



**Asia-Pacific
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Speaker Biographies

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**Utilizing Digital Technology in the Field of
Trade Facilitation Under the Current
COVID-19 Pandemic and Beyond: Best-
Practices Sharing Workshop - Trade
Facilitation Through Trade Platforms
11 May 2021**



1st Workshop: Trade Facilitation through Trade Platforms

Speakers

Mr Hirohisa KOJIMA, *Presenter*

President and CEO, TradeWaltz Inc. (Japan)



Mr Hirohisa Kojima is President and CEO at TradeWaltz Inc. He started his career at NTT DATA Corporation in 1988. He has committed to many projects as a manager for financial systems for the Bank of Japan, credit card companies, and leasing businesses. In 2017, with a strong belief in the potential of blockchain, he launched the digital strategy department within NTT DATA and started a trade consortium with 18 trade-related companies in Japan. As a spin-out from Trade Consortium, TradeWaltz Inc was established, and he joined as its President and CEO.

Mr Satoru SOMEYA, *Panelist*

Managing Director and Head of CEO's Office, TradeWaltz Inc. (Japan)



Mr Satoru Someya is Managing Director and Head of CEO's Office at TradeWaltz Inc. He started his career at Mitsubishi Corporation in 2010. He has engaged in projects for global trading systems and supported launching a trading subsidiary. He also has experience as a bridge engineer in India and as an investor in digital startups. In recent years, he has been responsible for digital transformation in business industries at the headquarters of Mitsubishi Corporation, and was sent to TradeWaltz Inc as a Managing Director in 2020. With a strong passion in international activities and blockchain, he served as a Discussion

Coordinator for the Japan-ASEAN Youth Leaders Summit, a cultural exchange program organized by the Cabinet Office for 5 years since 2011, and also served as a lead organizer of the Blockchain 2.0 Meetup Community in 2018.

Ms Alicia SAY, *Presenter and Panelist*

Manager, International Business Center, Trade-Van Information Services Co. (Chinese Taipei), Head of Secretariat, Pan-Asian E-Commerce Alliance



Ms Alicia Say is in charge of international business development and management at Trade-Van Information Services Co., headquartered in Chinese Taipei. With 20 years of experience in cross border digital trade, Alicia has implemented several cross border trade facilitation projects, including the APEC eCO pathfinder project. She is also an active participant in various APEC conferences and other international workshops.

Mr Andrew Balgarnie, *Presenter and Panelist*

Chief Operating Officer, TradeWindow Limited (New Zealand)



Mr Andrew Balgarnie is the Chief Operations Officer for TradeWindow. Andrew is an experienced business strategist, deal maker, and problem solver with a diverse background spanning strategy, banking, corporate finance, and consulting. He has a track record for delivering large complex projects including the procurement of NBN Co's satellite network while based in Melbourne and Sydney. Andrew has a BBS in Accounting, and an MBA from the Australian Graduate School of Management (AGSM) at the University of New South Wales (UNSW).

Mr Tom SPROAT, *Presenter and Panelist*

Senior Director of Network Development, Maersk GTD (TradeLens) (United States)



Mr Tom Sproat is currently the Senior Director of Global Network Development for TradeLens. Tom is a graduate of Maritime College, with previous experience as a third officer on Merchant vessels. Tom brings over 35 years of industry experience, the last 25 of which have been with Maersk Line and P&O Nedlloyd. Tom has held roles in multiple disciplines in the shipping industry, including senior management roles in Terminal and Marine Operations, Customer Service and various IT related projects. Before TradeLens, Tom was the Regional Head of Safmarine – North America where he was responsible for growing the business and improving the customer experience. Prior to that role, Tom was the Head of Global Customer Service for Maersk Line, based in Copenhagen, where he led significant initiatives including implementing several tools and innovations to support the improvements.

Mr Chimdi OBIENU, *Moderator*

Research Analyst, Washington CORE, L.L.C



Mr Chimdi Obienu is a Research Analyst at Washington CORE, where he supports public and private sector partners on a range of policy, business, and technology projects. Chimdi has supported APEC projects in the past, having conducted research for the Environmental Services Action Plan (ESAP) and presented at the 2020 workshop on trade in environmental services. He regularly assists government agencies through studies designed to help modernize public transportation systems, upgrade infrastructure safety regulations, and develop smart city offerings. Chimdi graduated from the University of Chicago with a B.A. in Public Policy Studies and Environmental & Urban Studies. He also worked at the university's Energy & Environment Lab and Energy Policy Institute. Chimdi moved from the UK for college in 2014.