



Tradetech Showcase Competition

With the trade finance market seeing a constant stream of new entrants, from invoice financing platforms to blockchain-based technology consortia, this showcase competition will bring various start-ups together for the chance to 'pitch' their business models, strategies and activities to a panel of expert judges. Strong emphasis will be placed on innovation, efficiency and providing greater access to finance, particularly for the underserved SME market.

Who will be the **Tradetech Showcase** champion?





Tradetech Showcase Competition

Welcome to Singapore's inaugural showcase of fintechs for trade!

In collaboration with **GTR**, **GTR Ventures** is honoured to bring you the latest #tradetechs from around the world as these firms solve problem statements in the world of trade and supply chain.

There is no better place to start looking at global trade innovation than from the vantage point of Singapore. APAC treasurers and decision makers for global corporates and trading firms sit here, striking supply chain deals for the region and inking contracts for commodities. As Asia's leading financial centre and fintech hub, over 1,000 financial institutions provide some US\$700bn of trade finance annually. Funding for fintech deals in Singapore hit almost US\$700mn in 2017; and exceeded US\$500mn for H1 2018.

Against this backdrop, today's showcase is where the world's largest trade and treasury community gather and see how they can partner or invest into new technology firms to improve their margins and enhance productivity.

Whether it is about improving financial inclusion for SMEs or making B-to-B payments more efficient, these innovators in trade offer an opportunity to see how your own organisation can adapt to changing trends in an increasingly digital world. If you are an investor, this is an opportunity for you to assess the viability of taking stakes in an evergreen sector that churns globally at US\$18tn. If you are a non-bank, consider integrating with fintechs to create new products to better serve your customers.

Pick your favourites amongst these shortlisted participants, and take a bet! Leave your cards and provide your pointed and honest feedback. Whomever you choose, the real winners are contributors to the ongoing process of co-creation within the trade ecosystem.



Meet the host

Jolyon Ellwood-Russell

Partner, Simmons & Simmons



Jolyon is a Partner at Simmons & Simmons based in Hong Kong and a finance lawyer with a wide variety of experience in banking and finance transactions and in particular is a specialist in Trade, Receivables and Commodity Finance.

With a background in trade and commodity finance coupled with his FinTech experience he is the leading lawyer in electronic trade and payment platforms and tradetech ventures. This includes advances in blockchain, KYC and e-payment systems relating to trade and trade finance in Asia. He also advises funds on the establishment and structuring of crypto funds and on custodian and collateral arrangements of crypto assets. Jolyon is regularly seen in the media on FinTech publications and national newspapers covering crypto and FinTech topics. He is also an Expert Network Mentor for Cyberport. Most recently he has also been recognised as a leading adviser and evangelist for tradetech.

Jolyon is author of Structures & Solutions in Trade Finance which is a guide to over 70 different Trade Finance techniques and products.

GTR Ventures is the world's first venture-building and investment platform specialised in trade and supply chain. Innovative companies in trade and trade finance who join **GTR Ventures** as our partners and portfolio are able to engage the world's most powerful trade finance community, as well as investors who appreciate trade finance as an asset class.



Meet the entrant

SEABURY



Seabury TFX is specialist originator of trade finance. We work with direct corporates and multiple supply chain platforms to provide funding solutions for companies involved with global trade from purchase orders through to payments including inventory and invoices. Our platform leverages big data along and our unique knowledge of supply chain transactions to provide funding solutions and mitigate risk for investors.

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Meet the presenter



Robert Lin

President & Chief Executive Officer,
Seabury Trade Finance Exchange

Mr. Robert Lin serves as Founder and Chief Executive Officer of Seabury Trade Finance Exchange LLC (STFX).

He has more than 20 years of industry experience with a unique background in trade, finance, supply chain and technology as a practitioner and as a service provider. He served as Managing Director of Asia Pacific at TradeCard, Inc, now GTNexus an INFOR Company, where he built the global supplier business to a network of over 25,000 companies.

Mr. Lin spent three years at NewView Technologies. Mr. Lin initially ran the North American West Coast business and then established their first overseas operation in Sydney, Australia and served as General Manager of Australasia. Before NewView, Mr. Lin held senior business development and finance positions in the US, Hong Kong and Taiwan for Omnivision Technologies, Cargill Financial Markets Group and Lupton Steel and Metal. He is a frequent speaker at conferences and events on supply chain and trade finance.

Mr. Lin holds a B.A. in cognitive science from University of California, San Diego and an M.B.A. from University of Southern California.





Meet the entrant



Lucidity is a trade finance solutions provider that is paving the way for greater adoption of digitalized documents in global trade transactions. Lucidity also goes beyond digitalized documents by harnessing the power of machine learning to solve one of the most important challenges surrounding trade documentation - its deep reliance on human experience and comprehension.

Lucidity provides comprehensive automation and digitalization solutions for supply-side documentation, ranging from transaction origination to electronic BL solutions for exporters and traders. Applying our unique and AI-centric technology, Lucidity also explores new automation solutions for trade finance operations within the banking and financial services industry, in order to empower our customers to compete and stay ahead of their competitors in today's increasingly cost-conscious macroenvironment.

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Meet the presenter



John Khaw

Co-Founder & CEO of Lucidity

John Khaw is the co-founder and CEO of Lucidity, an ops-tech startup specializing in automation of trade finance documentation powered by text analytics and natural language technologies.

Prior to Lucidity, he held various roles in trade finance operations in Westpac Banking Corporation, TD Bank and Citibank.

He is also currently a member on the Digitalisation Committee of the Singapore International Chamber of Commerce. John holds a Bachelor of Finance (Hons) from University Utara Malaysia and is currently an MBA candidate with Heriot-Watt University, United Kingdom.

He also holds a Certificate of International Trade and Finance and is a former Certified Documentary Credit Specialist from The London Institute of Banking & Finance.





Meet the entrant



AgriDigital brings trade, finance and traceability into one global digital solution for supply chain from farmer to consumer.

AgriDigital's cloud-based, blockchain enabled commodity management platform makes agricultural supply chains simple, easy and secure. Focussed on the grains and cotton sectors, AgriDigital enables its farmer, trader, buyer, processor and storage operator users to manage all of their contracts, deliveries, inventory, orders, invoices and payments in one place and in real time. We recently launched our first supply chain finance product for cotton growers and are now developing embedded supply chain finance and risk products for the grains industry.

AgriDigital is a leader in the application of blockchain technologies to global agricultural supply chains and in December 2016 facilitated the first sale and settlement of a physical agri-commodity between a farmer and a grain buyer on a blockchain. AgriDigital continues to develop whole of supply chain finance solutions for physical and digital assets.

www.agridigital.io

@Agri_Digital

Meet the presenter

Emma Weston

CEO & Co-Founder, AgriDigital



Emma Weston is the CEO and a Co Founder of AgriDigital, one of Australia's leading emerging agtech and fintech companies. Emma has had a diverse career as a lawyer, agribusiness executive and executive coach. She is mentor to several start ups and founders in Australia and overseas and was recently named one Australia's Top 25 Fintech Influencers and was awarded Female Fintech Leader of the Year and Emerging Fintech Leader of the Year for 2017 by FinTech Australia as well as Female Fintech Leader of the Year at the 2017 Australian Fintech Awards.

A sought after speaker on agtech, fintech, women in tech and blockchain, Emma holds an MBA from the Australian Graduate School of Management, a LLB (Hons) from the University of Melbourne, and a BA from the University of Melbourne. Emma is an active tech community member and advisor to start ups. She is a graduate of the Australian Institute of Company Directors and is a non-executive director of the Australian Digital Commerce Association and Fintech Australia.

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Meet the entrant



Trade Finance Market (TFM) provides liquidity for global trade – especially to Small and Medium sized Enterprises (SMEs) ignored by funding institutions.

TFM connects SMEs with non bank funding sources for receivables, supply chain and long term trade finance - focusing on emerging markets.

The TFM Platform has been operational since 2015 – and is an electronic marketplace for global SME trade finance.

TFM has also developed true decentralized ledger (blockchain) applications for trade finance, including: **Invoice Check** – to stop multiple financing & invoice finance fraud & **Collateral Check** – to stop warehouse receipt fraud.

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Meet the presenter

Raj Uttamchandani

Executive Director, Trade Finance Market



Raj has founded and managed companies in Europe, West Africa and South America and advised the Government of India on trade.

He holds a BSc from The London School of Economics and specializes in identifying legacy systems that can be made more efficient through technology.

He is a recognized advocate on how blockchain can revolutionize trade – and has been invited to present his ideas at conferences globally.



Meet the entrant



Incomlend is a global invoice exchange where exporters from different countries can fund their cross-border receivables by selling them to private investors at a discount. Importers can increase their credit terms to 120 days thanks to Incomlend's Supply chain solutions.

The platform trades in multiple currencies (USD, EUR, SGD, and HKD) and offers an integrated digital receivables discounting solution to both suppliers and buyers across its global supply chain, dynamic discounting and factoring products.

Investors' capital is protected against debtors' credit risk by world leading credit insurers. Funds rotating on the platform are secured on Trust accounts operated by a regulated international Trustee.

Incomlend aims at increasing global financial inclusion for trading companies worldwide. The platform is natively international and constantly expanding its global reach to help Exporters and Importers optimize cash flow through its digital ecosystem technology.

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Meet the presenters

Dimitri Kouchnirenko

Co-founder & Director, Incomlend



Co-founder and Director of Incomlend since 2016, Dimitri Kouchnirenko, has over 18 years of commercial and banking experience.

After graduating from Columbia Business School, Dimitri worked in EU, CEE and Asia for names like L'Oréal, Capgemini and BNP Paribas, where he spent 10 years, including 5 years in Trade Finance in Singapore. Throughout his executive career, Dimitri has successfully introduced new brands to the market and created new business franchises that had later on transformed into multi-million dollar businesses.

Morgan Terigi

Co-founder & Director, Incomlend



Co-founder and Director of Incomlend since 2016, Morgan Terigi, has 19 years of entrepreneurial experience.

With a Mechanical Engineering background and HEC Paris Graduated, Morgan has spent over 15 years organizing and operating import export trades in Asia through various companies that he created. Throughout his business activities, Morgan has been mostly focused on the garment industry and has created financially strong and successful trading SMEs.



Meet the entrant



RM Technology Co., Ltd, a Fintech company setup in China from 2015. The vision of the company is to make SMEs' supply chain finance simple and safe. We collaborate with commercial banks, to provide enterprises and B2B portals with a payment, accounts and settlement platform, while enabling low cost financing.

Our solution – “Bank Account as a Service” have digitized and connected sellers and buyers in B2B marketplaces for their payment and settlement services, while retaining a connectivity to banks. Our solution supports businesses who wish to create a “platform” for their supply chain with full payment and banking services. At the same time, financial service providers enjoy efficient and effective risk management.

Currently we have tested this model in China with multiple customers and in different industries. We are already working with different banks in China. Currently, we are working on a proof-of-concept (POC) with a bank which focuses on imports to China with Supply Chain Finance services inbuilt. We will continue to make Supply Chain Finance simple and safe.

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Meet the presenter

Gideon Ong

Co-Founder, RM-Tech Co



A senior supply chain specialist, Gideon Ong has worked many years in Asia Pacific as both provider and client of supply chain services. He has experience in a wide variety of roles Business Development, Operation, IT, and Strategy Development in firms such as Bayer Material Science, Sinotrans and CITIC Logistics. Innovative by nature and willing to explore new frontiers. Strategic thinker with a strong ability in managing complex situations and environments.

In 2013, Gideon founded a Logistics Fintech Startup within a state-owned-enterprise in China (www.y2t.com). This portal integrated financial services, and insurance into traditional logistics management. This created a totally new logistics finance model that attracted multiple banks in China to give the company joint credit lines in the range of RMB143bn. In 2015, he formed RM-TECH Co Ltd, a Fintech Company headquartered in China, specialising in Supply Chain Payment and Financing.



Meet the judge

John Bugeja

Managing Director, Trade Advisory Network (TAN)



John Bugeja is a highly experienced trade, supply chain and invoice finance specialist with more than 40 years' experience in senior leadership roles with HSBC, NatWest, RBS, Barclays and Lloyds Banking Group.

John is now Managing Director of Trade Advisory Network Limited, a trade, supply chain and invoice finance advisory business delivering product development & innovation, operating model design & implementation, training & education and deal structuring & placement solutions to banks, alternative finance providers, FinTechs, technology service providers and corporates.

Key areas of expertise include origination, risk and governance, product management and development, business development, organisation design, change management, process facilitation, training and management development. John is a regular speaker at trade and supply chain events in Europe, Asia and the Middle East for the ICC, GTR, BCR, Euromoney and other prominent organisations. He is passionate about promoting the development of supply chain finance in all its forms and is a member of the ICC's Banking Commission and actively involved in the trade digitisation work-stream. He is also co-author of the ICC Academy's Advanced Supply Chain Finance online course, a core module of their CTCP programme, and the London Institute of Banking's Certificate in Supply Chain Finance professional qualification.

Meet the judge

Kenny Leung

President & Chief Executive Officer,
Premium Technology



As founder and CEO since its inception in 2001, Kenny has led Premium Technology's growth into a diversified information technology (IT) consulting company, focused on Financial Supply Chain Solutions and Global Trade Finance applications. Kenny, with more than 10 years of banking technology experience, has provided the vision, management, and thought leadership to guide Premium Technology through its growth. Prior to Premium Technology, Kenny co-founded an IT consulting firm in NYC. He also held key IT positions at various Wall Street Investment Banks.

Kenny has an MBA in Finance from Pace University and a B.S. in Electrical Engineering from Polytechnic Institute of New York University of N.Y.



Meet the judge

Joshua Cohen

Managing Director, Financial Institutions, Mitigram



Joshua has a career in banking and finance that spans over 30 years which has included founding the world's number one inter-dealer broker in emerging market bonds and managing the global transaction banking balance sheet for Standard Chartered Bank.

Today, Joshua is the Managing Director of Mitigram, in charge of FI relationships. Mitigram is a FinTech platform in trade finance which has successfully concluded over US\$13bn of trade transactions over the last three years by bringing together corporates and banks in an efficient digital ecosystem.

Joshua also assists other technology companies and includes running product strategy in liquidity management for Intellect Design Arena in his portfolio. Joshua is the author of the ICC Academy's Trade Risk Distribution on-line learning course, and was Chair of the BAFT Liquidity Working Group in the years following the publication of Basel III

Meet the judge

Juliet Zhu

Vice-President, Investment, Fosun RZ Capital SEA



Juliet Zhu heads the Southeast Asian investments of Fosun RZ Capital, the global venture arm of Fosun international.

Fosun RZ Capital has offices across China, US, India, SEA and Africa and has portfolio companies across a wide spectrum of sectors including logistics, finance, travel, lifestyle and education.

Before RZ Capital, Juliet was with Jubilee Capital and Cento Ventures covering investment opportunities in the region. Juliet is a Chartered Financial Analyst with years of experience in wealth management and hedge funds prior to her career in VC.



Tradetech Showcase Competition

Host **Jolyon Ellwood-Russell**, Partner, Simmons & Simmons

Competition entrants

- 11.15 **Robert Lin**, President & Chief Executive Officer, Seabury Trade Finance Exchange
- 11.20 **John Khaw**, Co-Founder & Chief Executive Officer, Lucidity
- 11.45 **Emma Weston**, Founder & Chief Executive Officer, AgriDigital
- 12.10 **Raj Uttamchandani**, Executive Director, Trade Finance Market
- 12.25 **Dimitri Kouchnirenko**, Co-Founder, Incomlend/Morgan Terigi, Co-Founder, Incomlend
- 12.40 **Gideon Ong**, Co-Founder, RM-Tech Co

Judging panel

John Bugeja, Managing Director, Trade Advisory Network (TAN)

Kenny Leung, President & Chief Executive Officer, Premium Technology

Joshua Cohen, Managing Director, Financial Institutions, Mitigram

Juliet Zhu, Vice-President, Investment, Fosun RZ Capital SEA