

TXF GENEVA

STRUCTURED COMMODITY FINANCE
2018



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SPEAKERS

Stephan Jansma

Global Head Trade and
Structured Finance

Trafigura

Okan Dalanay

Head of Structured Trade
Finance EMEA

Archer Daniels Midland

Thomas Quiévy

Deputy Treasurer

ECOM Agroindustrial

Mark Schulz

Director Risk, Claims &
Collections

Euler Hermes

Paul Thomas

Head of Projects & Structured
Finance

Philia

Alexandre Dietz

Director | Acting Head of
GTRF and Head of CSTF
Switzerland

HSBC

George Fotioglou

CFO

Indagro

Alexander Peters

Member of the Board

**Swiss Commodity
Club**

Laurent Christophe

Head of Corporate Finance

Trafigura

Christian Hendriks

Deputy General Manager

Credendo

Arnaud Froideval

Partner

Miller Insurance Services

Stefan Böhlich

Global Head Structured
Working Capital Finance

Commerzbank

Geoffrey Wynne

Partner

Sullivan & Worcester

Tim Conduit

Partner

Allen & Overy

Nicolas Clavel

Chief Investment Officer

Scipion Capital

Rouben Indjikian

Lecturer in Commodities &
Trade Finance

Webster University Geneva

Niels de Ru

Partner

Allen & Overy

Renee McLennan

Senior Associate

Allen & Overy

Omar Al-Ali

Partner

Reed Smith

Robert Parson

Partner

Clyde & Co

Nabil Abdul-Massih

CEO

INOKS Capital

Jean-Francois Lambert

Founder & Managing Partner

Lambert Commodities

Alfred Evans

Director

Islan Investments

Khushnama Davar

Director, Trade Product
Management

HSBC

Jazz Kang

Market Strategy & Business
Development

Swisscom Blockchain

COMPANIES THAT ATTENDED TXF GENEVA 2017

ABN AMRO	Drumlin Capital Management	Islan Investments	Philia
Absolute Investment Partners	Dtek Holdings	Kairos Trade Group	Proco Commodities
Acemar	Ecore	Kingbird Commodities	Puma Energy
Allen & Overy	Ed Broking	Lambert Commodities	Qbera Capital LLP
Alpicom	EFA Group	Litasco	Rabobank
Alvean Sugar SL	Euler Hermes	Lockton Companies LLP	Rafael Alexander Limited
Aon	Finacity	Longview Resources	Raiffeisen Bank International
Archer Daniels Midland	FMO Development Bank	Louis Dreyfus Commodities	Redbridge
Arthur J. Gallagher & Co.	Gerald Group	M7 Metals	Sberbank
Atradius	GFinance	Macquarie Bank International	Scipio
Auprès Consult	Glencore	Limited	SIMEC Commodities
Authent	GTLaw	Marsh	Société Générale
Bluequest Resources AG	Gunvor	Mechem SA	Solaris Commodities
BNP Paribas	Hartree Partners	Mercuria Energy Trading	Standard Chartered
BP	Herbert Smith Freehills LLP	MET Group	Sucafina
BPL Global	HFW	Metinvest	Swiss Commodity Club
Bunge	Hill Dickinson	Micro Informatique & Technologies SA	Thomas Cooper
Cargill	HSBC	Miller Insurance Services	Trafigura
Climate-KIC	IIG Bank (Malta) Ltd	MRI Trading	UBS
Clyde & Co	IKB Deutsche Industriebank	Natixis	UIL Singapore Pte Ltd
Cocoasource	Indagro	NorthCape Capital AS	Webster University Geneva
Credit Agricole Corporate and Investment Bank	ING	Orion Energy	Westpac
Credit Libanais	INOKS Capital	Paul Reinhart AG	XL Catlin
	Interfood		

TXF GENEVA 2018

9th November, Hôtel Métropole Genève, Genève, Switzerland



Why should you attend?

The European commodity finance market is still the top performing region globally, but traders, producers and financiers still face challenges competing in this space. Which is why, on the 9th November, TXF Geneva will gather a host of experts to share their experiences and best practice for making successful commodity finance deals.

With an emphasis on intimate networking and quality, focused content, this one day event will allow you to really get to know your market and the people competing in it.

Attendance will be capped at 250 delegates to ensure seniority.

Still unsure? Take a look at what our guests thought of our most recent commodity finance event

“Perfect place for efficient networking”

Christiaan van den Brink
Maersk

“The one to be at for commodity financing”

Peter Köck
VA Intertrading Aktiengesellschaft

“Very interesting topics, superb organisation, great networking. An event to beat!”

Dirk Fehring
Raiffeisen Bank International

“TXF manages to combine youthful energy with considered, innovative and interactive to ensure both the industry trends and the wider backdrop are discussed. Everyone can feel part of the conversation”

Melinda Moore
CleanUp Commodities



ICE-BREAKER DRINKS

Sponsored by **ReedSmith**

8th November
L'iceBergues
6.30pm - 9.30pm

Before the main event, join the local crowds at our ice-breaker drinks. Meet all the traders, producers, financiers, lawyers and insurers in an informal setting where you can make meaningful connections and enjoy some drinks with your friends and colleagues.





AGENDA

<p>8:30 - 9:30</p>	<p style="text-align: center;">BREAKFAST BRIEFING: BLOCKCHAIN</p> <p>This exclusive blockchain focused workshop is a chance to network with experts in the industry and learn more about how this revolutionary technology is set to transform the way we conduct trade, both from a physical and financial perspective.</p> <p>Proceedings will begin with a continental networking breakfast and will be followed by presentations and roundtable discussions on how distributed ledger technology can improve transparency and efficiency in the commodity supply chain.</p> <p>To register your interest in attending this exclusive workshop please contact: henry.nichol@txfmedia.com</p> <p>Presenters:</p> <p><i>Jazz Kang</i>, Market Strategy & Business Development, <i>Swisscom Blockchain</i> <i>Khushnama Davar</i>, Director, <i>Trade Product Management, HSBC</i></p>
<p>09:00</p>	<p style="text-align: center;">COFFEE & REGISTRATION</p>
<p>10:00</p>	<p>OPENING REMARKS WELCOME TO TXF GENEVA 2018</p> <p><i>Jonathan Bell</i>, Editor-in-Chief, <i>TXF</i> <i>Jean-François Berger</i>, Co-President, <i>Cap Loisirs Foundation</i></p>
<p>10:15</p>	<p>STATE OF THE MARKET COMMODITIES AT A CROSSROADS</p> <p><i>Niels de Ru</i>, Partner, <i>Allen & Overy</i> <i>Jean-Francois Lambert</i>, Founder & Managing Partner, <i>Lambert Commodities</i> Moderator: <i>Jonathan Bell</i>, Editor-in-chief, <i>TXF</i></p>
<p>10:45</p>	<p>AUDIENCE RESPONSE SURVEY: YOUR THOUGHTS ON THE INDUSTRY</p> <p>A live survey of the audience on key issues in the industry, with real-time results provided on-screen and a full annotated set of results sent to all delegates after the event.</p> <p><i>Geoffrey Wynne</i>, Partner, <i>Sullivan & Worcester</i> <i>Charles Osborne</i>, Senior Relationship Manager, <i>TXF</i></p>



11:00

KEYNOTE TRADERS' PANEL PREPARING FOR THE NEW CYCLE

As commodity prices begin to bounce back and the industry looks to dust itself off after the worst downturn in twenty years, it's time for traders to start preparing for the new cycle. This panel of global and regional players discuss how the commodity trading landscape is evolving and how they are having to adapt:

- What impact will rising commodity prices have on their access to and cost of financing?
- Will we see a movement towards alternative financing sources in an attempt to diversify their financing toolkit?
- What does the future hold for smaller traders in an increasingly competitive environment?
- Which markets and sectors are Swiss traders currently looking at?

Stephan Jansma, Global Head Trade and Structured Finance, **Trafigura**
Okan Dalanay, Head of Structured Trade Finance EMEA, **Archer Daniels Midland**
Alexander Peters, Member of the Board, **Commodity Club Switzerland**
Paul Thomas, Head of Projects & Structured Finance, **Philia**
Moderator: Omar Al-Ali, Partner, **Reed Smith**

11:45

NETWORKING COFFEE BREAK

12:15

KEYNOTE BANKERS' PANEL PART 1: DOES STRUCTURED COMMODITY FINANCE HAVE A FUTURE?

A cocktail of sanctions, stringent regulations and high cost of compliance has led many banks to derisk their pool of counterparties and move away from the increasingly costly structured trade finance market. Our panel of financing experts provide an assessment on the health and future of the structured trade and commodity finance market.

PART 2: DEAL, NO DEAL OR DISTRIBUTE

A favourite at 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.

Alexandre Dietz, Director | Acting Head of GTRF and Head of CSTF Switzerland, **HSBC**
Hamdi Arman, Managing Director, **Credit Suisse**
Christophe Cantala, Head of Specialized Trade Clients, **BNP Paribas**
Stefan Böhlich, Global Head Structured Commodity Trade Finance, **Commerzbank**
Moderator: Robert Parson, Partner, **Clyde & Co.**

13:15

PRESENTATION OF TXF TRADERS' CHOICE AWARDS

13:30

LUNCH



	PLENARY STREAM	CASE STUDY SESSION
14:45	<p>INSURING THE FUTURE OF COMMODITY TRADE</p> <p>As the commodity trading landscape continues to evolve, so too do the risk mitigation demands of traders and producers. This panel of insurers discuss how the insurance market can continue to best serve the needs of the commodity market and safeguard its future.</p> <p>Mark Schulz, Director Risk, Claims & Collections, <i>Euler Hermes</i> Christian Hendriks, Deputy General Manager, <i>Credendo</i> Arnaud Froideval, Partner, <i>Miller Insurance Services</i> George Fotioglou, CFO, <i>Indagro</i> Moderator: Jonathan Bell, Editor-in-chief, <i>TXF</i></p>	<p>GAINING A COMPETITIVE ADVANTAGE WITH SUSTAINABILITY LINKED FINANCING</p> <p>Despite the major efforts of charities and NGOs to clean up the world of commodities, progress has been slow. This could be set to change with the advent of sustainability linked loans. With companies such as ECOM Agroindustrial Corp. and Gunvor leading the way with high profile green financings in 2018, this session uses case studies to analyse how companies can improve their cost of funding and gain a competitive advantage by embracing sustainable practices.</p> <p>Thomas Quiévy, Deputy Treasurer, <i>ECOM Agroindustrial</i> Moderator: Daniel Pembrey, Reporter, <i>TXF</i></p>
15:30	<p>DIVERSIFYING YOUR FINANCING TOOLKIT BY LEVERAGING YOUR INVENTORY</p> <p>As size and scale has become key for staying ahead in an increasingly competitive commodity market, access to diverse sources of funding is crucial. Inventory backed securitisation is one tool that traders such as Trafigura are adding to their financing toolkit and it could be a template for others to follow. This session uses Trafigura's ground-breaking securitisation deal as a case study and discusses the benefits which this capital market financing solution has to offer.</p> <p>Laurent Christophe, Head of Corporate Finance, <i>Trafigura</i> Tim Conduit, Partner, <i>Allen & Overy</i> Renee McLennan, Senior Associate, <i>Allen & Overy</i></p>	<p>INVESTING IN COMMODITY FINANCE</p> <p>As a low risk, low volatility asset class with consistent returns, trade and commodity finance is increasingly coming under the spotlight of investors looking to diversify their portfolios. This panel of fund managers and investors discuss the pros and cons of this fledgling asset class and propose suggestions for expanding awareness to a wider pool of institutional investors.</p> <p>Nabil Abdul-Massih, CEO, <i>Inoks Capital</i> Nicolas Clavel, Chief Investment Officer, <i>Scipion Capital</i> Rouben Indjikian, Lecturer in Commodities & Trade Finance, <i>Webster University Geneva</i> Moderator: Alfred Evans, Director, <i>Islan Investments</i></p>
16:15	<p>CLOSING REMARKS</p> <p>TOP TAKEAWAYS FROM TXF GENEVA 2018</p> <p>Jonathan Bell, Editor-in-Chief, <i>TXF</i></p>	
	<p>COCKTAIL RECEPTION</p>	



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