



# IACCT & ATC 2018 TREASURY FORUM

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# AGENDA

<b>08:30</b>	<b>Exhibition opens and registration. Welcome refreshments</b>
<b>09:15</b>	<p>Forum Chair &amp; Panels Moderator <b>David BLAIR</b>, Managing Director, <b>Acarate</b></p> <p>Welcome address <b>Gogo KO Yung Lai</b>, President, IACCT (China) &amp; Deputy General Manager, Finance Department, <b>Yue Xiu Enterprises</b></p>
<b>09:20</b>	<p>Opening address <b>Neil PABARI</b>, Managing Director, Financial and Risk, North Asia, <b>Thomson Reuters</b></p>
<b>09:40</b>	<p>Keynote address <b>Enoch FUNG</b>, Head, Market Development Division, External Department, <b>Hong Kong Monetary Authority (HKMA)</b></p>
<b>10:00</b>	<b>Morning break hosted by Seabury TFX</b>
<b>10:30</b>	<p><b>Riding the Fintech Wave</b> <i>Presentation</i></p> <ul style="list-style-type: none"> <li>• Application and Development - Cybersecurity Fortification Initiative, DLT whitepaper publication, Central Bank Digital Currency research, Open API consultation</li> <li>• Industry Liaison - Events including HKMA fintech day, Haccelerator</li> <li>• Regulatory Interface - HKMA-ASTRI Fintech Innovation Hub, Collaboration with other overseas regulators</li> <li>• Talent Development - Fintech Career Accelerator Scheme</li> </ul> <p><b>Brian LAM</b>, Senior Manager, Fintech Facilitation Office, <b>Hong Kong Monetary Authority (HKMA)</b> <i>Panel</i> <b>Brian LAM</b> <b>Charles D’HAUSSY</b>, Head of Fintech, <b>InvestHK</b> <b>Stephen LEUNG</b>, Senior Advisor, <b>IACCT</b></p>
<b>11:15</b>	<p><b>Transforming into Data Driven Treasury Operation</b> <i>Presentation</i></p> <ul style="list-style-type: none"> <li>• Data analytics for managing risk, credit and trading partners</li> <li>• Improving cash flow through a data driven treasury</li> <li>• Treasury leadership through technology</li> </ul> <p><b>Robert LIN</b>, CEO, <b>Seabury TFX</b> <i>Panel</i> <b>Robert LIN</b> <b>Benson NG</b>, Partner, Greater China Digital Hub Lead, Advisory Services, <b>EY</b> <b>Gautam VERMA</b>, Head of Market Development, Enterprise Content and Capabilities Asia Pacific, <b>Thomson Reuters</b></p>

<p><b>12:00</b></p>	<p><b>Optimising Cash and Liquidity Management with Treasury Prism</b>  <i>Presentation</i>  <b>Through real-time simulations, DBS Treasury Prism takes you on a journey to discover</b></p> <ul style="list-style-type: none"> <li>• Bank-agnostic solutions for your optimal cash management structure</li> <li>• Relevant, contextual insights on relevant regulatory implications</li> <li>• A qualified assessment of the benefits and costs of any solution</li> </ul> <p><b>Mark TROUTMAN</b>, Group Head of Sales, Global Transaction Services, <b>DBS Group</b>  <i>Panel</i>  <b>Mark TROUTMAN</b>  <b>Eddie MAK</b>, Group Treasurer, <b>Kerry Logistics</b></p>
<p><b>12:45</b></p>	<p><b>Lunch hosted by EY - Knowledge Partner</b></p>
<p><b>14:00</b></p>	<p><b>AI and Robotics – Prepare for Disruption</b>  <i>Presentation</i>  <b>AFP Mindshift: Emerging Technologies and the Potential for Treasury and Finance</b></p> <ul style="list-style-type: none"> <li>• Closing the talent gap in treasury and finance to maximize performance</li> <li>• Skills needed to stay ahead of the technology curve</li> <li>• How to prepare for disruptive change</li> <li>• Benefits and challenges of adopting emerging technologies</li> </ul> <p><b>Jim KAITZ</b>, President &amp; CEO, <b>Association for Financial Professionals (AFP)</b>  <i>Presentation</i></p> <ul style="list-style-type: none"> <li>• Trends of Emerging Technologies</li> <li>• Robotic Process Automation (RPA) and our case study</li> <li>• Artificial Intelligence (AI) and its application</li> <li>• How to prepare for the Disruption</li> <li>• Key Takeaways</li> </ul> <p><b>Nelson CHOW</b>, Director, Advisory Services, Greater China <b>Ernst &amp; Young Advisory Services Limited</b>  <i>Panel</i>  <b>Jim KAITZ</b>  <b>Nelson CHOW</b>  <b>Alison SIM</b>, Associate Director, Finance &amp; Technology, <b>Crown World Mobility</b></p>
<p><b>15:00</b></p>	<p><b>HKMA master session on Corporate Treasury Centres (CTCs)</b></p> <ul style="list-style-type: none"> <li>• Cost and benefits of setting up a CTC in Hong Kong</li> <li>• How to set up a CTC</li> <li>• Cross-border pooling</li> </ul> <p><i>Panel</i>  <b>Sara YIP</b>, Senior Manager, Market Development Division, External Department, <b>Hong Kong Monetary Authority (HKMA)</b>  <b>Gogo KO</b>, Deputy General Manager, Finance, <b>Yue Xiu Enterprises</b>  <b>LI Lin</b>, Head of Treasury, <b>SinoChem</b>  <b>Raj MELVANI</b>, Head of Market Development, Corporates APAC, <b>Thomson Reuters</b></p>
<p><b>16:00</b></p>	<p><b>Forum closes</b></p>



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## **FORUM CHAIR & PANELS MODERATOR**



**David BLAIR, Managing Director, Acarate**

With more than 25 years of management and treasury experience in global companies, David Blair was formerly vice-president treasury at Huawei where he drove a treasury transformation for this fast-growing Chinese infocomm equipment supplier. Before that David was group treasurer of Nokia, where he built one of the most respected treasury organisations in the world. He has previous experience with ABB, PriceWaterhouse, and Cargill. David has extensive experience managing global and diverse treasury teams, as well as playing a leading role in e-commerce standard development and in professional associations. At Acarate Consulting he specialises in treasury and financial advice to corporates, banks and government.

## **KEYNOTE ADDRESS**



**Enoch FUNG, Head, Market Development Division, External Department, Hong Kong Monetary Authority**

Enoch is the Head of Market Development Division, a policy unit in the Hong Kong Monetary Authority (HKMA) for promoting the development of Hong Kong's financial industry. In this role, Enoch is in charge of HKMA's efforts to promote and enhance Hong Kong's competitiveness as an offshore RMB business center, international asset management center and a corporate treasury center. Prior to his current position, Enoch was the head of the Financial Stability Surveillance Division, responsible for the market monitoring and macro-prudential surveillance work in relation to strengthening the HKMA's oversight of global financial issues.

Enoch joined the HKMA in 2011. Prior to joining the HKMA, he was a senior economist at Goldman Sachs based in Hong Kong and Singapore, responsible for macroeconomic research and strategies in the Asia-Pacific region.

## SPEAKERS & PANELLISTS



**Alison SIM, Associate Director, Finance & Technology, Crown World Mobility**

Alison works with a specialist shared service team located in Hong Kong and the Czech Republic. From pre-sales advisory to operations and on-going account development, the Crown team manages a US\$ 200m portfolio of internal and external clients in over 65 countries.

Driven by a commitment to employee engagement and customer service, the Team is supported by virtual productivity tools and are currently experimenting to implement affordable strategies which will increase quality, efficiency, build trust, reduce cost and enable divisional growth.

Alison is a hands-on professional with experience in business transformation, process optimization, developing, managing and launching business process outsource shared services. Her recent projects included establishing the team in the Czech Republic and the Robotic Process Automation Centre in Hong Kong.



**Benson NG, Partner, Greater China Digital Hub Lead, Advisory Services, EY**

Benson is a Partner with EY Advisory in Hong Kong. He leads EY's Greater China Digital Hub (network of 200+ digital professionals in Greater China) aiming to help clients solve business challenges in leveraging digital capabilities.

He is a seasoned consulting professional with 19 years of global experience in digital business advisory (big data analytics, experience-led transformation, innovation as a service, digital operation optimization) and business transformation. Benson has advised automotive, multinational and technology companies around the world.

Benson has been a regular speaker and participant with various universities, industry seminars and conferences, and client events. Benson is a member of The Hong Kong Institute of Directors and has been a Selection Consultant to Directors of the Year Awards.

Benson graduated from the Chinese University of Hong Kong with a Bachelor's degree and a Master's degree on artificial intelligence. He has received the Distinguished Alumni Award from the Chinese University of Hong Kong, Faculty of Engineering.



**Brian LAM, Senior Manager, Fintech Facilitation Office, Hong Kong Monetary Authority (HKMA)**

Brian is responsible for facilitating the healthy development of the fintech ecosystem in Hong Kong and promoting Hong Kong as a fintech hub in Asia. Prior to this assignment, he has helped in setting up the operation of the Trade Repository of the HKMA for the over-the-counter derivatives trades reporting regime. Before joining the HKMA, he worked for several global investment banks and "Big-4" accounting firms, both in Hong Kong and London. Brian holds a Master of Engineering degree from the University of Oxford, England.



**Charles D'HAUSSY, Head of Fintech, InvestHK**

Charles is Head of FinTech at InvestHK, the department of the Hong Kong SAR Government responsible for Foreign Direct Investment, supporting businesses to set up and expand in Hong Kong. His team is responsible for helping overseas and Mainland Fintech companies to establish or expand their business presence in Hong Kong. Charles leads campaigns to promote Hong Kong as the premier Fintech Hub and attracts the best and brightest Fintech companies in the industry.

He has 13 years of experience in the Hong Kong private sector, having setup his company and holds several management roles. Before joining InvestHK, Charles was head of Sales and Business Development with a leading online broker and digital wealth platform. Charles held SFC licenses 1 & 4, studied in France at the Rennes International Business School, and Sun Yat Sen University in Guangzhou, China.



**Gautam VERMA, Head of Market Development, Enterprise Content and Capabilities Asia Pacific, Thomson Reuters**

Gautam began his career in data management for global markets in the United States with Reuters based in New York, focusing on financial services customers. In 2009, Gautam relocated to the dynamic markets of Asia, initially in Japan and subsequently to Hong Kong in 2010 to be part of the growing market for cross-border, cross-asset trading that defines Hong Kong's place as a financial centre.

In his role at Thomson Reuters, Gautam analyses the market across the breadth of the APAC and Japan regions, and leads innovation that delivers more optimal decision making for the clients and higher growth for the business. He is responsible for expanding the enterprise capabilities footprint across customer segments, powered by cross asset data solutions and deployment models. Gautam is the regional champion for socializing the ABCDs of the financial markets, especially cutting-edge solutions like Big Open Linked Data (BOLD) APIs and Cloud offerings that are changing the way financial data is consumed, and algo-savvy datasets like Machine Readable News. Gautam is an active member of the Fintech Working Group of the HKGCC, and constantly engages with fintech leaders to understand their evolving needs and collaborate to create more value for the financial ecosystem.



**Gogo KO Yung Lai, President, IACCT & Deputy General Manager, Finance Department, YUE XIU Enterprises**

Gogo is responsible for overseeing the YUEXIU Group's financial management functions. The Group is one of the largest state-owned enterprises, in terms of assets, in Guangzhou, representing the controlling company of four listed entities in Hong Kong including a local bank and a REIT. Prior to that she was the CFO of the YUEXIU REIT Asset Management, the licensed asset manager of YUEXIU Real Estate Investment

Trust. In her more than 19 years with the YUEXIU Group she had dealt with different businesses including corporate finance, IPOs, securities, very substantial acquisitions, real estate investment trust and corporate restructuring. Prior to that Gogo worked for Arthur Andersen & Co in Hong Kong and Sydney. She graduated from the Hong Kong Polytechnic University and is a qualified fellow member of the Chartered Institute of Management Accountants (CIMA), the Hong Kong Institute of Certified Public Accountants (HKICPA), Chartered Global Management Accountants (CGMA), Hong Kong Securities Institute (HKSI).

She is the Chairlady of the CIMA Hong Kong Branch in 2016, a Committee Member of the CIMA North Asia Regional Board, the Hong Kong Chinese Enterprises Association Finance and Accounting Steering



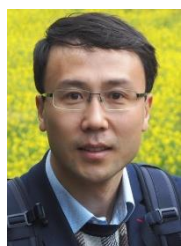
Committee, HKICPA Mainland China Business Interest Group, as well as a Volunteer Financial Advisor to the Hong Kong Volunteers Federation Company Limited. She is the Director and Deputy Secretarial General of the Hong Kong Business Accountants Association (HKBAA) and is the Convenor of the Professional Development Committee of HKBAA.



**Jim KAITZ, President & CEO, Association for Financial Professionals**

Jim is President and CEO of AFP, an association that represents over 16,000 treasury and financial professionals globally. The organization established and administers the Certified Treasury Professional® and Certified Corporate Financial Planning & Analysis Professional® credentials, setting standards of excellence in finance and holds an annual conference is the largest networking event for corporate finance professionals.

Jim was formerly EVP and COO of Financial Executives Institute, a professional association of over 14,000 senior financial executives representing 8,000 companies in the United States. Prior to joining FEI in 1988 as the VP of Government Relations, he was Manager, Trade and Business Affairs at Baxter Healthcare Corporation. He was Director, Government Relations for the Scientific Apparatus Makers Association and joined FEI's Washington Office in 1983. He was legislative assistant to the Honorable James Shannon (D-MA), a member of the House Ways and Means Committee. He is a 1978 graduate of Georgetown University.



**LI Lin, Head of Treasury, SinoChem**

Li Lin has a diversified background in treasury management, financial investment, PE investment and corporate management. From 2013 till now, he is acting as executive director, Head of Treasury in Sinochem Hong Kong Group. He led the establishment of multi-layer oversea financing and treasury management system for Sinochem Hong Kong. Li Lin is also actively involved in corporate governance, acting as directors of Sinochem HK Group and 10 other subsidiaries. Participating in strategy decision making and corporate governance. Before current position, he was Financial Trading Manager in Sinochem Group, investment manager at FOTIC Trust Co. and investment manager at Sinochem Growth Venture Capital.

Li Lin holds an MBA in Hong Kong University of Science and Technology (HKUST), Master of Control Science and Technology in Tsinghua University, Bachelor of Control Science and Technology in Nankai University. Mr. Li is a certified financial analyst (CFA).



**Mark TROUTMAN, Group Head of Sales, Global Transaction Services, DBS Bank**

Mark Troutman has over 25 years of experience and is the current Group Head of Sales of Global Transaction Services at DBS Bank. In his role, Mark drives the origination and solutioning of cash management, documentary trade and open account supply chain improvements for the bank's large Asian corporates, multinationals, small and mid-sized businesses, as well as financial institutions. He leads a team of over 124 sales managers across 14 markets.

Before joining DBS, Mark was the Global Head of Corporate Sales for HSBC's Payments and Cash Management product group in London, where he led the strategy and development of corporate sales across the bank's commercial banking, global banking and markets businesses. Prior to joining HSBC, Troutman held several senior roles in JP Morgan and Bank of America, across international markets such as US, Hong Kong, Singapore and Australia. Mark holds a Bachelor of Arts in Economics from Claremont McKenna College in California.



**Neil PABARI, Managing Director, Financial and Risk, North Asia, Thomson Reuters**

Based in Hong Kong, Neil Pabari is the Managing Director for the Thomson Reuters Financial and Risk Business in North Asia. Neil joined Thomson Reuters in 2011 as an FX sales specialist from where he moved on to various roles within the firm, working in core businesses including electronic and online trading, wealth management, asset management and exchanges. Prior to his current role, Neil was the Head of Market

Development for the Asean region and had been running the MiFID II program for Thomson Reuters in Asia.

Neil began his career working as an FX trader in London before moving to Singapore in 2001 to work as a relationship manager in private banking. In 2004 he co-founded a CFD and FX brokerage firm and was its COO until 2009 when he successfully exited the business. He has since founded, advised and invested in multiple start-up and early stage companies across various sectors including online trading, IT services, property development and leisure companies amongst others. Neil holds a BA and MA from Oxford University and is married with one son.



**Nelson CHOW Director, Advisory Services, Greater China Ernst & Young Advisory Services Limited**

Nelson is the finance and procurement leader of EY Greater China Advisory practice. Nelson has been assisting CEOs, CFOs and CPOs in transformational initiatives to drive growth, operation excellence and margin improvement for many years. Nelson has advised his clients over a broad range of industries including Power & Utilities, Manufacturing, Automotive, Food and Beverage, Telecom, FMCG, Financial Services and Industrial Products.

Prior to joining EY, Nelson worked for SAP Ariba, Johnson Controls, The Hong Kong Jockey Club, and other leading professional firms.

Nelson has an Executive MBA degree from CUHK and an undergraduate degree in BBA from HKUST. Nelson also participated in the executive programme at Stanford University and he is a Council Member of Institute for Supply Management - Hong Kong (ISMHK). Nelson speaks in public forums, including the 7th CFO Innovation Hong Kong Forum, the EY ISMHK procurement forum, the EY CIMA cost transformation forum, the HKBAA EY effective finance business partnership forum, EY-sponsored "North Asia Management Accounting Leaders' Summit 2017", SAP Ariba "Make Procurement Awesome Summit", EY CIPS "Digitalizing the value chain and operations" forum, EY CIPS IPSHK ISMHK procurement innovation forum, ADF seminar, AWAHK seminar, 2017 1st Annual Global Supply Chain Innovation Summit, and 2018 CUHK Technology Forum: Artificial Intelligence over Humans.



**Raj MELVANI, Head of Market Development, Corporates APAC, Thomson Reuters**

Raj is the Head of Market Development for Thomson Reuter's non-bank corporates business in Asia. Currently based in Singapore, Raj previously held various business development roles at Thomson Reuters in Hong Kong & Australia covering financial markets solutions & services to a wide number of global & regional banks, global Inter-Dealer Brokers (IDBs) & large corporates. His most recent role was Asia Business





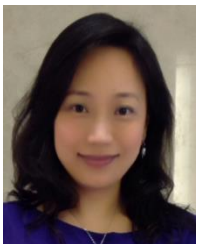
Development for FX workflow solutions. Prior to working at Thomson Reuters, Raj worked within the FICC business at a leading Australian investment bank. Raj holds an Engineering (Honours) & Science degree from a leading Australian university.



**Robert LIN, Founder and CEO, Seabury Trade Finance Exchange**

Robert serves as Founder and Chief Executive Officer of Seabury Trade Finance Exchange LLC (STFX). He has more than 20 years of industry experience with a unique background in trade, finance, supply chain and technology as a practitioner and as a service provider. He served as Managing Director of Asia Pacific at TradeCard, Inc, now GTNexus an INFOR Company, where he built the global supplier business to a network of over 25,000 companies.

Robert spent three years at NewView Technologies. He initially ran the North American West Coast business and then established their first overseas operation in Sydney, Australia and served as General Manager of Australasia. Before NewView, he held senior business development and finance positions in the US, Hong Kong and Taiwan for Omnivision Technologies, Cargill Financial Markets Group and Lupton Steel and Metal. He is a frequent speaker at conferences and events on supply chain and trade finance. Robert holds a B.A. in cognitive science from the University of California, San Diego and an M.B.A. from the University of Southern California.



**Sara YIP, Senior Manager, Market Development Division, External Department, Hong Kong Monetary Authority**

Sara joined the Hong Kong Monetary Authority (HKMA) in 2006 and has served as a Senior Manager in the Market Development Division since June 2012. Sara is responsible for promoting and enhancing Hong Kong's competitiveness as an international asset management center (with a special focus on Mainland-related financial institutions) and a corporate treasury centre.

Prior to joining the HKMA, Sara worked in both the banking and consulting fields, including 3.5 years' secondment to a major Hong Kong bank's Mainland China branch. Sara's responsibilities ranged from market positioning and strategy formulation to business management and operation for various banking and Mainland related projects.



**Stephen LEUNG, Senior Advisor, IACCT**

Stephen is an experienced professional in treasury and corporate finance. Over the last 25 years, he has worked in a wide variety of professional capacities in both the private and public sectors, including CITIC, Hysan Development, KCRC and PwC. His last position was the former treasurer of Airport Authority Hong Kong.

Stephen's experience has ranged from debt capital market financing, portfolio investment, cross-border cash management, consulting, insurance to treasury technology. He is currently conducting a research for IACCT on Fintech from the perspective of corporate treasurers.

He was the founding Vice President of IACCT and is also a member of the Hong Kong Association of Corporate Treasurers, Hong Kong Institute of CPAs and CPA Australia.

Stephen holds a Doctoral Degree in Business Administration from Hong Kong Polytechnic University and a Master's Degree in Applied Finance from Macquarie University, Australia.



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The **Hong Kong Monetary Authority (HKMA)** is the government authority in Hong Kong responsible for maintaining monetary and banking stability. It was established in April 1993 by merging the Office of the Exchange Fund and the Office of the Commissioner of Banking.

The HKMA's policy objectives are:

- to maintain currency stability within the framework of the Linked Exchange Rate System
- to promote the stability and integrity of the financial system, including the banking system
- to help maintain Hong Kong's status as an international financial centre, including the maintenance and development of Hong Kong's financial infrastructure
- to manage the Exchange Fund.

The HKMA is an integral part of the Hong Kong Special Administrative Region Government but operates with a high degree of autonomy, complemented by a high degree of accountability and transparency.

The HKMA is accountable to the people of Hong Kong through the Financial Secretary and through the laws passed by the Legislative Council that set out the Monetary Authority's powers and responsibilities. In his control of the Exchange Fund, the Financial Secretary is advised by the Exchange Fund Advisory Committee. [www.hkma.gov.hk](http://www.hkma.gov.hk)

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highest in the world and DBS has been recognised as "Asia's Best Bank" by several publications including The Banker and IFR Asia and has been named "Safest Bank in Asia" by Global Finance from 2009 to 2017 consecutively. DBS is at the forefront of leveraging digital technology to shape the future of banking and has been named "World's Best Digital Bank" by Euromoney. In Oct 2017, DBS also received EuroFinance's Innovation Award for DBS Treasury Prism, the world's first online simulation platform for treasury and cash management.

<https://www.dbs.com.sg/corporate/>



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Website: [www.afponline.org](http://www.afponline.org)



As a global leader in assurance, tax, transaction and advisory services, **EY** is committed to doing its part in building a better working world because it strongly believes this approach leads to strong positive outcomes, it can also develop talent in all its forms and encourage greater collaboration. EY wants to build a better working world through its own actions and by engaging with like-minded organizations and individuals. For more information about EY, please visit [www.ey.com](http://www.ey.com)



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SEABURY



**Seabury TFX** is specialist originator of trade finance. We work with direct corporates and multiple supply chain platforms to provide funding solutions for companies involved with global trade from purchase orders through to payments including inventory and invoices. Our platform leverages big data along and our unique knowledge of supply chain

transactions to provide funding solutions and mitigate risk for investors. [www.seaburytfx.com](http://www.seaburytfx.com)



In 2004 the Hong Kong Association of Corporate Treasurers (HKACT) initiated the China Treasury Forum to promote the development of professional corporate treasury best practice in China. This initiative developed into the China-focused **IACCT (China)** or International Association of CFOs and Corporate Treasurers (China), incorporated in Hong Kong in early 2006.

Its mission is to:

- Encompass the positioning of Hong Kong as a global financial centre.
- Provide a channel to promote Hong Kong/China and China/Hong Kong business.
- Support a network of treasury and finance professionals across industries.
- Enhance education and training opportunities to upskill our talent pool.



**ATC** is a free membership community that engages with aligned market participants in the corporate treasury and finance space in the Asia Pacific region and with growing interest from the United States, Europe, the United Kingdom and the Middle East. ATC collaborates with regulators, treasury and financial markets associations and global expert partners. ATC is guided by a panel of Corporate Leaders with the aim to share a vision in pursuing innovation, best practice and compliance. ATC provides a communications platform in sharing knowledge, thought leadership and activities to enrich our community. [www.atc.asia](http://www.atc.asia)



Clients located all over the world rely on the advice and expertise of **Acarate** to help improve treasury performance. Acarate offers consultancy on all aspects of treasury from policy and practice to cash, risk and liquidity, and technology management. We also provide leadership and team coaching as well as treasury training to make your organisation stronger and better performance oriented. [www.acarate.com](http://www.acarate.com)

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