

# BCR

## Agenda

# Consortia 2019

Creating frictionless trade

21-22 May, Hilton London Metropole

### Event Partners



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## Day 1 | 21<sup>st</sup> May 2019

08:30-09:00 **Registration & coffee**

09:00-09:15 **Chairperson's welcome remarks**

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**Enrico Camerinelli**, Senior Analyst, **Aite Group**

09:15-09:45 **Keynote Address: Setting the scene- DLT landscape for 2019**

The speaker will address the impact of Blockchain and DLT technology on trade and receivables finance in the last five years and why we are now seeing the beginnings of a transformative impact on global trade and receivables finance banking.

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**Emmanuelle Ganne**, Senior Analyst, **World Trade Organisation**

09:45-10:30 **Panel: Consortiums explained - what stage of development are they at; how do they differ from each other; what are their plans for the future in trade and receivables finance?**

Blockchain is a technology that promises to revolutionise the way trade and receivables finance is conducted. Consortiums are looking to enable this throughout all stages of the supply chain ecosystem. This session will review the industry consortiums and offer a deeper understanding of how they are part of the driving force behind the digitisation of trade and receivables finance.

- Explaining the structure of why consortiums exist
- What are the key features / functionalities being offered to solve current challenges?
- How can blockchain be used in KYC and on-boarding and how does it work?
- Industry adoption- how are banks and other stakeholders involved
- Governance and trust are key to enabling effective collaboration- how is this being addressed across the various consortium models?

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**Moderator: Thomas Olsen**, Partner, **Bain & Company**

**Panelists:**

**Valerie von Lucke**, Group Development & Strategy, **Commerzbank AG (Marco Polo)**

**Baptiste Audren**, Head of Product and Business Development, **Komgo**

**Andrew Speers**, Director, Product and Innovation, **Natwest (Voltron)**

**Daniele Gnagnarella**, Business Development Manager, **we.trade**

10:30-11:00 **Networking Coffee Break**

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11:00-12:00

## Presentations from consortiums

**EXCLUSIVE!**

This session provides detail on how the consortiums differ from each other and what particular aspects of the trade finance process they address. This section will consist of 10-minute presentations where participants will hear from industry experts on what they have to offer.

- What are their current plans?
- How do they differ?
- What are they developing now?
- Plans for the future

**Baptiste Audren**, Head of Product and Business Development, **Komgo**

**Dani Cotti**, Managing Director, Center of Excellence, Banking & Trade, **Marco Polo Network**

**Christoph Gugelmann**, CEO and Co-Founder, **Tradeteq (TFD Initiative)**

**Khushnama Davar**, Director, Trade Product Management, **HSBC (Voltron)**

**Roberto Mancone**, Chief Operating Officer, **we.trade**

12:00-12:15

## Networking Coffee Break

12:15-13:00

## Panel: Understanding the underlying technology

This session will assess how blockchain technology can affect the various steps involved in international trade finance and discuss the practical application of DLT.

- Comparison of enterprise-grade blockchain platforms: Hyperledger Fabric, Corda
- Will there be a convergence of technology? Is there a need for a single platform?
- What considerations should you be aware of when evaluating the technology? Scalability, privacy, longevity, security, speed

**Moderator: Enrico Camerinelli**, Senior Analyst, **Aite Group**

### Panelists:

**Mariana Gomez de la Villa**, Global Head Blockchain Programme, **ING**

**Emmanuel Marchal**, Managing Director, **ConsenSys (Komgo)**

**Duncan Wong**, CEO, **CryptoBLK (Voltron)**

**Parm Sangha**, GBS Europe Blockchain Leader, **IBM (we.trade)**

13:00-14:00

## Networking Lunch

14:00-14:30

## Case Study: Cross Border Perspective: Disruptive technologies in enabling (or powering) Supply Chain Finance in Emerging Markets

**Qamar Saleem**, Global Technical Lead, **SME Banking Practice, IFC**

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- 14:30-15:15 **Panel: Other areas of trade and receivables finance DLT is expanding into**  
Creating a blockchain trade finance ecosystem that combines all the different stages of trade from production to end-delivery is a must. This session will showcase examples of industry-wide cross-border supply chain solutions that have adopted blockchain.
- What are the different initiatives that are happening?
  - Integrating multiple blockchains
  - Mitigating risk
  - The role of fintechs
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- Moderator: Eva Degenhart**, Partner, **MH Corporate Finance GmbH**
- Panelists:**
- Neil Ross**, Global Head of Trade Credit, **AIG**
- Genevieve Leveille**, Founder & CEO, **AgriLedger**
- Markus Ament**, Chief Executive Officer and Co-Founder, **Centrifuge**
- Juan-Jose Ruiz**, Head of Strategy and Business Development, TradeLens, **IBM Industry Platforms**
- 15:15-15:45 **Networking Coffee Break**
- 15:45-16:15 **Case study: Executing a live blockchain transaction - Project Trado**  
Hear from key industry experts sharing a stage by stage examination of a real life blockchain transaction.
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- Panelists: Shona Tatchell**, CEO & Founder, **halotrade**
- David Pepper**, Project Lead, **Provenance**
- 16:15-17:00 **Panel: Corporate perspective**  
This session will breakdown how implementation of blockchain can take place within your firm. The panel will be asked what can DLT do for corporates and SMEs and identify ways of developing a roadmap for adoption.
- Digitising paper trails to improve transparency and deliver better analytics
  - Projecting the value of cost and efficiency savings through blockchain
  - Case studies to illustrate
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- Moderator: Michael Hyltoft**, Board Member, **EMO Technologies**
- Panelists: Yair Zehavi**, CPO & Founder, **INVIU**
- Bob Gravestijn**, Business Developer, **ABN AMRO Commercial Banking**  
IFC (speaker name tbc)
- 17:00 **Chairman's closing remarks**
- 17:15 **Close of Day One – Networking drinks**

# Agenda

Day 2 | 22<sup>nd</sup> May 019

09:00-09:30 **Registration & coffee**

09:30-09:35 **Chairperson's welcome**

**Enrico Camerinelli**, Senior Analyst, **Aite Group**

09:35-10:15 **Panel: Building a network of tomorrow- Setting standards**

Addressing interoperability to create a stronger foundation for blockchain? This session will look at how setting standards and integrating with other platforms can facilitate interoperability.

- Overcoming the problem of silos
- Universal Trade Network (UTN) - defining this initiative
- Strategies to lower barriers to entry to reach adoption
- Developing universal standards for communication of data across digital islands
- eTradeconnect - a good example of interoperability

**Moderator: Cillian Leonowicz**, Director, Head of Business Development, **Deloitte EMEA Blockchain Lab**

**Panelists:**

**Hans Huber**, Senior DLT Project Lead, **Commerzbank, (R3)**

**Dani Cotti**, Chief Network Officer, **Marco Polo Network**

**Kris Van Broekhoven**, Global Head of TTS Commodity Trade Finance, **Citi (Komgo)**

**Mirka Skrzypczak**, Head of Working Capital & Trade Products, Non Personal Products, **NatWest**

10:15-10:45 **Networking Coffee Break**

10:45-12:00 **Meet and Greet - Consortium Roundtable Sessions**

**EXCLUSIVE!**

How will blockchain and DLT in trade finance impact your business? Which consortium is most aligned with your trade and receivables finance strategy? What are the costs involved in using and establishing a blockchain facility? You may have these and other questions to discuss with fellow participants during this informal roundtable session.

12:00-12:30 **Panel: A Roadmap for 2019 and Beyond**

Industry experts will discuss the future of blockchain in trade and receivables finance. They will define key take-away points and then open the discussion out to the audience for further debate.

- How can consortiums help deploy a better ecosystem within trade and receivables finance?
- Understanding the practical implications of interoperability
- Geographical expansion
- Lessons learned and key takeaways from today's discussions

**Moderator: Deepesh Patel**, Head of Partnerships and Marketing, **Trade Finance Global**

**Panelist: Cecile Andre Leruste**, Banking Lead Europe, **Accenture**

**Anthony Woolley**, Head of UK Innovation, **Societe Generale**

**Martin McCann**, Co-Founder and CEO, **Trade Ledger**

12:30 **Chairman's Closing Remarks**

12:45 **Closing Networking Lunch**

## Pricing

Consortia 2019 – Early Bird £975

\*expires 30.03.19

Consortia 2019 – Standard £1250

All prices exclude UK VAT

Discount code \_\_\_\_\_

## Payment details

Please invoice me

Payment via credit card



Card Number

Expiry date

CVV

/   MM/YY

Cardholder's name

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Form: simply complete this form and return to  
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## Delegate information

Mr  Mrs  Ms  Miss  Dr

First name

Last name

Job title

Department

Organisation

Address

Postcode/Zip

Country

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Email

## Venue & Accommodation

### Hilton London Metropole

225 Edgware Road, W2 1JU London, United Kingdom

BCR have secured a preferential rate for attendees at this hotel, offering 15% off your booking. Please contact us for the booking details.

*N.B. Registration for the convention does not include accommodation at the venue.*

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