

# TXF GLOBAL COMMODITY FINANCE

VIRTUAL+ EVENT

2020



VIRTUAL

4-6 OF  
NOVEMBER

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#TXFEVENTS

# EVENT OVERVIEW

TXF Global Commodity Finance, the conference for dealmakers, is back again and oh have we got a lot to discuss. Since we left you in May the commodity headlines have not stopped rolling and the importance of coming together as a united industry has never been greater.

Just as the industry was dusting itself off in the wake of a series of high profile defaults and fraud cases, the shocking news emerged that certain key banks would be exiting the market. Whilst the ramifications of this news are yet to be felt, the importance of planning ahead for all eventualities cannot be underestimated.

This three day fully virtual conference, held on 4th - 6th November, will look to provide an in-depth analysis of these recent market events whilst giving dealmakers an essential opportunity to keep in touch with industry peers and make vital new connections.

With a state of the art event platform and the most up to date content, TXF Global Commodity Finance will connect delegates from across the globe and help companies prepare for a profitable future beyond Covid-19.

Make sure you're part of these vital discussions on 4th - 6th November and ensure you're fully informed and fully connected going into the New Year.



Pre-record,  
Simu-Live  
& Live Streams



Live polling  
and Q&A



Downloadable  
presentations  
& resources



1-2-1  
networking  
capability



Request  
meeting  
opt-in option



Personal  
networking  
meeting room



Networking  
concierge



Guest  
Directory



Session specific  
networking chat  
(group & individual)

#TXFEVENTS

# SPEAKERS



**Florence Schurch**  
Secretary General  
STSA



**Rob Abbott**  
Group Treasurer  
VITOL



**Kona Haque**  
Head of Research  
ED&F Man



**Robin Cave**  
Chief Executive Officer  
CZARNIKOW



**Natalia Haas**  
Managing Partner  
MERCATOR COMMODITIES AG



**Nicolas Marsac**  
CFO - Asia Pacific  
TRAFIGURA COMMODITIES FUNDING



**Tawfik Sadfi**  
Head of Origination & Structured  
Trade finance  
GUNVOR



**Kim Oates**  
Head of Treasury  
AURAMET INTERNATIONAL



**Janet Mulu**  
Trade & Investment Consultant  
LEAN AFRICA CONSULTANTS



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



**Marina Souza**  
Senior Group Corporate Legal  
COUNSEL  
COFCO INTERNATIONAL



**Alexander Peters**  
Member of the Board  
COMMODITY CLUB  
SWITZERLAND



**Rebecca Harding**  
Independent Economist & CEO  
CORIOLIS TECHNOLOGIES LIMITED



**Philippe Penet**  
CFO & Treasurer  
SUCAFINA



**Natalia Feshakova**  
Director, Head of Strategy & Sales, APAC  
MONETAGO



**Marc Pfefferli**  
Group Treasurer  
MET GROUP



**Christine McWilliams**  
Global Head of Commodity & Energy  
Trade Finance  
CITI



**Julio Varela**  
Head of Finance & Risk  
AMEROPA AG



**Heloisa Slav**  
Managing Partner  
SLAV ADVOGADOS



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



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



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



**Lesley Batchelor**  
COO & Commercial Director  
OPEN BORDERS DIRECT



**Ozan Ozturk**  
Managing Director  
AGROZAN COMMODITIES DMCC



**Melinda Moore**  
Managing Director  
CLEAN UP COMMODITIES



**Vincent Almering**  
Group Treasurer  
INTERFOOD



**Betül Kurtulus**  
Regional Director - Central, Eastern & South-Eastern Europe and the Middle East  
FCI



**Robert Besseling**  
Executive Director  
EXX AFRICA



**Jan Hoffmann**  
Chief, Trade Logistics  
Branch, DTL  
UNCTAD



**Veronika Koroleva**  
Partner  
GUNNERCOOKE



**John Galani**  
COO  
TRITERRAS



**Francesca Thompson**  
Underwriter - Credit & Political Risks  
ARGO GLOBAL



**Richard Watts**  
Managing Director  
HR MARITIME



**Gene Kwee**  
South East Asia Lead, Structured  
Trade Finance  
ARCHER DANIELS MIDLAND



**Boris Jaquet**  
Head Distribution  
EMEA  
DEUTSCHE BANK



**Gopul Shah**  
Director - Corporate Treasury and Structured  
Trade Finance  
GOLDEN AGRI-RESOURCES



**Christine Grolimund**  
Head of Collateral Management  
MEDLOG



**Maarten Koning**  
Global Head SCF  
ING BANK



**Walter Vollebregt**  
Owner  
VOLLEBREGT ADVISORY



**Rajiv Biswas**  
Asia-Pacific Chief Economist  
IHS MARKIT



**Jonathan Solomon**  
Partner  
REED SMITH



**Orhan Gunes**  
Head of Commodity  
Trade Finance  
SBERBANK



**Atakan Akkaya**  
Head of Commodity  
Finance EMEA  
MUGF BANK



**Eric Chen**  
Business Development  
Director, Guud Finance  
GUUD



**Simon Bessant**  
Director  
TEXEL



**Mark Abrams**  
Director, Trade Finance  
TRADE FINANCE GLOBAL (TFG)



**Ed Aldorino**  
Managing Director, Head of Global Transaction  
Banking, Asia  
LLOYDS BANK



**Rouben Indjikian**  
Lecturer in commodities and trade finance  
WEBSTER UNIVERSITY GENEVA



**Jonas Rey**  
Founder  
ATHENA INTELLIGENCE



**Baldev Bhinder**  
Managing Director  
BLACKSTONE & GOLD



**Anupam Verma**  
CEO  
ICICI BANK SINGAPORE



**Tom James**  
CEO & CIO  
TRADEFLOW CAPITAL



**Momchil Ivanov**  
Managing Director, Head of Asia, Structured Metals and Energy Finance  
ING BANK



**Harry McIndoe**  
Director  
BPL GLOBAL



**Omar Al-Ali**  
Partner  
REED SMITH



**Shirish Garg**  
Sales Director - Transaction Banking, Asia Pacific  
LLOYDS BANK



**Laura Hill**  
Assistant Underwriter  
CHAUCER



**Catherine Lang-Anderson**  
Partner  
ALLEN & OVERY



**Jessica Kenworthy**  
Partner  
SQUIRE PATTON BOGGS



**Barry Stimpson**  
Partner  
SQUIRE PATTON BOGGS



**Elena Egorova**  
Head of Projects  
DRUM RISK LTD



**Nigel Scott**  
Managing Director - Global Head  
Structured Trade Commodity Finance  
SUMITOMO MITSUI BANKING CORPORATION (SMBC)



**Sunil Kumar**  
Head, Trade Product Management and Structuring, Treasury and Trade Solutions, Asia Pacific  
CITI



**Peter Hopkins**  
Managing Director  
DRUM RISK LTD



**Sander Stuijt**  
Head Structured Commodity Trade Finance - EMEA  
DEUTSCHE BANK



**Richard Piechocki**  
Head TCF Sustainability  
RABOBANK



**James Hardy**  
Partner  
WHITE & CASE



**Tim Tuke**  
Vice President - Commodity Business Centre (London)  
BANK OF CHINA



**Maurits Quarles van Ufford**  
Senior Vice President  
MARSH JLT SPECIALTY



**Kerlijne Van Steen**  
Head of Single Risk Product  
CREDENDO



**Kate Enock**  
Underwriter - Financial Risk Solutions (Singapore)  
LIBERTY GLOBAL



**Harry Aschbacher**  
Head of Legal Trade Finance  
SOCIETE GENERALE GENEVA



**Dillon Matthews**  
Senior Underwriter  
MARKEL



**Sashi Kumar**  
Head Energy & Metals South East Asia  
RABOBANK



**Hans Biemans**  
Head of Sustainable Markets  
ING BANK



## TRADERS AND PRODUCERS JOINING THE EVENT INCLUDE:

Alstom	Equentia Natural Resources	Kingbird Commodities	Proco Commodities
Alvari			
Alzys Global	Felix Petroleum Pte	Koch Refining International Pte Ltd	Puma Energy
Ameropa Asia	Fomento Associated Singapore Holdings	Lafonte Commerce	Raffemet
Arc Energy Trading	Gerald Group	Lee Fung International	Reliance Global Energy Services
Archer Daniels Midland	Ghim Li Global	Levodi	Riverdale Commodities
Aries Fertilizers Group	Glencore	Lianfeng International	Shell International
Avra	Glencore Energy UK	Lobb Heng	Singapore Carbon Hydrogen Energy
Axpo	Hengli Petrochemical International	Lotus Resources	SINOPEC
Barry Callebaut	Hongrun International Energy Singapore	Lotus Resources Pte Ltd	Socar Trading
BB Energy	Hydro Aluminium Asia	Louis Dreyfus Company	Sucafina
Bluequest Resources	IFFCO Singapore	Mercancia Continental DMCC	TANMONDIAL
Bonroy Petchem Co	Imlitex Holdings	Mercon B.V.	TMT Metals
BP	Indagro	Mercuria Asia Group Holdings	Tradmet Limited
Bunker Holding A/S	Integra Petrochemicals	Metinvest	Trafigura
Cargill	International Woodchip Corporation	MRI Trading	Trans-Oil International
Chemie Tech	IXM	Oilburg	Tribute Energy
Chevron	JCB	Olam International Limited	UIL Singapore
Czarnikow	Kairos Oil Trading	Petredec Group	Uralkali Trading
Duferco	KazMunaiGas	Petrolimex Singapore	Valency International Pte Ltd
ECOM Agroindustrial Asia		Phillips 66	Virgoz Oils & Fats
ECOM Agroindustrial Corporation		Polymetcore Trading	Vital Solutions
Ecom Trading		Primex Steel Trading	Voith Hydro
			Wuchan Zhongda Singapore
			Yildirim Group

PRE-EVENT

2ND NOVEMBER

14:00-14:30  
GMT

**LIVE INTERVIEW: TRADE & COMMODITY VALUE CHAINS IN AFRICA WITH JANET MULU**

Janet Mulu, Trade & Investment Consultant, **Lean Africa Consultants**

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

DAY 1

4TH NOVEMBER

9:00  
GMT

**WELCOME TO TXF GLOBAL COMMODITY FINANCE 2020**

9:10  
GMT

**GREETINGS FROM THE SWISS TRADING & SHIPPING ASSOCIATION**

On the occasion of what would have been the annual Geneva Commodities Week gathering, Florence Schurch, Secretary General for the STSA, provides a warm welcome to members and non-members alike.

**Florence Schurch**, Secretary General, **STSA**

9:15  
GMT

**COMMODITIES HITS THE TXF HEADLINES**

In 2020 we've seen commodities hit the headlines for often the right reasons and sometimes the wrong ones. This session breaks down some of the key headlines from the year and provides a unique analysis of the economic and geo-political environment as it affects the commodities market.

**Rebecca Harding**, Independent Economist & CEO, **Coriolis Technologies**

**Kona Haque**, Head of Research, **ED&F Man**

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

9:45  
GMT

**TRADING TIPS: COMMODITY FINANCING STRATEGIES**

Commodity traders continue to adapt to the new normal being presented to them. Whilst being faced with a set of unique challenges many traders have posted record profits in spite of falling margins, tough competition and reduced liquidity options. Our panel of global commodity trading houses provide an assessment of the year and discuss how their financing strategies will change in light of banks exiting the market.

**Rob Abbott**, Group Treasurer, **Vitol**

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

**Robin Cave**, CEO, **Czarnikow**

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

**Natalia Haas**, Managing Partner, **Mercator Commodities**

Moderator: **Alexander Peters**, Board Member, **Commodity Club Switzerland**

10:25  
GMT

**THE FUTURE OF FINANCING**

Commodity finance is in a state of flux and 2020 will forever be remembered as a line in the sand for the industry. The decision by some of the most prominent European banks to step away from financing the trade of commodities has rocked the industry. This session gathers bankers and funds to stake their claim as the financiers of the future.

**Christine McWilliams**, Global Head of Commodity & Energy Trade Finance, **Citi**

**Nigel Scott**, Managing Director, Global Head Structured Trade Commodity Finance, **SMBC**

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

**Orhan Gunes**, Director, Head of Commodity Trade Finance, **Sberbank (Switzerland) AG**

**Atakan Akkaya**, Head of Commodity Finance EMEA, **MUFG Bank**

Moderator: **Jonathan Solomon**, Partner, **Reed Smith**

11:05  
GMT

**TXF COMMODITY FINANCE INDUSTRY CHOICE AWARDS**

Directly selected by trading houses, the TXF Industry Choice Awards recognise the work of financial institutions and insurance providers that have led the way in providing accessible and creative financing solutions for the commodities sector in the last year. Dr. Tom Parkman provides an analysis of the key findings from the TXF Commodity Finance Survey and announces the award winners for 2019.

**Tom Parkman**, Head of Reseach, **TXF**

#TXFEVENTS



### **INSURING THE FUTURE OF STRUCTURED COMMODITY FINANCE**

Difficult market conditions have raised many questions over the future of structured commodity finance. With banks focusing more on domestic financings is it possible to raise significant structured syndicated financings at this time and what can banks and traders do to give themselves the best opportunity to secure capacity from insurers? How have underwriters adjusted their approach to new structured oil deals and what updates do they have with regards to claims notifications? Finally, what are the long term implications for deal refinancings as the green movement takes hold and is sustainability even a factor when it comes to underwriting transactions.

**Laura Hill, Assistant Underwriter, Chaucer**  
**Francesca Thompson, Underwriter - Credit & Political Risks, Argo Global**  
**Boris Jaquet, Head of Distribution, EMEA, Deutsche Bank**  
**Moderator: Simon Bessant, Director, Texel**

11:15 GMT

### **SPOTLIGHT ON: AFRICA**

In the first of our spotlight series, this session provides a risk review of the key African commodity countries. An essential session for those operating and investing in Africa, find out which African countries are emerging strongest from the global pandemic and what economic and geopolitical risks remain.

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

11:55 GMT

### **DOES THE INDUSTRY HAVE A COMPLIANCE & DUE DILIGENCE PROBLEM?**

A rise in cases of fraud and misconduct in the industry naturally brings the topic of compliance and due diligence to the fore. Many believe that banks have cut the wrong corners when it comes to scaling back their compliance and due diligence teams and moving back office teams offshore. This session will assess the current standards of compliance and risk management in the industry and provide a guide for improvement.

**Marina Souza, Senior Group Corporate Legal Counsel, International Trading House**  
**Jonas Rey, Founder, Athena Intelligence**  
**Moderator: Heloisa Slav, Managing Partner, Slav Advogados**

12:15 GMT

### **DEAL OR NO DEAL BEHIND THE SCENES OF A COMMODITY FINANCE DEAL**

A TXF staple returns. This unique session format is a chance to go behind the scenes of a commodity finance deal and get a glimpse into how dealmakers view certain commodities and regions at this point in time.

We'll present a panel of experienced financiers with a series of hypothetical commodity finance deals. Their job is to analyse the deals, provide an insight into how they weigh up the specifics of the deal and discuss the state of specific commodities and markets. It's then over to the audience to vote on whether they would do the deal and how they would price it.

**Maarten Koning, Global Head SCF, ING Bank**  
**Tim Tuke, Vice President, Commodity Business Centre, Bank of China**  
**Esther Berkelaar, Global Lead Portfolio Risk TCF, Rabobank**  
**Moderator: Elitsa Ivanova, Partner, CMS**

12:55 GMT

### **COMMODITY FINANCE INDUSTRY CHOICE AWARDS 2020**

13:30 GMT

### **CLOSING REMARKS**

13:45 GMT

### **NETWORKING ROULETTE**

Staying connected with the market is as important as ever. Get the most out of your event experience with this exciting new networking format. We'll randomly place you in a meeting room with three other delegates for a ten minute chat. Share contact details, discuss your business needs and once the time runs out we'll move you on to a new meeting!

13:50 GMT

### **CONFERENCE CLOSE**

14:20 GMT

**#TXFEVENTS**



DAY 2

5TH NOVEMBER

9:00  
GMT

### OPENING REMARKS

#### **ONLY WHEN THE TIDE GOES OUT DO YOU DISCOVER WHO'S BEEN SWIMMING NAKED**

The title of this session refers to a quote penned by the great American investor, Warren Buffet, when alluding to the fact that it's only in tough times that a company's faults are exposed. The quote seems very apt in the present day with commodity finance practitioners facing significant market challenges in light of fraud cases, restrictive regulations and a tightening of liquidity. This analysis session takes a retrospective view of recent events and aims to determine whether the writing has been on the wall for a while and whether Covid-19 was simply the straw which broke the camel's back.

**Baldev Bhinder, Managing Director, Blackstone & Gold**

**Elena Egorova, Head of Projects, DRUM Risk**

**Paul Jackaman, Director, 8 Mile Solutions**

**Moderator: Melinda Moore, Managing Director, CleanUp Commodities**

9:05  
GMT

#### **IS THE END IN SIGHT FOR THE MID-SIZED TRADING HOUSE?**

The announcement that certain high profile European banks will no longer finance the trade of commodities once again brings to the fore the topic of the liquidity funding gap. The reduction in liquidity will no doubt be felt throughout the spectrum of commodity traders but many people fear that it could be particularly damaging for mid-sized trading houses. In this session traders discuss their personal challenges in light of recent market events and explores how trading houses will be forced to evolve their financing strategies going forward.

**Kim Oates, Head of Treasury, Auramet**

**Simon Huber, Global Head of Structured Commodities Finance, Bluequest Resources**

**Vincent Almering, Group Treasurer, Interfood**

**John Galani, COO, Triterras**

**Moderator: Walter Vollebregt, Owner, Vollebregt Advisory**

9:40  
GMT

#### **FIGHTING COMMODITY FINANCE FRAUD WITH TECHNOLOGY**

The pressures exerted by the Covid-19 pandemic have exposed some deep-lying flaws in the commodity financing system. Recent high profile debt defaults, associated with fraud and malpractice, have had huge ramifications for the industry and solidified the belief that trade and commodity finance lags behind other industries when it comes to the adoption of modern risk management practices. This session gathers industry experts to discuss how technology can be used to improve risk management standards and help fight fraud in the future.

**Natalia Feshakova, Director, Head of Strategy & Sales, APAC, Monetago**

**Ed Aldorino, Managing Director, Head of Global Transaction Banking, Asia, Lloyds Bank**

**Betül Kurtulus, Regional Director - Central, Eastern & South-Eastern Europe and the Middle East, FCI**

**Moderator: Eric Chen, Director of Business Development, GUUD**

10:15  
GMT

#### **SPOTLIGHT ON: AGRIBUSINESS**

In the second of our spotlight series, we gather a group of global commodity traders to shine a light on the key developments in the agri and softs sector. Find out how agri traders are adapting to the changing consumer demands caused by the global pandemic and hear how they are planning ahead for 2021.

**Regis Leonhard, Global Head of Treasury and STF, Alvean Sugar**

**Philippe Penet, CFO & Treasurer, Sucafina**

**Julio Varela, Head of Finance & Risk, Ameropa**

**Ozan Ozturk, Managing Director, Agrozan Commodities**

**Moderator: Mark Abrams, Director, Trade Finance, Trade Finance Global**

10:45  
GMT

#### **10 IN 20: A LEGAL YEAR IN REVIEW**

In this workshop we provide a roundup of the top 10 legal stories from the past year. Find out what ramifications events of the past six months may have for your commodity finance business and what you should keep an eye on for 2021.

**Veronika Koroleva, Partner, gunnercooke**

11:25  
GMT

#TXFEVENTS





### **SPOTLIGHT ON: COLLATERAL MANAGEMENT**

In our final 'Spotlight on' segment, we point the spotlight on collateral management. The importance of collateral management has once again been brought to the fore as a result of a rising number of commodity finance fraud cases in 2020. Despite being a long established risk management tool for banks, high costs and a lack of standardised service requirements is often a concern. Our expert panellists discuss whether the use of collateral management could be set to rise, the role of insurers in guaranteeing cover and whether the use of CMA could have mitigated recent fraud cases.

**Harry Aschbacher**, Head of Legal Trade Finance, **Société Générale Geneva**

**Christine Grolimund**, Head of Collateral Management, **Medlog SA**

**Peter Hopkins**, Managing Director, **DRUM Risk**

**Sander Stuijt**, Managing Director - Structured Commodity Trade Finance, EMEA, **Deutsche Bank**

**Moderator: Charles Osborne**, Senior Relationship Manager, **TXF**

12:05 GMT

### **OPENBORDERS.DIRECT: DE-RISKING INTERNATIONAL TRADE FOR SMEs**

Managing the risks involved with international trade can often be a daunting task for SMEs entering the commodity trading world. In this workshop Lesley Batchelor, CEO of Export BootCamps provides an introduction to Open Borders Direct, a one stop shop for aspiring commodity traders looking to solve their risk management needs.

**Lesley Batchelor**, COO & Commercial Director, **Open Borders Direct**

12:40 GMT

### **TXF TRENDS: SUSTAINABILITY**

#### **WHAT THE EU SUSTAINABILITY FINANCE ACTION PLAN COULD MEAN FOR YOU**

The movement towards more sustainable and green practices within the commodities industry has been gathering momentum over the last few years. The launch of the EU's ambitious taxonomy on sustainable financing will no doubt help to accelerate this even further and could have wide ramifications across the European commodity sector. This presentation will shine a light on the EU's action plan and help delegates to understand what the legislation could mean for the financing of specific commodities going forward.

**Maurits Quarles van Ufford**, Senior Vice President, Commodity Trading Solutions, **Marsh JLT Specialty**

**Richard Piechocki**, Head TCF Sustainability, **Rabobank**

**Hans Biemans**, Head of Sustainable Markets, **ING Bank**

**Moderator: James Hardy**, Partner, **White & Case**

12:55 GMT

### **OVERVIEW OF THE TRADE CREDIT INSURANCE MARKET**

**Kerlijne Van Steen**, Head of Single Risk Product, **Credendo**

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

13:35 GMT

### **SHIPPING MARKET UPDATE**

#### **ASSESSING THE IMPACT OF COVID-19 ON GLOBAL SHIPPING TRENDS**

The dry bulk shipping market is a key barometer for the health of the commodity finance sector. With the shipping industry being particularly negatively impacted as a result of the global pandemic, this intelligence insight session provides a status update for key shipping sectors and looks ahead to how the market could rebound as key economies return to full capacity and commodity supply chains begin to revert to normal.

**Barry Stimpson**, Partner, **Squire Patton Boggs**

**Richard Watts**, Managing Director, **HR Maritime**

**Jan Hoffmann**, Chief, Trade Logistics Branch, **DTL, UNCTAD**

**Moderator: Rouben Indjikian**, Lecturer in commodities and trade finance, **Webster University Geneva**

13:50 GMT

### **WHO WANTS TO BE A COMMODITY FINANCIER?**

A brand new gameshow format which tests contestants on the latest in commodity finance while they try to raise money for their chosen charity. Our guest will have to answer a series of increasingly difficult questions on key market issues. If they come unstuck, help is at hand in the form of four lifelines: Ask the Audience, using our live polling system; Phone A Friend, allowing them to get the help of an industry expert; Ask the Host, allowing them to get no help from a TXF host; and 50-50. You can play along remotely while listening to engaging commentary on some of the latest trends in the industry.

**Catherine Lang-Anderson**, Partner, **Allen & Overy**

**Quiz Host: Hesham Zakai**, Managing Director, **TXF**

14:25 GMT

### **CLOSING REMARKS**

As day two comes to an end we provide a roundup of all the key takeaways from the previous two days of discussions. Keep an eye on your inbox as once the conference is over we'll send you a comprehensive report summarising the event and will provide access to all the presentations from throughout the two days.

14:45 GMT

### **NETWORKING ROULETTE**

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14:50 GMT

### **CONFERENCE CLOSE**

15:20 GMT

**#TXFEVENTS**

6:00 GMT  
14:00 SG

### OPENING REMARKS

6:05 GMT  
14:05 SG

#### ECONOMIC UPDATE

##### APAC AND THE ROAD TO ECONOMIC RECOVERY

As economies across the globe look to begin their recovery from the effects of the Covid-19 pandemic, this economic address provides an update on the economic health of key countries in the APAC region and attempts to provide a timeline for a potential recovery.

**Rajiv Biswas, Asia-Pacific Chief Economist, IHS Markit**

6:20 GMT  
14:20 SG

#### APAC FINANCING TRENDS

##### WHO'S FINANCING WHAT?

The announcement that key commodity finance banks will no longer be financing the trade of commodities has shocked the industry. In the wake of this news, this session will paint a clear picture of the APAC commodity financing scene. Which banks are leading the way when it comes to financing certain commodities and where can traders turn to when in search of liquidity? Are small and medium sized traders getting access to the funding they need and what options are available to them?

**Momchil Ivanov, Managing Director, Head of Asia, Structured Metals and Energy Finance, ING Bank**

**Sunil Kumar, Head, Trade Product Management and Structuring, Treasury and Trade Solutions, Asia Pacific, Citi**

**Shirish Garg, Sales Director - Transaction Banking, Asia Pacific, Lloyds Bank**

**Moderator: William Shaw, Director, Texel**

7:05 GMT  
15:05 SG

#### EXPERT OPINION

##### IS THE APAC COMMODITY FINANCE MARKET IN NEED OF REFORM?

2020 will forever be remembered in commodity finance circles for all the wrong reasons. A series of high profile defaults and fraud cases has cast a dark cloud over the once booming APAC commodity finance industry and placed due diligence and compliance practices firmly in the spotlight. In this opinion session we invite industry experts to assess the key factors which led to the shortcomings in the market and discuss whether these were isolated incidents or the result of systemic flaws in the system.

**Sashi Kumar, Head Energy & Metals South East Asia, Rabobank**

**Jessica Kenworthy, Partner, Squire Patton Boggs**

**Moderator: Aife Howse, Reporter, TXF**

7:30 GMT  
15:30 SG

#### APAC INSURANCE MARKET UPDATE

**Harry McIndoe, CEO - Singapore, BPL Global**

**Dillon Matthews, Senior Underwriter, Markel**

**Kate Enock, Underwriter - Financial Risk Solutions, Liberty Specialty Markets**

**Moderator: Aife Howse, Reporter, TXF**

8:00 GMT  
16:00 SG

### KEYNOTE TRADERS' PANEL HOW TRADERS ARE ADAPTING TO THE NEW NORMAL

Low liquidity, low pricing and heightened scrutiny. This is the new normal which trading houses across the globe are having to adapt to. Find out how this panel of leading traders in the APAC region are approaching this set of circumstances and what advice they can offer. Where are they turning to for liquidity and what are their strategies for long term survival?

**Nicolas Marsac, CFO - Asia Pacific, Trafigura**  
**Gopul Shah, Director, Corporate Treasury & Structured Trade Finance, Golden Agri-Resources**  
**Gene Kwee, South East Asia Lead, Structured Trade Finance, ADM**  
**Moderator: Omar Al-Ali, Partner, Reed Smith**

8:45 GMT  
16:45 SG

### COLLABORATIVE FINANCE: COULD A COLLABORATIVE MODEL BE THE FUTURE OF TRADE FINANCE?

Singapore has always been associated as a hotbed for innovation and the trade finance sector is the latest target in its crosshairs. Long regarded as complementors in the trade finance space, banks, funds and fintechs are exploring collaborations as a way to plug the trade finance gap. This panel discuss how advancements in technology could help pave the way for this new approach and how it could be a win-win situation for banks, funds and traders alike.

**Tom James, CEO & CIO, Tradeflow Capital**  
**Anupam Verma, CEO, ICICI Bank Singapore**  
**Eric Chen, Director of Business Development, GUUD**  
**Moderator: Charles Osborne, Senior Relationship Manager, TXF**

9:25 GMT  
17:25 SG

### CLOSING REMARKS

9:30 GMT  
17:30 SG

### BUSINESS CARD ROULETTE

Staying connected with the market is as important as ever. Get the most out of your event experience and roll the dice in this exciting new networking format. Select which type of client you're looking to meet and we'll randomly connect you to a one-on-one meeting with another delegate who fits that criteria. Share contact details, discuss your business needs and once you're done simply roll the dice again!

10:00 GMT  
18:00 SG

### CONFERENCE CLOSE



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