



TFD initiative  
**TRADE FINANCE**  
INVESTOR DAY **2025**

10 NOVEMBER | JUMEIRAH CARLTON TOWERS, LONDON

---

**Integrating asset-backed lending in corporate  
supply chains**

**EVENT PROGRAMME**



# 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 investment-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.

TFD initiative



**André Casterman**  
Chair, TFD Initiative





# Getting there

## Jumeirah Carlton Tower

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 – KEYNOTE – TF COP TASK FORCE

11:30 – 12:00PM – FIRESIDE CHAT – DEFENSE

12:00 – 12:30PM – PANEL 2 – TRADE RECEIVABLES SECURITISATION

## **12:30 – 1:30PM – LUNCH**

1:30 – 2:00PM – PANEL 3 – MARITIME ENERGY

2:00 – 2:45PM – PANEL 4 – RWA TOKENISATION

2:45 – 3:00PM – PANEL 5 – ADOPTING LEI & vLEI

## **3:00 – 3:15PM – COFFEE BREAK**

3:15 – 4:00PM – PANEL 6 – NON-BANK LENDERS & TRADE ASSETS

4:00 – 4:15PM – THE WRAP UP

## **4:15 – 5:00PM – NETWORKING DRINKS RECEPTION**



TFD initiative

# 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.

## **Navigating Compliance: Non-Bank Lenders in Payments and Trade Finance**

This pitch delves into the evolving role of alternative lenders, spotlighting the unique compliance challenges they face in payments and trade finance at cross-border level. Acting as non-bank financial institutions, these new entrants navigate multiple regulatory landscapes, anti-money laundering (AML) requirements, and cross-border trade complexities. The pitch will expand on strategies for balancing innovation with compliance, leveraging new technologies like artificial intelligence.

## **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.

# 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



**Timothy Hoggarth**  
Allianz Trade



**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



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



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



9:15 – 9:30AM  
Keynote: Navigating Compliance: Non-Bank Lenders in Payments and Trade Finance  
**Deya Innab** Deputy CEO, Eastnets



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

**Alla Papaika**  
Head of Investments, DONE

**Nicholas Demetriou**  
Growth Director, ICE Digital Trade



10:30 – 11:00AM  
Coffee Break



11:00 – 11:30AM  
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



11:30 – 12:00PM  
Unlocking Institutional Capital for Strategic Defence, Security and Resilience: The Strategic Imperative of the DSR Bank

**MOD: Doris Kononowicz**  
Chief Marketing Officer, 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



1:30 – 2:00PM  
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

**Timothy Hoggarth**  
Head of Commercial Underwriting  
Allianz Trade



2:00 – 2:45PM  
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



2:45 – 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**  
Group CFO, Vayana



4:00 – 4:15PM  
The Wrap Up

**André Casterman**  
Chair, TFD Initiative



**Doris Kononowicz**  
Chief Marketing Officer, TFD Initiative



4:15 – 5:00PM  
Networking Drinks Reception

THANK YOU TO OUR SPONSORS AND PARTNERS



# 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.

## TFD initiative



**Doris Kononowicz**  
CMO, TFD Initiative

[View all members](#)



# TFD initiative

[www.tradefinancedistribution.com](http://www.tradefinancedistribution.com)

## Get in touch

---

### Member Registration & Partnerships

[info@tradefinancedistribution.com](mailto:info@tradefinancedistribution.com)

### 2026 Sponsorship enquiries

[events@tradefinancedistribution.com](mailto:events@tradefinancedistribution.com)

