

TXF AMSTERDAM 2018

NATURAL RESOURCES & COMMODITY FINANCE

5th

ANNIVERSARY



 17th & 18th MAY 2018
GRAND HOTEL KRASNAPOLSKY, DAM 9, 1012 JS, AMSTERDAM, NETHERLANDS

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TXF AMSTERDAM 2018

NATURAL RESOURCES & COMMODITY FINANCE

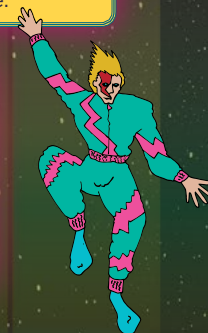
17th & 18th May 2018

Grand Hotel Krasnapolsky, Dam 9, 1012 JS, Amsterdam, Netherlands

TXF is returning to Amsterdam for the fifth edition the annual TXF Amsterdam: Natural Resources & Commodities Finance summit. With over 400 senior decision and deal makers in attendance in 2017, TXF Amsterdam has quickly established itself as the premier conference dedicated to discussing and facilitating commodity finance.



As commodity prices begin to stabilise and the industry looks to dust itself off after the worst downturn in twenty years, we find ourselves at a key inflection point in the timeline of the commodity finance industry. On the one hand we have a booming global economy, new markets and commodities emerging and revolutionary technologies and innovations being developed. On the other hand we have growing political instability, stringent regulatory policy, increasing competition as well as shifting consumer demands. This two day conference will examine all of these trends and discuss the key drivers affecting deal making in the industry.



“I would like to congratulate you for the great conference you arranged in Amsterdam. I had a great time and managed to refresh old contacts and enlarge my network even further.”

Alexander Peters
Swiss Commodity Club

“Exceptional approach allowing interactions and debate.”

Cheam Hing Lee
Rhodium Resources Pte Ltd

“Great opportunity to test what is really happening in the market, meet old friends, and make new ones.”

John Goodridge
BP

WHY ATTEND?

At TXF, we understand the benefits of attending events. We also understand that you need to justify both the financial and opportunity costs attached to your attendance.

Our guarantee: Every single aspect of TXF Amsterdam 2018, from sessions to outside activities, have been thought out to ensure you can maximise the benefits for you and your team.

THE 3 CORE PILLARS OF TXF AMSTERDAM 2018

1.

NETWORKING & DEAL MAKING

NETWORKING CONCIERGE SERVICE

We'll send you the full delegate list a week before the conference and will help you arrange meetings in advance. TXF prides itself on its relationship with all delegates so feel free to ask one of our members of staff for an introduction to another delegate.

INTIMATE NETWORKING OPPORTUNITIES

We're not just about great content. TXF's pre-conference drinks, industry awards dinner, access to dedicated meeting areas, walking tour, running clubs plus other activities are all included in your ticket.

2.

LEARNING

CASE STUDY WORKSHOPS

Corporates and financiers alike share genuine success stories, discuss their financing strategies and analyse the potential pitfalls and opportunities that can arise.

DEAL OR NO DEAL SESSIONS

A fun and engaging way to wrap up the discussion. This pricing session sees industry experts go through a series of hypothetical deal proposals and debate.

INDUSTRY LEADER KEYNOTES

Industry leaders provide their insight and analysis of the key trends driving the market.

3.

LIVELY & CONFIDENTIAL DEBATE

CHATHAM HOUSE RULES

We know discussing issues off the record guarantees honest debate and fosters strong relationships.

IDEA LABS

Intimate discussion groups that stimulate collaboration and critical discussion on the key topics which are impacting the industry.



CONFIRMED SPEAKERS



Ann Nash
Global Head of Oil
Projects & Structured
Finance
Glencore



Olivier Boujol
Director & Global
Head - Structured
Trade Finance
**Archer Daniels'
Midland Company**



Alexander Lyubarev
Director
**Corporate Finance &
Treasury
Metinvest**



John Goodridge
Head of Marketing
& Origination, West
Africa
BP



Karel Valken
Global Head Agri
Commodities
Rabobank



Katharina Michael
Co-Head of GTB
Germany
UniCredit



Niels de Ru
Partner
Allen & Overy



**Jean-Francois
Lambert**
Commodity Finance
Expert
**Lambert
Commodities**



Melinda Moore
Independent



Canan Tulum
Head of Treasury &
Trade Finance
Petrochina



Nicholas Haslett
Senior Managing
Director
**Castleton
Commodities
International**



Sanjeev Dutta
Executive Director -
Commodities
DMCC



**François-Xavier
Reigner**
Head of Structured
Trade Finance EMEA
MÜFG



Daniel Haudenschild
CEO
**Swisscom Blockchain
AG**



Jean Craven
CEO & Director
**Barak Fund
Management**



**Catherine Lang-
Anderson**
Counsel
Allen & Overy



Hiren Singharay
CEO & Member of
the Supervisory
Board
**Global Finance &
Capital Limited**



John Kearsey
Head of Research
**Simpson Spence
Young**



Tawfik Sadfi
Head of Structured
Trade Finance
Gujvor



Oksana Nersesova
Manager, Corporate
Finance
DTEK



Stephane Placide
Head of Structured
Finance - Africa
Trafigura



Paul Thomas
Head of Projects &
Structured Finance
Philia



Maarten Koning
Managing Director,
Global Head
Structured Metals &
Energy Finance
ING



Bob Angliss
Deputy Head of
Commodity Centre
Bank of China



Simon Bessant
Director
Texel Financet



Oksana Nersesova
Manager, Corporate
Finance
DTEK



Robert Besseling
Executive Director
Exx Africa



Simon Ring
Global Head,
PurpleTRAC
- Regulatory
Technologies
Pole Star



Pierpaolo Di Fabio
CFO
KME Group



Dominic Wood
COO
**Kingbird
Commodities**



Stefano Tonti
CFO
Alvean Sugar



Kris Van Broekhoven
Managing Director,
Global Head of
Commodity Trade
Finance
Citibank



Olivier Davjd
Head of Special
Products
Atradius



Ping Xiao
Head of Trade
Finance, Head of
Commodity Business
Center
Bank of China



Alexandre Vieira
Head of Structured
Commodity Finance
EFA Group



Nabil Abdul-Massih
CEO
INOKS Capital



Geoffrey L. Wynne
Partner
Sullivan & Worcester



Mark Segall
Partner
CMS



Nataliya Frolova
Head of Trade and
Corporate Finance
**Gazprom Marketing
& Trading**



Marc Pfefferli
Head of Group
Treasury & Corporate
Finance
MET Group



John MacNamara
Managing Director,
Global Head
Of Structured
Commodity Trade
Finance
Deutsche Bank



Mirthe Van Kesteren
Partner
Linklaters



Harris Antoniou
CEO
**Amsterdam Trade
Bank**



Jonathan Solomon
Partner
Reed Smith



Srinivas Koneru
Founder
Arkatos



Joseph Williams
Senior Advocacy
Officer
**Natural Resource
Governance Institute**

JOIN THE LEADERS OF THE COMMODITY FINANCE INDUSTRY

Who could you meet? See who's attending

AKA Bank (Ausfuhrkredit-
Gesellschaft mbh)

Allen & Overy

Alpicom S.A.

Alvean Sugar SL

Amaggi International (AIL)

Amsterdam Trade Bank

Aon

Arab Banking Corporation
(ABC)

Archer Daniels Midland

ATB Financial

Atradius

Bank of China

Barak Fund Management

Barclays Bank

Bluequest Resources AG

BNP Paribas

BP

Bunge

Castleton Commodities
International (CCI)

Chenavari Investment
Managers

Citi

CleanUp Commodities

Clearsource Pte Ltd

Clifford Chance

CMS

Commonwealth Bank of
Australia (CBA)

CREENDO Single Risk
Insurance AG

Credit Agricole CIB

Credit Europe Bank NV

Deloitte

Deutsche Bank

Drum Risk Ltd

Dtek Holdings

Dubai Multi Commodities

Centre

Duferco

DZ Bank

EFA Group

EMI Procurement Services B.V.

ERG

Erste Group Bank

EXX AFRICA

Garanti Bank International

Gazprom Marketing & Trading

Gazprombank

Gerald Metals

Glencore

Global Finance & Capital Ltd

Gulf Petrochem

Gunvor

Herbert Smith Freehills LLP

HSBC

ICIS

IKB Deutsche Industriebank

ING Bank

INOKS Capital

Interfood

Intesa Sanpaolo

Jiun Ching Holding Ltd.

Kaz Minerals

KfW IPEX-Bank

Kingbird Commodities

KME Group

Lambert Commodities

Landesbank Baden -
Wuerttemberg (LBBW)

Linklaters

LITASCO

Louis Dreyfus Commodities

LYB Finance Company

Macquarie Group

MET Group

Metinvest

Mitsubishi UFJ Financial Group

(MUFG)

Mizuho

Munich Re

Natural Resources Governance
Institute

Nedbank Corporate &
Investment Bank

Nedcoffee

Ocean Partners

Oliva AD

OMV Supply & Trading Ltd

Petrochina UK

Philia

Philip Sidney

Philips Capital

Pole Star

Qbera Capital LLP

Rabobank

Raffemet

Raiffeisen Bank International

Redbridge

Reed Smith

Reukema Recycling

Rhodium Resources Pte Ltd

Risk Analytics Ltd

Shandong Qingyuan Group

Shell Trading & Shipping

Simpson Spence Young

SOCAR

Sullivan & Worcester

Sumitomo Corporation

Sumitomo Mitsui Banking
Corporation (SMBC)

Swiss Finance Solutions

Swisscom Blockchain AG

TELF

Texel Finance Ltd

Total

TOTSA

Trafigura Pte

UniCredit

Uralkali Trading SIA, subsidiary

of Uralkali, Russia

VA Intertrading

Aktiengesellschaft

Varo Energy

ViOil

Westford Trade Services LTD

Willis Towers Watson

WALKING TOUR AND ICE BREAKER DRINKS:

16th May 2018

If you are arriving in Amsterdam on the 16th you are invited to join us for our pre-conference networking.

We will be taking our guests on a scenic walking tour of Amsterdam. This is a chance to relax, enjoy the sights of the historical city and chat to your fellow guests.

The walking tour will end at the location of our ice-breaker drinks, where everyone can enjoy a relaxing drink before the conference begins.

For more details of our pre-conference activities, please contact grace.jackson@txfmedia.com for more information.

We will be sending out a detailed schedule of all of our networking activities to guests before the event.



AGENDA

DAY 1: 17th May



08:00

COFFEE & REGISTRATION

Don't forget to bring your business card to register! Once you've got your badge, help yourself to a coffee and croissant and start mingling.

08:45

OPENING REMARKS WELCOME TO TXF AMSTERDAM 2018!

Whether you're making your TXF debut or returning for the fifth year in a row, we're delighted to have you all in attendance. TXF's Editor-in-Chief, Jonathan Bell, provides an overview of what you can expect from this two day extravaganza dedicated to all things natural resources and commodities finance.

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

09:00



KEYNOTE ADDRESS GLOBAL GEOPOLITICS & COMMODITY SUPPLY CHAINS

Frank Gardner, security correspondent for the BBC, discusses the key geopolitical, security and supply risks in the world's top commodity producing and trading countries, to give you an unrivalled opportunity to improve your risk management practices in 2018 and beyond.

Frank Gardner OBE, Security Correspondent, **BBC**

09:30

LIVE AUDIENCE SURVEY: YOUR VIEWS ON THE MARKET

It's not every day you get 300 of the commodity industry's most senior deal and decision makers together in one room. Traders, producers, financiers, investors, insurers, lawyers, service providers...etc; if they're anyone in the industry they're here. This anonymous live survey is a chance to hear your thoughts on the key trends which are shaping the market. After the conference we'll send you a full set of annotated results. So grab your keypads and start voting!

Hesham Zakai, Associate Director, **TXF**

09:45

KEYNOTE TRADERS' PANEL THE TOP TRENDS IN FINANCING COMMODITIES

As the role of the modern day trading house continues to evolve and increasing competition drives a movement towards scale and consolidation, this panel of industry leading traders discuss the key trends when it comes to financing commodities. Which structures, commodities and regions are proving popular in the market and why? With banks scaling back their risk appetite, where do global traders plan on getting liquidity for structured financing deals in the coming years? How are major trading houses changing their business model in an attempt to survive, let alone thrive?

Olivier Boujol, Global Head of Structured Trade Finance, **Archer Daniels Midland Company**

Tawfik Sadfi, Head of Structured Trade Finance, **Gunvor**

Marc Pfefferli, Head of Group Treasury & Corporate Finance, **MET Group**

Stephane Placide, Head of Structured Trade Finance - Africa, **Trafigura**

Moderator: Hesham Zakai, Associate Director, **TXF**

10:30

NETWORKING COFFEE BREAK

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

PLENARY STREAM**KEYNOTE PRODUCERS' PANEL
THE LONG ROAD TO RECOVERY**

As many commodity prices begin to stabilise, the road to recovery begins for commodity producers. How are producers faring and what strategies for success did they learn during the pricing downturn? How has access to and cost of financing changed in the last 12 months? Is diversification into trading a viable business proposition for producers? How can technology be used to improve production techniques and increase competitive advantage?

Pierpaolo Di Fabio, CFO, **KME Group**

Canan Tulum, Head of Treasury & Trade Finance, **Petrochina**

Alexander Lyubarev, Director, Corporate Finance & Treasury, **Metinvest**

Oksana Nersesova, Manager, Corporate Finance, **DTEK**

Moderator: John MacNamara, Managing Director, Global Head of Structured Commodity Trade Finance, **Deutsche Bank**

11:30

**KEYNOTE BANKERS' PANEL
BOOM YEARS: ASSESSING THE IMPACT OF ECONOMIC GROWTH
AND RISING INTEREST RATES ON COMMODITY FINANCING**

The global economy is facing a key inflection point and so too is the commodity industry. With global GDP forecast to double in the next twenty years and triple by the year 2050, we're entering into an unprecedented period of global economic expansion. Couple that with a forecasted 2% rise in global interest rates for 2018 and things get even more interesting. This panel of experts assess the impact that these changes are set to have on commodity financing.

Kris Van Broekhoven, Global Head of Commodity Trade Finance, **Citibank**

Maarten Koning, Managing Director, Global Head Structured Metals & Energy Finance, **ING**

Harris Antoniou, CEO, **Amsterdam Trade Bank**

Karel Valken, Global Head Agri Commodities, **Rabobank**

Katharina Michael, Co-Head of GTB Germany, **UniCredit**

Moderator: Mirthe Van Kesteren, Partner, **Linklaters**

12:15

SECTOR SPOTLIGHTS**WILL CONSOLIDATION & COMPETITION SPELL THE
END OF THE ABCD?**

12:00

- Is there a future for the pure-agri trading model and will 2018 see the end of the ABCD?

- The potential for blockchain and digitisation in agri-trading.

- The latest trends in global food consumption.

Stefano Tonti, CFO, **Alvean Sugar**

Olivier Boujol, Global Head of Structured Trade Finance,

Archer Daniels Midland Company

ENERGY

11:30

- LNG and the birth of a new commodity.

- With peak demand looming, what's the future for oil?

- Are rising oil prices sustainable and how long will OPEC stand firm on production caps?

- What trends are occurring with respect to greater transparency in the energy sector?

- Who is taking up the matle when it comes to financing coal?

John Goodridge, Head of Marketing & Origination, West Africa, **BP**

Joseph Williams, Senior Advocacy Officer, **Natural Resource Governance Institute**

METALS & MINING**FORGING AHEAD IN A MARKET HIT BY TARIFFS &
SANCTIONS**

12:30

- The impact of enforced supply cuts on Chinese metals producers and the growing demand for offshore debt.

- India's growing influence as a global producer of steel.

- How renewables and electric cars are giving metals a new lease of life.

- The boom of nickel, cobalt, copper, lithium and graphite.

Eugen Weinberg, Global Head of Commodities Research, **Commerzbank**

Constantin Koutzaroff, Deputy Head, Structured Commodity Finance, **Crédit Agricole CIB**

13:00

LUNCH

REGIONAL ROUNDTABLES

Delegates can choose which one of these concurrent discussion groups they would like to attend. Each one will be led by experts in that region.

14:30

MIDDLE EAST & AFRICA

- Impact of the escalating debt crisis in Africa.
- The resurging economies of South Africa, Angola, Nigeria and Egypt.
- The latest on the recent boom of Tanzania and Ethiopia.
- Political and credit risks in the region.
- Growing demand for new forms of debt in the Middle East.
- The latest on post-sanction Iran.

Dominic Wood, COO, **Kingbird Commodities**

Sanjeev Dutta, Executive Director - Commodities, **DMCC**

Robert Besseling, Executive Director, **EXX Africa**

RUSSIA, CARs & CEE

Ukraine:

- Agri – return to international capital and debt markets
- New structures on refinancing
- Return of the metals & mining sector?

Russia

- Maturity of Russian market leading to lower pricing/less structure
- Outlook for Russian commodities lending

Wider CEE:

- Development of structured products in less mature markets (e.g. Romania, Bulgaria)
- Opportunities in Poland?
- Typical and evolving structures for commodity-based debt
- Role of IFIs and nascence of Chinese banks in commodity lending

Mark Segall, Partner, **CMS**

ASIA-PACIFIC

- The growing influence of Asia-Pacific as a commodity trading hub and how it could challenge and/or complement Europe's dominance.
- Breaking into the China domestic market.
- The role of coal in Asia.
- The state of the private insurance market in Asia-Pacific.
- The fall of Noble Group.

Ping Xiao, Head of Trade Finance, Head of Commodity Business Center, **Bank of China**

15:30

NETWORKING COFFEE BREAK

16:00

INSURING THE FUTURE OF COMMODITY TRADE

As the commodity trading landscape continues to evolve, so to do the risk mitigation demands of traders and producers. How can the insurance market ensure that it continues to best serve the needs of the commodity market and safeguard its future? How can increased transparency and the publication of claims data figures help to extol the virtues of the insurance market and increase uptake in trade credit and political risk insurance products. How can the insurance market form a collaborative response in the wake of the PRA's new regulatory regime?

Nataliya Frolova, Head of Trade and Corporate Finance, **Gazprom Marketing & Trading**

Olivier David, Head of Special Products, **Atradius**

Sarah Taylor, Head of Structured Credit and Political Risks, **Aon Risk Solutions**

Moderator: Katharine Morton, Head of Trade, Treasury & Risk, **TXF**

16:45

DEAL, NO DEAL OR DISTRIBUTE

A staple of TXF events, this session is a fun and interactive way to look at pricing and deal making. We present a panel of industry experts with a series of hypothetical deals. Their task is to decide:

1. Whether they would do the deal
2. How they would price the deal
3. Whether they would distribute the deal

The audience can then vote on what they would do, faced with these deals.

Simon Bessant, Director, **Texel Finance**

Bob Angliss, Deputy Head of Commodity Centre, **Bank of China**

James Burnett, Head of Structured Trade & Commodity Finance, **SMBC**

Moderator: Catherine Lang-Anderson, Counsel, **Allen & Overy**



17:30

DRINKS RECEPTION & INDUSTRY DINNER

DRINKS RECEPTION & INDUSTRY DINNER

Join us after day one for our famous industry dinner and the Perfect 10 awards ceremony. Included in the price of your ticket, this is a chance to network in a relaxed atmosphere with drinks, food and maybe even some disco dancing.



Want a VIP sponsor experience? Contact charles.osborne@txfmedia.com to find out more about our industry dinner.

Day 2: 18th May



08:30

COFFEE & REGISTRATION

09:15

CHAIRMAN'S OPENING REMARKS: WELCOME TO DAY TWO!

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

09:30

LET'S GET PHYSICAL: THE LATEST DEVELOPMENTS IN THE DRY BULK AND TANKER SHIPPING MARKETS

The state of the dry bulk and tanker shipping market is often a good barometer for the changing demands and supplies in commodities. This presentation provides a snapshot of the state of the shipping industry and consequently the wider commodities market.

John Kearsey, Head of Research, **Simpson Spence Young**

10:00

STATE OF THE MARKET

This session provides a comprehensive overview of the key findings from the annual TXF state of commodity finance survey including:

- Which regions and sectors are showing promise and which are concerning practitioners?
- Which structures are proving popular and why?
- How can smaller trading houses compete in an increasingly consolidated market?
- What trends we are seeing when it comes to deal pricing and alternative sources of financing?
- How is technology being utilised to gain a competitive advantage?
- What issues are being identified in the market, from key legal and regulatory concerns to the implications of sanctions?
- What obstacles are preventing businesses from expanding into new markets, from lack of understanding of countries to inability to access credit?

Niels De Ru, Partner, **Allen & Overy**

Paul Thomas, Head of Projects & Structured Finance, **Philia**

Moderator: Melinda Moore, Principal, **CleanUp Commodities**

10:45

NETWORKING COFFEE BREAK

11:30

THE RISE OF INNOVATIVE FINANCIERS & FINANCING TECHNIQUES

As size and scale become key for staying ahead in an increasingly competitive commodity market, access to diverse sources of funding is crucial. With traditional providers of liquidity increasingly shutting up shop however, traders and producers are often forced to seek alternative financing sources. This panel of liquidity providers evaluates some of the exciting and innovative sources of liquidity which are coming to the market from inventory backed securitization to institutional investors in trade finance. We ask what impact they are having on the market, and the ways in which they are collaborating with traditional liquidity sources.

Jean Craven, CEO & Director, **Barak Fund Management**

Alexandre Vieira, Head of Structured Commodity Finance, **EFA Group**

François-Xavier Reignier, Head of Structured Trade Finance EMEA, **MUFG**

Nabil Abdul-Massih, CEO, **INOKS Capital**

ARE TRADE WARS “GOOD AND EASY TO WIN”?

With Donald Trump declaring that ‘trade wars are good and easy to win’ and threatening to impose a \$100bn tariff on Chinese imports, is this just posturing or are we on the brink of a trade war? This session provides an analysis of the situation and weighs up the the potential effects that a US-China trade war could have on the commodity industry.

Jean-Francois Lambert, Commodity Finance Expert, **Lambert Commodities**

Rebecca Harding, CEO, **Coriolis Technologies**

12:15

HOW COULD THAT PASS COMPLIANCE?

In this interactive session, our panel of experts take a look at a series of hypothetical deals and discuss the complexities they throw up with regards to Know-Your-Customer (KYC), anti-money laundering (AML), financial crime issues, sanctions, bribery and corruption as well as 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.

Hiren Singharay, CEO & Member of the Supervisory Board, **Global Finance & Capital Limited**

Gert Demmink, Partner, **Philip Sidney**

Moderator: Geoffrey L. Wynne, Partner, **Sullivan & Worcester**

FINTECH & DIGITISATION: BRINGING COMMODITY FINANCE INTO THE 21ST CENTURY

Digitization is causing a paradigm shift in the commodity trading market as existing traders consolidate and digital rivals emerge. How is digitization transforming the commodity trading value chain? What does this mean for the mid-size traders? What measures can traders take to ensure they maintain a competitive advantage? Are there parts of the supply chain that are more conducive to being digitised than others? Can we ensure interoperability across technologies and providers?

Daniel Haudenschield, CEO, **Swisscom Blockchain AG**

Srinivas Koneru, Founder, **Arkratos Blockchain Solutions**

Saurabh Goyal, Founder and Managing Director, **Satoshi Systems**

Moderator: Jacco De Jong, Senior Advisor and Commercial Director, **TradeWiz**

13:00

CLOSING REMARKS

TOP 10 TAKEAWAYS FROM TXF AMSTERDAM 2018

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

13:00

15:00

NETWORKING LUNCH

Enjoy your lunch in the main dining area or alternatively, attend one of our networking lunch sessions.

INVESTING IN TRADE & COMMODITY FINANCE

With high yields and low volatility, trade finance represent an attractive asset class with huge potential. This networking lunch offers you the chance to mingle with investors and learn more about this exciting asset class.

By invitation only

Please contact hesham.zakai@txfmedia.com if you are interested in attending.

WOMEN IN COMMODITY FINANCE

As equality and diversity slowly becomes the norm in the industry, we celebrate the recent strides that have been made. This networking lunch offers you the chance to mingle with other champions of this cause and discuss ways to help encourage more women into the industry.

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