



**Asia-Pacific Financial Forum (APFF) Seminar
Trade & Supply Chain Finance
17 October 2017, 8.30-17.00 hrs.
Napalai Room, Dusit Thani Hotel, Bangkok, Thailand**

AGENDA

Draft as of 2017-09-22

0830-09:00 Registration

0900-09:20 OPENING SESSION

10 mins *Welcome and introduction*
Mr. Kalin Sarasin , Chairman of JSCCIB - Thailand

10 mins *Welcome remarks*
Mr. Chartsiri Sophonpanich, President and a Director of Bangkok Bank PCL.

09:20-10:45 SESSION I: GLOBAL AND ASEAN DEVELOPMENTS RELATED TO TRADE AND SUPPLY CHAINS

This session will discuss the macro-environment developments related to trade and supply chain finance. The panel will update the audience on current global macro-economic changes, currency and interest rates outlook, the ASEAN progress in achieving a single economic community and the Regional Comprehensive Economic Partnership (RCEP) as an important regional free trade agreement – and importantly, what they can mean for businesses and their strategies.

Moderator: **TBD by Boon?**

5 mins Introductory remarks by Session Moderator

15 mins *Overview: Global Macro-Economic Developments (Currency/Rates desk)*
Macroeconomics developments; Currency and Rates outlook
Dr. Charl Kengchon, KResearch Managing Director, Kasikorn Bank PCL.

15 mins *Overview: ASEAN Developments (ASEAN economist)*
AEC and RCEP free trade agreement goals and progress
Demographic drivers and changing consumption patterns
Mr. Ronnarong Phoelpipat, Deputy Director General, Trade Negotiations Department, Ministry of Commerce

35 mins *Panel discussion (3 panelists)*

- What can AEC 2025 and RCEP mean for supply chains and economic clusters?: **Mr. Phairush Burapachaisri, Vice Chairman of the Thai Chamber of Commerce and Chairman of East Asia Business Advisory Council (EABC)**
- What is Thailand's key trade and industry current and future competitive

advantages? How can they further support Thai corporates' participation in supply chains? (MNC operating in Thailand): **CP by Boon?**

- What are the new intra-ASEAN prospects for Thai corporate to regionalise and for non-Thai corporates to invest into Thailand? (Thailand industry association), **Mr. Montri Mahaplerkpong, Vice Chairman Federation of Thai Industries, Chairman of International Organizations Department, The Federation of Thai Industries**

15 mins **Open forum and concluding remarks**

10:45-11:00 Tea break

11:00-12:30 SESSION II: BEST PRACTICE DEVELOPMENTS IN TRADE & SUPPLY CHAIN FINANCE INCLUDING COMPLIANCE

Building on Session 1, this session will discuss some key trade and supply chain financing considerations related to cross-border trade. Market practitioners will share “best market practices” related to secured transaction reforms and how they can mitigate risks and costs in receivables and supply chain financing, currency and interest rate hedging considerations for corporates, and how the trade ecosystem awareness and collaboration on trade-related compliance can be raised to pave the way for more effective financing processes.

Moderator: Jinchang Lai, Lead Financial Sector Specialist, Lead Financial Infrastructure, International Finance Cooperation, World Bank Group

5 mins Introductory remarks by Session Moderator

15 mins **Overview: Evaluation of supply chain financing tools available to Corporates: TBD by Boon?**

50 mins **Panel discussion (3 panelists)**

- Receivables Financing Developments. Experience share of market best practices of Receivables/Invoice Financing and other techniques that support cross-border trade.: **Mr.Syam Prasitsirkul , Head of SME Banking Group Bank of Ayudhya PCL.**
- How can participants really benefit from supply chains and the use of supply chain finance. What are the type of financial key success factors/goals?
- Supply Chain Finance Compliance: KYC/AML and trade-based anti-money laundering best practices in receivables and supply chain financing. Why compliance adherence needs to be beyond banks for an efficient and effective financing ecosystem. Carl Vanderelst, GTB Head of Thailand, Regional GSC Head Indonesia, Malaysia, Thailand and Vietnam, Deutsche Bank.
- Supply Chain Finance, Social and Environmental Compliance – financing towards goals of sustainability and ethics. Matt Gamser, CEO, SME Finance Forum, International Finance Cooperation.

20 mins **Open forum and concluding remarks**

12:30-13:45 Lunch break

13:45-15:15 SESSION III: USES OF ADVANCE TECHNOLOGY IN TRADE & SUPPLY CHAIN FINANCE

This session will update the audience on the effects of e-commerce platforms on trade facilitation that can change established business strategies related to procurement, order fulfillment and delivery practices – and how such e-commerce effects can also challenge trade financing. It will also touch on the latest use of advance technologies to address and solve key trade and supply chain needs, and share views on areas that public-private sectors can work closer together to successfully use such technologies.

Moderator: **Dr.Thanachart Numnonda, Director Chairman of the Audit Committee (Independent Director) of Thanachart Bank PCL.**

5 mins Introductory remarks by Session Moderator

15 mins **Overview: E-commerce, ICT and fintech developments in Thailand (Thai representative)** Carl Wegner, Head of Asia, R3?

50 mins **Panel discussion (3 panelists)**

- On the E-commerce Effects: faster, smaller and higher volume order fulfilment. What it can mean for suppliers, trade facilitation, compliance and financing?: **Mr. Teeranun Srihong** ,
- What are the ways that data analytics/fintech can offer strategic potentials to SMEs and to the larger supply chain ecosystem? Daphne Ng, CEO Jedtrade
- Where can Distributed Ledger Technology and Smart Contracts be deployed in trade and supply chain finance as quick wins? (TBC)
- What and how to measure results and adoption of such advance technologies by corporates? What are foreseeable key challenges and what are the roles of private-public sector participants to further progress?

20 mins **Open forum and concluding remarks**

15:15-16:45 Session IV: LEGAL & REGULATORY CONSIDERATIONS

Considered legal and regulatory frameworks establish methods and approaches that can support sustainable and risk-managed trade and supply chain financing. The final session of the workshop will review some key legal and regulatory considerations related to the areas of digital trade documents and cross-border data flow management. The panel will also seek to identify some key trade-related areas that can benefit from more cross-regulatory and/or cross-trade ecosystem collaboration to facilitate inclusive and digital-based progress.

Moderator: Boon-Hiong Chan, Head of Market Advocacy, GTB Deutsche Bank AG Singapore

5 mins Introductory remarks by Session Moderator

15 mins **Overview: Legal and regulatory considerations in e-commerce and digital trade and financing** Professor Sudharma Yoonaidharma, Dean, Faculty of Law, University of the Thai Chamber of Commerce; Former Commissioner, National Telecommunications Commission, Thailand; Chairman, Thailand Chapter - tbc

50 mins **Panel presentation (3 panelists)**

- For digital/e-commerce platform based financing, how can confidentiality and needs for cross-border trade data flow be approached? Are there any protocols or established frameworks to guide such a balance?: **Mr.Surapol Opasatien, Chief Executive office, National Credit Bureau of Thailand**
- Standards, e-UCP, digital bill of lading and other trade financing documents – why they are important, their roles and benefits in the developments of

digital supply chain financing? Gerald Sun, Vice President, Business Development, Mastercard?

- What are some key areas in digital trade and supply chain Finance that can benefit from cross-regulatory, cross-ecosystem collaboration? What are some immediate potential benefits to focus and how can they be realized? :Bank of Thailand

20 mins **Open forum and concluding remarks**

16:45-17:00 CLOSING REMARKS, Dr JC Parrenas, Coordinator Asia Pacific Financial Forum and Senior Advisor, Nomura Research Institute

16:45-17:00 **Closing**

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