



2018 Supply Chain Finance Bootcamp Program

September 26, 2018 | Chicago, IL



PROGRAM

09:30AM – 09:35AM	Welcome Remarks Stacey Factor Senior Vice President, Trade Products, BAFT
09:35AM – 09:55AM	Session Outline & Expectations Alexander Malaket President, OPUS Advisory Services International Inc. Deputy Head of the Executive Committee, ICC Banking Commission
09:55AM – 10:40AM	Trade Finance Principles for Open Account Christian Hausherr Senior Product Manager Supply Chain Finance Deutsche Bank
10:40AM – 10:55AM	Coffee Break
10:55AM – 11:40AM	Guidance Document on Receivables Discounting Farhad Subjally Director, Trade Product Management - Americas Standard Chartered Bank
11:40AM – 12:25PM	Use of Credit Insurance as a Risk Mitigant for Supply Chain Assets Michael Kornblau US Trade Credit Practice Leader, Marsh
12:25PM – 01:30PM	Networking Lunch
01:30PM – 02:30PM	Digitization of Supply Chain Amit Jain Vice President, Senior Solutions Structuring Manager Global Trade and Receivables Finance, HSBC Bank Tracy Kellahar Director Financial Services, Banking Alliances Tradeshift
02:30PM – 03:15PM	Supply Chain Finance Platforms: Partnering for Success Eric Riddle Founder, Managing Partner, SCF Strategies
03:15PM – 03:30PM	Coffee Break
03:30PM – 04:30PM	End to End on Payables Finance Craig Downing Vice President, Dover Corporation Caryn Pace Executive Director, JP Morgan
04:30PM – 05:15PM	Physical Supply Chain/Wrap Up and Q & A Alexander Malaket President, OPUS Advisory Services International Inc. Deputy Head of the Executive Committee ICC Banking Commission
06:30PM – 07:30PM	Networking Reception

SPEAKER BIO

Craig Downing

**Vice President
Dover Corporation**

Mr. Craig Downing is the Vice President of Finance Process Improvement for the Dover Corporation. Dover is a \$7 Billion industrial corporation with 19 individual Operating Companies globally. Mr. Downing is tasked with improving financial productivity and more specifically driving cash-flow growth. Prior to joining Dover in 2014, Mr. Downing had extensive international operations and supply chain experience directing Kimberly-Clark's supply chains in Asia/Pacific, Latin America as well as for the combined Kimberly-Clark International. He has lived in Australia, Thailand, China and Brazil and currently lives near Atlanta, GA.

Stacey Factor

**Senior Vice President, Trade Products
BAFT**

Ms. Stacey Factor is a Senior Vice President, Trade Products where she has oversight of all trade-related advocacy, education and product-related initiatives for the association and its membership. She participates in BAFT trade committees and regional councils to advance the trade finance agenda of member institutions, including working toward standardizing trade definitions, documentation and regulations for industry adoption and consistent use. She has more than 25 years of experience in international banking, including over 20 years with JP Morgan Chase, covering emerging markets, international trade finance, cash and risk management, and securities collateral management.

Christian Hausherr

**Senior Product Manager
Supply Chain Finance
Deutsche Bank**

Mr. Christian Hausherr is the European Product Head of Supply Chain Finance for Deutsche Bank's Payables Finance solution, bringing to the role over 20 years of experience in Banking, In-house Consulting and Product Management for Cash Management and Supply Chain Finance. He spent his career within Deutsche Bank in various divisions and regions, mostly spanning across Europe and the Transaction Banking business. Mr. Hausherr is an active member of the Global Supply Chain Finance Forum (<http://supplychainfinanceforum.org/>), the Wolfsberg Drafting Group for Trade Finance Principles, and the ICC Financial Crime & Risk Policy Group acts

as the technical advisor for the Supply Chain Finance section of the ICC Trade Register.

Amit Jain

Vice President, Senior Solutions Structuring Manager, Global Trade and Receivables Finance
HSBC

Mr. Amit Jain is a Senior Manager in the Structured Trade Solutions team at HSBC Global Trade and Receivables Finance based in New York. In this role, he is responsible to structure and manage complex trade payables and receivables finance solutions across Global Banking, Large Corporate and Middle Market clients. Prior to joining HSBC in 2017, Mr. Jain worked at Bank of America Merrill Lynch for 11 years as a Senior Global Product Manager in the Trade & Supply Chain Finance group responsible for both Supply Chain Finance and Traditional Trade offerings globally. He has over 15 years of experience in international banking, trade & supply chain finance spanning across US and Asia in product, structuring, sales and operations roles.

Tracy Kellaheer

Director Financial Services
Banking Alliances
Tradeshift

Ms. Tracy Kellaheer is Director of Banking Alliances at Tradeshift, the business commerce company. In this role, she manages Tradeshift's relationships with financial institutions to integrate and digitize card, trade finance, receivables and supply chain finance solutions in the fintech's global Ecommerce Platform. Prior to Tradeshift, Ms. Kellaheer was VP of Development at a fintech building online lending platforms for banks to automate onboarding, credit evaluation for corporates & counter parties, and KYC processes. She also worked for 10 years at Equifax where she most recently focused on helping financial institutions manage credit risk in their consumer portfolios.

Michael Kornblau

US Trade Credit Practice Leader
Marsh

Mr. Michael Kornblau is the US Trade Credit Practice leader responsible for the practice across the six US offices and 15 trade credit professionals. Mr. Kornblau is located in the New York office while the practice also has offices in southern California, Chicago, Denver, Pittsburgh, Philadelphia and Greater Miami region. Mr.

Kornblau joined Marsh in 2010 after nine years at another major trade credit insurance broker, seven years at a credit insurance underwriter and four years in the banking industry. Mr. Kornblau has provided expertise in structuring large and middle market solutions for corporate clients along with major financial institutions.

Alexander Malaket

President, OPUS Advisory Services
International Inc.
Deputy Head of the Executive Committee
ICC Banking Commission

Mr. Alexander R. Malaket, CITP, is the President of OPUS Advisory Services International Inc., in Canada, and Founder and Managing Director of Trade Finance Associates Pte in Singapore. Mr. Malaket is recognized internationally as a specialist and senior consultant in international trade and trade finance, having advised top-tier financial services, corporate, government and international institution clients across the globe, and having developed and delivered a variety of training seminars on an international basis. Mr. Malaket serves as a member of the Executive Committee and Technical Advisor to the ICC Banking Commission in Paris, as Secretary/Treasurer of the World Trade Centre in Winnipeg and is a long-time member of the Toronto Regional Board of Trade/World Trade Centre.

Caryn Pace

Executive Director
JP Morgan

Ms. Caryn Pace is an Executive Director in the Corporate & Investment Bank of J.P. Morgan, based in New York. She leads the North America Supply Chain Finance Program Management team in Global Trade & Loan Products. Her team is responsible for program management, supplier sales, technical implementation, and analytics. Previously, she held positions within Global Trade as the business manager for Global Sales and North America.

Eric Riddle

Founder, Managing Partner
SCF Strategies

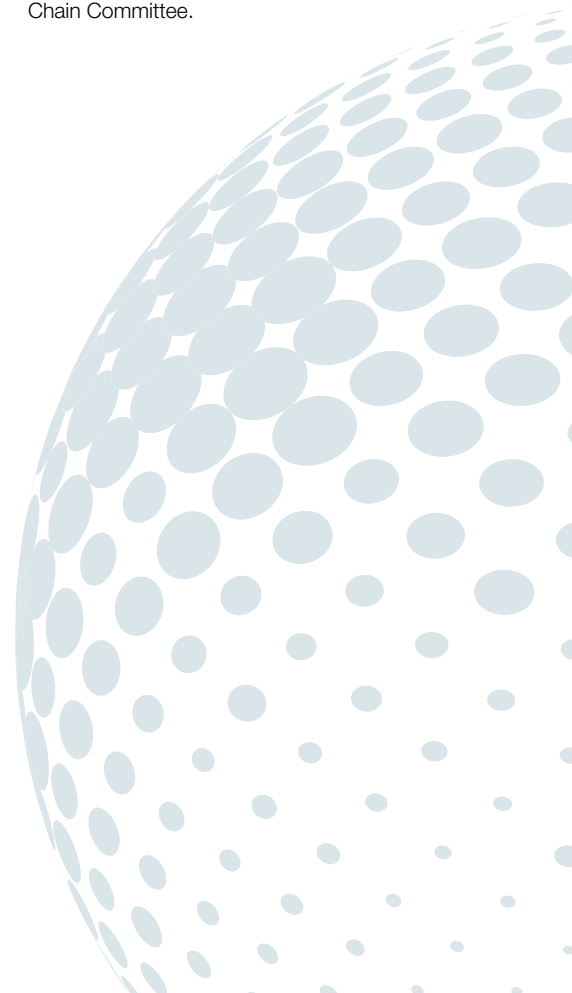
Mr. Eric Riddle is founder and managing partner at SCF Strategies, a specialized consulting services firm focused on helping banks successfully design and execute their Supply Chain Finance program strategies. He has held executive leadership positions with several global SCF related firms, most recently, EVP and Global Head of Supply Chain Finance at Kyriba,

Corp., where he was responsible for driving the development & deployment of Kyriba SCF solutions as a white label platform for banks. Previously, he served as Global Head of Sales and Managing Director for the EMEA region at PrimeRevenue where he was responsible for originating more than \$2B in credit utilization and more than \$100B in annual transaction volume across more than 100 SCF programs.

Farhad Subjally

Director, Trade Product
Management - Americas
Standard Chartered Bank

Mr. Farhad Subjally is the Regional Head of Trade Product Management for the Transaction Banking business at Standard Chartered Bank based in New York. His focus is on documentary and open account trade products and services that deliver sustainable value to our institutional clients for their global trade finance requirements. He has been with Standard Chartered Bank for five years. Prior to joining the bank, he was with American Express Bank, where he held a number of product and sales roles in the US and the Middle East. Mr. Subjally is the chair of the BAFT Financial Supply Chain Committee.



Save The Date

2018 BAFT Conferences and Workshops

September 26 – 28	28th Annual Conference on International Trade	Chicago, Illinois
October 21	10th Annual Global Councils Forum (invite only)	Sydney, Australia
December 4	Financial Crime Compliance—Singapore	Singapore

2019 BAFT Conferences and Workshops

January 14 – 16	Europe Bank to Bank Forum	London, United Kingdom
January 24 – 25	Canada Trade Finance Workshop	Toronto, Canada
February 14 -15	Southeast Trade Finance Workshop	Tampa, Florida
March 13-14	MENA Bank to Bank Forum	Dubai, United Arab Emirates
April 28 – May 1	Global Annual Meeting – The Americas	San Diego, California
May 1	Financial Crime Compliance – North America	San Diego, California
June 26-27	New York Trade Finance Workshop	New York, New York
July 11-12	Global Payments Symposium	New York, New York
July (TBD)	West Coast Trade Finance Workshop	Los Angeles, California
September 22	11th Global Councils Forum (invite only)	London, United Kingdom
October 23	Supply Chain Finance Bootcamp	Chicago, Illinois
October 23-25	29th Annual Conference on International Trade	Chicago, Illinois

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