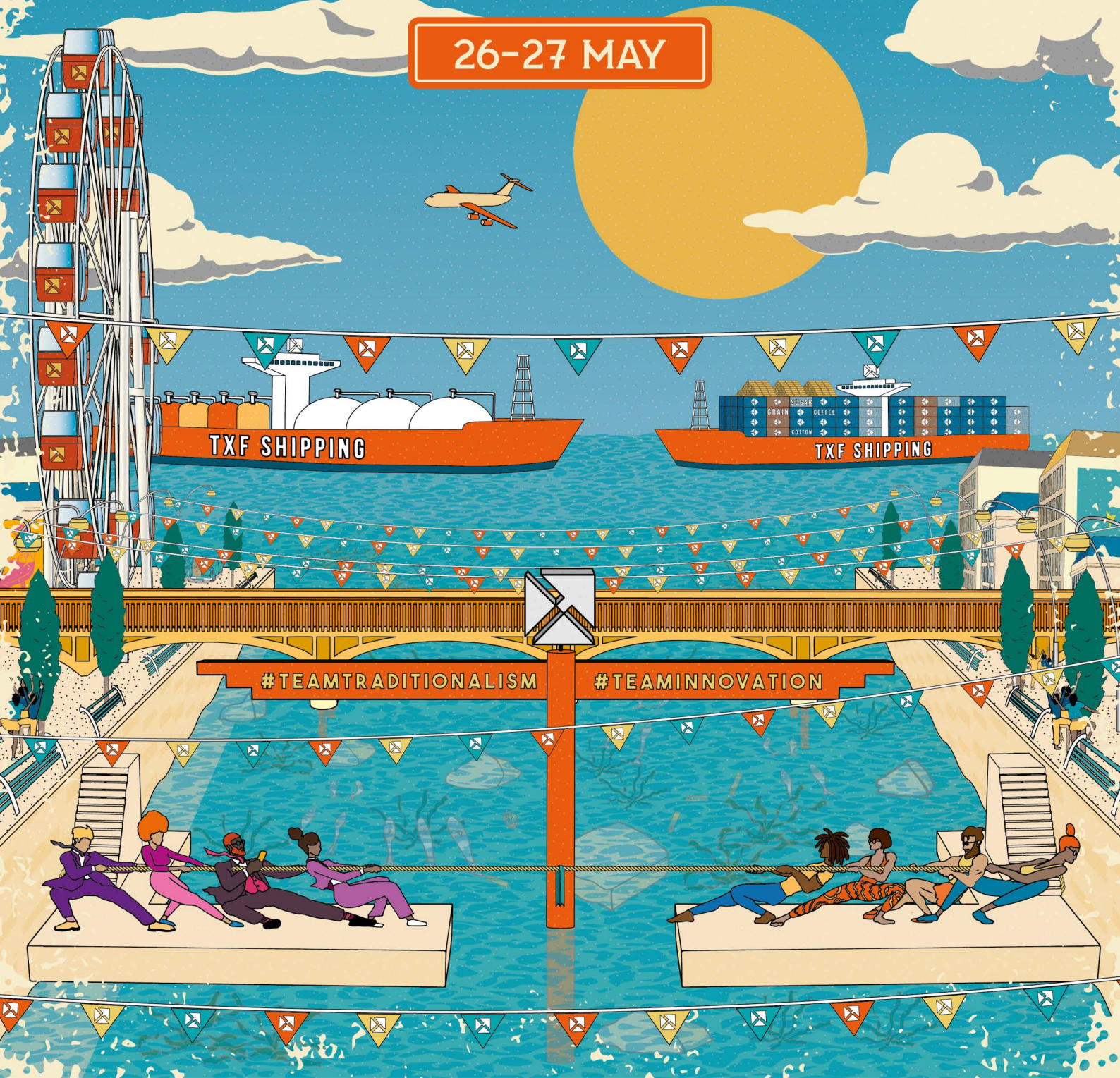




# GLOBAL COMMODITY FINANCE 2021

## VIRTUAL

26-27 MAY



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# TXF GLOBAL COMMODITY FINANCE 2021

## OVERVIEW

Back with a bang for 2021 we bring you TXF Global Commodity Finance! With a virtual event in May and a physical event during the Geneva Commodity week, this event promises to set the bar high, bringing you the highest quality content presented by key market figures and joined by senior deal-makers.

It is the 'must-attend' event in the yearly calendar for anyone involved in the commodity finance sector, offering all participants the opportunity to connect and network in a safe environment. With our top-notch content it is your opportunity to be updated and debate regarding current affairs and examine the future opportunities most applicable to your business.

This unmissable virtual event will be taking place on our very own custom-built virtual event platform, allowing all participants to view all content live and on-demand but also connect with each other by browsing the delegate list and communicate through a messaging and video call service. In short, we can bring the key players in the commodity finance world directly to you, wherever you are.

TO FIND OUT MORE ABOUT OUR SPEAKING AND SPONSORSHIP OPPORTUNITIES PLEASE CONTACT CHARLES AT

[CHARLES.OSBORNE@TXFMEDIA.COM](mailto:CHARLES.OSBORNE@TXFMEDIA.COM)

FOR MORE INFORMATION REGARDING THE AGENDA SESSIONS AND CONTENT PLEASE CONTACT US AT

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

## VIRTUAL EVENT FEATURES



PRIVATE ROOMS



NETWORKING ROULETTE



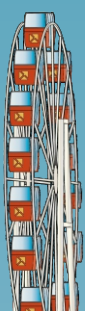
CHAT FEATURES: ONE TO ONE AND ONE TO MANY CONVERSATIONS



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HOSTED ON OUR OWN SERVERS TO PROVIDE SECURITY AND PRIVACY



HD VOICE & VIDEO



INSTANT TECHNICAL SUPPORT



NETWORKING CONCIERGE SERVICE



LIVE AND ON-DEMAND SESSIONS



# SPEAKERS



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



**Tom James**  
CEO & CIO  
TRADEFLOW  
CAPITAL  
MANAGEMENT



**Kim Oates**  
Head of Treasury  
AURAMET  
INTERNATIONAL



**Sandra Primiero**  
Global Head TF&L  
Natural Resource  
Finance  
DEUTSCHE BANK



**Bob Angliss**  
Head of  
Commodity  
Business Centre  
BANK OF CHINA



**Stephan Jansma**  
Global Head Trade  
and Structured  
Finance  
TRAFIGURA



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



**John MacNamara**  
CEO/Chairman  
CARSHALTON  
COMMODITIES



**Dafydd Davies**  
Global Head -  
Marketing and  
Revenue  
TRADECLLOUD



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



**Alexander Peters**  
Group CFO  
ARROWRESOURCES  
AG



**Valeria Sica**  
Global Head of Trade  
Product Development,  
Treasury and Trade  
Solutions  
CITI



**Debbie Emmanuel**  
Senior Director-  
Emerging Markets  
MIZUHO BANK



**Steven de Vries**  
Reilingh  
Head TCF  
Agri Europe  
RABOBANK



**Joshua Cohen**  
Managing Director,  
Financial  
Institutions  
MITIGRAM



**Nitesh Shah**  
Director,  
Research  
WISDOMETREE



**George Bellord**  
Director  
BPL GLOBAL

# AGENDA - DAY 1

10:10 AM CEST  
9:10 AM BST

## TOP INDUSTRY TRENDS AND OPENING REMARKS

10:30 AM CEST  
9:30 AM BST

### THE GOOD, THE BAD, AND THE UGLY:

#### COMMODITY TRADE FINANCE IN A POST-2020 WORLD

2020 brought on a mixed bag from volatile oil prices to high-profile fraud cases all within the midst of a global pandemic. A combination of these factors has resulted in higher pricing margins with increased amounts of scrutiny as banks seek to minimize the financial risks they take on. How are financial institutions coping with non-financial risks? How can the industry make trading attractive again? How are banks actively making their sustainable agendas concrete, especially within the energy transition?

**Steven de Vries Reilingh, Head TCF Agri Europe, Rabobank**

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

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

**Evgeny Poluektov, Executive Director, Head of Client Relations & Business Origination**

**Department, Gazprombank (Switzerland) Ltd.**

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

11:10 AM CEST  
10:10 AM BST

### COMMODITIES SUPER CYCLE OR FLASH IN THE PAN: OXFORD DEBATE

Considering elements such as the recent increase in available liquidity, incoming of new investors, higher pricing margins and higher pricing with certain commodities such as base metals - are we entering a commodities super cycle?

**Jean-Francois Lambert, Founder and Managing Partner, Lambert Commodities**

**John MacNamara, CEO, Carshalton Commodities**

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

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

11:50 AM CEST  
10:50 AM BST

### COLLABORATIVE FINANCE: ENABLING SUSTAINABLE GROWTH FOR SMES

Banks have their hands tied up, facing more headaches in the current state of play. How will risk roles evolve to meet the increased regulatory requirements for lending to be more secure? Can we expect to see funds beginning to act as a greater buffer to mitigate risk? Are their clients willing to take on additional costs to do so?

**Tom James, CEO & CIO, Tradeflow Capital**

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

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

12:30 PM CEST  
11:30 AM BST

## BREAK

12:40 PM CEST  
11:40 AM BST

### RISK MITIGATION: EARLY WARNING SIGNS

While the industry consensus is that greater due diligence is needed, weekly headlines continue to show that not enough is being done. We consider what the early signs to look out for and reflect on how to identify and avoid risks before it is too late. Does the full burden of understanding their clients' risk profile solely lie with the banks or are other involved parties just as responsible?

**Hartwig Schuen, Director, Terra Mater Advisors**

1:00 PM CEST  
12:00 PM BST

### FINDING THE BALANCE: THE ROLE OF REPUTATIONAL RISK?

Trade has become less attractive across the board with one of the biggest issues to juggle being the role of reputational risk. How much can scandals such as the fraud cases in South East Asia and Lava Jato in South America affect appetite to work with various clients? Will this tighten up following the fallout of 2020? How important is this when Banks and financial institutions are trying to implement CSR values? Can working with a client accused of Greenwashing damage their reputation?

**Steve C. Holt, Partner, Forensic and Investigations, Grant Thornton UK LLP**

**Aleksandr Lyubarev, Director, Corporate Finance & Treasury, METINVEST Group**

**Tina Mavraki, Managing Director, Ingenios Limited**

**Sandra Primiero, Global Head TF&L Natural Resource Finance, Deutsche Bank**

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

1:40 PM CEST  
12:40 PM BST

### PLANNING FOR A RAINY DAY: INSURANCE

With risks and regulation increasing in the middle of a turbulent period, what additional steps must banks and traders take to obtain greater capacity from insurers? In what way has the CPRI market supported banks and traders during the same period? Have insurers' and brokers' appetites changed? What sorts of risk strategies are being deployed for trade and structured credit? How will underwriters and financial institutions balance deals that fully sustainability linked with those that are slower to transition?

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

**Laurence Caligaris, Regional Head Southern Europe | Special Products Unit - Trade Credit and Political Risks, Atradius**

**Evelyne Deswysen, Syndicated Finance, Credit Insurance, Director, ING**

**Moderator: George Bellord, Director, BPL Global**

2:20 PM CEST  
1:20 PM BST

## NETWORKING ROULETTE

# AGENDA - DAY 2

10:00 AM CEST  
9:00 AM BST

## GLOBAL OIL & GAS OUTLOOK: FROM BUST TO BOOM

Brent reached its highest levels since the beginning of the pandemic and while recovery has been slowed, the vaccine is expected to the demand for crude by the second half for 2021. Some have bold beliefs in thinking the price will be closer to \$75 per barrel but how feasible might this be? Meanwhile, China is increasing its domestic consumption of crude oil, but with international focus shifting towards energy transition, will the country's demand make a big enough impact?

**Cyril Widdershoven, Partner, Verocy**

10:30 AM CEST  
9:30 AM BST

## TRADING AROUND THE WORLD: TRADERS PANEL

We go to key regional trader heads to discuss the difficulties brought forth by 2020 outside of the global pandemic one piece of the globe at a time. Tackling concerns including accepting higher pricing margins, adapting their strategies to remain attractive by addressing their concerns around sustainability, financing conditions, risk and much more.

**Stephan Jansma, Global Head Structured and Trade Finance, Trafigura**

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

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

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

11:10 AM CEST  
10:10 AM BST

## EMERGING MARKETS: SOCIAL AND SUSTAINABILITY DILEMMA

ESG mandates have become one of the pillars of everyone's strategies, regardless of the role you play within the commodity finance industry. However, the tangibility of these strategies remains abstract without the existence of a standardized measuring instrument. In addition, while sustainability is at the forefront of ESG discussions, those surrounding the social impact continues to lag, particularly with regards to emerging markets. Credit and risk profiles, along with due diligence protocols are increasing in complexity resulting in trade become less attractive. How are market players managing to balance increasing regulatory challenges with positive social and sustainable impacts in emerging markets and what are some of the examples?

**Debbie Emmanuel, Senior Director - Emerging Markets, Mizuho Bank Ltd.**

**Moderator: Elsa Fucile, Content Management Coordinator, TXF**

11:30 AM CEST  
10:30 AM BST

## BREAK

11:40 AM CEST  
10:40 AM BST

## THE ENERGY TRANSITION: THE ROLE OF BASE METALS

All eyes are turning towards the energy transition and the steps that must be taken to guarantee its success. One of the key steps includes the mining industry, particularly base metals. We will focus on ESG standards within the mining industry, the increasing importance of base metals especially with relation to government regulation. Additionally, how will government regulations impact Green Tech particularly with the increased demand for electric cars and copper wiring?

**Alexander Peters, Group CFO, ArrowResources AG**

**Markus Nöthiger, Managing Partner, Enemco**

**Nitesh Shah, Director - Research, WisdomTree**

**Moderator: Mark Abrams, Director, Trade Finance Global (TFG)**

12:20 PM CEST  
11:20 AM BST

## IN CLOSE PROXIMITY: MARKET APPROACH TO INVENTORY RISK

The fallout of 2020 has highlighted the increased perception of risk in the market, but is there a flaw in how it is viewed? How can CMAs and inspection providers mitigate inventory risk for their clients and what are the main challenges being faced at the moment? What can providers offer to ensure comfortability with their clients? As similar issues still exist with standardization and minimum requirements, how will things move forward?

**Mike Mahiga, Independent, Control Union Switzerland**

**Jan Termijtellen, Global Head TCF Collateral Risk, Rabobank**

**Marcus Tebbutt-Ford, Global SMA Manager, Intertek**

**Peter Hopkins, Managing Director, Drum Risk Ltd.**

1:00 PM CEST  
12:00 PM BST

## DIGITALISATION: MOVING FORWARD OR SAME OLD STORY?

Digitalisation: a topic full of exciting trends and updates, but how much tangible progress is being made? Will the Electronic Transaction Act be a game changer for the market? Can tech providers gain traction and cohesion, especially in regions where technology may not be as advanced? Will interoperability be the key to implementing digital solutions?

**Dafydd Davies, Global Head - Marketing and Revenue, TradeCloud**

**Valeria Sica, Global Head of Trade Product Development, Treasury and Trade Solutions, CITI**

**Audrey Stauffer, Head of Structured Commodity Trade Finance, Gazprombank (Switzerland) Ltd.**

**Joshua Cohen, Managing Director, Financial Institutions, Mitigram**

**Moderator: Henry Nichol, Content Manager, TXF**

1:40 PM CEST  
12:40 PM BST

## GAMESHOW: DEAL OR NO DEAL?

**Bob Angliss, Head of Commodity Business Center, Bank of China**

**Stefan Böhlich, Global Head Structured Commodity Trade Finance, Commerzbank**

**Nigel Scott, Managing Director - Global Head Structured Trade Commodity Finance, Sumitomo Mitsui Banking Corporation (SMBC)**

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

2:10 PM CEST  
1:10 PM BST

## NETWORKING

# TESTIMONIALS

This was the closest to a live event I have seen so far. Well done TXF!

**Sandra Primiero**  
Global Head TF&L  
Natural Resource Finance  
Deutsche Bank AG

Perfect balance between business and fun

**Nikola Stojanovic**  
Treasurer  
Sucafina

We've all been impressed with the virtual conference, both the platform / virtual hosting site and the content were excellent!

**Nigel Scott**  
Managing Director / Global Head  
Structured Trade Commodity Finance  
Sumitomo Mitsui Banking Corporation (SMBC)

I've liked the virtual event and how it was organized. Given the COVID situation, you guys did a great job and your platform is awesome.

**Jonas Rey**  
Athena Intelligence

Fail to attend and you miss the event of the year!

**John Goodridge**  
Head of Marketing & Origination, West Africa  
BP

Very well-structured virtual event, with great specialised panellists and a global insightful knowledge being shared among the industry players.

**Heloisa Slav**  
Managing Partner  
Slav Advogados

## JOIN OUR CUSTOM-BUILT VIRTUAL EVENT PLATFORM

**TXF Global Commodity Finance Virtual 2020**

Please check the agenda sessions for the event. Click on each session to add them to your calendar, and make sure you come back after the live sessions to clear the calendar content.

- 5:00 AM - 5:10 AM: Welcome to TXF Global Commodity Finance 2020! (WATCH ON DEMAND)
- 5:10 AM - 5:15 AM: Greetings from the Swiss Trading & Shipping Association (WATCH ON DEMAND)
- 5:15 AM - 9:45 AM: Commodities hits the TXF headlines (WATCH ON DEMAND)
- 9:45 AM - 10:25 AM: Trading tips: Commodity financing strategies (WATCH ON DEMAND)
- 10:25 AM - 10:25 AM: Live Q&A: Trading Tips (WATCH ON DEMAND)
- 10:25 AM - 10:25 AM: The future of financing (WATCH ON DEMAND)

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**GET SOCIAL**

**MEET AT THE EVENT**

- Andrea Basso
- Alison Harding
- Frankie Bensch
- Anna Williams
- John O'Shea
- Maureen Keating
- Marcelo Fariña
- Natalia Hernandez

**SPEAKERS**  
Meet our expert speakers

- Flaviana Baccetti
- Rob Abbott
- Elina Mäkelä
- Robin Carr
- Natalia Hiza
- Muhammad Marwan
- Janet Mulu
- Yasir Sadiq
- Kim Corcoran
- Alexander Lyubovitskiy
- Marlene Lopez
- Alexander Peters
- Indira Harding
- Philippe Bost
- Natalia Hernandez
- Paul Johnston
- Christina McWilliams
- Julia Varas
- Heloisa Slav
- Simon Huber

**Live interview: Trade & commodity value chains in Africa with Janet Mulu**

Chat:

- Christina McWilliams, Managing Director, Global Head of Marketing, Commodity Bank of Commodity Bank
- John O'Shea, Director - Emerging Capital Solutions at Aviva
- Good morning
- Christina Corcoran, Senior Relationship Manager at TXF
- Good morning everyone! We will be kicking off with a live interview with Janet Mulu from Lion Africa Commodity of 10am UK Time. In the meantime please do use the platform to chat with your colleagues and clients if you have any questions do let me know.
- Thank you Janet and Jonathan
- John O'Shea, Director at Genoil SA
- Janet and Jonathan, you are still on air
- Say something nice :)

**Who wants to be a commodity financier?**

WHICH OF THE FOLLOWING BOARD GAMES IS ALSO A LEGAL TERMINOLOGY?

- A: Operation
- B: Frustration
- C: Balderdash
- D: Cluedo

# 2021 ATTENDEES

## TOP PRODUCERS AND TRADERS ATTENDING INCLUDE:

|                                 |                             |
|---------------------------------|-----------------------------|
| Alvari                          | Imlitex Holdings            |
| Alvean Sugar                    | IMR Metallurgical Resources |
| Alzys Global                    | Indagro                     |
| Ameropa Asia                    | Integra Petrochemicals      |
| Archer Daniels Midland          | IX Metals                   |
| Auramet International           | Langskip Energy Nordic      |
| Axpo Solutions                  | Litasco                     |
| BB Energy                       | Louis Dreyfus Company       |
| Bonroy Petchem                  | Mercuria                    |
| BP                              | MET Group                   |
| BroadGrain Commodities          | Metalloinvest               |
| Bunker Holding                  | Metinvest                   |
| Cargill                         | MRI Trading                 |
| Carshalton Commodities          | Olam                        |
| Coeclerici Far East             | OMV Supply & Trading        |
| COFCO International             | Pavilion Energy             |
| Covantis                        | Petredex Group              |
| Duferco                         | PetroChina International    |
| East Metals (Evrax)             | Polymetcore Trading         |
| ECOM Agroindustrial Corporation | Puma Energy                 |
| ED&F Man                        | Riverdale Commodities       |
| Felix Petroleum                 | Scipio                      |
| First Resources                 | Sucafina                    |
| Gerald Group                    | Trafigura                   |
| Gerald Metals                   | Tribute Energy              |
| Glencore                        | Uralkali Trading            |
| Gunvor                          | Viterra                     |
| Hydro Aluminium                 | Vitol                       |



## PRICING

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### **TXF MEMBERSHIP**

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## CONTACT US



### **ELSA FUCILE**

Ask Elsa about how to share your ideas as a speaker, or apply for your corporate-rate ticket

[ELSA.FUCILE@TXFMEDIA.COM](mailto:ELSA.FUCILE@TXFMEDIA.COM)



### **LUCY MORRIS**

Ask me about media partnerships and your registration

[LUCY.MORRIS@TXFMEDIA.COM](mailto:LUCY.MORRIS@TXFMEDIA.COM)



### **CHARLIE OSBORNE**

Ask Charlie about sponsorship, group bookings and how you can maximise your exposure

[CHARLES.OSBORNE@TXFMEDIA.COM](mailto:CHARLES.OSBORNE@TXFMEDIA.COM)



### **GARY COATES**

Contact me if you have any questions regarding our virtual event platform.

[GARY.COATES@TXFMEDIA.COM](mailto:GARY.COATES@TXFMEDIA.COM)