

# TXF GLOBAL COMMODITY FINANCE 2022



MAY 10-11, AMSTERDAM

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# TXF GLOBAL COMMODITY FINANCE 2022

## WELCOME BACK TO TXF COMMODITIES AMSTERDAM 2022

After 3 years away from the place of its inception, the **industry-leading global commodity finance event** returns to Amsterdam and this time in a brand new venue, the Beurs van Berlage, and what better place to reunite the global commodities market than this former Amsterdam stock and commodities exchange! In **May 2022**, we will be welcoming the most senior representatives (think CEO's, MD's and Global Heads) of traders, producers, banks, platform providers, insurers, brokers and more. It's the **gold standard for networking** within the commodity finance industry - join us as we set sail for another unmissable hybrid adventure!



### PHYSICAL EVENT TICKET

Get your feet on the ground in Amsterdam to come together with key clients, colleagues and industry experts. Your ticket will also include:

- Additional networking features such as ice-breaker drinks and cocktail reception
- Access to the virtual event platform – reach out to virtual-only attendees and watch all sessions on-demand if you miss them
- Delegate list of all those on-site so you can arrange meetings in advance
- Networking concierge service – allow us to do the leg work and introduce you to new potential clients



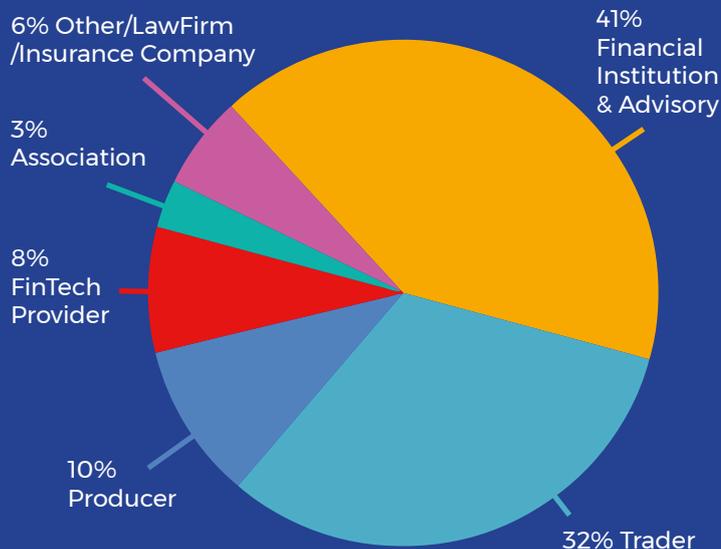
### VIRTUAL TICKET (TXF MEMBERS ONLY)

All TXF Members can join in with the virtual component of the event as part of your membership. From the comfort of your own office or home working space, you will be able to watch all sessions live or on-demand as well as use our 'Search the Guest List' feature to reach out to other virtual attendees and those joining the physical event in-person.

TO FIND OUT MORE ABOUT JOINING  
VIRTUALLY AS PART OF A TXF  
MEMBERSHIP, PLEASE EMAIL:

[MEMBERSHIP@TXFMEDIA.COM](mailto:MEMBERSHIP@TXFMEDIA.COM)

## 2021 DELEGATE BREAKDOWN:



## THE REVIEWS ARE IN:

*"Best industry event- relevant and cutting edge content, excellent networking in a modern style"*  
**Dirk Fehring**, Senior Director, Asset Based Finance  
- Corporates, Raiffeisen International



*"Fail to attend and you miss the event of the year"*  
**John Goodridge**, Head of Marketing & Origination,  
West Africa, BP Oil International LTD



*"The event was very well structured, with very good specialised panellists, a global insightful knowledge being shared among the industry players."*

**Heloisa Slav**, founding partner Slav Advogados



# EARLY SPEAKERS ALREADY CONFIRMED FOR 2022

Get a feel for the calibre of speakers at TXF Global! Here are a few of the merwomen and men who will be making waves at the 2022 event.



**Olivier Boujol**  
VP & Global Head - Structured Trade Finance  
Archer Daniels Midland



**Elsa Pernot**  
Global Head of HSEC  
GUNVOR



**Michael Wort**  
Global Head of Commodity Finance  
Shell Trading



**Natalia Haas**  
Managing Partner  
MERCATOR  
COMMODITIES AG



**Nicolas Jobert**  
Structured Finance - Head of EMENA  
Trafigura



**Christine McWilliams**  
Global Head of Commodity and Energy, Treasury and Trade Solutions  
CITI



**Sandra Primiero**  
Global Head Natural Resource Finance  
DEUTSCHE BANK



**Marc Pfefferli**  
Group Treasurer  
AXPO



**Daniele La Porta**  
Global Head of Sustainability  
Gerald Group



**Archie Matheson**  
Structured Finance & Trader - Africa  
Czarnikow



**John MacNamara**  
CCI  
CARSHALTON COMMODITIES



**Oliver Schenkenberg**  
Global Head of Treasury and Corporate Finance  
GUNVOR



**Pierpaolo Di Fabio**  
CFO  
KME GROUP



**Mark Aspinall**  
Partner  
Hill Dickinson



**Maarten Koning**  
Managing Director, Global Head Trade and Commodity Finance  
ING BANK



**Jean-Francois Lambert**  
Founder & Managing Partner  
LAMBERT COMMODITIES



**Simon Huber**  
Global Head of Finance  
BLUEQUEST RESOURCES AG



**Paul Sebastien**  
Co-Founder  
CLIMATE NEUTRAL COMMODITY



**Regis Leonhard**  
Global Head of Treasury and STF  
ALVEAN SUGAR



**Alexander Peters**  
Group CFO  
ARROWRESOURCES AG



**Hugo Brodie**  
VP Sustainability  
London Metal Exchange



**Mark Beveridge**  
Head of Consultancy  
Benchmark Mineral Intelligence

Companies already confirmed: Arrow Resources, Acemar, Alvean Sugar, Ameropa, Archer Daniels Midland, Axpo, Bluequest Resources, BP, CHS Inc., COFCO International, COGETEX, Concord Resources, Drey Moor Fertilizers Overseas, First Resources, Gazprom Neft, Glencore, Interfood, Lafonte Commerce, Louis Dreyfus Company, Mercator Commodities, Mercuria Energy Trading, Ocean Partners, Sucafina, Trafigura Group, Uralkali Trading, VA Intertrading, Viterra, Walter Matter & more

[SEE ALL COMPANIES ATTENDING](#)

# AGENDA

## DAY 1

### COFFEE & REGISTRATION

#### WELCOME TO TXF GLOBAL COMMODITY FINANCE 2022!

TXF's Editor-in-Chief, Jonathan Bell, welcomes guests to the event and provides an overview of what to expect over the following two days.

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

#### KEYNOTE ADDRESS

##### ONWARDS & UPWARDS

2021 will be a year remembered for record profits and clear signs of recovery for the commodity industry. In this keynote address we look onwards and upwards and propose three key trends which will underpin the strategies of every market player going forwards and ultimately determine the relative success or failure of the industry over the next decade.

Trend 1: Riding the commodity price boom

Trend 2: Sustainability and the energy transition

Trend 3: Digital transformation of an archaic industry

#### LIVE INDUSTRY SURVEY

##### POWERED BY TXF INTELLIGENCE

With the use of TXF Intelligence's data and research suite, we provide delegates with an overview of the key metrics which define the current state of the commodity finance industry. Following that, we put you to the test with a live survey to assess your views on 10 of the top industry trends for 2022.

#### KEYNOTE TRADERS PANEL

##### CHALLENGES & OPPORTUNITIES FOR 2022 AND BEYOND

In this opening keynote panel we invite global commodity trading houses to share their views on the challenges and opportunities facing them in 2022. How are larger traders diversifying their funding options to cope with evolving market conditions? What are the key logistical and supply chain challenges facing traders at the moment and what impact will the Russia-Ukraine conflict have on supply chains in the short, medium and long term?

**Michael Wort**, Global Head of Commodity Finance, **Shell Trading**

**Oliver Schenkenberg**, Global Head of Treasury and Corporate Finance, **Gunvor**

**Nicolas Jobert**, Structured Finance - Head of EMENA, **Trafigura**

### NETWORKING BREAK

#### PLENARY STREAM

##### KEYNOTE FINANCING PANEL

##### THE GLOBAL HEADS DEBATE

In this keynote financing panel we gather global heads of trade and commodity finance From major commodity finance banks to debate how the commodity ecosystem will evolve over the coming years. Did the profit levels of 2021 prove that

#### WORKSHOP STREAM

##### MARGIN CALL

##### NAVIGATING ENERGY MARKET VOLATILITY

Europe's energy crisis is placing huge pressures on the energy supply chain. Traders and utilities, faced with unprecedented margin calls, are forced to tap new liquidity sources or risk having to

banks were justified in their 'flight to quality'? What will be the implications of the impending regulatory changes under Basel IV?

**Christine McWilliams**, Global Head of Commodity and Energy, Treasury and Trade Solutions, **Citi**  
**Maarten Koning**, Managing Director, Global Head Trade and Commodity Finance, **ING Bank**

close out trading positions. In this session we gather a panel of commodity traders and utility companies to discuss their approach to managing liquidity during this unprecedented energy crisis.

- Are traders and utilities receiving the support they need from existing liquidity providers?
- Do banks fully understand the hedging strategies being utilised by traders and utility companies?
- Are we starting to see utility companies turn to commodity finance as an additional funding option?

**Marc Pfefferli**, Group Treasurer, **Axpo**

## CREDIT CRUNCHES & SUPPLY SQUEEZES

### DO SMALL & MID-SIZED TRADERS FACE THE IMPOSSIBLE JOB?

Is the writing on the wall for small and mid-sized traders? Struggling for liquidity and facing high commodity prices and debilitating logistical challenges caused by supply squeezes and rampant shipping costs, they are faced with some difficult decisions. This session gathers small and mid-sized trading houses to unpack the challenges facing the SME treasury function.

- What liquidity options are currently available to SME traders?
- How are traders managing supply chain disruptions?
- How will traders absorb the costs of implementing an ESG strategy and the prospect of carbon border taxes?
- How are small and mid-sized traders adapting their business model to compete with the larger players and ensure longterm survival?

**Natalia Haas**, Managing Partner, **Mercator Commodities**  
**Simon Huber**, Global Head of Finance, **Bluequest Resources**  
**Pierpaolo Di Fabio**, CFO, **KME Group**  
**Regis Leonhard**, Global Head of Treasury and STF, **Alvean Sugar**  
**Alexander Peters**, Group CFO, **ArrowResources**  
**Moderator: Jean-Francois Lambert**, Founder & Managing Partner, **Lambert Commodities**

## COLLABORATIVE FINANCE

### COULD A BANK-PRIVATE CREDIT BLEND BE THE FINANCING MODEL OF THE FUTURE?

Private capital investors are increasingly looking towards trade finance as an asset class which offers competitive risk-adjusted returns. Couple this with the trend towards a flight to quality from banks and it appears that a collaborative finance model could be a natural solution to liquidity struggles facing many small and mid-sized traders and producers. In this session we gather private capital investors, trade funds and banks to discuss the potential which a collaborative financing model could have for the industry.

- How can banks use funds to manage credit exposures whilst maintaining client relationships?
- What would a potential bank-private credit blend of finance look like in practice?
- How far could such a model go towards solving the liquidity struggles facing small and mid-sized traders?
- Could this be an effective risk mitigant for banks?

## NETWORKING LUNCH

## PLENARY STREAM

### DIGITAL DEVELOPMENTS

#### JOINING THE DOTS WHEN IT COMES TO TRADE FINANCE DIGITALISATION

2021 was a year which saw major strides being taken when it comes to digital developments in the trade finance industry. Breakthrough digital deals and the announcement that digital trade documents could soon be recognised under English Law is a major breakthrough which would go a long way towards reducing paper based processes, synonymous with trade finance. With that being said, digitalisation initiatives within commodity trade finance can often appear fragmented and difficult to understand from a practical standpoint. This session aims to provide a holistic view of the current state of digitalisation within commodity trade finance.

- Who are the key stakeholders driving digital change in the industry?
- What are the key bottle necks and challenges which digital leaders are looking to solve?
- Where do we stand when it comes to proof-of-concepts vs real life practical use cases of digitalisation in the industry?
- Have recent amendments to various country's Electronic Transaction Acts had the required response?
- How key is Interoperability in moving the industry forward?

## WORKSHOP STREAM

### INSURANCE UNDER THE SPOTLIGHT

#### DOES INSURANCE REMAIN A COST EFFECTIVE TOOL?

Recent years has seen a general trend towards rising costs for insurance products and falling capacities. In light of this, many traders are losing faith in insurance as a cost effective risk management tool and are seeking alternative options. This session gathers insurance providers and insurance buyers to discuss recent changes in the insurance market and assess whether the product still remains an effective tool.

- What changes have insurance buyers seen in recent years in terms of pricing, claims payments and capacity?
- Do insurers remain committed to the market?
- Is the consensus that the insurance market is there in the good times but gone in the bad times a fair one?

### BULLISH ON OIL

#### SCENARIO PLANNING FOR OIL AT \$100 A BARREL

Weak supply conditions and a post Covid-19 rebound in demand could see Brent Crude reach \$100 a barrel by the end of 2022. In this session we discuss the market conditions which are driving oil to record highs and outline the potential ramifications which this could have on the commodity finance market.

**Mark Aspinall, Partner, Hill Dickinson**

### WHAT EXACTLY IS A DIGITAL AGENT?

#### DEAL CASE STUDY: BB ENERGY'S DEBUT \$500M US BORROWING BASE FACILITY

2021 saw energy trader BB Energy secure its first US borrowing base facility, worth \$500M, and featured a digital agent. In this case study session we go behind the scenes of the landmark deal to profile the role of a digital agent and assess the benefits they can play in commodity finance going forward.

- What role does the digital agent play and how did the collaboration between BB Energy and the digital agent come about?
- What added costs or savings does a digital agent bring?
- How will the role of the digital agent evolve going forward?

## NETWORKING BREAK

## SUSTAINABLE FINANCE

### ESTABLISHING INDUSTRY STANDARDS FOR ENHANCED ESG TRANSPARENCY

A robust framework that is broadly agreed, widely adopted, and clearly defined is critical to ensuring progress on sustainability in commodity finance and driving enhanced levels of ESG transparency. In this session we gather a panel of sustainability experts to discuss current sustainability standards and propose potential next steps.

- Where do we stand today on accepted standards for sustainability, from industry specific initiatives to the EU Sustainability Taxonomy?
- What could the new International Sustainability Standards Board (ISSB) mean for increased ESG transparency in the industry?
- What can the commodity finance industry learn from other financial markets when it comes to developing sustainability standards?

**Elsa Pernot**, Global Head of HSEC, **Gunvor**

**Paul Sebastien**, Co-Founder, **Climate Neutral Commodity**

**Alice Lim**, CEO Office - Sustainability, **London Metal Exchange**

**Archie Matheson**, Structured Finance & Trader - Africa, **Czarnikow**

**Daniele La Porta**, Global Head of Sustainability, **Gerald Group**

**Moderator: Aife Howse**, Commodities Content Manager, **TXF**

### DEAL-MAKING 101

#### A GUIDE TO COMMODITY FINANCE DEALMAKING IN 2022

Digital agents, electronic documents and virtual handshakes. Commodity finance deal-making has undergone a rapid evolution over the last few years. In this session we gather bankers and traders to provide a best-practice guide to dealmaking in 2022, to help you get your next deal over the line.

- How are banks approaching deal origination in times of restricted travel and working from home?
- How have due diligence and KYC processes evolved as a result of restrictions and changing working conditions?
- What role will digital agents play in deals going forward?

**Moderator: John MacNamara**, CEO, **Carshalton Commodities**

## INDUSTRY COCKTAIL RECEPTION

### TXF MORNING RUN

Dust off the cobwebs from the night before and hit the ground running with an early morning run around the beautiful city of Amsterdam.

## COFFEE & REGISTRATION

### OPENING REMARKS

#### WELCOME TO DAY TWO!

TXF's Editor-in-Chief, Jonathan Bell, welcomes delegates to day two by providing an overview on what was discussed on day one and what we can look forward to throughout the final day.

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

### KEYNOTE ADDRESS

#### COMMODITY SUPPLY CHAINS & THE NEW WORLD ORDER

As countries jostle to establish themselves at the head of the new world order, the commodity industry watches on to see how things will unfold. In this keynote address we help you scenario plan by providing an overview of the key geopolitical and security risks to commodity supply chains in 2022.

## ALL IN ON CARBON CREDITS

### WHY TRADERS ARE BETTING BIG ON CARBON AND YOU SHOULD TOO

2021 saw many of the major commodity traders enter into carbon offset trading, a market which some believe could eventually become ten times larger than global crude oil. Carbon credits allow us to place a monetary cost on harmful emissions and provide incentives for decarbonisation by incorporating that cost into the price of goods and services. In this session we provide an introduction to carbon trading, discuss why many of the largest traders are entering this market and explain why you shouldn't miss out on this exciting opportunity.

## NETWORKING BREAK

### RUSSIA

**THE UKRAINE CONFLICT, SANCTIONS RAMIFICATIONS & THE THREAT TO EUROPE'S GAS SUPPLY**

### THE RACE TO DECARBONISE LNG

### CHINA

**THE ZERO-COVID POLICY, WORSENING US RELATIONS & THE SOUTH CHINA SEA CONFLICT**

### METAL MARKET SUPPLY SQUEEZES AND THE RISING COST OF BATTERIES

**Mark Beveridge**, Head of Consultancy, **Benchmark Mineral Intelligence**

## NETWORKING LUNCH

### COLLATERAL MANAGEMENT

#### WHY ARE BANKS TURNING THEIR BACK ON THIS RISK MANAGEMENT TOOL?

Developing robust fraud prevention measures remains a key area of focus for an industry still feeling the effects of the 2020 fraud scandals. Whilst much of the focus is being placed on finding digital solutions the problem, many experts believe the key lies in improving the standards of collateral management. Why does third-party collateral management remain an underutilised tool and who needs to drive standardisation within the industry?

**Sandra Primiero**, Global Head Natural Resource Finance, **Deutsche Bank**

### CLOSING REMARKS

#### TOP TAKEAWAYS FROM TXF GLOBAL COMMODITY FINANCE 2022

Jonathan Bell brings the event to a close by providing a summary of the key discussion points from across the two days. A post-conference report will be shared with delegates after the conference.

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

## CONFERENCE CLOSE

# WHO COULD YOU MEET?

Top corporate companies that joined in 2021 included:



Aarsleff	Duqm Refinery and Petrochemical Industries Company	Oerlikon
ABB	Egyptian Propylene and Polypropylene Company	Outotec
ABO Wind	Eiffage	Paul Wurth
Acrow Bridge	Elecnor	Pertamina
ACWA Power	Emirates Post	Perusahaan Listrik Negara (PLN)
Againity AB	ENEL Group	Petersen Matex Trading
Airbus	ENERCON	PetroPerú
Akin Gump Strauss Hauer & Feld	Enter Engineering	Plasser & Theurer
Alcatel Submarine Networks	Erdemir	PowerChina Intl
Alexander Dennis	Ericsson	Powertis
Alstom	Eurofinsa	ProjectGlobe AB
AME International	EUROPIPE	Proman
Amur GPP	Ferrostaal Equipment Solutions	QGMI
Andrae Project Finance	Fincantieri Cantieri Navali Italiani	RI International
Andritz Hydro	FLSmidth	Reliance Industries Limited
ArcelorMittal	Fluor	Rheinmetall
ArianeGroup	CAUFF GmbH & Co. Engineering	Rolls Royce
BAE Systems	Gazprom	Royal IHC
Bahrain Petroleum Company (BAPCO)	GE	Saipem
Baker Hughes GE Company (BHGE)	GEA Group	Scania
Baker McKenzie	General Electric	SENVION
Ballast Nedam	Genting Hong Kong	Shanghai Electric Group
BAM International	Getinge Group	Sharjah Airport
BAM Nuttall	Haldor Topsoe	Siberian Coal Energy Company (SUEK)
Bechtel	HOMT España	Siemens
Big Dutchman	Hospinorm Projects	Siemens Gamesa Renewable Energy
Boegelsack Energy	IBM	SIMEST
Bombardier Transportation Germany	Imagro Spa	SK E&C
Bosch	INTECO	SKODA PRAHA
Bouygues	Jan De Nul	SMS Group
Braskem	JV Driver	Societe d'Electricite du Senegal (Senelec)
Brueckner	Kalpataru Power Transmission Ltd.	Sogea Satom
Burmeister & Wain Scandinavian Contractor	Konecranes	STRABAG International
Business Connection	Linde AG	Sutor Bank
Canadian Commercial Corporation (CCC)	Loesche	TAKRAF
Cassa Depositi e Prestiti	LR Group	TechnipFMC
Caterpillar	LUKOIL	Tenova
Chantiers De L'Atlantique	Lydian	Thales
China National Aero-Technology Engineering Corporation	Mabey Bridge Ltd	ThyssenKrupp
CMI Group	Magil	Trans Adriatic Pipeline (TAP)
CNHI International	MAN Energy Solutions SE	Tui Cruises
Cofides	Marubeni Corporation	Valmet
Colas	Meeras	VAMED
Contracta Engenharia	Metalinvest	Van Oord
Coriolis Technologies	Metlife	Vanderlande Industries
Crescent Group	Meyer Werft	Vestas
Damen Shipyards Group	Mitsubishi Corporation	Vietnam Electricity (EVN)
Danieli & C. Officine Meccaniche	Mota-Engil Group	VINCI Energies International And Systems
Deutsche Rohstoffagentur (DERA)	MV Werften	Voith
Dredging International	National Grid	Volvo Construction Equipment
	Notus energy Plan	Wärtsilä
	Odebrecht	

# GET YOUR TICKET!

**PHYSICAL EVENT TICKET**  
(Non-Members Rate)

**£3,999**

**PHYSICAL EVENT TICKET**  
(Members Rate, 30% discount)

**£2,799**

## VIRTUAL PASSES

If you would like to join the virtual component of this event, you can do so as a TXF Member (annual membership €3,499). The membership gives you access to ALL virtual events over 12 months, as well as 30% off any physical event tickets.

**E-mail: [membership@txfmedia.com](mailto:membership@txfmedia.com) for more details.**

## GOT A QUESTION? ASK OUR DREAM TEAM



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