



2019

Supply Chain Finance Workshop

October 23, 2019 | Chicago, Illinois



PROGRAM Atlantic Ballroom E

9:30AM – 9:40AM

Welcome Remarks

Stacey Factor

Senior Vice President, Trade Products
BAFT

9:40AM – 10:00AM

Session Outline & Expectations

Speaker

Alexander Malaket

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

10:00AM – 10:30AM

Industry Headlines

Sound bites on what's happening in the SCF space.

Speaker

Alexander Malaket

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

10:30AM – 10:50AM

Morning Coffee/Tea Break

10:50AM – 11:20AM

Global Supply Chain Finance Forum (GSCFF) Update

Hear from the Chair of GSCFF on their latest initiatives.

Speaker

Christian Hausherr

Chair
Global Supply Chain Finance Forum

11:20AM – 12:00PM

Payables Finance

Legal perspective.

Speaker

Jonathan Arkins

Partner
King & Spalding LLP

12:00PM – 12:45PM

Receivables Finance

A detailed look into the newly released Market Practices in Supply Chain Finance: Receivables Discounting Technique.

Speaker

Farhad Subjally

Head, Trade Products, Americas
Standard Chartered Bank

12:45PM – 1:45PM

Networking Lunch

1:45PM – 2:45PM

SME and Supply Chain

A deeper look into Supply Chain Finance programs for SMEs.

Moderator

Michael McDonough

Head of Product Management
Trade Finance, North America
MUFG

Panelists

Andrew Holmes

Head, North America Origination
Demica

Alexander Malaket

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

Emy Ruiz

Vice President
Manager Global Trade Finance
Fifth Third Bank

2:45PM – 3:15PM

Blockchain for Supply Chain

Blockchain has garnered a lot of interest thanks to the early success of cryptocurrencies and the technology hype machine. This session aims at demystifying blockchain through presenting real-world production use cases in the supply chain space that drive value.

Speaker

Pramod Achanta

Vice President, Blockchain Services Leader
North America
IBM

3:15PM – 3:30PM

Wrap Up and Q & A

Alexander Malaket

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

All Supply Chain Finance Workshop attendees are invited to join the Innovation Showcase and the Opening Reception of the 29th Annual Conference on International Trade, immediately following the Workshop.

3:30PM – 5:30PM

Innovation Showcase *Atlantic Ballroom Foyer*

Take an in-depth look at innovative trade related solutions in the market today. Hear from trade consortia and providers as they demonstrate their solutions in 25 min sessions. You are invited to attend as many demonstrations as you are able to, moving from one station to the next.

5:30PM – 6:30PM

Opening Reception *Atlantic Ballroom Foyer*

SPEAKER BIOS

Pramod Achanta

**Vice President, Blockchain Services Leader
North America**

IBM

Mr. Achanta provides strategic advice and execution support on blockchain technologies to leading financial services participants. He is also responsible for developing innovative solutions leveraging IBM's blockchain and cognitive capabilities for the financial services industry. Mr. Achanta is a proven leader with a successful track record of delivering complex solutions in a fast paced business environment. With his in-depth understanding of the business and technology challenges for sell-side, buy-side and market infrastructure firms, Mr. Achanta managed several transformation initiatives. Prior to joining IBM, Mr. Achanta worked for Capco, BearingPoint and Citigroup and its affiliates performing various senior roles.

Jonathan Arkins

Partner

King & Spalding LLP

Mr. Arkins is Partner in the Corporate, Finance and Investments practice group at King & Spalding. He has extensive experience representing lenders/buyers and borrowers/sellers alike in warehouse facilities, securities contracts and repurchase transactions, as well as representing lenders and borrowers and more traditional forms of leveraged and secured lending and private equity fund financing facilities (including subscription lines). Mr. Arkins also has a significant practice representing both U.S. and international financial institutions in supply chain finance and trade finance structures and programs, as well as in securitization transactions of a diverse range of asset types.

Stacey A. Facter

Senior Vice President, Trade Products

BAFT

Ms. Facter is responsible for managing all the BAFT's activities related to trade products and serves as the primary subject matter expert for trade issues, overseeing and managing BAFT's trade councils, committees and working groups and helps members develop guidance tools for the trade industry. She serves as a public spokesperson for the organization to stakeholders, regulators and policy makers on industry matters affecting the international trade finance community and is BAFT's primary technical resource for trade related education and training. Ms. Facter has more than twenty-five years of experience in international banking, including over twenty years with JP Morgan Chase Bank, covering emerging markets, international trade finance, cash and risk management, and securities collateral management.

Christian Hausherr

Chair

Global Supply Chain Finance Forum

Mr. 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. He has worked in Germany, The Netherlands, Great Britain, Spain, the U.S., as well as in India and Uganda on corporate social responsibility assignments in the financial and educational sector.

Andrew Holmes

Head, North America Origination

Demica

Mr. Holmes joined Demica in 2018 to open the U.S. office and heads up Origination in North America. He previously worked for Barclays where he led the Trade and Working Capital team in the Americas, after having spent seven years in London in a variety of trade finance roles.

Alexander Malaket

President, OPUS Advisory Services

International Inc.

Deputy Head of the Executive Committee

ICC Banking Commission

Mr. 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. He 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, as well as a member of the SWIFT/ICC Industry Education Group on the Bank Payment Obligation. Mr. Malaket is a member of the Board of Directors of the Forum for International Trade Training, Ottawa, Canada. Mr. Malaket is the author of "Financing Trade and International Supply Chains", published by Gower/Ashgate UK.

Michael McDonough

**Head of Product Management, Trade Finance,
North America**

MUFG

Mr. McDonough has been with MUFG Union Bank, N.A. in New York since 2016 as Head of Trade Finance Product Management for the Americas Transaction Banking team. Previously, he spent four years with HSBC's Global Trade & Receivables Finance group, both in San Francisco leading the bank's West Coast corporate trade sales efforts and prior to that in New York as North America regional head of Global Trade and Receivables Finance Product management. From 2004-2012, he served as Global Product Head of BNY Mellon's Trade Finance business, also serving in several sales and business development capacities, while he was there.

Emy Ruiz

Vice President

Manager Global Trade Finance

Fifth Third Bank

Ms. Ruiz currently oversees the bank's global trade team responsible for managing liquidity solutions for the bank's clients. She has over 30 years of banking experience, with 20 years in global trade finance management, responsible for open account solutions, trade finance, traditional trade, portfolio management, risk mitigation and product development. She has held various leadership positions in credit, commercial, corporate and international sales, with various financial institutions with vast domestic and international capabilities, including Southeast Bank, First Union and Regions Bank. She is very active in various international Chambers, United Way and Liga Contra El Cancer.

Farhad Subjally

Head, Trade Products, Americas

Standard Chartered Bank

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



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SAVE THE DATE

2019 BAFT Conferences and Workshops

December 5	Financial Crime Compliance Forum	Beijing, China
December 10	Financial Crime Compliance Workshop	Seoul, South Korea
December 12	Financial Crime Compliance Workshop	Singapore

2020 BAFT Conferences and Workshops

January 13-15	Global Annual Meeting - Europe	Frankfurt, Germany
January 20	Trade Finance Workshop	Mumbai, India
January 21	Financial Crime Compliance Workshop	Mumbai, India
February	Respondent's Playbook – LATAM	LATAM
February 13-14	Southeast Trade Finance Workshop	Tampa, Florida
February 20-21	Canada Trade Finance Workshop	Toronto, Canada
February 27-28	Global Payments Conference	New York, New York
March 18-19	MENA Bank to Bank Forum	Dubai, United Arab Emirates
May 3-6	North America Annual Meeting	Orlando, Florida
June	Regional Bank Conference	Chicago, Illinois
July	New York Trade Finance Workshop	New York, New York
July	West Coast Trade Finance Workshop	Los Angeles, California
October 4	12th Global Councils Forum (Invite Only)	Boston, Massachusetts

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