

EuroFinance<sup>7</sup>

# International Treasury Forum

The next phase for treasury in Asia

16 May 2019 | Grand Hyatt, Singapore

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# The next phase for treasury in Asia

## Overview

Join us in May 2019 where we will be bringing together senior professionals from key corporates, financial institutions and solution providers to help answer the question and give direction on the next phase for treasury in Asia.

Highly interactive, the event will comprise of panel debates, keynote addresses, case studies and workshops to uncover growth opportunities and look at appropriate treasury structures for the future.

## Who should attend?

- Corporate treasurers, CFOs and finance directors who want to know the latest international best practice
- Banks, financial institutions and system providers who want to meet with treasury decision makers and better understand their needs
- Financial technology companies that offer payment, working capital, supply chain, risk, FX, asset management and funding solutions
- Relevant consultancy and legal professionals

## Why attend?

- Hear practical case studies offering solutions from corporate treasurers
- Network with an unrivaled senior audience
- Learn about the latest technologies for treasury functions
- Benchmark your operations with treasurers from all industries
- Benefit from our proven track record of predicting future trends



## Key themes for 2019

How does today's treasurer cope with the current super storm of risk, build a smarter treasury and keep on top of innovation?

### • The rise of Asianisation

Trade wars are making the region more cohesive and growth predictions remain optimistic; China is becoming less important to MNC strategies – how can companies capitalize on development in the region?

### • Regulation

How to work with the regulators to gain competitive advantage

### • Treasury structures

A look at three different companies and how they are developing flexible liquidity and other treasury structures for the region as the world continues its path of regulatory change in an unstable environment. What are the right risk, liquidity and cash structures for the region? How can they add value to the business?

### • Business model disruption

Business model disruption can give treasury an opportunity to add value – we will explore how

### • Treasury talent for the future

What will it take and how should you adapt?

### • Technology as a differentiator

RPA, APIs, AI are all offering companies real opportunities to gain competitive advantage. We showcase first movers who have adopted leading edge technology in order to partner with their business. Learn how treasury can be the caretaker of new tech to employ customized digital solutions

**9:00 Chair's welcome and opening remarks**

**Simon Jones, Independent Treasury Consultant**

**9:10 A rebalancing act? Asia's next two years**

Slowing growth in China coupled with US-China tariff battles will affect not just the overall rate of growth in Asia but also the sectors and countries in which it occurs. Companies operating in the region have already found China difficult; the US position makes China an even more problematic marketplace. Exporters to China, like Japan, South Korea, Taiwan, Singapore, may suffer too. Complex regional supply chains could be disrupted. Against the backdrop of this already complicated situation, there is the Chinese expansionary response, with the government promising "proactive fiscal policy", lower oil prices and elections in key markets. So, what does all this mean for businesses operating in Asia and for their treasurers?

**Simon Baptist, Chief Economist, MD, Asia, Economist Intelligence Unit, Singapore**

**9:40 How business disruption and digital change can lead treasury to deliver value-added**

Business model disruption is a multi-factor problem. External changes in customer expectations force changes in product offering, distribution channels, payment options, and so sales and marketing processes, but they also affect core technology across the company and as data becomes both vital intelligence and a monetizable asset, data management and analytical skills become critical. Across the entire business, these companies are undergoing transformation. Treasury is not immune to this disruption and can actually help to deliver real value-add. But digitalisation doesn't just mean robotics, AI and machine learning. For treasury it doesn't just mean real-time payments, digital wallets and tech savvy solutions. It means all round change: from the ways of working globally to the tools that are internally used to collaborate and the very culture of the organization. This panel will report on their experiences..

**Stephen Hogan, VP RTC Asia Pacific, Corporate Finance, Deutsche Post DHL**

**Abel Martins Alexandre, Head of Commercial Treasury, Rio Tinto**

**10:20 Refreshment break**

**11:00 Making the case for treasury**

According to one treasurer, regulation is "the bread and butter business of treasury in Asia" and that notifications can sometimes be on a daily basis. It is therefore critical for treasurers to build close relationships with regulators in order to help all parties achieve their objectives. Treasurers can help regulators construct regimes that preserve their values and yet provide the economic growth their countries need. But how can firms do this in practice? How can treasurers maintain lines of communication with regulators while designing their country-by-country structures? How can they try to have these structures adopted regionally and not just locally? And what practical pros and cons arise when treasurers run pilots in conjunction with regulators?

**Seng Ti Goh, General Manager, Finance & Administration, Isuzu Motors Asia**

**11:40 Easing cross-border hurdles**

Many treasurers believe that China's regulations around cross-border transactions are extremely strict and it is therefore impossible to set up cross-border pools between China and other Asian markets. The reality is that policies are constantly changing and it has become easier to connect China to your pooling structures and it is possible to run treasury operations efficiently in China. This corporate case study will first look at treasury centre locations in the Asia Pacific and how Singapore fits into a global treasury strategy and why and how you handle other countries in Asia. Finally it will look at the specifics of setting up cross-border RMB pools. Many companies are familiar with cross-border US dollar or euro pools, but this will look at the specifics involved in managing RMB.

**Wang Shao Tuo, Head of Credit and Settlement, PowerChina Asset Management (Singapore) Pte Ltd**

**Christopher Emslie, Asia Regional Treasurer, General Mills**

**Li Wen Long, Division Director, ICBC Head Office**

**12:20 Lunch**

**1:30 Making a real business difference with technology:  
Today's offerings can be game changers**

It is often said that technology is a differentiator. But it may be more accurate to say that people who know how to apply technological innovation to their own particular circumstances are the true differentiator. RPA, APIs, AI and an alphabet soup of new technologies is being developed and hyped by everyone from Fintech start-ups to established platforms. But the key to applying these technologies successfully to a specific business or treasury, is a team that understands how to turn theoretical benefits into implementable, scalable competitive advantage. With banks now looking like tech companies, treasurers must become skilled tech buyers. We showcase three treasuries which have adopted or are evaluating leading-edge technology in order to deliver a true business advantage.

**Rajesh Shroff, CFO – Coal & Head of Finance, Adani Global**

**Nitin Jain, Head of Treasury & Capital Markets, Agropcorp International**

**Vishal Vijay, Head of Business Development, Agropcorp International**

**2:10 Forget the theoretical, focus on the practical when it comes to FinTech**

FinTech is everywhere. Or rather, small start-ups promising to re-invent every financial process you can think of are everywhere. There is a lot of promise but how much is ready to plug and play? And who should you be looking at? What are the security risks involved in these new technologies and how do you evaluate them? We ask a couple of FinTechs to demonstrate their worth for treasury: what pain points are they helping to solve and why treasurers should take a risk on new technology? And we have two treasurers challenging their product: does it meet real treasury needs; will it save costs and improve efficiencies and more importantly, will it be around next year?

**Rohit Goyal, MD, LiquidX**

**Thomas Kang, Head of Global Outreach, M-DAQ**

**Henry Roxas, Head of Trade Finance, R3**

**Wai Yee Choo, Deputy Director, Networked Trade Platform,  
Singapore Customs**

**3:00 Refreshment break**

**3:30 Best practices in cash management in today's world**

This session will open with a brief market outlook against a flat yield curve and a more dovish US macro outlook. Given market conditions, what are the balance sheet plays for a company today? What investment opportunities are available and how is regulation coming to bear on cash practices? What are alternative products companies should be looking at? Also technology is changing cash practices, allowing a much higher degree of automation, efficiency and making liquidity management more streamlined. What should companies be investigating on a technology front. Finally on the environmental, social and governance (ESG) front, how should companies be integrating criteria within their investment policies?

**Abel Martins Alexandre, Head of Commercial Treasury, Rio Tinto**

**Ankit Shah, Executive Director, Goldman Sachs Asset Management**

**4:00 Managing treasury priorities**

One of the key questions for treasurers in 2019 is how to balance the need to prepare for uncertainty with the need to continue to build out the digital core on which a next-generation treasury will be based. How much time should treasurers spend on a revamped ERP versus new-technology tools and platforms in specific areas such as payments or e-Commerce? And to what extent should all of those types of initiative get in line behind contingency planning for the effects of China's slowdown, the US-China tariff battle, rising rates and the complex interplay of global political and regulatory change with Asian economies. Treasury is always about doing more with less, but there are limits to what is possible. In this panel, three treasurers discuss how they are managing their cash, liquidity and risk management. What are their current priorities and what is still left to be done in treasury?

**Christopher Schoeffel, Head of Treasury APAC, Boehringer Ingelheim**

**Christopher Emslie, Asia Regional Treasurer, General Mills**

**Michael Sack, Group Treasurer, GN Store Nord**

**5:00 Adjourn to networking reception**

**6:30 Forum closes**

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## Official lead sponsor



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## Official endorser



The Association of Corporate Treasurers (Singapore), or ACTS is a non-profit organisation 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. As Singapore increasingly becomes a treasury hub, memberships now include other professionals whose treasury activities cover a wide geographical spread. The success of ACTS is attributed significantly to the members' support in promoting the profession. An elected Executive Committee manages its operations and embarks on initiatives to further its objectives.

For further information about ACTS, please visit our website:

[www.act.org.sg](http://www.act.org.sg)

## Sponsorship and exhibition opportunities

There are a limited number of sponsorship and exhibition opportunities available. If you have solutions to offer corporate treasurers and finance directors, then this is the ideal opportunity.

Please contact **Susan Christopherson**:  
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# Key information

## Prices

### Treasury or finance professionals within corporations

Complimentary tickets to this year's International Treasury Forum are available for senior-level corporate treasury professionals. To apply for yours, please follow the link below.

### Financial institutions / system suppliers / consultants / lawyers / accountants

Early bird registration	US \$999
Full registration	US \$1,399

## How to register

Register online at

[www.eurofinance.com/asia](http://www.eurofinance.com/asia)

**EuroFinance**<sup>1</sup>

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International Treasury Forum

## The venue

### Grand Hyatt Singapore

10 Scotts Road, Singapore, Singapore, 228211



The venue offers valet service and on-site self-parking facilities for 500 vehicles, accessible via Scotts Road. Vehicle transfer, metered taxi services and public transit information is all available on their website: [www.hyatt.com](http://www.hyatt.com)

Please quote this code when booking:

**WEB**

## Accommodation

EuroFinance has arranged a special booking offer at Grand Hyatt Singapore for attendees of the International Treasury Forum. Please book via the link on our website.

Please note: Bedrooms in the city are limited and EuroFinance strongly advise that you reserve your hotel accommodation as soon as possible. All bedrooms will be subject to availability at the time of booking and you will need to provide a valid credit card number and EuroFinance registration confirmation number in order to guarantee your reservation.

## Accreditation



Approved for up to **16.3 CTP recertification credits** by the Association for Financial Professionals.



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