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TRADE FINANCE INVESTOR DAY 2025

10 NOVEMBER | JUMEIRAH CARLTON TOWERS, LONDON

Integrating asset-backed lending in corporate supply chains

EVENT PROGRAMME

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Welcome

We’re thrilled to welcome you to the 3rd edition of the Trade Finance Investor Day.

We curated this year’s agenda specifically for you, with the theme, “Integrating Asset-Backed Lending in Corporate Supply Chains”, reflecting our focus on the rapidly evolving frontiers of embedded finance, digital infrastructure and investor-grade trade assets.

We hope you’ll leave inspired by the conversations and insights, while making those valuable connections that help move trade finance towards greater transparency, scalability and impact.

André Casterman
Chair, TFD Initiative

Getting there

Jumeirah Carlton Towers

1 Cadogan Pl, London SW1X 9PY

By Underground

Knightsbridge Station (Piccadilly Line) – 5 minutes' walk
Sloane Square Station (District & Circle Lines) – 10 minutes' walk

By Train

London Victoria – 10 minutes by taxi or public transport
London Paddington – 20 minutes by taxi or via Circle Line
London St Pancras International (Eurostar) – 25–30 minutes by taxi or via Victoria Line to Green Park, then Piccadilly Line
London Waterloo – 20–25 minutes by taxi or via Jubilee Line to Green Park, then Piccadilly Line

By Car

Valet parking available (fees apply)
Please note: Central London congestion charge zone is in effect

The day at a glance...

8:30 - 9:00AM - REGISTRATION & MORNING NETWORKING

9:00 - 9:15AM - CHAIRMAN'S ADDRESS

9:15 - 9:30AM - KEYNOTE ADDRESS

9:30 - 9:45AM - KEYNOTE ADDRESS

9:45 - 10:30AM - PANEL 1 - EMBEDDING ASSET-BACKED LENDING

10:30 - 11:00AM - COFFEE BREAK

11:00 - 11:30AM - PANEL 2 - TRADE RECEIVABLES SECURITISATION

11:30 - 12:00PM - FIRESIDE CHAT - MARITIME ENERGY

12:00 - 12:30PM - FIRESIDE CHAT - DEFENSE

12:30 - 1:30PM - LUNCH

1:30 - 2:00PM - TF COP TASK FORCE

2:00 - 2:45PM - PANEL 3 - RWA TOKENISATION

2:45 - 3:00PM - PANEL 4 - ADOPTINg LEI & vLEI

3:00 - 3:15PM - COFFEE BREAK

3:15 - 4:00PM - PANEL 5 - NON-BANK LENDERS & TRADE ASSETS

4:00 - 4:15PM - THE WRAP UP

4:15 - 5:00PM - NETWORKING DRINKS RECEPTION

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The topics

Embedding Asset-Backed Finance in B2B E-Commerce and Logistics Platforms
Discover how platforms involved in B2B corporate supply chains enable the integration of asset-backed finance, spotlighting opportunities for non-bank lenders and institutional investors. B2B experts will discuss how financing their trades enhances sales whilst help funders reduce fraud risks. Key topics include leveraging digital trade documents, such as e-bills of lading and e-promissory notes, to unlock capital, the role of data-driven transparency and transaction traceability in risk mitigation, and the importance of a compliance-by-design approach to stay ahead of regulatory requirements.

Unlocking a Premier Trade Finance Asset Class: Maritime Energy for Institutional Investors
In today's dynamic global trade landscape, institutional investors are increasingly seeking diversified, high-conviction opportunities that blend resilient cash flows with embedded risk safeguards. Enter maritime energy — a $200 billion powerhouse segment ripe for strategic allocation, where open-account credit underpins 80% of transactions, offering yields that outpace traditional fixed income while maintaining investment-grade stability. The fireside chat will offer actionable insights on how bunkering trades — fuelling the world's shipping fleets — deliver consistent returns, backed by collateralised receivables and short-duration cycles that minimise exposure to macroeconomic swings.

Unlocking Institutional Capital for Strategic Defence, Security and Resilience: Insights on DSR Bank
For sovereign funds and asset managers, DSRB opens access to high-impact, low-volatility sectors previously off-limits, backed by policy guarantees that automate risk transfer—much like asset-backed securitisation in trade receivables. It connects lenders directly to capital markets by enabling commercial banks to fund defence SMEs, fostering scalable distribution of yield-bearing opportunities while optimizing risk-reward profiles for institutional allocators.

Trade Receivables Securitisation – A Seller's Perspective
The session will feature a global trade originator sharing a firsthand testimonial on the practical application and advantages of securitizing trade receivables, highlighting how this financial tool can enhance liquidity and manage cash flow for sellers. The session will delve into the granular details of the process, exploring how it allows for the bundling and sale of receivables to investors, thereby reducing credit risk and unlocking working capital, particularly for SMEs. Attendees will gain insights into real-world implementation, the flexibility of structuring deals, and the potential to optimize trade finance operations in a competitive market.

TF COP: MDBs De-Risking SME Trade Finance for Institutional Investors
Explore how multilateral development banks (MDBs) amplify de-risking to unlock capital markets for SMEs in emerging markets. Spotlight collaborative frameworks uniting MDBs, originators, and investors via structured securitisation and credit solutions tailored to risk-reward profiles. Gain actionable strategies to optimize risk transfer, attract asset managers to high-yield trade assets, connect SME lenders to institutional capital, and drive sustainable growth through automated distribution models.

Raising Working Capital through RWA Tokenisation and Distribution of Yield-Bearing Tokens
In 2025, real-world asset (RWA) tokenisation has moved from concept to large-scale institutional adoption. What was once a niche innovation is now one of the fastest-growing segments in digital finance. Tokenisation, the process of converting physical or financial assets into blockchain-based tokens, offers unprecedented liquidity, transparency, and efficiency. Dive into how platforms like 129Knots, Archax, and Kasu Finance tokenise trade receivables into fractional, yield-bearing tokens. Experts unpack blockchain-driven origination-to-distribution, smart contract risk mitigation, and strategies to draw asset managers through tranching.

Adopting The LEI And vLEI to Protect Against Fraud Across Web2 And Web3 Use Cases
In an era where digital fraud poses increasing risks across both Web2 and Web3 ecosystems, the verifiable Legal Entity Identifier (vLEI) emerges as a transformative solution for ensuring trust, transparency, and security. Discover how the vLEI, a cryptographically secure and globally recognized digital credential, empowers organizations to combat fraud in use cases ranging from traditional e-commerce and supply chain verification to decentralized finance (DeFi) and tokenized asset management. By leveraging the vLEI's robust identity framework, businesses can enhance authentication, streamline compliance, and protect against identity spoofing and financial crime, bridging the gap between centralized and decentralized platforms. Join us to discover practical strategies for adopting the vLEI, real-world applications, and its role in fostering a secure digital economy for global corporations.

How Can Non-Bank Lenders Convince Institutional Investors to Grow Allocations To Trade Assets?
This panel debate examines strategies for non-bank lenders to attract institutional investors to increase allocations to trade finance assets. Featuring non-bank originators and asset managers, the session will explore how transparency, standardisation, and technology enhance the appeal of trade assets. Panelists will discuss leveraging data-driven risk assessment, the originate-and-distribute model, and innovative structures like securitization and tranching to boost investor confidence. Key topics include showcasing low default rates, short-term yields, and the role of multilateral development banks. Join us to learn how non-bank lenders can unlock institutional capital for trade finance.

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INVESTOR DAY 2025

The speakers


André Casterman
TFD Initiative


Suresh Hegde
Goldman Sachs AM


Sean Hanafin
Silver Birch Group


Shruti Khandelwal
Tradeteq


Keith O'Callaghan
Archax


Duarte Pedreira
Crown Agents Bank


Deya Innab
Eastnets


Boris Redfern
Kasu Finance


Brig. Robbie Boyd
DSR Bank


Mahdi Yazdizadeh
Ereele Capital


Julien Braun
Carmentis


Claudia Dos Santos
MUFG


Vikash Dhanuka
Sing Fuels


Vinod Parma
Vayana


Nuria Vegas
GLEIF


Nicholas Demetriou
ICE Digital Trade


Alla Papaika
Done


Kshitij Dhanuka
129Knots


Caelan Perez
MUFG


Merisa Lee Gimpel
Digital Trade Works


Ernesto Vila
Capital4Trade


Harsha Mehta
Citibank


Mark Abrams
Trade Finance Global


Claudia Lopes
Crown Agents Bank


Deepesh Patel
Trade Treasury Payments


Doris Kononowicz
TFD Initiative

Agenda

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8:30 - 9:00AM
Registration & Morning Networking

9:00 - 9:15AM
Welcome Address
Andre Casterman Chair, TFD Initiative

9:15 - 9:30AM
CAPITAL MARKET KEY NOTE

9:30 - 9:45AM
Keynote: Financing Working Capital and Inventory in an Era of Bank De-Risking
Sean Hanafin CEO, Silver Birch Group

9:45 - 10:30AM
Embedding asset-backed lending into e-commerce and logistics platforms

MOD: Claudia Lopes Head of Syndication and Distribution, Crown Agents Bank

Ernesto Vila
CEO Capital4Trade

Nicholas Demetriou
Growth Director, ICE Digital Trade

Deya Innab
Deputy CEO, Eastnets

Alla Papaika
Head of Investments, DONE

10:30 - 11:00AM
Coffee Break

11:00 - 11:30AM
Unlocking a Premier Trade Finance Asset Class: Maritime Energy for Institutional Investors

MOD: **Merisa Lee Gimpel**
Founder & MD
Digital Trade Works

Vikash Dhanuka
CEO, Sing Fuels

11:30 - 12:00PM
Accessing a new trade investment class: Defense

MOD: Doris Kononowicz
CMO, TFD Initiative

Brigadier Bobbie Boyd
Snr. Military Policy Adviser, DSRB

12:00 - 12:30PM
Trade Receivables Securitisation – A seller's perspective

MOD: Mark Abrams MD, Global Head of Trade & Receivables Finance, Trade Finance Global

Claudia Dos Santos
Growth Director, MUFG

Shruti Khandelwal
Head of Business Development & Investment Ops, Tradeteq

Caelan Perez Director
Corporate Sector Lead, MUFG

12:30 - 1:30PM
Networking Lunch

12:15 - 12:30PM
TF COP Task Force – Strengthening the Impact of Multilateral Development Banks in Unlocking Capital Markets for SME Financing.
Duarte Pedreira Global Head of Trade & Working Capital Finance, Crown Agents Bank

1:30 - 2:15PM
Raising Working Capital through RWA Tokenisation and Distribution of Yield-Bearing Tokens

MOD: Deepesh Patel
Managing Director,
Trade Treasury Payments

Kshitij Dhanuka
Lead Strategist, Digital Trade & Asset Structuring, 129Knots

Boris Redfern
Head of Markets and Growth, Kasu Finance

Keith O'Callaghan
CEO, Archax Capital

2:30 - 3:00PM
Adopting the LEI and vLEI to protect against fraud across web2 and web3 use cases

MOD: André Casterman
Chair, TFD Initiative

Julien Braun
Founder & CEO,
Carmentis

Nuria Vegas
Head of Business Development
LatAM Region, GLEIF

3:00 - 3:15PM
Coffee Break

3:15 - 4:00PM
How Can Non-Bank Lenders Convince Institutional Investors to Grow Allocations to Trade Assets?

MOD: Harsha Mehta
EMEA Trade Asset Distribution Treasury and Trade Solutions
CitiBank

Suresh Hegde
Head of Global Receivables,
Asset Finance,
Goldman Sachs AM

Mahdi Yazdizadeh
Founder & CEO, Ereele Capital

Vinod Parmar
CFO, Vayana

4:00 - 4:15PM
The Wrap Up

André Casterman
Chair, TFD Initiative

Doris Kononowicz
CMO, TFD Initiative

4:15 - 5:00PM
Networking Drinks Reception

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EREELE CAPITAL

IRONSHARP CAPITAL

TRADETEQ

eastnets

Silver Birch

MUFG

Capital4Trade network

CONVERGENCE

ice

GLEIF

TRADE FINANCE GLOBAL

GTR Global Trade Review

TRADE TREASURY PAYMENTS

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Join the TFD Initiative

At the heart of the Trade Finance Distribution Initiative (TFDi) is the belief that no single actor can bridge the global trade finance gap alone. The Investor Day was created with this in mind, as a dedicated institutional network and melting point not only for our 140+ members, but for the wider trade finance community united in the mission to make this asset class more scalable and investable.

This year alone, we've proudly welcomed over 40 new members into the Initiative, each bringing unique expertise and perspectives. We're excited to collaborate with them — and with all of you — to strengthen engagement, elevate purpose, and unlock new opportunities across this ecosystem.

It is in this spirit that we are honoured to host this third edition of the Investor Day, that hopefully underscores the collective ambition of our community, and provides a platform for ideas, innovation, and collaboration to take root and flourish.

We'd also like to extend heartfelt thanks to our event sponsors, media partners, and supporters, whose commitment grease the wheels and makes our gatherings possible.

I look forward to learning, debating, and building together.

Doris Kononowicz
CMO, TFD Initiative

View all members

TFD initiative

www.tradefinancedistribution.com

Get in touch

Member Registration & Partnerships

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2026 Sponsorship enquiries

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