



TREASURY FORUM - SINGAPORE
Equip for a Changing World
4 September 2014
Suntec Convention & Exhibition Centre
Level 3, 1 Raffles Boulevard

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AGENDA

Forum Chair and panels moderator

David Blair, Former ACTS President & Managing Director, Acarate Consulting

8:00

Exhibition opens and registration

9:00

Opening address

Damian Glendinning, ACTS President & Treasurer, Lenovo Asia Pacific

9:10

Welcome note

Sanjeev Chatrath, Managing Director, Asia Pacific & Japan, Financial & Risk, Thomson Reuters

9:15

Driving treasury process improvement

Two corporate treasurers will share their experience (and frustrations) with using technology to streamline treasury operations. Damian will raise areas where he sees scope for technology to improve treasury processes. Kazuhiro will share his experience in using technology to achieve cost and efficiency gains in GLP's treasury operations.

Damian Glendinning, ACTS President and Treasurer, Lenovo Asia Pacific

Kazuhiro Tsutsumi, Global Treasurer & CFO Japan, Global Logistic Properties

A panel of treasurers and solution providers will discuss the issues arising from these presentations and explore potential solutions and obstacles.

The panel:

Damian Glendinning

Kazuhiro Tsutsumi

Edoardo Sirtori, Group Vice President & Asia Treasurer, STMicroelectronics

Anna Mazzone, Global Head, Accelus Org ID

10:30

Refreshment break

11:00

eFX and regulation of trading

A case study on how DHL uses eFX to raise efficiency and control in DHL's foreign exchange hedging by collecting and consolidating hedge requirements from subsidiaries and executing net trades with banks on their eFX platform. Stephen will also show how DHL's eFX platform facilitated compliance with EMIR trading regulations.

Stephen Hogan, Vice President Regional Treasury Asia Pacific, Deutsche Post DHL

A panel of treasurers and solution providers will discuss Stephen's case study and explore issues around FX pricing, process efficiency and control, and the regulatory environment.

The panel:

Stephen Hogan

Jarno Timmerman, Head of Treasury South East Asia Pacific, AkzoNobel

Jonathan Woodward, Head of Asia Pacific, FXall

12:30

Lunch sponsored by Kyriba

14:00

Supply chain financing

A treasurer will present a case study on supply chain financing.

A panel of treasurers and solution providers will discuss the benefits and challenges of supply chain financing in Asia.

The panel:

Meena Dafesh, Director of Treasury, Ingram Micro Asia Pacific

Ross Wilkinson, Regional Director, Asia Pacific, Bolero International

Kirk Lundburg, President & CEO, Trade Technologies

15:30

Refreshment break

16:00

Opportunities from China's regulatory changes

A case study on how Intel Corporation takes advantage of the regulatory opening in China, including commercial flows in offshore CNY and the resulting opportunities for more efficient hedging and the opportunities for moving liquidity into and out of China.

Robert Yenke, Regional Treasurer, Intel Corporation

A panel of treasurers and solution providers will discuss the benefits and practical realities of the regulatory opening in China.

The panel:

Robert Yenke

Evan Goldstein, Global Head of Renminbi Services, Deutsche Bank

17:30

Close of Forum

FORUM CHAIR & PANELS MODERATOR



David Blair, Forum Chair and panels moderator, Managing Director, Acarate

With 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 governments.

SPEAKERS & PANELISTS



Anna Mazzone, Global Head, Accelus Org ID

Anna has had a 25 year career in financial services and banking. She joined Thomson Reuters Governance Risk and Compliance in 2011 to run our client business in EMEA. She was previously with the Chicago Mercantile Exchange (CME) where she led the product management, marketing, and communications group for a subsidiary business focused in credit derivatives. Prior to that, she was with Markit where she co-launched a consortium based solution (BOAT) for the European MiFID directive. Anna initially joined Reuters working in San

Francisco, London and New York holding several roles in product management and global client management. She started her career as a banker with Bank of America in San Francisco and Los Angeles holding positions in private banking, commercial real estate liquidation, and capital markets. Anna is based in London and is Global Business Leader of AccelusOrg ID, leading a cross-functional team that is building a market leading business offering a managed 'Know Your Customer (KYC)' service to financial institutions. This business is a natural outcome of Anna's passion for and dedication to innovation, product development, and customer engagement during her 25 years in the financial service industry.

She holds a BSc in Finance and Insurance from the University of South Carolina -The Moore School of Business. Anna has also, completed the UK FSA Certification for Capital Markets and has been shortlisted for the 2014 Women in Business and Finance Achievement Award in London.



Damian Glendinning, ACTS President & Treasurer, Lenovo Asia Pacific

After 21 years with IBM, Mr. Glendinning joined Lenovo in 2005 as Group Treasurer, following the acquisition of IBM's personal computer business. He had spent four years as IBM's Asia/Pacific treasurer, in Singapore, and was their Director of Global Treasury Operations in New York. Mr. Glendinning is a fellow of the ACCA, and has a degree in

French and Italian from Oxford University. He has been president of the Association of Corporate Treasurers (Singapore) since June 2010 – a position he also held from 1999 to 2003.



Edoardo Sirtori, Group Vice President & Asia Treasurer, STMicroelectronics

Edoardo is based in Singapore. Prior to STMicroelectronics, Edoardo held positions in corporate banking, structured finance and treasury at Banca Commerciale Italiana (now Intesa Sanpaolo). He has a degree in Economics from Edinburgh University and a Master in Finance from the Cass Business School in London. Edoardo is currently an

Executive Committee member of the Association of Corporate Treasurers (Singapore).



Evan Goldstein, Managing Director & Global Head of Renminbi Services, Deutsche Bank

Evan Goldstein is Global Head of Renminbi Services at Deutsche Bank AG. Evan is responsible for overseeing all the RMB-related corporate and commercial banking activities of Deutsche Bank AG and for ensuring their alignment with the Bank's strategic imperatives, product development initiatives and client-focused objectives.

Evan joins Deutsche Bank from Standard Chartered Bank where he was Managing Director, Financial Institutions Product Management, Asia for their Transaction Banking division. Evan has over eighteen years of banking experience in Asia, Europe and the United States. Prior to joining Standard Chartered Bank, Evan held a number of strategic, management and product development roles at J.P. Morgan across various corporate and commercial banking activities of the Bank. Evan holds an MBA from Columbia University and an MA from The Elliott School, The George Washington University. He studied Mandarin in the United States and Taiwan.



Jarno Timmerman, Head of Treasury South East Asia Pacific, AkzoNobel

Jarno Timmerman has over 13 years of Treasury experience, for multinationals in the airline (6 years), apparel (2 years) and chemicals (5 years at AkzoNobel) industry. He has broad coverage in the Treasury space: cash management, financial risk management, financial markets, trade finance, corporate finance, treasury accounting and control and M&A. He is currently heading up the South East Asia Pacific Treasury hub for

AkzoNobel in Singapore. Mr. Timmerman holds a university degree in economics and post graduate degree in Treasury Management both at the University of Amsterdam, The Netherlands.



Jonathan Woodward, Senior Director, co-Head of Asia Pacific, Thomson Reuters

Jonathan is co-head of the Transaction Sales division in Asia-Pacific responsible for FX trading and post-trade solutions for the interbank, asset management, corporate & broker markets. He joined Thomson Reuters in September 2012, following Thomson Reuters' acquisition of FXall where he was Head of Asia-Pacific. Before joining FXall, Mr. Woodward was involved in launching two new equity multilateral trading facilities, Chi-X and Equiduct, in business development functions. Prior to that, he held a variety of roles in Asian and European business development, product management and sales within Global Link, State Street's multi-asset class e-trading platform including FX Connect. Additionally Jonathan worked for Bridge in Asia managing FX, equity, futures & commercial paper trading and information services.



Kazuhiro Tsutsumi, Global Treasurer & CFO Japan, Global Logistic Properties

Mr. Tsutsumi is also a member of the Executive Committee for Global Logistic Properties since January 2012. Prior to joining GLP, Mr. Tsutsumi was Managing Director and CFO Asia for Prologis where he was in charge of finance, accounting, capital market and tax for Japan, China, Korea and Singapore operations. He was also involved in fund management (asset/property mgmt. and investor reporting/relationship mgmt.) for large industrial portfolio located in Japan. Previously, he served as Vice President for the Investment Management Division of Goldman Sachs from 1998 to 2002 where he was in charge of finance and strategic planning for its Japan and Asia operation. He started his career with Dai-ichi Life, one of the largest Japanese life insurance companies, his responsibilities there included management of the US real estate portfolio, overseas strategic planning and accounting/tax. Mr. Tsutsumi received his MBA from the University of Chicago, Graduate School of Business, CPA from the State of Illinois, and BA in law from Waseda University.



Kirk Lundburg, President & CEO, Trade Technologies

Kirk is responsible for Trade Technologies' business strategy, execution and results. He brings over 25 years of international corporate and technology legal and management experience to this role. Prior to joining Trade Technologies in 2001, Kirk was a partner at Gunderson Dettmer, a leading venture finance and technology law firm. Before joining Gunderson Dettmer, he was a Vice President at Robert Half International Inc., a NYSE traded, international staffing company. Previously, Kirk practiced corporate and securities law with the international law firm, Latham & Watkins. Kirk received his JD from the University of Southern California and graduated with a BA in Finance from Iowa State University. He also serves on the Company's Board of Directors.



Meena Dafesh, Director of Treasury, Ingram Micro Asia Pacific

Meena has 13 years experience in corporate treasury and currently leads the treasury function across Asia Pacific, Middle East and Africa for Ingram Micro, based in Singapore. She is a qualified finance professional with experience in treasury, corporate finance, risk management and M&A. Prior to relocating to Singapore in 2007, she held various treasury roles while based in her native Sydney. Meena has been featured an inspirational woman in the March 2013 issue of Treasury Today Asia, a professional treasury journal launched in January 2013. She was also selected in 2013 as one of the "Top 40 Under 40" business leaders to watch by CPA Australia.



Robert Yenka, Regional Treasurer & Director of Finance Asia, Intel Corporation

Robert is responsible for leading an organization of treasury professionals involved in cash and liquidity management, fixed income investments, structured deals, currency hedging, and risk management among other regional functions. He is currently based in Intel's regional headquarters in Singapore and covers overall treasury management of Intel's businesses across 18 countries in Asia.

He has a bachelor's science degree in business and a master's degree in business. He is also certified under the Corporate Finance program of INSEAD and a leadership executive program at the University of Virginia. He won the first prize in the 2009 Alexander Hamilton Awards of Treasury and Risk publications in New York and was voted as one of the 100 Most Influential People in Finance for 2009 by the publishers of Treasury and Risk magazine.



Ross Wilkinson, Regional Director, Asia Pacific Bolero

Ross was appointed Regional Director, Asia Pacific for Bolero in May 2004 and has since contributed in the transition of the company to being the market leader of multi-bank infrastructure in support of corporate-to-bank and bank-to-corporate trade finance. Having over 30 years in the technology and banking industry, Ross has held other senior executive positions including VP Asia Pacific for Compuware, a leader in software and services across industry sectors. Ross has a BSc degree in Computer Science from Sydney University, Australia. He is married and living in Hong Kong since 1995.



Sanjeev Chatrath, Managing Director, Region Head Asia, Financial & Risk Thomson Reuters

Sanjeev Chatrath is the Region Head and Managing Director at Thomson Reuters' Financial & Risk (F&R) business covering Asia Pacific and Japan. In this role Sanjeev is responsible for client business in the region encompassing end to end client experience, account management, market development, Go to Market regional strategy, sales, operations, and technical functions. Sanjeev is a member of the Global Operating Committee for Thomson Reuters, and part of the Global Executive Leadership Team for F&R. He is also the chairperson for the Asia Operating Committee for F&R.

The Financial & Risk business is recognized as a pioneer and market leader in the region for delivering trusted and unbiased Intelligent Information and solutions to the industry. Sanjeev has worked in Asian financial markets for over 18 years in leadership roles encompassing sales, client management and business management, spanning Asia Pacific, South Asia and Middle East.

Prior to joining Thomson Reuters, Sanjeev worked with Citigroup where he was Chief Operating Officer of the Treasury and Trade solutions business, overseeing the business across all Institutional client segments in Asia Pacific. Sanjeev was also a member of the Global Investment Council, and Global Balance Sheet Optimization Committee for the business. Prior to this, Sanjeev was Citi's Managing Director and Regional Head of Sales for Asia Pacific, leading the client business for Treasury and Trade solutions in the region. He successfully led the Asia client business to become the highest performing region for Citi.

Before joining Citi, Sanjeev held senior management positions with ABN Amro Bank, and Standard Chartered Bank based in Singapore, UAE and India. At Standard Chartered Bank, Sanjeev pioneered the first ever internet based payments platform for the Bank's Institutional clients in 2001 and led the Bank's integration of Grindlays for the Corporate & Investment Bank in Middle East. Sanjeev is the chairperson of the Regional Diversity and Inclusion Council at Thomson Reuters. Sanjeev is also an alumnus of Citi's Global Business Leadership Program, and Asia Pacific Leadership Program.

Sanjeev, currently based in Hong Kong, is a Certified Treasury Professional, Certified International Cash Manager, and has a Master's Degree in Business Administration, with dual specialization in Finance and Marketing.



Stephen Hogan, Vice President Regional Treasury Asia Pacific, Deutsche Post DHL

Stephen has been based in Singapore for the past 10 years, where he established the Deutsche Post DHL Regional Treasury Centre (RTC) supporting over 140 legal entities in 41 countries across the region. His main responsibilities encompass cash and liquidity management, FX and Commodity risk management, banking relationships and Corporate Finance. Stephen joined DPDHL in 1997 and has also held various Finance and Treasury roles at Country, and Global level in London and Brussels. Prior to this he also worked in Finance and Tax roles in the UK Health Sector and UK Civil Service.

CORPORATE PROFILES



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Deutsche Bank Global Transaction Banking

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in Asia, Europe and North America, Trade Technologies provides leading exporters, freight forwarders and international trade banks with trade document solutions, training and consulting.

The Company's web-based Global Trade Management platform and outsourced services enable customers to streamline their operations, save money, accelerate payments, and eliminate discrepancies traditionally involved in international letter of credit, documentary collections and open account transactions. More than 1,200 exporters, global trade banks and freight forwarders depend on Trade Technologies' services to process over \$9 billion in international trade transactions each year. In 2011, Trade Technologies won the Presidential "E" Award for Exports through the agency of the U.S. Department of Commerce, the highest recognition any U.S. entity may receive for supporting export growth. For more information, go to www.tradetechnologies.com

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Bolero Linking trade with trade finance, Bolero digitises the trade chain. By providing corporate customers with access to a community of trade enablers, from banks to ocean carriers, users are able to manage their complete financial and trade processes. From multi-banking connectivity, through to the integration of electronic bills of lading, Bolero provides a range of cloud based solutions designed to deliver value to all participants in a trade chain. Bolero customers benefit from increased operational efficiency, reduced cost of operations and accelerated time to cash. Bolero delivers this value through a combination of cloud based technology, extensive domain expertise and a unique legal infrastructure that underpins and supports the technology, ensuring practical and cultural barriers to adoption are removed.

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The Association of Corporate Treasurers (Singapore), or ACT(S) is a non-profit organization of individual memberships drawn from corporate treasuries and finance professionals involved in corporate treasury work. Members are typically in corporate organisations on the buy-side of the marketplace. Established in 1991 as The Treasurers' Club, the association has grown in numbers and spread. As Singapore has increasingly become a treasury hub, memberships now include treasury centre managers, regional corporate treasurers and other professionals whose treasury activities cover a wide geographical spread.

In recent years, ACT(S) began its branding to better engage with other players in the industry and to collaborate with similar international organizations. ACT(S) has been actively establishing relationships with various institutions including educational, government and regulatory bodies. The success of ACT(S) is attributed to members' support in promoting the profession. ACT(S) has an elected Executive Committee to manage its operation and to embark on initiatives in furthering its aims.

To join or simply to get to know us, please contact the Secretariat at the following:

Email admin@act.org.sg

Website www.act.org.sg



ATC is a free membership community that engages with all market participants in the corporate treasury and finance space in the Asia region and

with growing interest from Europe and the Middle East. It works in close collaboration with regional and global treasury associations and is guided by a panel of Corporate Leaders, including Presidents from these associations, with the aim to share a vision in pursuing innovation, best practice and compliance. ATC provides a communications platform connecting treasury end users and service providers in sharing dialogues, thought leadership and activities and enriches the community with world class partner events, forums, webinars, workshops and training. For more information, please go to contact@atc.asia or visit www.atc.asia