and social impacts? The presentation will focus on:

- What is sustainable trade finance?
- Why is it gaining traction in recent years?
- The gaps and how can they be filled?

11:05 Networking & Coffee Break



11:30 CASE STUDY — HOW DO NON-BANK FINANCIAL INSTITUTIONS DEPLOY SOLUTIONS FOR SCF REQUIREMENTS: GAINING TRACTION TO MAKING PROFIT

The latest developments and coming transformation in the world of financial sector-related technology – from a vibrant innovative start up to one which is gaining traction and making profits. The case study will focus on:

- The role of fintech in supply chain finance
- How far have they come – starting off as an innovative start up to gaining traction?
- How are fintech helping companies make profit, where most seem to struggle with this?

11:55 PANEL DISCUSSION – BELT AND ROAD: CHINA’S TRADE SUPERHIGHWAY

The panel will focus on the relationship between the Belt and Road initiative, protectionism and the physical supply chain. Panel members will discuss:

- What are the tangible benefits?
- Are there any ‘unforeseen consequences’?
- If this is a journey, what does the destination look like?
- How will this initiative be impacted by increasing protectionism and the potential emergence of regional supply chains in preference to global supply chains?

12:55 Networking & Lunch Break

14:10 PANEL DISCUSSION – SUPPLY CHAIN INNOVATIONS AND THE GLOBAL REGULATORY ENVIRONMENT: DID COMPLIANCE AND REGULATION HALT THE GROWTH OF SCF?

Regulation is a hot topic of increasing importance in the financing of international trade and supply chain for banks and inevitably for non-bank providers of SCF. The importance of regulation cannot be overstated, and the absence of globally consistent regulatory framework is a significant market distortion. The panel will focus on:

- State of global regulatory environment and particular focus on Asia and its impact on the evolution of SCF
- Has compliance and regulations halt the growth of SCF – what’s the growth perspective?
- Can technology help in this area?
- Regulatory arbitrage and the challenges for global institutions in ensuring compliance across jurisdiction
- Impact of regulation on the availability of affordable SCF solutions for small business and emerging markets, and the imperative to strike a balance between prudential regulation and the effective conduct of legitimate trade
- Onboarding issues and KYC perspective, fraud management.



15:00 PANEL DISCUSSION – THE DIGITALIZATION OF TRADE AND SUPPLY CHAIN FINANCE: MAKING DIGITALIZATION HAPPEN/CHALLENGES ON IMPLEMENTATION OF TECHNOLOGY

Digitalization is reshaping the physical supply chain landscape and we are accustomed to seeing increasing application of technology in the world of finance. It comes as no surprise, therefore, that the development of digitised SCF solutions is a hot topic. How are corporates and funders taking advantage of the advances in technology?

The panel will focus on:

- The key issues faced by those championing the digitalization of trade and financing documents.
- How has digitalization of trade worked for both parties – customers and bankers?
- Has it helped bankers save cost?
- What benefits have been realised by trading companies?
- Update on the progress of the ICC Digitisation working group

16:00 DAY TWO CLOSING REMARKS



Confirmed Speakers



Daniel Kok
General Manager, ICC Academy



John Bugeja
Co-Founder and Managing Director, Trade Advisory Network Ltd



Satvinder Singh
Assistant Chief Executive Officer, Enterprise Singapore



Qamar Saleem
Global Technical Lead - SME Banking Practice, International Finance Corporation (IFC)



Alex Capri
Senior Fellow & Lecturer, National University of Singapore, Business School



Shirish Garg
Director- Head of Supply Chain Finance Sales & Client Delivery Transaction Banking Office for Asia, MUFG Bank



Lionel Taylor
Managing Director, Trade Advisory Network Ltd



John Vong
Co-Founder, BaliPay



Lee Kheng Leong
Asia Chapter Director, Factors Chain International (FCI)



Denise Ang
Managing Director, NUFIN Data Pte Ltd



Olivier Paul
Head of Policy, ICC Banking Commission



Kah Chye Tan
Chairman, CCR Manager



Sonal Priyanka
MD and Regional Head of Trade Finance – SE Asia, India and Middle East, Societe Generale



Jack Yao
Secretary General, China Council for the Promotion of International Trade Commercial Sub-council



Christopher Chow
Deputy Director, International Trading Institute • Singapore Management University



Jolyon Ellwood-Russell
Partner, Financial Markets, Simmons & Simmons



Gerald Sun
VP Business Development Trade & Industry, Asia Pacific, Mastercard Worldwide



ABOUT THE ACADEMY

The ICC Academy is a ground-breaking e-learning platform brought to you by the International Chamber of Commerce (ICC), the world business organization. We offer dynamic e-courses and specialised programmes on trade finance and cross border transactions designed by leading industry experts to meet the educational needs of banks, corporates and other organisations at the forefront of international trade.

Our dynamic e-courses and specialised certifications are designed by ICC's unrivalled roster of international experts, including:

- Alexander Malaket, President of OPUS Advisory Services International
- Daniel Cotti, Founder and Managing Director, Cotti Trade and Treasury
- John Bugeja, Co-founder and Managing Director, Trade Advisory Network Ltd

We are part of the International Chamber of Commerce –the world's largest business organization with nearly 100 years of experience in defining commercial rules and standards to support international trade. With a global network of over 6 million members in more than 100 countries, the chamber works to promote international trade, responsible business conduct and a global approach to regulation through our unique mix of advocacy and standard setting activities – together with market leading dispute resolution services.

