Global Trade & Supply Chain Financing Conference

- Charting the move from documentary credit to open account trading - what does this mean for Global Supply Chain Finance?
- Overcoming challenges to engaging SME exporters in supplier financing programmes
- Who is responsible for working capital governance? Challenges facing corporate teams
- What is the future of the LC in international trade?

The leading speaker faculty includes:

- Marcus Hughes, Trade and Export Finance – Global Transaction Services, Santander
- Paul Robinson, Head of Supply Chain Business, HSBC
- Jeremy Shaw, Managing Director, EMEA Trade Executive, JP Morgan
- Caye Hursey, Treasurer, AMD
- Michael Spiegel, Head of Trade & Cash Management Corporates – Europe, Deutsche Bank
- Nicole Bjogerger, Director of Supplier Financial Solutions, AB Volvo Suppliers Financial Solutions
- Gary Benson, Business Development Director, OB10
- Arthur Voncek, CEO, Bolero
- Annette Jung, Regional Head, Business Finance EMEA, Philips
- David Breakey, Partner – Structured and Receivables Practice, DLA Piper
- Rudolf Putz, Head of Trade Facilitation Programme, EBRD
- Korel Akygit, Vice President, Trade Finance, Garanti Bank
- Arzu Orhon, Head of Cash Management Corporates & Trade Finance, Cash Management Services – Istanbul Office, Deutsche Bank
- Jackie Keogh, Head of Supply Chain Management, SWIFT
- Sarah Jones, CEO, SCF Capital

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Global Trade & Supply Chain Financing Conference – Day One
9th June 2008

In an increasingly global marketplace, it is more challenging than ever for corporates to keep their competitive edge. Cost savings across the physical supply chain are being stretched to the limit through global outsourcing and lower cost suppliers, therefore businesses are turning their attention to the financial supply chain as a way to improve working capital management. While a few market leaders are pioneering innovative supply chain finance solutions, supply chain finance as a whole is still a grey area, for solution providers and corporates alike.

International trade is constantly changing and evolving, moving away from documentary credit-based trade to open account buyer and supplier relationships. In the face of current market volatility, trade finance is becoming increasingly more popular as a financing tool. Alternative liquidity providers such as hedge funds are entering the trade finance market with an appetite for commercial paper, while buyers continue to seek out ways to secure trade financing, in the form of trade credit insurance and ECA cover.

In this context, Trade Finance Magazine and Euromoney Seminars are proud to announce the inaugural Global Trade and Supply Chain Financing Conference.

This conference will be a major networking opportunity for the international trade finance community to hear from market leaders, listen to case studies and focus sessions, and join the debate on the future of short term trade finance, examining the development and application of supply chain finance and how this can enhance the supply chain as a whole.

Day One 9th June 2008

8.15
Morning coffee and registration

9.00
Chairman’s opening remarks

9.10
Harnessing the potential of Supply Chain Financing: Where is this going?
- How can Global Supply Chain Finance (GSCF) be accurately and effectively defined?
- What role can banks play in developing supply chain finance solutions for FIs and corporates?
- How can banks effectively engage all parties in a corporate team to devise SCF solutions?
- Charting the move from documentary credit to open account trading – what does this mean for GSCF?
- Do banks feel threatened by other players in the SCF market?
- Can banks avoid disintermediation from this area of finance?
- How has the credit crunch affected trade and supply chain financing?
- What does SEPA mean for take up of SCF in Europe and beyond?
- What does the future hold for Supply Chain Finance?

Marcus Hughes, Trade and Export Finance – Global Transaction Services, Santander
Paul Robinson, Head of Supply Chain Business, HSBC
Jeremy Shaw, Managing Director, EMEA Trade Executive, JP Morgan
Michael Spiegel, Head of Trade & Cash Management Corporates – Europe, Deutsche Bank

10.10
Integrating physical and financial supply chains: Challenges facing corporate teams
- Who is in charge of working capital governance?
- How can finance, IT, procurement and treasury teams work together to achieve working capital optimisation through supply chain finance solutions?
- How do SCF solutions compare with traditional trade finance products to facilitate trade?
- Where are the challenges for treasurers to accessing effective SCF solutions?
- Where do treasurers look for guidance in establishing and facilitating this process?
- Where are the value added benefits to streamlining the financial supply chain?

Nicole Bjugger, Director of Supplier Financial Solutions, AB Volvo Suppliers Financial Solutions
Annette Jung, Regional Head, Business Finance EMEA, Philips

10.45
Coffee and networking session

11.30
The next link in the supply chain: Successfully developing accounts receivables programmes
- Case study of implementation of AR based supplier financing programme

- Where are the challenges to implementing these solutions?
- How do corporates know how to choose the best solution provider for their specific needs?
- How can solutions providers work with corporates to develop supply chain finance solutions?
- Where are the value added benefits to these programmes?

Caye Hursey, Treasurer, AMD

12.15
Rising to the challenge of supplier induction in supplier financing programmes
- Why is this so important?
- How can supply chain finance solution providers actively engage suppliers in supply chain finance programmes?
- How can early payment and supplier financing programmes benefit suppliers, and the supply chain as a whole?
- Analysing actual and perceived barriers for on boarding buyers

Kendall Stevens, CEO, GSCF Ltd. Further speakers subject to final confirmation

13.00
Lunch

14.30
Charting the usage of forfaiting to facilitate trade – how is this changing?
- How is forfaiting being used to facilitate trade in emerging markets?
- How has the credit crunch affected the usage and appetite for forfaiting?
- As supply chains become more streamlined, how will this affect demand for forfaiting?
- What is the future for forfaiting in international trade?

15.15
Overcoming challenges to guaranteeing purchase of corporates’ receivables
- Product innovation and legal methodology - structural choices
- Buyer, supplier and financier – differing perspectives and aims?
- Legal formality vs. commercial efficacy – perfection issues with systems-driven transactions
- Cross-border transactions - the battle of the forms, the conflict of laws
- Analysing risk, due diligence and bankruptcy-remoteness
- Who’s first? The priority position of incumbent lenders to suppliers
- Left field – tax, stamp duty and VAT
- Capital markets and the funding of SCF

David Breakeley, Partner – Structured and Receivables Practice, DLA Piper

15.45
Afternoon coffee and networking session

16.15
Supplier financing: How much risk can buyers take?
- What are the benefits for multinational buyers in developing supplier financing?
- Just how much recourse is there for buyers in these programmes?
- Overcoming challenges to engaging suppliers in financing programmes
- Can treasurers guarantee that working capital will be protected?

* Subject to final confirmation

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Key topics to be covered at the event are:

- Charting the move from documentary credit to open account trading – what does this mean for Global Supply Chain Finance?
- What role can banks play in developing supply chain finance solutions for FIs and corporates?
- Reaching the end of the paper trail: What does the future hold for the LC and other forms of documentary credit?
- Who is responsible for working capital governance and optimisation? Challenges facing corporate teams
- Overcoming challenges to engaging SME exporters in supplier financing programmes
- EIPPs, e-procurement and e-invoicing: De-materialising the financial supply chain

Delegates who will attend this event include:

- Supply Chain Finance (SCF) solutions providers
- International and domestic banks developing SCF solutions
- Corporate teams considering accessing SCF solutions
- Credit insurers
- Law firms
- Specialist consultancy firms

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17.00 Development of Trade and Supply Chain Finance in Eastern Europe and the CIS
- Analysing new trade and distribution chains
- Where are the opportunities for trade and supply chain finance?
- Financing in local currency
- The next step - examining opportunities for receivables financing

Rudolf Putz, Head of Trade Facilitation Programme, EBRD

11.30 Tying in logistics and finance – how does this affect the supply chain as a whole?
- How can a streamlined financial supply chain improve supply chain logistics?
- How does increasing automation impact on this process?
- Combining transportation and effective management of the financial supply chain – will this lead to cheaper financing? How?
- Working with logistics providers to develop event triggered finance – the challenge for SCF solution providers

Scott Lander, Executive Director, Global Trade Services, JP Morgan

12.15 Insurance and mitigating risk – what’s the best way forward?
- Examining global trends in insuring receivables through trade insurance
- How can corporates leverage credit insurance protected receivables to access lower cost financing?
- As supply chains become more streamlined, where does trade credit insurance fit into the picture?
- Moving onwards and upwards – how can PRI secure trade transactions?

10.45 Coffee and networking

Day Two 10th June 2008

8.30 Morning coffee and registration

9.00 Chairman’s opening remarks

9.10 Trade and Supply Chain Finance in Turkey
- How has consolidation in the Turkish banking sector increased domestic bank capacities for trade financing?
- How are exporters affected by the global shift towards open account trading?
- How is growth in exports driving innovation in trade finance?
- Are pricing margins still decreasing?
- How are LCs being used to facilitate trade? How will increased automation across the supply chain as a whole affect usage of letters of credit?
- How can banks engage SMEs in supply chain financing in Turkey?
- What is the future for supply chain financing in Turkey?

Korel Akgyit, Vice President, Trade Finance, Garanti Bank
Arzu Orhon, Head of Cash Management Corporates & Trade Finance, Cash Management Services - Istanbul, Deutsche Bank
Eytem Ekemekci, Head of Trade Finance, Yapi Kredi

10.00 Reaching the end of the paper trail? De-materialising the supply chain
- How can automated processing through software platforms help buyers and suppliers manage the purchase-to-payment and order-to-cash cycles?
- How can parties ensure segregation of duties are inherent in these platforms?

14.00 Close of conference and lunch
Global Trade & Supply Chain Financing Conference

Registration Fees

| One delegate | €1,999 | €1,849 (€150 saving) |
| Two delegates | €3,998 | €3,698 (€300 saving) |
| Three delegates | €5,097 (save 15% or €1,282) | €4,715 (save 15% or €1,282) |

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Registration fee: The registration fee includes participation in the conference, lunches and documentation material, which will be distributed at the beginning of the event. All bookings are considered binding on receipt of the booking form.

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