

Supply Chain Finance Workshop

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 DHAKA, BANGLADESH

SPEAKERS



Aparna Soni Bhalla

Relationship Manager, ADB Trade and Supply Chain Finance Program



Steven Beck

Head, ADB Trade and Supply Chain Finance Program



Aysen Cetintas

Education Director, FCI



Saadman Khan Nabil

Head, Distributor Finance, BRAC Bank



Sunil Mascarenhas

Relationship Manager, ADB Trade and Supply Chain Finance Program



Kamrul Mehedi

Head Distributor Finance, City Bank



Luthful Arefin Khan

Head of Transaction Banking, Standard Chartered Bank



Raja Debnath

Co-founder, Veeфин Solutions



Abdul Mabud Tushar

Chief Business Officer
TREDX



Neha Noronha

Relationship Manager, ADB Trade and Supply Chain Finance Program



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ABOUT THE SPEAKERS



Aparna Soni Bhalla

Relationship Manager, ADB Trade and Supply Chain Finance Program

With over 17 years of experience in the banking industry, Aparna is a seasoned banker working with Trade and Supply Chain Finance team at ADB. She collaborates with multiple banks across various geographies, to advance the bank's vision to promote and grow supply chain finance. Aparna is currently spearheading the development of supply chain finance in the region.



Steven Beck

Head, ADB Trade and Supply Chain Finance Program

Steven Beck is the head of trade and supply chain finance at the Asian Development Bank (ADB). In his fifteen years at the ADB, he has managed exponential growth of the bank's trade finance business and implemented its first supply-chain finance business.

Steven is on the Governing Board of the Digital Standards Initiative. He is a member of the World Trade Organization (WTO) Working Group for Trade Finance. He has an M.A. from the Fletcher School at Tufts University, USA and a B.A. from Queen's University, Canada.



Aysen Cetintas

Education Director, FCI

Aysen Cetintas is the Education Director of FCI, specialist in receivables finance and speaker at international conferences. She joined FCI in 2008, in charge of FCI's education programmes. Her area of responsibility encompasses implementing the FCI strategy, by giving dedicated focus to the development and implementation of the educational tools for the chain, organising all FCI courses and related workshops/seminars, conducting training events and guiding new members in the process of setting up for the factoring business.

Aysen has 30 years of experience in the factoring and receivables finance industry – business development, client management, risk management and operations - at managerial level in various factoring companies and banks. Between 2006 and 2008 she led several factoring projects as overseeing setting up of new factoring operations (feasibility study, documentation, formulation of operation and credit procedures, conducting training classes) in Ukraine, Russia, Hungary, Romania, Serbia and Czech Republic. Aysen holds a BA degree in Political Science and International Relations from Bosphorus University, Turkey.



Saadman Khan Nabil

Head, Distributor Finance, BRAC Bank

10 years of experience in retail operations management, digital transformation and supply chain finance in FMCG and Banks. Founding member of The City Bank Distributor Finance and also the founding member of BRAC Bank Supply Chain Finance. Have extensive experience in supply chain finance product management, facilitation, sales funneling and market development. Travelled to 40+ districts in Bangladesh to popularize and activate the supply chain finance product to Suppliers, Distributors, Anchors and amongst Bankers. Cracked agreements with many local and multinational conglomerates and have played instrumental role in generating business volume.

A BUP and IBA-DU graduate, having enthusiasm and exuberance in developing new, emerging financial products and propositions and developing 'go to market' strategies to reach to the unbanked and unfinanced clusters.

An animal welfare activist and an environmentalist.

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ABOUT THE SPEAKERS



Sunil Mascarenhas

Relationship Manager, ADB Trade and Supply Chain Finance Program

Sunil is a Senior Investment Specialist - Trade & Supply Chain Finance at the Asian Development Bank. He served as Technical Expert for IFC's Supply Chain Finance Program in Asia, with a specific focus on India, Bangladesh and Vietnam markets. For 13 years, he worked at HSBC and served as Head of Governance, Internal Control and Quality Assurance, Remediation Management Office.



Kamrul Mehedi

City Bank

Kamrul Mehedi started his banking career at BRAC Bank in 2011 after a brief stint with Bangladesh Army. He worked in the SME Division and looked after SME funding and management of non-performing loans, with special focus on strategy implementation and credit risk and recovery. In 2017, he joined The City Bank Limited as Head of Small & Micro Finance Business. After joining in CBL, he drove with many verticals of Small & Micro Finance Businesses. Agent Banking Division is also under his supervision. One of the significant achievements of his career in CBL is, launching Distributor Finance for Small Business segment under his umbrella. It is highly mentionable here that CBL is the market pioneer and leader in Distributor Finance in Bangladesh.

Kamrul secured his MBA from a private university and a Master's Degree in Defense Strategy. He also holds a Graduate Degree in Banking Leadership from Presencing Institute, CoLab, MIT, USA.



Luthful Arefin Khan

Head of Transaction Banking, Standard Chartered Bank

A seasoned Banker and a Trade Finance Specialist with 20 years of solid Banking Experience. Built sound Banking knowledge and strong industry network by working at leading Global Banks. Highly regarded among the peers and seniors both locally & internationally, clients and regulators alike for a dynamic individual with thorough understanding of the products, governance and regulatory Know-how. Was involved in introducing many new Trade Products, Solutions and Structures for the organizations he worked for and the industry.



Raja Debnath

Veefin

In his first avatar, he led Veefin to be the Global No.1 SCF Technology Platform for Banks, Non-banks, Fintechs and Marketplaces.

In his second avatar, he led 1500+ Urban cooperative banks to come together under a single RBI regulated umbrella organization to equip the UCBs to compete in the 21st century.

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ABOUT THE SPEAKERS



Abdul Mabud Tushar

Chief Business Officer
TREDX

Md. Abdul Mabud (Tushar) currently works at TREDX as a Chief Business Officer. TREDX is a first and only invoice auction platform in Bangladesh, which is approved by Bangladesh Bank.

He has over 15 years of professional experience in supply chain finance, including factoring, reverse factoring, work order financing, distributor financing & SME lending.

Prior to TREDX, he worked at IPDC, IDLC and United Finance with a demonstrated history in supply chain finance in Bangladesh. His work spans managing SCF products & team, SCF operation, SME lending, credit risk management and fintech.



Neha Noronha

Relationship Manager, ADB Trade
and Supply Chain Finance Program

Trade and Supply Chain Finance professional with over 15 years of banking experience, in multiple geographies and disciplines.