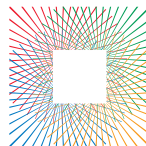


Innovations in Trade Solutions Enabling the supply chain

May 15, 2007
One Whitehall Place
London
United Kingdom



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of **NEW YORK**™

Innovations in Trade Solutions 2007

Tuesday, May 15, 2007

08.45 Registration

09.15 Chairman's opening remarks
Alan Verschoyle-King, Managing Director, The Bank of New York

Finance & the Supply Chain

09.30 Developments in supply chain finance: Setting the context
Alexander R Malaket, Principal, OPUS Advisory Services International

- A viable value proposition around supply chain finance (SCF)
- Developments in the transition: Traditional trade finance to SCF
- Developing products, evolving technology: SCF matures
- SCF and the trade value chain: What next?

10.10 The changing face of the financial supply chain

Dominic Broom, Vice-President, The Bank of New York

- Issues facing corporate treasury and supply chain managers
- Payables and receivables financing solutions
- Technologies that can streamline workflows
- An end-to-end supply chain solution: Pipe-dream or reality?

10.50 Networking break

11.20 Creating a new asset class in trade finance

Stuart Morrison, Chief Executive Officer, EZD Ltd

- Why present day trade finance is restrictive
- What can we learn from the logistics arena?
- The underlying value of goods in transit
- Innovative solutions are key in creating new, rather than alternative, sources of supply chain finance

11.50 Multi-bank solutions for trade services: Ideas becoming reality

Jacob Katsman, Chairman & Chief Executive Officer, GlobalTrade Corporation
Markus Wohlgessaffen, Global Head of Trade Finance & Services, UniCredit Group

- What corporate customers are demanding from their banks
- How are banks responding and what is available from the market?
- HVB's multi-bank platform vs proprietary banks' front end systems
- EADS case study – HVB @GlobalTrade Guarantee Platform solution
- DaimlerChrysler case study: export documentary credit and collection applications



12.30 Lunch

14.00 **Data-triggered finance:
Integration of physical
and financial supply chains**

Keith Cotterill, President,
Bonsai Development

- New technologies such as sensor-based container tracking and Radio Frequency Identification (RFID)
- Profound implications for improved capture of physical events in the supply chain
- Case studies of how this can be integrated into open account and invoice discounting models, as well as goods in transit financing and other asset-based lending scenarios

14.40 **Synchronising the world of
commerce**

Adrian Williams, Strategic Account
Manager, EMEA Region, UPS Supply
Chain Solutions

- How global logistics providers are reacting to the changing landscape of international trade
- What are customers demanding as value-added solutions?
- The importance of time-sensitive and accurate information to the supply chain
- A barometer of European business leaders opinions: A look at the UPS Europe Business Monitor

15.20 **Networking break**

Panel Discussion

15.50 **Integrating trade solutions to
address market needs**

Lars Millberg, Global Head, Trade
Finance, SEB Merchant Banking

Jackie Keogh, Head of Supply
Chain Management, SWIFT

- Barriers to and solutions for supply chain efficiency
- What should exporters expect from banks in the trade services field?
- Practicalities and usage of e-commerce for emerging markets trade

Corporate Viewpoint

16.20 **Supplier financing:
A corporate case study**

Christer Söderström, Manager,
Customer & Supplier Finance, AB
Electrolux

- Drivers for AB Electrolux to introduce supplier financing
- What AB Electrolux expects to achieve
- How the roll-out is done

UCP 600

16.50 **UCP 600: Getting the benefits**

Vincent O'Brien, First Director,
EBSI

- Revision process
- Key changes
- Fast track implementation
- Discrepancy management
- Practical procedures and policy

17.30 **Conclusion of conference
followed by cocktail reception**

Event details at a glance

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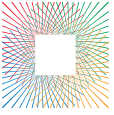
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