

TXF GENEVA

STRUCTURED COMMODITY FINANCE
2018



 9TH NOVEMBER 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**



Mark Schulz
Director Risk, Claims &
Collections
Euler Hermes



Alexandre Dietz
Director | Acting Head of
GTRF and Head of CSTF
Switzerland
HSBC



Alexander Peters
Member of the Board
**Swiss Commodity
Club**



Laurent Christophe
Head of Corporate
Finance
Trafigura



Michael Frank
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



Niels de Ru
Partner
Allen & Overy



Renee McLennan
Senior Associate
Allen & Overy



Robert Parson
Partner
Clyde & Co



Nabil Abdul-Massih
CEO
INOKS Capital



Jean-Francois Lambert
Founder & Managing Partner
Lambert Commodities



Alfred Evans
Director
Islan Investments

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
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Alpicom	EFA Group	Litasco	Rabobank
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Aon	Finacity	Longview Resources	Raiffeisen Bank International
Archer Daniels Midland	FMO Development Bank	Louis Dreyfus Commodities	Redbridge
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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
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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 Day 1

BREAKFAST BRIEFING: BLOCKCHAIN

8:30
-
9:30

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. 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. To register your interest in attending this exclusive workshop please contact: henry.nichol@txfmedia.com

09:00 COFFEE & REGISTRATION

10:00

OPENING REMARKS WELCOME TO TXF GENEVA 2018

Jonathan Bell, Editor-in-Chief, TXF



10:10

STATE OF THE MARKET COMMODITIES AT A CROSSROADS

Jean-Francois Lambert, Founder & Managing Partner, Lambert Commodities

10:40

AUDIENCE RESPONSE SURVEY: YOUR THOUGHTS ON THE INDUSTRY

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.

Geoffrey Wynne, Partner, Sullivan & Worcester
Charles Osborne, Senior Relationship Manager, TXF

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. 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
Olivier Boujol, Director & Global Head - Structured Trade Finance, Archer Daniels Midland
Alexander Peters, Member of the Board, Swiss Commodity Club
Moderator: Prajakt Samant, 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, Head of Commodity Structured Trade Finance, HSBC

Moderator: Robert Parson: Partner, Clyde & Co.

13:15

PRESENTATION OF TXF TRADERS' CHOICE AWARDS



13:30

LUNCH

	PLENARY STREAM	INDUSTRY CASE STUDY
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. How can the insurance market ensure that it continues to best serve the needs of the commodity market and safeguard its future? How does the demand for insurance products differ region to region? 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 proposed regulations? What is the role of brokers in insurance and how do they add value?</p> <p><i>Mark Schulz, Director Risk, Claims & Collections, Euler Hermes</i></p> <p><i>Michael Frank, General Manager, Credendo</i></p> <p><i>Arnaud Froideval, Partner, Miller Insurance Services</i></p>	<p>COMMODITIES BACKED SECURITISATION</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><i>Laurent Christophe, Head of Corporate Finance, Trafigura</i></p> <p><i>Tim Conduit, Partner, Allen & Overy</i></p> <p><i>Renee McLennan, Senior Associate, Allen & Overy</i></p>
15:30	<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><i>Nabil Abdul-Massih, CEO, Inoks Capital</i></p> <p><i>Nicolas Clavel, Chief Investment Officer, Scipion Capital</i></p>	<p>REGIONAL ROUNDTABLE: THE BLACK SEA</p> <p>With a particular emphasis on Russia, Ukraine and Turkey, this session provides an overview of the health of the structured commodity finance market in the black sea region.</p> <p><i>Stefan Böhlich, Global Head Structured Commodity Trade Finance, Commerzbank</i></p>
16:15	NETWORKING COFFEE BREAK	

16:45

HARVESTING THE BENEFITS OF BLOCKCHAIN

With approximately 30% of bulk commodities being lost due to inefficiencies in the supply chain, soft commodity trading is ripe for innovation. Blockchain technology has often been touted as a way of streamlining the 'farm to fork' process and increasing efficiency, transparency and security in all aspects of the supply chain. This session looks at real life examples of how this is being done and provides advice on how your company can begin to implement these processes.

17:30

CLOSING REMARKS

TOP TAKEAWAYS FROM TXF GENEVA 2018

Jonathan Bell, Editor-in-Chief, TXF

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For any further enquiries or group bookings contact

kate.haffenden@txfmedia.com



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