

# TXF Geneva

2017

6th OCTOBER



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The commodities industry continues to face serious challenges in light of market conditions. The need to combat these challenges with proactive decision-making, collective best practice and a thorough examination of the macro environment is pressing.

In 2016, TXF launched an intimate and focused structured commodity finance gathering in Geneva, in association with the Swiss Commodity Club. TXF Geneva provided a forum for global leaders in commodity finance to network and share their expertise. In 2017 we want to encourage delegates to continue generating new ideas and debating the market issues that matter.

## Who will be there?

Trading Houses

Corporates

Banks

Alternative financiers

Insurers

Lawyers

Consultants

## Why should you join them?

Content-driven agenda

Engaging debates

Networking

Workshops

Idea labs

Intimate discussions

Case studies

For more information about TXF Geneva 2017, including sponsorship enquiries, speaking requests and delegate registration, please contact [henry.nichol@txfmedia.com](mailto:henry.nichol@txfmedia.com) or [charles.osborne@txfmedia.com](mailto:charles.osborne@txfmedia.com)



TXF is now CPD accredited so you can gain 1CPD point per hour of learning. So what are you waiting for?

# TESTIMONIALS

This may only be the second instalment of TXF Geneva, but we have been all over the world during the past four years, delivering incisive and innovative events for the commodity finance sector.

Check out what some previous guests had to say about their experience at TXF events.

Very topical, very specific and very relevant and direct topics, in front of a very distinguished and highly experienced audience

**GEORGE DELYANNIS**  
CFO, Lavaux Capital SA

Good standard of attendees with wide range of sectors

**BOB ANGLISS**  
Deputy Head Commodities  
Centre, Bank of China

A quality gathering of industry experts - an essential exchange of views

**ROBERT PARSON**  
Partner, Clyde & Co

A targeted and concise approach to the most important subject of any boutique trader/SME

**MARK DANIELS**  
Scipio

Interesting content, great networking event

**WOUTER VAN DEN WILDENBERG**  
Associate - Amsterdam, Allen & Overy

Good content, well attended, really well-developed industry event!

**PETER KÖCK**  
Vice President Finance & Treasury, VA  
Intertrading Aktiengesellschaft

# WHICH CORPORATE COMPANIES ARE ATTENDING?

**Scipio SA**

**MET Group**

**Cocoasource**

**Acemar**

**Alpicom S.A.**

**Alvean Sugar SL**

**Archer Daniels Midland**

**Bluequest Resources AG**

**BP**

**Bunge**

**Cargill**

**Dtek Holdings**

**Ecom Agroindustrial Corporation**

**Glencore**

**Gunvor**

**Indagro**

**Kingbird Commodities**

**LITASCO**

**Louis Dreyfus Company**

**M7 Metals**

**Mechem SA**

**Metinvest**

**MRI Trading**

**Orion Energy**

**Philia**

**Puma Energy**

**Rhodium Resources Pte Ltd**

**Riverdale Commodities**

**Shell Trading & Shipping**

**Solaris Commodities**

**Trafigura**

**UIL Singapore Pte Ltd**

# TXF GENEVA 2017: THE AGENDA

9:00	<b>Coffee &amp; Registration</b>
10:00	<b>Hosts' Welcome</b> <i>Hesham Zakai, Associate Director, TXF</i> <i>Alexander Peters, Member of the board, Swiss Commodity Club</i>
10:15	<b>Your thoughts on the industry</b> 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. <i>Hesham Zakai, Associate Director, TXF</i>
10:30	<b>The state of the market</b> A macroeconomic overview, focussing on the global and regional economy, price of commodities, financing climate, state of global supply chains and the impact of large-scale geopolitical events. <i>Jean-Francois Lambert, Commodity Finance Expert, Lambert Commodities</i>
11:00	<b>Keynote Traders' Panel: Top Trends in Financing Commodities</b> Using an overview of the key findings from the TXF Commodity Finance Survey, this keynote panel discusses the top themes driving commodity finance and strategies for staying ahead. <b>Moderator:</b> <i>Alexander Peters, Member of the board, Swiss Commodity Club</i> <i>Nicolas Jobert, Senior Structured Trade Finance Officer, Trafigura</i> <i>Cheam Hing Lee, Managing Director, Rhodium Resources</i>
11:45	<b>Coffee &amp; networking</b>
12:15	<b>Keynote Bankers' Panel: Deal or no deal</b> A staple of TXF events, this session is a fun and interactive way to look at pricing and deal making in the market. We present a panel of banking experts with a series of hypothetical deals. Their task? To decide: <ol style="list-style-type: none"><li>1. Whether they would do the deal</li><li>2. How they would price the deal</li><li>3. Whether they would distribute the deal</li></ol> The audience can then vote on what they would do, faced with these deals. <i>Jean-Jacques Poubllet, Head of Metals &amp; Mining, UBS</i> <i>Walter Vollebregt, Global Head Metals &amp; Minerals, Rabobank</i> <i>Representative, BNP Paribas</i>

### Presentation of TXF Traders' Choice Awards

Earlier this year, we invited senior representatives from over 50 global trading houses to take part in the TXF Commodity Finance Survey.

Directly selected by trading houses, the Traders' Choice Awards 2016 recognise the work of financial institutions that have led the way in providing accessible and creative financing solutions for the sector in the last year.



13:00

13:15

### Lunch & networking

#### Stream I

#### Alternative Finance: An overview of the receivables finance market

The downturn in global commodity markets in 2016 and the rise in regulatory pressure has inevitably led to greater de-risking by structured trade finance banks. The need for alternative financing sources has never been greater. This session provides a practical insight into trade receivables financing as a source of liquidity and the different products which are available in this market. From securitization to forfaiting, from factoring to supply chain finance, which products are appropriate for which companies?

**Moderator: Rouben Indjikian**, International Consultant and Lecturer in Trade Finance, Commodities & Energy, **Webster University Geneva**

**Charles Nahum**, Independent Managing Director, **Finacity Corporation**

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

**George Delyannis**, Partner, **Park Lane Trade Group**

14:45

#### Stream II

#### Regional Spotlight: The Black Sea

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.

**Moderator: Callum Burroughs**, Reporter, **TXF**

**Dmitry Fedotov**, Head of corporate finance, **Dtek Holdings**

**Gunalp Sagut**, Head of Trade Finance, **Sberbank**

**Swithun Still**, Director, **Solaris Commodities**

	Stream I	Stream II
15:30	<p><b>A balanced approach to financial and physical supply chain risks</b></p> <p>There is an increasing trend to ensure a harmonious management of physical and financial supply chains. On the physical side, and in light of various high profile shortcomings, what options do companies have when looking to mitigate their risks? Are there new tools at their disposal to enable them to do so? How effectively is the private insurance market operating today and where is it adding most value? Is there enough capacity and risk appetite in the private insurance market to satisfy demand? How is the CPRI market supporting the return of banks into the market? How are insurance product offerings changing to cater to an evolving and complex market.</p> <p><b>Juliette Barre</b>, Senior Underwriter - Political Risk, Credit &amp; Bond, <b>XL Catlin</b>  <b>Russell Winter</b>, Partner, <b>Lockton Companies LLP</b></p>	<p><b>Idea Lab: Building sustainable commodity supply chains</b></p> <p>The sustainability of commodity supply chains is an increasingly important topic as companies face pressure from public interest groups, institutional investors and ratings agencies. Whilst industry initiatives have been implemented, many have missed the mark and some are outdated. This session looks at how all parties in a supply chain – from corporates and financiers to regulatory and certification bodies – can better collaborate to strengthen transparency and sustainability standards.</p> <p><b>Alfred Evans</b>, Founder &amp; CEO, <b>Islan Investments</b></p>
16:15	<p><b>Managing risk for global commodities traders</b></p> <p>A practical session for traders, producers and banks. Topics discussed will include:</p> <ul style="list-style-type: none"> <li>- Trends and practical lessons that can be learnt from recent transactions and restructurings.</li> <li>- Regulatory trends and how the CFTC is changing as a result of the Trump administration.</li> <li>- Topical and relevant international jurisdictional issues</li> </ul> <p><b>Niels de Ru</b>, Partner, <b>Allen &amp; Overy</b></p>	
17:00	<p><b>Closing Remarks</b></p>	
17:15	<p><b>Cocktail Reception</b></p>	



# BOOK YOUR PLACE

STANDARD

€999

Discounts for group bookings are available.

Please email [charles.osborne@txfmedia.com](mailto:charles.osborne@txfmedia.com), or call **+44 (0) 20 3735 5180** for more details.

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