



GTDW 9.0

GLOBAL TRADE DEVELOPMENT WEEK

GTDW Customs, Compliance & Trade Facilitation **Summit & Exhibition**

24th - 26th April 2017

Marina Bay Sands, Singapore

www.kwglobaltrade.com #GTDWCustoms





















ABOUT

GTDW 2017 Customs, Compliance & Trade Facilitation **Summit & Exhibition**

24-26 April, Singapore

Recent WTO implementation of TFA makes the 9th Edition of Global Trade Development Week a must attend summit for international capacity building and development of best practice between the public & private sector. GTDW gathers trade leaders from multilaterals, donor agencies, governments & the private sector for 2 days of interactive summit programs + 1 day of specialised workshops + exhibition + networking. The supporting exhibition showcases the best in trade & customs technologies, GTM, services, locations, government agencies & IPA's giving participants access to leading suppliers, services and new partners.

WHO SHOULD ATTEND

PRIVATE SECTOR

- Manufacturers Trade Compliance & Supply Chain Heads
- Supply Chain IT Providers
- Exporters
- Importers
- International Logistics & Freight Forwarders
- Warehousing & Logistics
- Customs Agents

PRIVATE SECTOR-JOB TITLES

- Head of Compliance
- Head of Customs
- Head of Taxation & Revenues
- Head of Customs Clearance
- Head of Trade Facilitation
- Head of Supply Chain & Logistics
- **GOVERNMENT**
- Director Generals / Head of Customs Agencies (Federal & Regionals)
- Division Directors
- Head International & Governmental Relations

- Carriers
- Port Operators
- Airline Loaders
- Technology Providers
- Suppliers
- Customs & Trade Compliance Consultants
- Legal, Advisory, Academics & Economists
- Head of Shipping & Logistics
- Head of Customs Operations
- Head of Illicit Trade
- Head of International Trade
- Economic Operators
- Head IT & Technologies **Border Protection Agencies**
- Head of Taxation, Excise Collection & related Agencies

- Head of Brand Protection

VENDORS

- ICT Technology
- Global Trade Management Solution
- Customs & Trade Technologies & Solutions
- Security & Trade Facilitation Solutions
- Customs & Trade Consulting & Advisory
- Customs Hardware Providers
- Special Trade & Economic Zones
- Logistics & Freight Forwarders







Keynote Speaker



LUKE GOH Deputy Secretary (Trade), MINISTRY OF TRADE AND INDUSTRY, SINGAPORE MTI MINDITAY OF TRACK

GTDW 9.0 Speakers



ZALORA SOUTHEAST ASIA

ZALORA



Director/Counsel - Customs & Trade, Asia, Middle East & Africa GENERAL MOTORS





BRUNO JULIEN-MALVY Head of Economic & Trade Section **EUROPEAN COMMISSION**





CHRISTER ANDERSSON Global Manager ICT KGH BORDER SERVICES





Former Assistant Commissioner, Office of International Trade, & Former Executive Director, Cargo and Conveyance Security, U.S. CUSTOMS AND BORDER PROTECTION





DANIEL S. ZUMBRUNNEN Director of Customs, Asia Pacific SCHNEIDER ELECTRIC





DR. DEBORAH ELMS Executive Director ASIAN TRADE CENTRE





Chief of Customs & Trade Team, Corporate Logistics Operation Division RENAULT SAMSUNG MOTORS





DOUGLAS MACKAY VAT & Customs Director Asia Pacific

LEAR CORPORATION





EUGENE LIM Principal, Head of Tax & Trade (Singapore), Head of Trade & Commerce (Asia Pacific) BAKER & MCKENZIE.WONG & LEOW





GERARD MCLINDEN Lead Private Sector Specialist THE WORLD BANK





HWEE CHONG LOK Director Trade and Customs Compliance, Asia STMICROELECTRONICS





Co-Founder & Group Chief Crossborder Officer LAZADA GROUP





JOHN P. LEONARD Customs Attaché, Singapore U.S. CUSTOMS AND BORDER PROTECTION





JONATHAN KOH CRIMSONLOGIC





JONAS LIND SILVERTECH GLOBAL





JONG WOO KANG Principal Economist, Economic Research and Regional Cooperation Department ASIAN DEVELOPMENT BANK (ADB)



ASIAN DEVELOPMENT BANK



H.E. JUMA AL KAIT MINISTRY OF ECONOMY. UNITED ARAB EMIRATES





KGH BORDER SERVICES





PROF. DR. MARK GOH Director (Industry Research) LOGISTICS INSTITUTE-ASIA PACIFIC, NUS





MICHAEL CHEAH Trade Compliance & Free Trade Agreements Expert





DR. OLIVER PELTZER Vice Chair, Policy Commission on Customs & Trade Facilitation INTERNATIONAL CHAMBER





TADATSUGU (TONI) MATSUDAIRA
Director for Regional Cooperation, Customs and Tariff Bureau JAPAN MINISTRY OF FINANCE (JAPAN CUSTOMS)



RAYMOND YEE Vice President Customs & Regulatory Affairs Asia Pacific DHL EXPRESS





DR. WAEIL SAID e-Government Portfolio Director ICTQATAR/MALOMATIA





RICK LIGTHART EMBASSY OF THE KINGDOM OF NETHERLANDS





SHIUMEI LIN Vice President of Public Affairs & Sustainability **UPS ASIA PACIFIC**





YANN DUVAL Chief, Trade Facilitation, Trade & Investment Division UNITED NATIONS ECONOMIC AND SOCIAL COMMISSION FOR ASIA AND THE PACIFIC (UNESCAP)





	DAY 1, MONDAY, 24th April 2017
0800	GTDW Registration
0845	Organiser's Opening Remarks
	ANDREW KEABLE, CEO, KW GROUP
0900	Chairperson's Opening Remarks LARS KARLSSON, President, KGH BORDER SERVICES, Managing Director, GLOBAL CONSULTING KGH
0910	Keynote Speaker Address
	LUKE GOH, Deputy Secretary (Trade), MINISTRY OF TRADE & INDUSTRY SINGAPORE
0930	Interactive Panel Discussion 1 Trade Agreements and its impact on customs, compliance and trade facilitation: What can we expect in 2017? WTO TFA, RCEP, FTAAP - How can these agreements help to liberalise market access, contribute to the facilitation of global value chain (GVC) development, provide transparent and simplified customs administration, institute better surveillance on NTMs and reduce technical & regulatory barriers to trade for importers, exporters and the service sectors? WTO TFA pre-entry and post entry into force: Discussing potential implementation challenges, priorities and next steps for the public and private sector Defining the roles of multilateral organisations, donor organisations and trade facilitation consultants/advisors Moderator: DR. DEBORAH ELMS, Executive Director, ASIAN TRADE CENTRE Panellists: H.E. JUMA AL KAIT, Assistant Undersecretary, MINISTRY OF ECONOMY, UNITED ARAB EMIRATES LARS KARLSSON, President, KGH BORDER SERVICES, Managing Director, GLOBAL CONSULTING KGH MICHAEL CHEAH, Trade Compliance & Trade Agreement Expert, SHELL SHIUMEI LIN, Vice President of Public Affairs & Sustainability, UPS ASIA PACIFIC YANN DUVAL, Chief, Trade Facilitation, Trade & Investment Division, UNITED NATIONS ECONOMIC AND SOCIAL COMMISSION FOR ASIA AND THE PACIFIC (UNESCAP)
1045	Morning Refreshments & Networking
1115	Interactive Panel Discussion 2 Developing strategies and identifying best practices in establishing and maintaining a well-functioning national trade facilitation committee What is the ideal stakeholder structure and governance? Discussing the issue of funding - who funds what? Adopting sustainable, measurable, attainable, realistic and time bounded objectives and scope Highlighting the importance of MNC and SME private sector involvement and engagement Identifying global case studies, success factors and achievements Moderator: YANN DUVAL, Chief, Trade Facilitation, Trade & Investment Division, UNITED NATIONS ECONOMIC AND SOCIAL COMMISSION FOR ASIA AND THE PACIFIC (UNESCAP) Panellists: DANIEL S. ZUMBRUNNEN, Director of Customs, Asia Pacific, SCHNEIDER ELECTRIC GERARD MCLINDEN, Lead Private Sector Specialist, THE WORLD BANK TADATSUGU (TONI) MATSUDAIRA, Director for Regional Cooperation, Customs and Tariff Bureau, JAPAN MINISTRY OF FINANCE (JAPAN CUSTOMS)
1230	Interactive Panel Discussion 3 Dealing with the evolution of customs and global trade: What actions can global companies take to effectively manage customs and global trade compliance issues? WTO TFA: How will it affect businesses? What are the compliance challenges for the trade teams? How can organisations construct TFA solutions? How can organisations collaborate with the public sector in trade programmes and initiatives? Addressing the complexity in the valuation of goods and transfer pricing between related parties Exploring best practices and tools to ensure accuracy of tariff classification How can GTM automated solutions and technologies add value to the bottom-line of organisations, in addition to determining strategic direction for trade compliance Moderator: DOUGLAS MACKAY, VAT & Customs Director Asia Pacific, LEAR CORPORATION Panellists: BIPIN BALAKRISHNAN, Director/Counsel - Customs & Trade, Asia, Middle East & Africa, GENERAL MOTORS DANIEL S. ZUMBRUNNEN, Director of Customs, Asia Pacific, SCHNEIDER ELECTRIC MICHAEL CHEAH, Trade Compliance & Trade Agreement Expert, SHELL
1445	Afternoon Refreshments & Networking
1515	Interactive Panel Discussion 4 Combating illicit trade to safeguard integrity across global economies, markets, and supply chains and to reduce losses in tax revenues Developing capabilities, cooperation and intelligence between customs authorities, trade agencies, law enforcement agencies and the private sector to disrupt illicit trade Can these efforts be harmonised at the international level? Exploring innovative technologies and advancement in track and trace, digital tax verification and product authentication Moderator: DR. OLIVER PELTZER, Vice Chair, Policy Commission on Customs & Trade Facilitation, INTERNATIONAL CHAMBER OF COMMERCE Panellists: DANIEL BALDWIN, Former Assistant Commissioner, Office of International Trade, & Former Executive Director, Cargo and Conveyance Security, U.S. CUSTOMS AND BORDER PROTECTION DOUGLAS MACKAY, VAT & Customs Director Asia Pacific, LEAR CORPORATION LARS KARLSSON, President, KGH BORDER SERVICES, Managing Director, GLOBAL CONSULTING KGH RICK LIGTHART, Customs Attaché, EMBASSY OF THE KINGDOM OF NETHERLANDS
1630	Chairperson's Closing Day 1
1630	Chairperson's Closing Day 1 LARS KARLSSON, President, KGH BORDER SERVICES, Managing Director, GLOBAL CONSULTING KGH



	DAY 2, TUESDAY, 25th April 2017					
0800	GTDW Registration					
0905	Chairperson's Opening Remarks JONATHAN KOH, Senior Director, CRIMSONLOGIC					
0915	Innovative next generation trade technology and data revolution: Discussing the impact on customs, compliance and trade facilitation How is technology impacting customs agencies in driving their modernisation programmes? Designing systems and processes to utilise trade data analytics to tackle fraud & risk, detect collusion in supply chain entities, prevent revenue leakage and promote legitimate trade Technology and data as an enabler for successful coordinated border management ambition Big data, predictive analytics, drones, 3D printing and blockchain - Discussing the trends, threats, opportunities, challenges and the future Moderator: JONATHAN KOH, Senior Director, CRIMSONLOGIC Panellists: JOHN P. LEONARD, Customs Attaché, Singapore, U.S. CUSTOMS AND BORDER PROTECTION PROF, DR. MARK GOH, Director (Industry Research), LOGISTICS INSTITUTE-ASIA PACIFIC, NUS DR, OLIVER PELTZER, Vice Chair, Policy Commission on Customs & Trade Facilitation, INTERNATIONAL CHAMBER OF COMMERCE DONG JIN KIM, Chief of Customs & Trade Team, Corporate Logistics Operation Division, RENAULT SAMSUNG MOTORS					
1030	Morning Refreshments & Networking					
1100	Interactive Panel Discussion 6 Trade Facilitation and the Single Window Implementation: Promoting national trade efficiency, expanding global trading activities and improving international competitiveness Key considerations: IT infrastructure, capacity building, leadership, legal matters, challenges in conversion and change management activities etc What are the costs involved in SW implementation? Establishing public-private partnerships (PPPs) to mitigate risk and ensure success Moderator: CHRISTER ANDERSSON, Global Manager ICT, KGH BORDER SERVICES Panellists: JONATHAN KOH, Senior Director, CRIMSONLOGIC TADATSUGU (TONI) MATSUDAIRA, Director for Regional Cooperation, Customs and Tariff Bureau, JAPAN MINISTRY OF FINANCE (JAPAN CUSTOMS) DR. WAEIL SAID, e-Government Portfolio Director, ICTQATAR/MALOMATIA					
1215	Networking Lunch					
1315	Interactive Panel Discussion 7 Identifying the opportunities and challenges posed by e-commerce to customs agencies, governments and organisations Identifying new risk scenarios, threats to revenue and to the security of the supply chain – implications to customs agencies and businesses Overcoming the tension between two desirables—securing borders through adaptation of security frameworks whilst facilitating small business trade in an increasingly digital world Developing strategic partnerships with major online platforms to enable the use of risk-targeting and analytics in e-commerce Suggestions and proposals to secure and encourage small business and online trade whilst protecting revenue and competitiveness Moderator: RAYMOND YEE, Vice President Customs & Regulatory Affairs Asia Pacific, DHL EXPRESS Panellists: ALESSANDRO DURI, Regional Operations Director, ZALORA SOUTHEAST ASIA HWEE CHONG LOK, Director Trade and Customs Compliance, Asia, STMICROELECTRONICS JAMES CHANG, Co-Founder & Group Chief Crossborder Officer, LAZADA GROUP					
1430	Afternoon Refreshments & Networking					
1500	Interactive Panel Discussion 8 Brexit and Trump Presidency: Implications and opportunities on global trade, economic and policy outlook Highlighting the challenges and opportunities for businesses with regards to movement of goods and services across borders Implications of new tariffs and nontariff barriers on global import, export and supply chains Impacts on other keys areas: impact on manufacturing, production, warehouse and distribution footprints of companies Rethinking "globalisation" - where do we go from here? Moderator: JONG WOO KANG, Principal Economist, Economic Research and Regional Cooperation Department, ASIAN DEVELOPMENT BANK (ADB) Panellists: BRUNO JULIEN-MALVY, Head of Economic & Trade Section, EUROPEAN COMMISSION DR. DEBORAH ELMS, Executive Director, ASIAN TRADE CENTRE EUGENE LIM, Principal, Head of Tax & Trade (Singapore), Head of Trade & Commerce (Asia Pacific), BAKER & MCKENZIE.WONG & LEOW					
1615	Chairperson's Closing Day 2 JONATHAN KOH, Senior Director, CRIMSONLOGIC					



DAY 3, WEDNESDAY, 26th April 2017

GTDW Capacity Building Master Class

NEW DIGITAL BORDERS Customs and Trade as the Future Driver of eGovernment

How to successfully implement technology for the WTO Trade Facilitation Agreement and newinformation management technologies of the Customs and Trade Future

- What is a Single Window?
- Is it time for Trusted Trade Lanes?
- Will Supply Chain Security ever become a reality?
- What is the next generation of Customs and Trade technology?
- How can big data, cloud solutions and blockchain technology become a useful part of our everyday business?

A workshop presented by:

- · LARS KARLSSON, President, KGH BORDER SERVICES, Managing Director, **GLOBAL CONSULTING KGH**
- JONAS LIND, Chief Executive Officer, SILVERTECH GLOBAL
- CHRISTER ANDERSSON, Global Manager ICT, KGH BORDER SERVICES

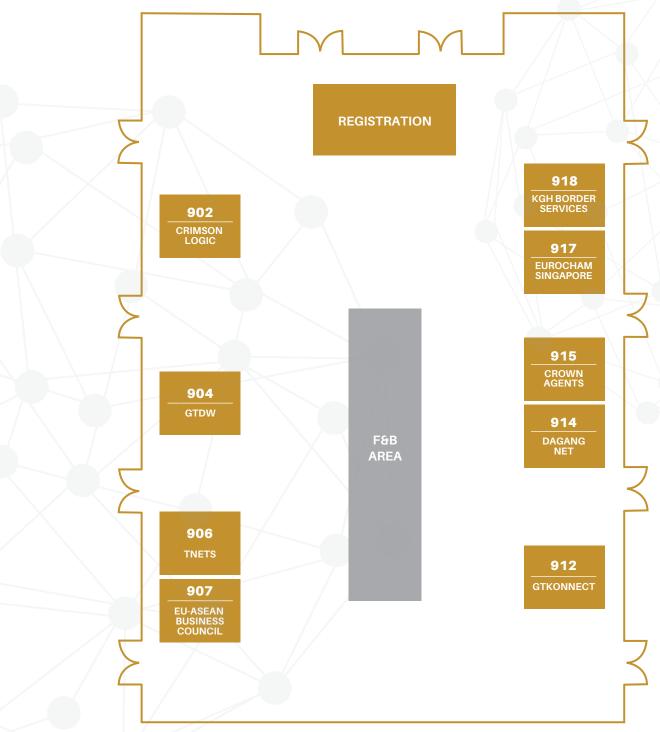
MASTER CLASS AGENDA

1000	Master Class Starts				
1100	Morning Refreshments & Networking				
1130	Master Class Resumes				
1230	Networking Lunch				
1330	Master Class Resumes				
1500	End of Master Class				
	Afternoon Refreshments & Networking				
1530	GTDW 9.0 Official Programme Closes				



FLOOR PLAN





STANDARD TABLE TOP EXHIBITION

USD 6,000

includes:

- 2 delegate passes
- 1 table top exhibition area
 2 chairs

(LIMITED FINAL STANDS)



GTDW Sponsorship Rates 2017 EDITIONS

	GTDW INTERNATIONAL EDITIONS JAKARTA SINGAPORE LONDON	GTDW ANNUAL EDITION DUBAI UAE
Lead Sponsor	USD 80,000	USD 95,000
Titanium	USD 55,000	USD 62,500
Platinum	USD 40,000	USD 45,000
Gold	USD 25,000	USD 30,000
Silver	USD 15,000	USD 18,500

Sponsorship Benefits

	Lead Sponsor	Titanium	Platinum	Gold	Silver
Exhibition Table Area	✓	*	4	1	
GTDW Topic Sponsor	✓	✓	√	✓	//
Corporate Presentation (Limited basis)	✓ Day 1	Day 1	√ Day 1	Day 1	√ Day 1
Panel Moderator	✓	Х	X	X	X
Panel PArticipant	X		1	-	✓
Delegate List	✓		✓	✓	X
No. of Conference Tickets	15	12	8	5	2

Add On's

	Lead Sponsor	Titanium	Platinum	Gold	Silver
Welcome Reception Host	✓	USD \$ 25,000	USD \$ 25,000	USD \$ 25,000	USD \$ 25,000
Delegate List	✓	✓	1	✓	USD \$ 5,000
Wish List (for business matching)	✓	✓	√	Y	USD \$ 3,000
Logo on Collaterals	✓	√	√	USD \$ 3,000	USD \$ 3,000
Lanyard Sponsor	USD \$ 3,000	USD \$ 3,000	USD \$ 3,000	USD \$ 3,000	USD \$ 3,000
Bag Sponsor	USD \$ 3,000	USD \$ 3,000	USD \$ 3,000	USD \$ 3,000	USD \$ 3,000
Advertisement - Full page	USD \$ 2,000	USD \$ 2,000	USD \$ 2,000	USD \$ 2,000	USD \$ 2,000
Advertisement - Half page	USD \$ 1,000	USD \$ 1,000	USD \$ 1,000	USD \$ 1,000	USD \$ 1,000



Global Trade Development Week 9.0

GTDW Customs, Compliance & Trade Facilitation Summit & Exhibition | Apr 24-26, Singapore

	STANDARD RATE (From March 1st)
GOLD ACCESS Summit, Exhibition & Workshop - Access to all Sessions - Access to all Networking Events - Access to Exhibition Floor - Presentation Slide Decks*	2995 USD
SILVER ACCESS Summit, Exhibition Only - Access to all Summit Sessions - Access to all Networking Events - Access to Exhibition Floor	2595 USD
BRONZE ACCESS Workshop Only - Access to Workshop Sessions Only	995 USD

ATTENDEE DETAILS	COMPANY DETAILS
Name (Dr/Mr/Mrs/Ms):	Company Name:
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mail:	Postcode:
el:	Country:
Mobile Phone:	Tel:
	Fax:
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ob Title:	Company Website:
mail:	AUTHORISATION
el:	Manager Name:
Mobile Phone:	Job Title:
	Email:
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Mobile Phone:	

Submit your registration by globaltrade@kwconfex.com

SPONSORSHIP OPPORTUNITIES

ACCOMMODATION

TERMS & CONDITIONS

Upon the completion and receipt of the registration form, payment is required within 5 working days of the issuance of the invoice. Walk-in delegates with payment will only be admitted on the basis of space availability at the conference and with immediate full payment. Full payment prior to the event is mandatory for attendance.

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

KW Group reserves the right to make any amendments and/or changes to the programme, venue, speaker and/or topics if warranted by circumstances beyond its control.

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BANK / TELEGRAPHIC TRANSFER

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787-102827-9 (For payments in USD)

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KW GROUP SDN BHD (Malaysia)

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GLOBAL TRADE DEVELOPMENT WEEK 2017 EDITIONS

EVENT	DATE	VENUE
GTDW Halal Trade, Manufacturing & Logistics Summit & Exhibition	Feb 27- 28	Jakarta, Indonesia
GTDW Customs, Compliance & Trade Facilitation Summit & Exhibition	Apr 24 - 25	Singapore
GTDW Customs, Compliance & Trade Facilitation Best Practice & Capacity Building Workshops	Apr 26	Singapore
GTDW Trade Finance Summit & Exhibition	July 10-11	Singapore
GTDW Trade Finance Best Practice & Capacity Building Workshops	July 12	Singapore
GTDW Halal Trade, Manufacturing & Logistics Summit & Exhibition	Sep 25-26	London, UK
GTDW Halal Trade, Manufacturing & Logistics Best Practice & Capacity Building Workshops	Sep 27	London, UK

GTDW Trade Development Week Oct 30 - Nov 2, Dubai, UAE

Under Patronage of Minister of Economy, UAE



In Partnership with Federal Customs Authority, UAE



الإسارات المربية التحسدة MINISTRY OF ECONOMY وزارة الافتتحسدة الواقعة الافتتحساء	الهيشة الانصادية للجسارك Federal Customs Authority	
GTDW Trade Technology & Innovation Exhibition Under Patronage of Minister of Economy, UAE UNITED AREA EMIJEATES ووارد الافتان العربية التحمية	Oct 30-Nov 1	Dubai, UAE
GTDW Annual Ministers & Trade Leaders Summit Under Patronage of Minister of Economy, UAE UNITED ARAB EMBATES (الرياة الاهتمامات العربية التعمال المرابعة العمالية التعمال المرابعة العمالية التعمال المرابعة العمالية الم	Oct 30-Nov 1	Dubai, UAE
GTDW Customs, Compliance & Trade Facilitation Summit & Exhibition In Partnership with Federal Customs Authority, UAE	Oct 30-Nov 1	Dubai, UAE
GTDW Trade Finance Summit & Exhibition	Dec 4-5	London, UK
GTDW Trade Finance Best Practice & Capacity Building Workshops	Dec 6	London, UK