

# THE AMSTERDAM

10TH & 11TH MAY DELAMAR THEATRE



 **MAY 10 & 11 2017**  
DELAMAR THEATER, AMSTERDAM

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# UNCERTAIN TIMES: THE GOOD, THE BAD AND THE UGLY

## TRADE & TREASURY

### TXF IS COMING TO AMSTERDAM

We've been to Munich, Frankfurt and London. Now, TXF: Trade and Treasury is coming to Amsterdam for a knockout show.

2016 threw surprise after surprise at the market – so what can we expect for 2017? Will the industry fully embrace digital tracking tools and electronic documents? Will interest rates continue to rise? Will the regulators make any concessions

for trade finance? Not to mention the political upheavals across the globe...So the question on everybody's lips is: in volatile times, how can you stay ahead of the game?

As well as macroeconomic topics, TXF Amsterdam will bring you two dedicated streams:

#### Trade and Supply Chain Finance

- Tips for bringing financial and physical supply chains closer together
- Is the industry ready for e-documents?
- Will supply chain finance programmes be subject to greater scrutiny from ratings agencies?
- How do the regulators view trade finance?
- What do de-risking trends mean for companies in need of trade finance?
- What new trade routes and flows are emerging?

#### Treasury and cash management

- Focus on risk management, working capital optimisation and new TMS
- Are corporates making the most of cashpooling?
- Guide to going to the capital markets
- Best practice in combatting cyber-fraud

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"There was a broad range of delegates across the sector from traders, banks, lawyers, insurers, insurance brokers and research analysts many of whom have a wealth of knowledge and experience."

—  
- **Julian Belcher, SMBC**

— •• —  
"Great content and innovative approach."

—  
- **Mark Rowland, Gazprom**

— •• —  
"Another benchmarking conference orchestrated by TXF. Great speakers, great content, great venue. Worth every single Euro/Pound"

—  
- **Mario Messerschmidt, AKA Bank**

— •• —  
"Well focused, informative and interactive trade finance event."

—  
- **David O'Rourke, Ornuo Co-operative Bank**

— •• —  
"An excellent mix of practical, learning sessions and "big picture" trade issues."

—  
- **Douglas G. Ziurys, Flmetrix**

— •• —  
"TXF Trade and Treasury 2015 stands out by providing a unique bundle of presentation formats to maintain dialogue and interest"

—  
- **Suresh Advani, Insurecap**



08:30

**Coffee & Networking**

*The full delegate list will be released in advance. Ask us about our networking concierge service to help you set up meetings*

09:00

**Chairman's opening remarks**

**Jonathan Bell**, Editor-in-Chief, *TXF*

**Bitesized Economics: plan your future**

Our keynote economists run through a series of possible eventualities relating to trade flows, government policy and investment. Each of them will try to explain what would happen if:

- ◆ The EU broke up?
- ◆ The USA withdrew from NAFTA?
- ◆ Climate or political events dramatically altered existing supply chains?
- ◆ New trade routes developed?
- ◆ The oil price continued to stagnate?
- ◆ Or the oil price suddenly rose?

Followed by Q&A with the audience

**Rebecca Harding**, CEO, *Equant Analytics*

**From the horse's mouth: Regulators' view**

Your chance to hear from regulators themselves exactly what their plans are for regulations affecting trade and commodity finance and how they view the industry.

Followed by Q&A with the audience

**Audience Response Survey: YOUR views on 2017**

An anonymous, real-time survey on key industry trends. Results will be sent out to delegates with an annotated survey after the conference.

10:45

**Coffee & Networking**

**TRADE & SUPPLY CHAIN**

**TREASURY & CASH MANAGEMENT**

**Following the Chain**

As Supply Chain Finance is more adequately supporting corporates' entry into markets around the world, we ask are we now seeing better harmonisation between physical and financial supply chains? Which new technology is helping to power this?

**Cash pooling**

Are corporates realising the benefits of pooling their cash? How useful do treasurers find it as a liquidity management tools? Are there ways of improving banks' cash pooling offerings? What are the disadvantages and is it always worth it?

**De-risking but not decreasing**

Does the de-risking driven by compliance and regulation necessarily have to mean decreasing financing volumes? Can an optimised "fewer but deeper" approach to correspondent banking, combined with use of trade credit insurance, ensure that there isn't a substantial decrease in the provision of trade finance services?

**TMS Workshop**

Corporates are inundated with choice when it comes to treasury management systems. This workshop session will ask experienced treasurers what they look for in a TMS and how it helps them meet their treasury needs.

13:00

**Networking lunch**

**Industry all play: What if...?**

Drawing on the scenarios outlined in our opening macroeconomic presentation, delegates are split into pre-defined groups to plan the future of the industry. Each group will be given a scenario; their task is to plan how they think it would affect the industry and what they can do to prepare themselves.

15:30

**Coffee & Networking**

**TRADE & SUPPLY CHAIN****TREASURY & CASH MANAGEMENT****Industry duel: The industry isn't ready for e-trade finance docs**

Perhaps the cyber-security risks are too great; the infrastructure of emerging markets not sufficiently sophisticated; or the regulatory requirements too complex. Or are these are all just excuses to avoid embracing change? We'll let you decide...

**Managing Risk**

From FX in a volatile market to liquidity lines, managing risk is a core treasury focus. This open forum allows treasury professionals to share tips on how to stay ahead with best practice risk management strategies.

*Ion Scifos, Group Treasurer, Orange Romania*

**Is it time for a regulatory reassessment of Supply Chain Finance?**

How do regulators and ratings agencies view Supply Chain Finance? Do cases like the recent Abengoa programme highlight a need for greater scrutiny of SCF programmes? When does receivables financing begin to look like debt?

**Keeping your cash safe in the digital age**

Corporate treasurers are consistently naming risk mitigation as a growing part of their remit. In an increasingly digital world, where does cyber-risk play into this, and what strategies are treasurers employing to prevent cyberfraud and mitigate damage?

**How could THAT pass compliance?**

In this interactive session, our panel of experts will look at a series of hypothetical deals and discuss the complexities they throw up with regard to Know-Your-Customer (KYC), anti-money laundering (AML) and financial crime issues, sanctions and bribery and corruption other local and global regulatory and compliance issues. The audience will join the panellists in voting on whether they think those deals would – or should – pass their institutions' compliance departments.

**18:00****Cocktail reception & industry dinner**



## DAY 2: 11<sup>TH</sup> MAY



**08:30**    **Coffee & Networking**

**09:00**    **Chairman's opening remarks**

### **Geopolitical risk**

2016 has been almost unprecedented in terms of political risk, from heightened security threats across Europe to conflict in the Middle East. Our panel of experts will give you a region-by-region overview of geopolitical risk, covering MENA, Sub Saharan Africa, Latin America, Asia and CEE/CIS.

**Robert Besseling**, CEO, *ExxAfrica*

### **Building responsible supply chains**

As well as growing consumer pressure for a more ethical supply chain, the business case for sustainable supply chains has never been stronger. How can all parties in a supply chain – from corporates and financiers to regulatory and certification bodies – better collaborate to strengthen transparency and sustainability standards?

**Alfred Evans**, CEO, *Islan Investments*

**10:30**    **Coffee & Networking**

## TRADE & SUPPLY CHAIN FINANCE

## TREASURY & CASH MANAGEMENT

### Data-driven compliance

Efforts are badly needed to align corporates' and banks' expectations for KYC/AML due diligence process in line with one another. To what extent can comprehensive data gathering and analysis aid this process, and what is still to be done?

**Alexander Huetink**, *Business Development Manager, Bureau van Dijk*

### Making the most of capital markets

Capital markets financing is a lucrative option for many companies, allowing them to finance their business while remaining self-sufficient. But how can treasurers make the most of what the capital markets have to offer? How can they access the markets in emerging markets and trickier jurisdictions? And what are the disadvantages of raising capital markets financing?

### What is the Blockchain anyway?

What is a distributed ledger? What are its real-world uses? Are there pitfalls? Including hands-on, practical demonstrations.

**Louis de Bruin**, *Blockchain Leader, Europe, IBM*

### Combatting corporate reservations on cash-piling

In an environment of low (and even, sometimes, negative) interest rates, high-liquidity and limited investment opportunities, treasurers are faced with an unusual dilemma: What to do with all that cash?

### Keeping track

New technologies now allow us to track every aspect of the supply chain – from where a cargo's located, to the precise weight of each container, how it's stored and more. Is the industry making the most of this information? Could it be used to help financiers, for instance, provide more accurate risk assessments on a transaction?

### Best practices in working capital management

An open forum on how to handle risk and increase efficiency: what tools are corporates using to hedge their portfolios? How can tools like supply chain and receivables finance improve cashflow across the supply chain?

13:15

**Chairman's closing remarks & open networking lunch**



## AND NOW FOR SOMETHING COMPLETELY DIFFERENT

Take a quick look at the topics covered by our commodity finance event, also taking place at the DeLaMar on the 10<sup>th</sup>-11<sup>th</sup> May. Your ticket automatically grants you access to both events, so why not mix it up a bit?

- Traders' priorities: Are we operating a two-tier trading system?
- Reimagining commodity trade roles: Who's doing what?
- Is the commodity industry sufficiently transparent?
- Making use of MFIs and DFIs
- Are local banks on the way up?
- Taking risks: alternative financiers

- Relaying the foundations: A creative guide to restructuring
- Expert-led region- and sector-specific roundtables
- What if a top-tier trader failed?
- Comparing regulatory approaches: How do banks deal with KYC and capital requirements?
- Industry duel: De-risking does more bad than good for the industry
- Is CPRI a bright spot in a challenging environment?

**For more detail on these sessions, download our dedicated Natural Resources & Commodity Finance Agenda.**

# Who you'll meet

Take a look at the guest list from past events and get a feel for who you could be meeting this May!



**Title**

**Company**

## **Trade & Treasury**

Key Account Manager	Accuity
Senior Marketing Executive	Accuity
Business Development Director	ACE Software Solutions
Director, Syndications & Agency	African Export-Import Bank
Trade Finance Specialist	AIC Finance
Head of Supply Chain Finance - EMEA	AIG
Trade Finance	AIG
Senior Manager	Airbus
Head of Structured & Syndicated Finance	AKA Bank
Structured Finance	AKA Bank
Finance Manager	Albéa Group
Chairman	Alderley
Associate Director Political Risk & Structured Credit	Aon

Title	Company
Broker	Arthur J. Gallagher
Associate Director of Professional Standards & Learning	Association of Corporate Treasurers
Trade Finance Expert	Bank of America Merrill Lynch
Head of Corporate Banking	Bank of London & Middle East
Associate Director, Trade Finance	Bank of London & Middle East
Head of Legal	Bank of London & Middle East
Head of Trade & Working Capital, EMEA	Barclays Bank
Director	Barclays Bank
Director, Head of Strategy Execution, Markets & Syndication - Trade & Working Capital	Barclays Bank
Director Trade & Working Capital	Barclays Bank
Assistant Vice President, Senior Structurer	BayernLB
Editorial Director	Berlinguer
Deputy Head of STCF	BHF Bank
CEO	BlockLab
Global Head of Supply Chain Management	BNP PARIBAS
Deputy Head Supply Chain Management Group	BNP PARIBAS
Supply Chain Management Group	BNP PARIBAS
Head of Risk Management Commodities	BNP PARIBAS
Group Head - UK, Spain, Portugal - Supply Chain Management Group	BNP PARIBAS
Structurer - Supply Chain Management / Structured Finance / CIB	BNP PARIBAS

Title	Company
Digital Banking Product Manager	BNP PARIBAS
Head of Transaction Banking (Germany, Austria, Switzerland)	BNP PARIBAS
Global Head of Supply Chain Management	BNP PARIBAS
Head of GTS Germany/Austria/Czech Republic	BNP PARIBAS
Supply Chain Management Group	BNP PARIBAS
GTS Senior Trade Manager	BNP PARIBAS
Director IBE Corporates	BNP PARIBAS
Senior Trade Manager	BNP PARIBAS
Vice President - Marketing Manager EMEA - Treasury Services	BNY Mellon
Relationship Officer	BNY Mellon
Business Development	BNY Mellon
Relationship Officer	BNY Mellon
VP, Emerging Technology Market Manager - Treasury Services	BNY Mellon
Co-Chairman SME & Micro Exporters	British Exporters Association
Treasurer	Burton's Biscuit Company
MD	C2FO
EMEA Head Partner & Alliances	C2FO
Advisor	Cambridge Institute for Sustainability Leadership
Director - Distributed Ledger Technology	Cegeka
Vice President and Senior Offering Manager, Trade & Supply Chain Solutions	CGI

Title	Company
Portfolio Manager	Channel capital
Director, Treasury	Cheniere Energy
Head of Credit	Cheniere Energy
Sales Director - EMEA	Chesapeake System Solutions
Global Product Manager, Supply Chain Finance	Citi
Managing Director Trade Head EMEA Global Transaction Services Europe, Middle East & Africa	Citi
Vice President	Citi
MD - Head of Supplier Financing EMEA	Citi
Relationship Manager	Citi
EMEA Sales Treasury and Trade Solutions	Citi
Head of treasury & sales finance	CLAAS KGaA
Partner	Clyde & Co
Latin America Managing Director	Codix
Sales Manager	Codix
Managing Director	Cohen & Company Financial Limited
Senior Manager - International Banking & Syndication	Commercial Bank Of Kuwait (CBK)
Relationship Manager - Corporate Credit	Commercial Bank Of Kuwait (CBK)
Specialist Sales - Trade Finance	Commerzbank
Direktor Local Head Large & Multinational Corporates München	Commerzbank
Head of Product Management Trade & Supply Chain Finance	Commerzbank

Title	Company
Head Product Management Trade Services	Commerzbank
Managing Director	CRX Markets
Head of Capital Markets	CRX Markets
Trade Finance Manager	Czarnikow
ICT Manager	Czarnikow
Corporate Insurance/ Credit & Factoring	Daimler Insurance Services
Managing Director	DBV-X
Business Development	DBV-X
Partner, Global Treasury Advisory Services	Deloitte
Manager	Deloitte
Head of Origination	Deloitte
Chief Executive	Demica
Head of Origination	Demica
Origination Director	Demica
VP Trade Finance	Deutsche Bank
Trade Finance Structuring EMEA	Deutsche Bank
Vice President	Deutsche Bank
Head of Trade Finance Structuring (Germany)	Deutsche Bank
Head of trade finance and cash management	Deutsche Bank
CFO & head of product development	DHL Inventory Finance

Title	Company
Managing Director & CFO	DHL Inventory Finance
Vice President - Product, Strategy & Development	DHL Inventory Finance
Trade Finance	Dints International
Trade Finance Specialist	DNB Bank
Trade Finance Adviser	DNB Bank
Head of Projects	DRUM Risk Management
CEO	eBiashara Africa Ltd
Assistant Professor	EBS Business School
Assistant Professor	EBS Business School
Managing Director - Financial & Political Risks	Ed Broking
Product Manager	eddyson GmbH
Director Corporate Development	eddyson GmbH
COO	EFA Group
Head of Sales	Efcom GmbH
Analyst	EI Advisory
Director, Client Relations	Elixium
CEO	Equant Analytics
CFA - Co-founder & CIO	Equant Analytics
Co-Founder & Chief Market Officer	Equinox Global
direct principal advisor to the CEO	Ethiopian Airlines

Title	Company
Head of Innovation	Euler Hermes
Head of Project Finance	Euler Hermes
Treasury Manager	Eurasian Natural Resources Corporation
Group Senior Treasury Manager	Eurasian Natural Resources Corporation
Relationship Director	Europe Arab Bank
Associate Relationship Director	Europe Arab Bank
Principal Banker - Trade Facilitation Programme	EBRD
CEO	Falcon Group
Portfolio Manager	Federated Investors
Head of Export Credit Financing	Fieldstone
Senior Vice President	Fimetrix
Chief Executive Officer	Finacity
Senior Managing Director Independent Representative	Finacity
Marketing Manager	First Capital Cashflow
National Account Manager	First Capital Cashflow
Sales Director	First Capital Cashflow
Co-Founder, Managing Director	Funding Circle
Treasury Manager	Gatwick Airport Limited
Industrial Treasury	GE
Global Business Development Leader	GE Capital



Title	Company
Treasurer	General Motors ME
Vice President Sales & Origination	Greensill Capital
CFO	Groupe SEB
Head of Finance	Härter Stanztechnik GmbH & Co.KGaA
Group Finance Director	Hays Travel
Treasury Manager	Hays Travel
Frederic Vilsboe, Head of Commodity & Structured Trade Finance, Europe, Middle East and Africa	HSBC
Structuring Head   GTRF	HSBC
Head Solutions Structuring Central, Eastern Europe and Nordics, GTRF	HSBC
Global Risk Distribution	HSBC
GTRF Proposition Management	HSBC
Head of Global Trade & Receivables Finance	HSBC
Director, Head of Business Development Global Banking/Large Corporates	HSBC
Director, Global Trade & Receivables Finance	HSBC Germany
Business Development - Global Trade and Receivables Finance	HSBC Germany
Senior Treasury Expert	Huawei
Legal	ICC Austria
Senior Relationship Manager - International Trade Finance Qualifications	ifs University College
Independent consultant	Independent
Expertise Manager	Industrial and Commercial Bank of China (ICBC)

Title	Company
Head of Corporate Treasury - Director	INEOS Styrolution Group
Director Working Capital Solutions	ING Bank
Managing partner - Germany	Innopay
Head of Trade Finance	Insurecap
CEO	Interlinkages Consultancy
Senior Trade Finance Officer	International Finance Corporation (IFC)
Chief Marketing Officer	INTIX
Chairman	ITFA (International Trade & Forfaiting Association)
Director, Senior Manager of Cash Management Services Section	Itochu Treasury Centre Europe
Global Trade & Loan Products	JP Morgan
General Manager, Finance and Credit Risk	Jebsen & Jessen
Credit, Political & Security Risks	JLT
Analyst	JP Morgan
Vice President, Trade Solutions Delivery	JP Morgan
Partner	Karoo Capital
Head of Corporate Finance	Klesch Group
FX Manager	Kongsberg Group
Senior Manager, Finance Advisory	KPMG
Partner	Lakestar
Director International Division Head of Trade Finance	Landesbank Berlin (LBB)

Title	Company
Director	Landesbank Hessen- Thuringen Girozentrale
Managing Director	Latin Trade Links Limited
Head of Cash & Trade Network Management & Development	Lloyds Bank
Director	London Forfaiting Company Ltd
Head of Supply Chain Finance	Lufthansa Malta Working Capital
Researcher/Proposal Coordinator	Lyon Associates
Partner	Markham Rae LLP
Finance Director	Mercuria Energy Trading
Credit Portfolio Management EMEA	Mitsubishi UFJ Financial Group (MUFG)
Director, Global Trade Finance Department, EMEA	Mizuho
Director, Supply Chain Finance	Mizuho
Senior Director Trade & Export Finance	Mizuhot
Director	MMetalsGroup
Vice President - Senior Analyst	Moody's
Executive Director	Morgan Stanley
Partner	Norton Rose Fulbright
Associate Solicitor	Norton Rose Fulbright
Group Treasurer	Olam International
Treasurer	Orange Romania
Chairman	Orbian

Title	Company
Managing Director	Orbian
Senior Adviser	Orbian
Group Trade Finance Manager	Ornu Co-operative Limited
Vice President, Head of Group Treasury	PRIMETALS Technologies
Treasury Expert	PRIMETALS Technologies
Senior Consultant	PwC - PriceWaterhouseCoopers AG
Trade Finance Advisor	R3 CEV
Head of Team Letters of Credit	Raiffeisenbank
Director, FX Sales	RBC Capital Markets
Director, Trade Product Management	RBS
Associate	Reed Smith
Chief Development Officer	Rio Tinto Group
Head of Funding & Treasury Risk	SABMiller
Associate - Trade, Export & Supply Chain Finance	Santander Bank
Associate, Structured Trade & Receivables	Santander Bank
SVP	Santander Bank
Trade, Export & Supply Chain Finance Germany, Austria and Switzerland	Santander Bank
Finance Specialist, Global Treasury	SAP
Vice President, Captive Business	Siemens
Finance Specialist, Global Treasury	SAP

Title	Company
Head of Supply Chain Finance	Siemens Treasury GmbH
Deputy General Manager - Head of Trade Solutions and Export Finance	SMBC
Manager - Trade Solutions & Export Finance - Global Trade Finance Department	SMBC
Global Head of Structured Trade & Commodity Finance	SMBC
Credit analyst	SMBC
Assistant General Manager, Trade Solutions and Export Finance, London	SMBC
Director Export Finance	Societe Generale
Head of Corporate Commodity and Trade Finance UK	Société Générale
Partner	Strategy Alliance
CTO and Founder	StrongJones Limited
Partner	Sullivan & Worcester
Partner	Sullivan & Worcester
Manager Treasury Department European Corporate Management Unit	Sumitomo Corporation
Senior Sales Manager - Corporate Business	Swift Transport
Director European Supply Chain Finance	Taulia
Manager	Telefonica
Senior Manger Treasury	Telefonica
Product Manager Corporate Banking	Telefonica
Global Trade Market Manager	The Bank of New York Mellon
Vice President, Manager Trade Finance	The Bank of New York Mellon

Title	Company
Partner	Thomas Cooper
VP	TKG Group
Senior Account Director	Tradeshift
Business development Manager - CIS and Eastern Europe	Trimble Germany GmbH
Managing Partner	Twinco Capital
Twinco Capital	UKEF
Export Finance Adviser - London East and City	UKEF
Global Receivables Finance	UniCredit
Director, International Trade Finance Sales	UniCredit
Trade Finance International Sales Director	UniCredit
Global Trade Manager	UniCredit
Trade Finance International Sales Director	UniCredit
Treasury and Finance Manager	Unilabs
CEO/London Partner	VentureBoost
Associate Director Trade Finance	Westpac
Regional Sales Manager, EMEA	Westpac
Group Assistant Treasurer Treasury Systems and Development	Wolseley Group
Manager - Treasury	Zalando
Partner - Sales Director	Zenfact
Assistant Manager Trade Services	Zenith Bank

Title	Company
Product manager	Zerado
Co-founder	Zerado
Zerado	Zurich

<b>Natural Resources and Commodity Finance</b>	
Senior Associate ECT Metals Commodities	ABN AMRO
Head of Energy Commodities Clients Europe	ABN AMRO
Loan Syndications Commodities	ABN AMRO
Managing Director & Global Head Energy Commodities	ABN AMRO
Director, Global Head of Finance	ADM International
Structured Trade Finance - Bank Relationship Manager	ADM International
Head of Origination Structured Trade Finance, EMEA	ADM International
Program officer Market Access	AGRA
Head of Trading	Agravis
Head of Structured & Syndicated Finance	AKA Bank
Partner and Global Head - Trade & Commodity Finance	Allen & Overy
Partner	Allen & Overy
Senior Associate	Allen & Overy
CFO	Ameropa AG

Title	Company
CEO	Amsterdam Trade Bank
Sr Relationship Manager Trade & Structured Finance	Amsterdam Trade Bank
Head of Trade & Structured Finance	Amsterdam Trade Bank
Trade & Structured Finance	Amsterdam Trade Bank
Chief Commercial Officer - Member of the Executive Board	Amsterdam Trade Bank
CFO	Antipinsky Oil Refinery
Senior Account Manager	Aon
Global Head of Commodity and Structured Trade Finance	Aon
Head of Crisis Management	Aon
Executive Director, Structured Credit & Political Risk	Aon
Managing Director	Aon
Broker	Aon
Head - Trade Finance Department	Bank of China
Senior Associate	Bank of China
Vice President Commodity Business Centre London	Bank of China
Senior Analyst	Bank of China
Deputy Head of Risk Department	Bank of China
Relationship Director Corporate Banking	Bank of China
Head of Global Corporates Trade	Bank of China
CEO	Batseer



Title	Company
Group CFO	BB Energy
Head of Finance Department	Belarusian Potash Company
Digital Strategy, Innovation & Commercialization	BM Agriculture
Managing Director - Head of Energy & Natural Resources	BNP PARIBAS
Managing Director - Loan Syndicate	BNP PARIBAS
Managing Director, Head of Commodity Structured Debt	BNP PARIBAS
Business Group Head, Commodity Finance	BNP PARIBAS
Director - Loan Syndications - Energy & Commodities	BNP PARIBAS
Managing Director, Head of Commodity Structured Debt	BNP PARIBAS
Structuring & Origination specialist	BP
Structured Trade Finance Manager, IST Credit	BP
Director	BPL Global
Executive VP & CFO	BroadGrain
Head of Global Bank Relations & Sub-Saharan Africa	Bunge
Trade & Finance Manager	Calik Cotton
Genel Müdür General Manager	Calik Cotton
Managing Director, Global Head of Credit Insurance	Cargill
Director	Castleton Commodities International (CCI)
Senior Managing Director and Chief Strategy Officer	Castleton Commodities International (CCI)
Executive Director Trade Finance	Castleton Commodities International (CCI)

Title	Company
Managing Director, Global Head of Commodity Trade Finance	Citi
Vice President Commodity Trade Finance Treasury & Trade Solutions	Citi
Commodity Trade Finance	Citi
Geschäftsführer	CLEVIS Research
Managing Partner	Clifford Chance
Partner	Clifford Chance
Associate	Clifford Chance
Global Head of Commodities Research	Commerzbank
Senior Trade Finance Sales	Commerzbank
Director	Commerzbank
Vice President	Commerzbank
Structured Commodity Trade Finance	Commerzbank
EMC Commodity Sales Graduate Analyst	Commerzbank
Director	Commonwealth Bank of Australia (CBA)
COO	Cotecna
Managing Director, Global Head of Structured Commodity Finance	Crédit Agricole Corporate and Investment Bank
Executive Vice President Bank Relations	Credit Europe Bank
Unit Manager Corporate Banking	Credit Europe Bank
Director	Credit Suisse
Director Structured Trade Finance	Credit Suisse

Title	Company
Key Account Director - Financial Markets America and Western Europe	CRU group
Research Director	CRU group
CEO	Czarnikow
CFO	Czarnikow
Director EMEA Regional Head, Distribution & Trading	Deutsche Bank
Managing Director, Global Head of Structured Commodity Trade Finance	Deutsche Bank
Head of Trade Finance & Cash Management Corporates	Deutsche Bank
Regional Head of Structured Commodity Trade Finance, Asia Pacific	Deutsche Bank
Managing Director Head of Structured Commodity Trade Finance	Deutsche Bank
Head of Commodity Trade Finance Europe, Middle East & Africa (ex-Germany)	Deutsche Bank
Director Structured Commodity Trade Finance	Deutsche Bank
Director Head EMEA Sales Structured Commodity Trade Finance	Deutsche Bank
Vice President Trade Commodity Finance	Deutsche Bank
Director Finance	Duferco
Head of Structured Trade & Commodity Finance	DZ Bank
Global Head of Trade & Export Finance	DZ Bank
LNG Origination	EDF Trading
Senior Credit Analyst	EDF Trading
Head of Structured Trade Finance	Erste Bank
Managing Director, Head of Coverage	Erste Bank

Title	Company
Chief Financial Officer	Essar Group
CEO of PeaKom	Essar Group
Head of Liner and Bulker Solutions	essDOCS
Managing Director	essDOCS
Finance Director	Euronova Energies S.A.
Director	Export Trading Group
Business Development Manager	FBN Bank (UK) Ltd.
Officer, Structured Trade Commodity Finance	FBN Bank (UK) Ltd.
Director of Operations	FloCert
Director of Sales, Marketing & Communications	FloCert
Partner	Freshfields
Galena Asset Management	Galena Asset Management
Head, Agri Commodities & Energy	Garanti Bank International
Director of Global Treasury	Gazprom
Head of Corporate Financing	Gazprom
CIO	Gemini Corporation
Commercial Director (metals)	Gerald Group
Treasury	Gerald Group
Structured Trade Finance	Glencore
Finance Manager - Oil & Gas	Glencore

Title	Company
Finance Manager	Glencore
Global Head of Oil Projects and Structured Finance	Glencore
Finance Manager	Glencore
Senior Finance Manager	Glencore
Head of Structured Finance	Glencore
Structured Trade Finance	Glencore
Of Counsel Avocat au barreau de Paris - Solicitor (England and Wales)	Herbert Smith Freehills
Commodity and Structured Trade Finance	HSBC
Director - Coverage	ICBC Standard Bank
Vice President	IKB Deutsche Industriebank
Independent	Independent
Managing Director Structured Metals & Energy Finance	ING Bank
Vice President	ING Bank
Head of commodities strategy	ING Bank
Director	ING Bank
Vice President, Syndicated Finance	ING Bank
Head of Trade Finance	Insurecap
Head of Structure Export Finance	Intesa Sanpaolo
Director	Intesa Sanpaolo
Director	IRIA SA

Title	Company
Member of the Board	IROPEX
Founder & CEO	Islan Investments
Treasury Manager	KazMunayGas
Director Team, Head Financial Institutions   Trade & Commodity Finance	KfW IPEX-Bank
VP	KfW IPEX-Bank
Commodity Finance Expert	Lambert Commodities
Managing Director	Latour Commodities Advisory Pte Ltd
CEO	Liberty Commodities Group
Head of Trade Finance Europe	Liberty Commodities Group
Founder & Executive Chairman	Liberty House Group
Head of Branding & Communications	Liberty House Group
Partner	Linklaters
Head of Treasury	LITASCO
Head of Trade Finance Group	LITASCO
Global Head of STF	Louis Dreyfus Commodities
Director Group Control	Louis Dreyfus Commodities
Head of structured Trade Finance Distribution	Louis Dreyfus Commodities
Structured Origination Energy Markets Division Commodities and Financial Markets	Macquarie
Trade Finance Officer	MEA Trade Finance
Head of Structuring, Head of London Office, CEO of METL	Mercuria Energy Trading

Title	Company
Head of Group Treasury	MET Group
Trade Finance	MET Group
Director Commodities and Energy - EMEA Department Global Trade Finance Division	Mizuho
Associate Director	Mizuho
Director	MMetalsGroup
Treasury Controller	Monjasa
Executive Director - Head of Structured Trade Finance	MUFG
Client Underwriter, Vice President	Munich Re
Global Energy & Commodities Energy Structured Debt	Natixis
Head of Treasury	Neste
Head Finance & Controlling	Neumann Kaffee Gruppe
CEO	New Stream Trading
Group Treasury Director	Nidera
Trade Finance Department	Nidera B.V.
MD	Noble Group
Head of Structured Trade Finance	Oschadbank
CFO	Petrochina UK
Senior Relationship Manager Agri Commodities	Rabobank
Global Head TCF Agri	Rabobank
Managing Director/ Global Head TCF Risk Management	Rabobank

Title	Company
Relationship Manager Agri Commodities	Rabobank
Sector Strategist - Grain & Oils Complex	Rabobank
Trade & Commodity Finance	Rabobank
Relationship Manager Energy Commodities	Rabobank
Relationship Manager, Trade & Commodity Finance Metals & Minerals EMEA	Rabobank
Deputy Head of Global Natural Resources Head of Metals & Mining	Raiffeisenbank
Metals & Mining	Raiffeisenbank
Investment Manager	RB Capital Ltd
Partner	Reed Smith
Senior Associate	Reed Smith
Vice President Global Commodity Finance	Royal Bank of Scotland (RBS)
Head of Corporate Finance	Sahara Energy Group
Trade Finance Manager	Sahara Energy Group
Head of Trade Finance	Sberbank
Vice Director, Senior Trade Finance Manager	Sberbank
Co-Head of Sector Investment Banking, Head of Energy and Managing Director	Sberbank
Senior Originator & Structurer	Scipion Capital
Vice President	Scipion Capital
Head of Content & Stakeholder Relations	Sedex
Structured Trade Finance advisor	Shell Trading & Shipping



Title	Company
Structured Finance Advisor	Shell Trading & Shipping
Director	SIACI SAINT HONORE
Deputy to CFO	SOCAR
Structured and Project Finance Manager	SOCAR
CFO	SOCAR
Contracts Administration Manager	Stemcor
Managing Director	Stemcor
CFO	Sucre et Denrées
Partner	Sullivan & Worcester
Manager	SMBC
Global Head of Structured Trade & Commodity Finance	SMBC
Vice President	Swiss Re
Head Structured Trade Finance	Swiss Re
Senior Underwriter Structured Trade Finance	Swiss Re
Director & Broker	Texel Finance Ltd
Vice President, Manager Trade Finance	The Bank of New York Mellon
Partner	Thomas Cooper
Chief Financial Officer	Tiryaki Agro Gida San. ve Tic
Holding Financial Affairs Manager	Tiryaki Agro Gida San. ve Tic
New Ventures Senior Officer Structured Trade Finance	Total

Title	Company
Global Head Trade and Structured Finance	Trafigura
Trade Finance	Trafigura
President and CEO	Trans-Oil
Credit Manager	Tricon Energy, Ltd.
Director Structured Export & Trade Finance Head of Trade Finance	UniCredit
Trade Finance	Unipeck UK Co. Limited
Trade Finance	Uralkali Trading
Vice President Finance & Treasury	VA Intertrading
Group Treasurer	Varo Energy
Treasury Manager Switzerland/Germany	Varo Energy
Commercial Director	Westford Trade Services
CFO	Westford Trade Services LTD
Associate	White & Case