



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 – CLOSING THE TRADE FINANCE SUSTAINABILITY GAP

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

