



OCTOBER 11, 2019

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A guide to the different session formats

BRIEFINGS & WORKSHOPS



Short capped attendance lectures or case studies on a technical subject. Audience Q&A and two-way discussion is strongly encouraged.

PLENARY SESSIONS



Keynote presentations or panel discussions featuring senior industry practitioners. Conducted in the main plenary room.

IDEA LABS



Capped attendance 'seminar' encouraging discussion and participation from all in attendance. Emphasis on problem solving.

RELATIONSHIP BUILDING



Networking sessions ranging from casual business development, cocktails and one-to-one discussion, through to behind closed doors, senior level meetings.

INDUSTRY DUELS



Debate style sessions whereby senior industry practitioners face-off and deliberate on key issues affecting the market.

ICE-BREAKER DRINKS RECEPTION



Join your peers for a drink on the evening before the conference. Catch up with old friends and make new acquaintances in a relaxed environment. Time and location to be confirmed.



Agenda

08:00 COFFEE & REGISTRATION



09:00 OPENING REMARKS

WELCOME TO TXF GENEVA 2019

Jonathan Bell, Editor-in-chief, TXF

09:10 COMMODITY FINANCE RISK ASSESMENT

YOUR ESSENTIAL GUIDE TO CREDIT, POLITICAL & ECONOMIC RISKS ACROSS THE WORLD

This state of the market briefing helps you plan ahead for the future and gauge the risk factors which could threaten your business. Are the risks in-line with your own assessment and are you mitigating them effectively?

Philippe Chalmin, Founder of Cercle Cyclope & Professor at Paris Dauphine University



09:30 TALKING HEADS

THE NEW AGE OF COMMODITY FINANCE

Heads of commodity finance from global trading houses and financial institutions discuss the shape of things to come.

- Are we seeing resistance from banks for unsecured balance sheet financing in favour of more structured forms of financing?
- Is commodity trading now just a credit trade with the cost of capital the biggest driver of profit and loss?
- How will banks and traders absorb the inevitable increase in the cost of capital as a result of Basel IV?
- Should we expect some banks to exit commodity financing completely, as a result of Basel IV?
- How can trading houses look to compete on cost of capital with large integrated players that are entering the downstream supply and trading business?

Xavier Venereau, Head of Producers & Finance, BP Oil International

Simon Huber, Global Head of Structured Trade Finance, Bluequest Resources

Hamdi Arman, Head of Commodity Trade Finance - Geneva, Credit Suisse

Natalia Heidendal, Managing Director, Head of Structured Commodities Finance Switzerland, ING Bank

Alexandre Dietz, Director - Head of Trade and Commodities, HSBC

Moderator: *Omar Al-Ali, Partner, Reed Smith*



10:15 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 2018.

Dr. Tom Parkman, Head of Research, TXF



10:30 NETWORKING COFFEE BREAK



PLENARY STREAM

11:50

SUSTAINABILITY LINKED FINANCING IMPROVING TRACEABILITY IN THE AGRICULTURE SECTOR



The agri-sector leads the way when it comes to green financing and COFCO's recent \$2.3bn sustainability linked loan is a clear signal of intent. This case study session looks at one of the hottest forms of financing in the market and discusses how sustainability linked loans can help traders improve their cost of funding whilst also improving traceability along the supply chain.

Jean-Claude Berthelot, Associate Director of Sustainable Finance Solutions, *Sustainalytics*

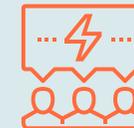
Julio Varela, Global Head of Finance, *Ameropa AG*

Lydia Brookes, Director, EMEA Loan Capital Markets, *Mizuho Bank*
Okan Dalanay, Head of Structured Trade Finance - EMEA, *ADM International*

Moderator: **Jackie Jones**, Counsel, *Clifford Chance*

WORKSHOP STREAM

ALL ABOARD THE ELECTRIC BANDWAGON



THE RISE OF THE EV METALS MARKET

With sales of electric vehicles forecast to hit 11 million by 2025, traders are looking to jump on the electric bandwagon and capitalise on the rising demand for EV metals. However, with half of the world's cobalt reserves being produced in the dangerously unstable DRC and with China restricting their exports of rare earths, how are traders navigating these challenges?

Join this briefing session and find out how your company could take advantage from this exciting market.

Simon Moores, Managing Director, *Benchmark Mineral Intelligence*

Adam Panayi, Managing Director, *Rho Motion*

12:00

REGULATORY REVIEW BASEL IV & THE FUTURE OF LENDING

This workshop session provides an overview of the key features of the impending Basel IV regulations. How will it impact the way banks finance commodities and who will ultimately absorb the costs?

Marcus Miller, Global Lenders Solutions Group Leader, *Marsh JLT Specialty*

Chris Newman, Managing Partner, *Audentia Global*



12:30

LUNCH



HSBC



PLENARY STREAM



13:45 THE BLACK SEA

NAVIGATING THE POLITICAL & MARKET RISKS

As political and market risks rise, are we set to see a fall in risk appetite for financing deals in the Black Sea? This regional focus session is a chance to hear from traders and financiers operating in this pivotal region as they discuss the current risk outlook and the future prospects for trade flows.

Gunalp Sagut, Structured Commodity & Trade Finance Solutions, AVES Trade

Orhan Gunes, Head of Commodity Trade Finance, Sberbank

Mahmut Tumenbatur, CEO, Lara Trade

Moderator: *Peter Hopkins, Director, DRUM Risk*

14:30 ALTERNATIVE FINANCE

- Impact of regulations on Banks – does this create an opportunity for funds with more borrowers looking to alternative means of financing?
- Challenges getting investment
- How to control your NAV
- The need to see more funds entering the market and being successful to create more trust from investors and clients
- More and more funds hiring their own CMA's in areas they are lending
- The real intricacies of how a new fund can enter the market
- With banks stepping up their distribution activities, how does this impacts funds & the investor market?

Nabil Abdul-Massih, CEO, INOKS Capital

Amitji Odedra, Head of Investor Relations, Qbera Capital

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



WORKSHOP STREAM



13:45 REGTECH REVOLUTION

NAVIGATING SANCTIONS & COMPLIANCE IN MARITIME TRADE

With 90% of world trade travelling by sea, are you adequately managing your export control risks with regards to maritime trade?

Pole Star & Dow Jones discuss the current regulatory landscape, the increased focus on the supply chain, the impact on internal risk management processes and the importance of digitisation and cross-industry collaboration when it comes to properly implementing large-scale risk management solutions.

Simon Ring, Global Head of Financial Markets, Pole Star

Samantha Wolreich, Director of Special Lists, Dow Jones

Moderator: *Alexandra Boudreault-Manos, Marketing Communications Specialist, Pole Star*

14:15 WAKE UP AND SMELL THE COFFEE...

PROFILING THE RISKS & LIABILITIES IN VESSEL CHARTERING

Bianca te Poele, Business Development Manager, MS Amlin

14:45 IMO 2020

On 1st January 2020, the International Maritime Organisation will implement a new regulation for a 0.50% global sulphur cap for marine fuels. As stakeholders gear up for the change, major shifts in market forces can be expected bringing with it volatility. This session will help you get your house in order by highlighting some of the opportunities that IMO2020 is presenting to the market as well as the potential impact on the cost of trading commodities going forward.

Tracy Vowel, VP Business Development, Argus Media



15:15

NETWORKING COFFEE BREAK



15:45 INSURING THE NEW COMMODITIES CYCLE

As the commodity trading landscape continues to evolve, so too do the risk mitigation demands of traders and producers. This panel of insurance buyers and providers discuss how the insurance market can continue to best serve the risk mitigation needs of the commodity finance market and safeguard its future.



Admassu Tadesse, President and Chief Executive, Trade & Development Bank

Arnaud Froideval, Partner, Miller Insurance Services

Christian Hendriks, Deputy General Manager, Credendo

Katie Fowler, Broker, Texel Finance

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

16:30 FINTECH & DIGITISATION

PLATFORMISING THE COMMODITY SUPPLY CHAIN

The commodity supply chain is synonymous with complexity. The process of transporting products along the production to end user is traditionally characterised by manual processes, fraud and delays. This session looks at how the industry is undergoing a transformational change at the hands of digitisation and what it could mean for market players.



Mathias Bucher, Founder, ABC Platform

Pascal Finarelli, Managing Director, Myrios

Michiel Mannaerts, Partner, PwC

Moderator: Deepesh Patel, Director of Partnerships and Marketing, Trade Finance Global

17:15 CLOSING REMARKS

TOP TAKEAWAYS FROM TXF GENEVA 2019

The conference chair provides a roundup of the key talking points from throughout the day. A written report of the key discussion points will be circulated to all delegates after the conference.

Jonathan Bell, Editor-in-chief, TXF

17:30 DRINKS RECEPTION



TXF 2018 COMMODITY FINANCE INDUSTRY CHOICE AWARD



Directly selected by market practitioners, the Awards for 2017 recognised 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.

2017 WINNERS

Best Commodity Finance Bank - Agriculture & Soft Commodities: ING Bank

Best Commodity Finance Bank - Energy: Natixis

Best Commodity Finance Bank - Metals & Mining: Credit Suisse

Best Commodity Finance Private Insurance Broker: BPL Global

Best Commodity Finance Bank: ING Bank

Fancy breaking the ice?

Four Seasons Hotel des Bergues
from 6:30pm on 10th October 2019.

CREDESCO

Icebreaker drinks

TXF and Credendo - will be holding
a pre-conference cocktail reception at the

All delegates are welcome to attend as part of their
conference ticket. If you would like to attend then
please contact henry.nichol@txfmedia.com to
register your interest.

