

**FREE SEMINAR**

# Opportunities in India

around **Global Trade and  
Logistics Management**

**June 6, 2007**

ITC Hotel Grand Maratha  
Sheraton & Towers  
Mumbai, India

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## around Global Trade and Logistics Management

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Mumbai, India

Programme | Wednesday, June 6, 2007

- 09.00 Registration**
- 09.30 Chairman's welcome**  
**Asif Raza**, Head of Asia Pacific Trade and Logistics Management,  
Treasury Services, JPMorgan Chase
- 09.40 Opening remarks: India's growing trade linkages**  
**Dominic Price**, Senior Country Officer, JPMorgan India Private Ltd
- 10.00 Perspectives on economic relations between the  
United States and India**  
**William Klein**, Consul, Political-Economic Affairs,  
United States Consulate General
- 10.30 Using global trade transactions to de-risk business models**  
**Altaf Jiwani**, Chief Financial Officer, Phillips Carbon Black Limited
- Understanding business model/pricing policy
  - Identifying risks
  - De-risking balance sheets using global trade transactions
  - Impact on balance sheet: a case study
- 11.15 Morning networking break**
- 11.35 Indian corporate presentation**  
**D.V.S Suryanarayana**, General Manager Finance,  
**Indian Farmers Fertiliser Cooperative Limited**
- Imports management
  - Trade finance
  - Risk management

**12.20 Lunch**

**13.20 Being prepared for, and managing international trade change in a dynamic environment**

**Bernie Hart**, Global Product Head, Logistics Management Solution, JPMorgan Chase

- Proliferation of bilateral and regional free trade agreements
- Increased trade actions
- Major customs updates and modernisation
- Increased security concerns
- Logistics in India: key challenges
- Low cost country sourcing is a moving target: can you achieve a lasting competitive advantage?

**14.20 Banking panel: Growing the trade business**

**Moderator:**

**Asif Raza**, Head of Asia Pacific Trade and Logistics Management, Treasury Services, JPMorgan Chase

**Panelists:**

**A.R. Sinha**, Head of International Banking, Industrial Development Bank of India, Ltd

**C. VR. Rajendran**, Deputy General Manager, Investments & International Banking Division, Corporation Bank

- How can banks profit from new trade finance solutions and open account flow?
- Role of Indian banks in intra-Asian trade flows: building regional partnerships
- Initiatives to deliver efficiencies in trade processing

**15.20 Structured trade: Innovations and essential drivers**  
**Sonam Kapadia**, Head of India Trade, Treasury Services, JPMorgan Chase

- Choosing the right structured trade solutions
- Key considerations when evaluating a solution
- Relevance of Export Credit Agency solution for Indian corporates

**16.00 Afternoon networking break**

**16.20 Intra-regional comparison of corporate business needs**  
**Jeremy Shaw**, Regional Trade Executive, Treasury Services EMEA, JPMorgan Chase

**17.00 Chairman's closing comments**

**17.10 Cocktail reception & networking**

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