



Trade and Supply Chain at Sibos

At the heart of the critical dialogue

Sibos 2010 Amsterdam

25-29 October

What is Sibos?

It is the most important industry event of the year for financial institutions in trade, cash and securities for the last 30 years. With the power to draw over 5,000 participants including financial institutions, corporates, and software and services providers, Sibos is the opportunity to engage with the entire financial services industry.

Trade and Supply Chain at Sibos

This year more than ever, the Sibos agenda reflects the importance of trade and supply chain to the world economy and to Sibos participants.

Who should attend?

- Global trade finance and financial supply chain product managers and sales managers
- e-invoicing product managers
- CFOs, corporate treasurers and purchasing managers
- Service providers in the trade and supply chain finance industry
- Industry consultants

Why attend?

- Share the views and experiences of subject matter experts engaged in thought-provoking debate
- Gain insights and inspiration from enlightened discussion on the key issues of the day
- Network with peers and professionals from the financial services industry
- Visit the Sibos exhibition to discover the latest solutions from application and connectivity vendors

For additional information, please visit www.Sibos2010.com or email supplychain@swift.com

Trade and Supply Chain at Sibos - programme at a glance

Monday 25 October

09:00 - 12:30 BPO (Bank Payment Obligation) Commercialisation Group

Private meeting
By invitation only

16:00 - 17:00 E-invoicing: The need for interoperability between banks and non-bank service providers

Main conference session - Conference room 2

Speakers:

- Paolo Malinverno (Moderator), Research VP, Gartner
- André Casterman, Head of Trade & Supply Chain, SWIFT
- Bo Harald, Head of Executive Advisors, Chair of the EU commission e-invoice expert group
- Steve Keifer, Global Head of Industry & Product Marketing, GXS
- Javier Santamaria, Assistant General Manager, Banco Santander

Tuesday 26 October

09:00 - 10:00 Practical finance in an open account world

Main conference session - Conference room 2

Speakers:

- Alexander Malaket (Moderator), CITP, President, OPUS Advisory Services International Inc.
 - Daisuke Kamai, Trade Business Division, Bank of Tokyo-Mitsubishi UFJ
 - Karin Mathebula, Director: Head of Product, Corporate and Investment Banking, Standard Bank of South Africa
 - Michael McDonough, Managing Director & Head of Product Management for Trade Services, BNY Mellon
 - Lakshmanan Sankaran, Head of Trade Sales & Services, Commercial Bank of Dubai
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13:00 - 13:45 How are banks and corporates working together to ensure supply chain efficiency?

Bank Payment Obligation - Case studies

SWIFT Auditorium session - SWIFT stand

Speakers:

- Connie Leung (Moderator), Head, Trade & Supply Chain Markets, Asia Pacific, SWIFT
 - Xiong Yuanmeng, Senior Manager, The Bank of China
 - Daisuke Kamai, Manager, Trade Business Division, The Bank of Tokyo Mitsubishi UFJ
 - Alicia Say, Corporate Planning & Business Development Manager, TradeVan
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16:00 - 17:00 Optimising working capital efficiency: The integration of cash and trade

Main conference session - Conference room 2

Speakers:

- Enrico Camerinelli (Moderator), Senior Analyst Europe, Aite Group
 - Etienne Bernard, Head of GTS Eurozone, The Royal Bank of Scotland
 - Herbert Broens, Head of Export Department, Bayer AG
 - Diane Quinn, Managing Director, J.P.Morgan
 - C.J. Wimley, EVP, Corporate Solutions, SunGard
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17:15 - 18:00 The power of Business Analytics

Including our Trade Business Intelligence product

SWIFT Auditorium session - SWIFT stand

18:00 Corporate and Supply Chain Cocktail

By registration

Trade and Supply Chain at Sibos - programme at a glance

Wednesday 27 October

09:00 - 09:45 Where's my invoice? The challenges and benefits of automation

Forum for corporates - Community 1

Speakers:

- Christiaan van der Valk (Moderator), CEO, Trustweaver
- Johanna Andersen, Vice President, Nordic Head of Payment & Collection Services, Nordea
- Pirjo Ovaska, E-invoicing Co-ordinator, Global Finance Service Center, Stora Enso
- Jonathan Richman, Global Product Head, Trade and Financial Supply Chain, Global Transaction Banking, Deutsche Bank
- Garry Young, Director, Saas & Corporate Services, Global Products Business, Logica

09:00 - 10:00 Financing of trade: Is Basel faulty?

Main conference session - - Conference room 3

Speakers:

- David Gustin (Moderator), President, Global Business Intelligence
- Marc Auboin, Economic Counselor, WTO
- Stuart Nivison, Head of Trade & Supply Chain Europe, HSBC
- Bruce Proctor, Global Supply Chain and Trade Executive, Bank of America Merrill Lynch
- Dan Taylor, President and Chief Operating Officer, BAFT-IFSA

12:30 - 13:30 The Bank Payment Obligation (BPO) in trade hosted by Trade & Forfaiting Review

Interactive workshop - Interactive workspace

Speakers:

- Xiong Yuanmeng, Senior Manager, The Bank of China
- Alexander Malaket, President, Opus Advisory
- Marcus Hughes, Director of Global Marketing, Bottomline.
- Olivier Berthier, Solutions Director, Transaction Banking, Misys
- Sharyn Trainor, Director, Product Management, Deutsche Bank (tbc)
- Murray McGuire, Director, Trade Finance, Bank of Montreal

14:00 - 15:30 Financing of trade: Is Basel faulty? hosted by Global Trade Review

Interactive workshop - Interactive workspace

Speakers:

- David Gustin (Moderator), President, Global Business Intelligence
- Howard Bascom, Managing Director & Head of Global Trade Finance Services, BNY Mellon
- Megan McDonald, Director Head: Structured Trade and Commodity Finance (SA), Standard Bank of South Africa
- Dan Taylor, President and Chief Operating Officer, BAFT-IFSA
- Hugo Verschoeren, Senior Product Manager, ING
- Bruce Proctor, Global Supply Chain & Trade Executive, Bank of America Merrill Lynch

15:30 - 16:20 Corporate classroom - Interactive workshop part 3: Trade and Supply Chain

Forum for corporates - Community 1

Alcatel-Lucent, DOS Dialog orientierte Software GmbH, and Crédit Agricole work together to bring Alcatel-Lucent's Guarantees onto SWIFT

Speakers:

- André Casterman, Head of Trade & Supply Chain, SWIFT
- Patrick Boiteau, Product Manager Trade and Supply Chain, Crédit Agricole
- Uwe Grabenhorst, Corporate Treasurer, Alcatel-Lucent Germany
- Detlef Lietfien, Product Director, Surecomp DOS GmbH

Trade and supply chain at Sibos - programme at a glance

17:00 – 17:45 Practical case study for Trade for Corporates

SWIFT Auditorium session - SWIFT stand

Metsa Finance, Nordea and GlobalTrade Corporation work together to streamline data exchange for export LCs from Europe

Speakers:

- Urs Kern, Senior Market Expert, Trade and Supply Chain, SWIFT
- Kimmo Helle, Vice President, Treasury Development, Metsa Group Financial Services Oy
- Claus Asbjorn Stehr, Head of Trade and Project Finance, Nordea
- Nick Pachnev, CTO, GlobalTrade Corporation

Thursday 28 October

09:00 – 09:45 Increasing e-invoicing network reach through SWIFT – banks and non-banks joining forces

SWIFT Auditorium session - SWIFT stand

Speakers:

- Markus Hautala, Director, Tieto
- Ifor Williams, SVP, Fundtech FSC
- André Casterman, Head of Trade & Supply Chain, SWIFT



All day, every day

Visit the SWIFT stand to meet with your SWIFT relationship manager and attend demos of our Trade Business Intelligence products..