

400 Participants

60 Nations

90 Speakers

3 Concurrent Summits

1 Shared Exhibition

GLOBAL TRADE FINANCE & INDUSTRIAL DEVELOPMENT SUMMIT

31 March – 2 April 2014 | Hilton, Kuala Lumpur | APAC Edition

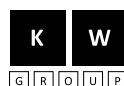
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GLOBAL TRADE DEVELOPMENT WEEK'S 2014 APAC & EMEA EDITIONS

Staying up to date with the latest international locations for trade, incentives, capabilities, financial options & market insights globally is a huge challenge for Governments & Private Sector Trade Leaders alike. Meeting public & private sector trade leaders, authorities & organisation's face to face remains the most effective way to get the information & knowledge to support your development plans with first hand relationships directly with decision makers.

With 2 regional editions in APAC, Malaysia in March 2014 & EMEA, Dubai in October 2014 **The Global Trade Development Week** shares a combined programme of 3 major trade summits, expo, workshops, site tours & networking opportunities. Linking trade leaders & facilitators directly the programmes give you access to representatives of over 60 nations across Africa, Americas, Asia Pacific, Europe & The Middle East. The trade capacity building programmes are developed for Government & C Level Trade Leaders with interactive panel based programmes designed to share best practice, insights & opportunities - you can ask the questions that will help you to develop the trade potential of your organization directly to over 90 trade leaders.

CO-LOCATING 3 MAJOR TRADE SUMMITS IN ONE LOCATION



**4th GLOBAL
FREE TRADE &
SPECIAL ECONOMIC
ZONES SUMMIT**



**GLOBAL TRADE
FINANCE & INDUSTRIAL
DEVELOPMENT
SUMMIT**



**GLOBAL CORPORATE
REAL ESTATE
LEADERS SUMMIT**

WHY ATTEND

- Trade capacity building & benchmarking
- High caliber speaker faculty with perspectives from 90+ international speakers
- Face to face networking with international trade leaders & peers
- Latest industry news & trends
- Leading insights on investment & development opportunities
- Expert global knowledge & latest business intelligence
- Direct information on opportunities in africa, americas, asia pacific, europe & middle east
- Meet government, authorities, ipa's & industrial / trade locations from 60 nations
- Meet investors, financial leaders & new suppliers
- Build lucrative relationships
- Business development opportunities
- Establish new cross border partnerships
- Ensure you are ahead of your competitors
- Expo - governments, authorities, locations, enablers & suppliers
- Site tours - visit leading locations to assist your location process
- Networking receptions
- 5 star venues, airline partners & participation assistance

GLOBAL TRADE DEVELOPMENT WEEK - PROGRAMME OF EVENTS

Day 1	Day 2			Day 3	Day 4
MINISTERS & TRADE LEADERS PLENARY				WORKSHOP	SITE TOUR PROGRAMME
				WORKSHOP	
NETWORKING RECEPTION				WORKSHOP	

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INTRODUCTION

Trade will be one of the key growth areas for most of the World economies and financial institutions are gearing up to provide products and service innovations to meet the demand of their clients and support businesses trading globally. Access to international Trade Finance assures industry that they will have the financial sustain to venture in to new markets and support on going trade but access to this is often complex and can hinder industrial development. This interactive leaders programme addresses the key issues of Trade Finance & Industrial Development through a programme that is of value across trade agencies, trade finance suppliers & multinational clients.

WHO ATTENDS

Trade Multilaterals & Development Finance Institutions

Development Banks, National & Regional EXIM Banks

Sovereign Wealth Funds

Export Credit Agencies, EXIM Banks

International, Regional & Local Banks – Heads of Trade Finance & Risk

Industrial Parks, Science Parks, Free Trade & Special Economic Zone Authorities, Operators & Owners

Government Trade Ministries & Authorities

MULTINATIONALS & SME'S: CEO, COO, CFO, MD,
Regional Heads & Directors

Trade Facilitation and Development Bodies, Agencies & NGO's

Export Credit Agencies

Independent financiers

Insurance brokers & underwriters

Legal Consultants

Trade Finance Solution and Software Providers

Market analysts and policy advisors

Think Tanks & Advisory

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CONFIRMED SPEAKER & PANELISTS

CATHERINE AUBERT
Managing Director,
Head of Trade Credit
& Political Risk
Insurance,
SOCIÉTÉ GÉNÉRALE

DANIEL SON
Senior Vice-President,
Head of Trade, Asia
Pacific,
WELLS FARGO

DR. FREDERICO GIL SANDER
Senior Economist for
Malaysia,
WORLD BANK

HIROAKI MAKINO
General Manager of
Asian Investment
Banking Division
Head of Investment
Banking for Asia and
Oceania,
**BANK OF TOKYO -
MITSUBISHI UFJ**

JÖRGEN HOLMGREN,
Director, Trade
Finance,
AB VOLVO

KAH CHYE, TAN
Chairman Banking
Commission,
**INTERNATIONAL
CHAMBER OF
COMMERCE (ICC)**

DR. MARC AUBOIN
Economic Counsellor,
**WORLD TRADE
ORGANISATION
(WTO)**

MARK ATKINS
Director, Deputy
Head, Credit Risk
Management, EMEA,
**HUAWEI
TECHNOLOGIES**

MASAHIRO GODA
Head of Trade
Finance - Asia,
**MIZUHO BANK
LIMITED**

MATTI MALMINEN,
Director, Trade &
Export Finance,
KONECRANES

NEAL LIVINGSTON
Global Head of Trade
& Transaction
Services,
**COMMONWEALTH
BANK OF AUSTRALIA**

PARVAIZ DALAL
Managing Director,
Head of Structured
Trade Asean,
Commodity Financing
& Asset Distribution
Asia,
CITIBANK

PETER KNODT
Managing Director,
Global Head Trade
Finance - Financial
Institutions,
DEUTSCHE BANK AG

SAMEER SAWHNEY
Managing Director,
Global Head of
Transaction Banking,
ANZ

SAMUEL ANG
Global Credit Lead
LNG, Head Credit &
Trade Finance East,
SHELL

SCOTT STEVENSON
Senior Manager,
Trade and Supply
Chain Solutions,
**INTERNATIONAL
FINANCE
CORPORATION (IFC)**

STEVEN BECK
Head of Trade
Finance,
**ASIAN DEVELOPMENT
BANK (ADB)**

THIERRY JOSZ
Global Head of
Global Trade
Solution,
BNP PARIBAS

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SUMMIT PROGRAMME

DAY 1, MONDAY, 31ST MARCH 2014

0830	Registration Starts
0830	Morning Ice Breaking Reception
0945	Organiser's Welcome Remarks
1000	Chairperson's Opening Remarks
1015	Keynote Plenary Multilateral and Ministerial Address
1030	Keynote Plenary Multilateral and Ministerial Address
1045	Corporate Presentation
1100	Morning Refreshments & Networking
1130	Keynote Plenary Multilateral and Ministerial Address
1145	Keynote Plenary Multilateral and Ministerial Address
1200	Keynote Plenary Multilateral and Ministerial Address
1215	Corporate Presentation
1230	Networking Lunch
1400	<p><u>INTERACTIVE PANEL DISCUSSION 1</u> Assessing the environment for trade and Trade Finance in the South-East Asian region - ASEAN trade integration, trans-pacific partnership, role of development agencies</p> <ul style="list-style-type: none"> • Discussing Policy initiatives supporting trade in the region • What are the growth and monetary prospects? • Supporting inter and intra-regional growth in trade to aid in the rapid industrial development <p>Panelists:</p> <ul style="list-style-type: none"> • DR. FREDERICO GIL SANDER, Senior Economist for Malaysia, WORLD BANK • DR. MARC AUBOIN, Economic Counsellor, WORLD TRADE ORGANISATION (WTO) • STEVEN BECK, Head of Trade Finance, ASIAN DEVELOPMENT BANK (ADB)
1515	Corporate Presentation
1530	Afternoon Refreshments & Networking
1600	<p><u>INTERACTIVE PANEL DISCUSSION 2</u> Islamic Trade Finance- Providing new opportunities and overcoming challenges to become the preferred choice for emerging markets</p> <ul style="list-style-type: none"> • Benefitting from the shifting preferences towards Shariah-compliant banking and to serve as one of the key growth drivers of regional trade • Building global connectivity and scalable trade finance platforms to connect with businesses and financial institutions beyond borders • Aligning trade finance operations with global practices and adding value to businesses through Islamic Trade Financing • Gaining insights into the future trends and gauging expectations for global Islamic trade
1715	Corporate Presentation
1730	Chairperson's Closing Remarks
1740	Cocktail Reception

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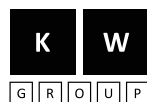
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DAY 2, TUESDAY, 1ST APRIL 2014

0830	Registration
0900	Chairperson's Opening Remarks
0915	<p><u>INTERACTIVE PANEL DISCUSSION 1</u> Overcoming the challenges to Trade Finance to sustain region wide economic growth, greater regional integration allowing for freer flow of trade and investment across the region</p> <ul style="list-style-type: none"> • Understanding the tenets of Basel III: The global and regional perspective on the measures; regulatory competition and the timeframe • Funding needs in foreign currency (US dollar) and the alternative (local currency financing) • Bank deleveraging in Europe and the US: Are local banks gaining markets share? • Increasing KYC requirements- Is it a hindrance? <p>Panelists:</p> <ul style="list-style-type: none"> • DANIEL SON, Senior Vice-President, Head of Trade, Asia Pacific, WELLS FARGO • KAH CHYE, TAN, Chairman Banking Commission, INTERNATIONAL CHAMBER OF COMMERCE (ICC) • MASAHIRO GODA, Head of Trade Finance-Asia, MIZUHO BANK LIMITED • PARVAIZ DALAL, Managing Director, Head of Structured Trade Asean, Commodity Financing & Asset Distribution Asia, CITIBANK
1030	Corporate Presentation by Senior Representative Cypark Resources
1045	Morning Refreshment & Networking
1100	<p><u>INTERACTIVE PANEL DISCUSSION 2</u> Innovating and differentiating the forms and technology of supplying Trade Finance to enable corporate and banks to maintain sustainable competitiveness</p> <ul style="list-style-type: none"> • Evolving ways in connectivity in supply chain finance and discounting; automation of Letters of credit and alternative funding such as securitization of trade bills • Is supply chain finance superseding structured trade finance (letters of credit and the like)? - Bank intermediation vs. inter-company lending • Emerging role of new actors- Insurance market <p>Panelists:</p> <ul style="list-style-type: none"> • THIERRY JOSZ, Global Head of Global Trade Solutions, BNP PARIBAS
1230	Networking Lunch
1345	<p><u>INTERACTIVE PANEL DISCUSSION 3</u> Risk Management - Fortifying risk management framework through utilising Trade Credit Insurance against both commercial and political risks</p> <ul style="list-style-type: none"> • Probing the credit risk situation across South East Asia in today's turbulent economic times • Leveraging Trade Credit Insurance to gain access to Trade Finance to increase business expansion and easing working capital • Providing multinationals and SMEs the safety net they need to sell their products and services around the world • Understanding the market trends on pricing and limits provided by insurers and way forward • Does the Insurance market meet the needs of their clients? <p>Panelists:</p> <ul style="list-style-type: none"> • CATHERINE AUBERT, Managing Director, Head of Trade Credit & Political Risk Insurance, SOCIÉTÉ GÉNÉRALE • SAMUEL ANG, Global Credit Lead LNG, Head Credit & Trade Finance East, SHELL
1500	Afternoon Refreshments & Networking
1530	<p><u>INTERACTIVE PANEL DISCUSSION 4</u> Bridging the gaps in existing Trade Finance to address and support strong links between Trade Finance, business expansion, job creation and competitiveness</p> <ul style="list-style-type: none"> • Encouraging collaboration among multilateral development banks, government, financial institutions, and companies to ensure maximum financial support • Ensuring liquidity and security to facilitate the movement of goods and services and also for sustainability of global supply chain operations • Supporting trade in emerging markets by ensuring adequate and affordable credit, loans and guarantees for trade transactions <p>Panelists:</p> <ul style="list-style-type: none"> • HIROAKI MAKINO, General Manager of Asian Investment Banking Division Head of Investment Banking for Asia and Oceania, BANK OF TOKYO-MITSUBISHI UFJ • JÖRGEN HOLMGREN, Director, Trade Finance, AB VOLVO • MARK ATKINS, Director, Deputy Head, Credit Risk Management, EMEA, HUAWEI TECHNOLOGIES • PETER KNODT, Managing Director, Global Head Trade Finance - Financial Institutions, DEUTSCHE BANK • STEVEN BECK, Head of Trade Finance, ASIAN DEVELOPMENT BANK (ADB)
1645	Chairperson's Closing Remarks
1700	End of Summit

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DAY 3, WEDNESDAY, 2ND APRIL 2014

POST SUMMIT WORKSHOPS

Registration

WORKSHOP A

Morning Refreshments & Networking

WORKSHOP A

Networking Lunch

WORKSHOP B

Afternoon Refreshments & Networking

WORKSHOP B

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STANDARD INTERNATIONAL DELEGATE RATES 2014 (ALL RATES \$USD)

PLENARY & CONFERENCE ONLY (Must specify conference topic)

	CONFERENCE ONLY	CONFERENCE & WORKSHOP	4TH GLOBAL FREE TRADE & SPECIAL ECONOMIC ZONES SUMMIT	GLOBAL TRADE FINANCE & INDUSTRIAL DEVELOPMENT SUMMIT	GLOBAL CORPORATE REAL ESTATE LEADER'S SUMMIT
EARLY BIRD until 18th October 2013 First Come First Served Basis, Limited Seats	995	1495			
STANDARD PRICE Until 28th February 2014	1495	1995			
LATE BOOKING 1st March Onwards	1895	2495			

VIP ALL ACCESS INTERNATIONAL DELEGATE RATES 2014 (ALL RATES \$USD)

INCLUDES PLENARY, SUMMIT PROGRAMMES & WORKSHOPS (Must specify primary conference topic)

		4TH GLOBAL FREE TRADE & SPECIAL ECONOMIC ZONES SUMMIT	GLOBAL TRADE FINANCE & INDUSTRIAL DEVELOPMENT SUMMIT	GLOBAL CORPORATE REAL ESTATE LEADER'S SUMMIT
EARLY BIRD until 18th October 2013 First Come First Served Basis, Limited Seats		1695		
STANDARD PRICE Until 28th February 2014		2195		
LATE BOOKING 1st March Onwards		2695		

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Job Title: _____

Email: _____ | Tel: _____

Signature (Mandatory): _____ | Mobile Phone: _____

COMPANY DETAILS

Company Name: _____

Address: _____

Postcode: _____ | Country: _____

Tel: _____ | Fax: _____

Nature of Business: _____ | Company Website: _____

AUTHORISATION

Sales Persons Name: _____

Approving Manager: _____

Job Title: _____ | Email: _____

Tel: _____ | Fax: _____

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A special room rate has been arranged for attendees at this summit. To take advantage of this special rate, please make your bookings directly with the hotel and quote:

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Hotel reservations and travel arrangements are the responsibilities of the registrant.

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Fax: +603 2264 2266

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5, Jalan Stesen Sentral
50470 Kuala Lumpur
Malaysia
Tel: +603 2723 1188
Fax: +603 2723 1588

For more details on hotel reservations please contact: anne.williams@kwg.com.sg

Official Airline Partner



Travel with Malaysian Airlines to Malaysia for the **'Global Trade Development Week'** 31 March - 2 April 2013. For more details please contact: anne.william@kwg.com.sg

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Cancellation must be received in writing at least 14 business days before the start of the event, to receive a refund less 50% processing fee per registration. No refund will be made available for cancellation notifications received less than 14 business days before the event.

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