

TXF AMSTERDAM

10TH & 11TH MAY DELAMAR THEATRE



Dear Guests,

Welcome to TXF Amsterdam! Whether you've been with us since the beginning in 2014 or are joining us for the first time, we are delighted to welcome you to this exciting trade, treasury and commodity finance show.

We are doing something a little different this year, having two events on one site. We will all be together in the mornings and after that you will have two choices: if you're interested in natural resources & structured commodity finance, look at the pages on the left-hand side of the agenda. If trade finance and treasury management is more up your street, look at the pages on the right-hand side of your agenda. Or, if you want to mix-and-match and attend a few sessions from each – be our guest!

We are very much looking forward to engaging in some lively and – hopefully – heated debates over the course of the next two days, and hope you are too. We believe in making sure everyone has a chance to make their voice heard, so we are mixing up traditional panels and presentations with some more interactive and smaller workshops and discussion groups.

If you have any questions or just fancy a chat, don't hesitate to come and say hello to a member of the TXF team. We will be at the registration desk or around the event. If you need our help to introduce you to another delegate, please just ask and we will help facilitate that. We also look forward to seeing you at tonight's drinks reception and gala dinner.

We understand how valuable your time is, and we want to make sure we keep on improving. With this in mind, please do fill in an evaluation form before you leave. Your feedback is absolutely crucial in helping us make these events work for you.

Thanks once again for joining us, and enjoy the event.

Jonathan Bell
TXF Editor-in-Chief and Conference Chair



Jonathan Bell
Editor-in-Chief



Dan Sheriff
Managing Director



Dominik Kloiber
Co-founder



Max Carter
Commercial Director



Katy Rose
Head of Communications



Hesham Zakai
Associate Director



Judith Fagelson
Content Manager



Anna Kolo
Head of Operations



Grace Jackson
Operations Manager



Alfonso Olivas
Head of Data and Analytics



Tom Pycraft
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Business Development Executive



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#TXFAMSTERDAM #COMMODITYFINANCE #TRADEFINANCE

WIFI DETAILS

Please connect to the delamar network.
There is no passcode needed

Sli.do

At txf we actively encourage audience participation but we also understand that asking a question in front of 400 people can be daunting. Now you have the chance to submit your questions anonymously to our panellists.

1. Go to www.slido.com 2. Enter #TXFamsterdam 3. Fire away

OPEN SPACE: UNSESSION

- What's worrying you in the industry at the moment?
- What do you want discussed?
- What's the most exciting aspect of the market today?
- Are there any questions you want answered?

On the back of this page write down the answers to these questions. When you're done, tear it off and pin it to the corkboard in the networking area.

We will use all your suggestions and questions as the basis of our "Watch this space..." discussion on day 2. Come to Room 4 after the coffee break for the conference's least predictable session!



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WANTED





DAY ONE • 10 MAY 2017

PLENARY STREAM *Room 1*

8:15

Coffee & networking

Ask us about our networking concierge service to help you set up meetings.

9:00

Chairman's opening remarks

Jonathan Bell, Editor-in-Chief, TXF

9:05

Economic Snapshot: Welcome to the new world

Our keynote economists analyse current market conditions and run through a series of possible eventualities relating to trade flows, government policy and corporate & country investment.

Each of them will try to explain what would happen if:

- A major trading house failed
- The EU broke up
- Sanctions on Russia were lifted
- The oil price continued to stagnate/The oil price suddenly rose
- What can we expect from FX and interest rates?
- What effects are we seeing from current waves of populism?
- Are efficiencies in technology reducing the cost of commodity supply chain management?
- Will we see a "great reflation" any time soon?

Rebecca Harding, CEO, Equant Analytics

Jan Lambregts, Global Head of Financial Markets Research, Rabobank

9:50

State of the market: Drivers in trade

Following on from the morning's economic snapshot, this panel of industry leaders and dealmakers assesses key issues: How much liquidity are treasurers' currently holding, and how are they looking at placing it? Has the modest pickup in commodity prices given the industry a bounce? What does the regulatory landscape look like as we enter H2 of 2017? Where do we see trade & supply chain routes developing and - most critically - are corporates finding the structured and working capital financing that they need?

Jasper Jorritsma, Senior Policy Advisor, Netherlands Authority for the Financial Markets

Kris Van Broekhoven, Global Head of Commodity Trade Finance, Citi

Tawfik Sadfi, Head of Finance EMEA & South America, Gunvor

Pierpaolo di Fabio, Corporate Finance Director, KME

Rogier Schulpen, Global Head of Trade & Working Capital Solutions, Santander

Moderator: Hesham Zakai, Associate Director, TXF

10:35

Audience Response Survey: Your views on 2017

An anonymous, real-time survey on key industry trends. Results will be sent out to delegates as an annotated report after the conference

Dominik Kloiber, Co-founder, TXF

10:45

Coffee & networking

Grab a coffee, have a snack and meet your next business partner.

AGENDA			AGENDA		
THE AGENDA NOW SPLITS! YOU CAN ATTEND ANY SESSION FROM THE LEFT OR RIGHT!					
NATURAL RESOURCES & COMMODITY FINANCE			TRADE & TREASURY		
11:30	PLENARY STREAM Room 1		11:30	PLENARY STREAM Room 3	
	<p>Traders’ priorities: Are we operating a two-tier trading system?</p> <p>The sustained low-pricing environment has seen global traders fare well, with smaller trading houses feeling the pinch. How sustainable is this two-tier system, and how does it affect traders’ financing priorities for 2017? This keynote panel looks at:</p> <ul style="list-style-type: none">• Financing strategies for traders and the differences between global and local players• The sustainability of the current trading ecosystem <p>Stephan Jansma, <i>Global Head of Trade & Structured Finance, Trafigura</i> Olivier Boujol, <i>Director – Global Head of Structured Trade Finance, ADM</i> Riccardo Greco, <i>CFO, BB Energy</i> Nicholas Haslett, <i>Senior Managing Director & Chief Strategy Officer, Castleton Commodities</i> Nataliya Frolova, <i>Head of Trade & Corporate Finance, Gazprom Marketing & Trading</i> René Baars, <i>CFO, Simec</i> Moderator: Rachel Pether, <i>Advisor, Sovereign Wealth Fund Institute</i></p>			<p>FinTech’s got talent!</p> <p>Navigating the wide array of FinTechs and their products can often prove challenging for corporates and banks alike. This session invites innovators in FinTech to pitch their products to a panel of trade and commodity finance experts. As well as giving product exposure for the FinTech companies, it allows attendees to gain an in depth insight into the latest products on the market.</p> <p>Expert panellists: Alexander Waechter, <i>Head of Structured Finance, SCCF</i> Nicolas Brand, <i>Partner, Lakestar</i> Jean Craven, <i>Director, Barak Fund Management</i></p> <p>FinTech presenters: WaveBL – Polestar Global – BlockEx – Satoshi Systems</p>	
12:15	PLENARY STREAM Room 1	IDEA LAB STREAM Room 2	12:15	PLENARY STREAM Room 3	
	<p>Research Panel: A new equilibrium</p> <p>Commodity prices have been slowly but steadily creeping upwards; Opec has finally agreed to cut production; and supply seems to finally be coming back in line with demand. Have we reached a new equilibrium? What does 2017 have in store for the commodities markets?</p> <p>Tom Price, <i>Global Commodity Analyst, Morgan Stanley</i> Paul Horsnell, <i>Global Head of Commodities Research, Standard Chartered</i> Keith Flury, <i>Head of Coffee Research, ED&F Man</i> Moderator: Melinda Moore, <i>Director - Coverage, ICBC Standard Bank</i></p>	<p>What if a top-tier trader failed?</p> <p>Top-tier trading houses consistently deny that they might be “too big to fail,” but many disagree. To take softs as an example: ADM, Bunge, Cargill and Louis Dreyfus (the ABCD of the agriculture world) account for as much as 90% of the global grain trade.</p> <ul style="list-style-type: none">• What would happen to the global economy if just one of those companies went under?• Is that likely to happen – or have turnarounds by the likes of Glencore and Noble shown them to be more resilient than we thought? <p>Jean-Francois Lambert, <i>Founding Partner, Lambert Commodities</i></p>		<p>Supply chain management: Aligning physical, financial and technological supply chains</p> <p>As Supply Chain Finance is more adequately supporting corporates’ entry into markets around the world, are we now seeing better harmonisation between physical and financial supply chains? Which new technologies are helping to power this? What major changes to the SCF environment have we seen? What are the key differences in offering between bank and non-bank providers? Are providers and corporates effectively assessing differences in pricing and risk model? Finally, what is the outlook for the supply chain finance space in a few years’ time?</p> <p>Angel Bustos, <i>Global Head of Advisory Trade & Working Capital Solutions, Santander</i> Mohamed El Sery, <i>Group Director Supply Chain, Veon</i> Raman Jaggi, <i>CFO, Peakom</i> Emmanuel Galzy, <i>Global Head of Supply Chain Management, BNP Paribas</i> Moderator: Lionel Taylor, <i>Managing Director, Trade Advisory Network</i></p>	
13:00	Networking lunch		13:00	Networking lunch	
10			11		

AGENDA			AGENDA		
NATURAL RESOURCES & COMMODITY FINANCE			TRADE & TREASURY		
14:30	PLENARY STREAM <i>Room 1</i>	WORKSHOP STREAM <i>Room 2</i>	14:30	TRADE & SUPPLY CHAIN <i>Room 3</i>	TREASURY & CASH MANAGEMENT <i>Room 4</i>
	<p>World commodity markets outlook</p> <p>Against a backdrop of a slow but steady rise in commodity prices across the board, apparent changes in OPEC's modus operandi, an ever-burgeoning Asian market and stagnation in Eastern Europe, this quick-fire overview will give you the tools needed to navigate the commodities environment in 2017.</p> <p><i>Philippe Chalmin, Founding Chairman, Cercle Cyclope</i></p> <p>.....</p> <p>State of commodity finance: Trends, tools and trepidations</p> <p>TXF and Allen & Overy are pleased to launch their first annual state of commodity finance report, produced after extensive qualitative research with the market. Here, we present the findings of the report, including:</p> <ul style="list-style-type: none">• Which structures are proving popular, and why• Which regions and sectors are showing promise and which are concerning practitioners• Trends in pricing• Issues identified in the market, from key legal and regulatory concerns to sanctions;• Obstacles to growing the commodities business in new markets, from lack of understanding of countries to inability to access credit <p><i>Niels de Ru, Partner, Allen & Overy</i> <i>Jonathan Bell, Editor-in-Chief, TXF</i></p>	<p>Relaying the foundations: A creative guide to restructuring</p> <p>When the going gets tough, what options do banks have? What can we learn from past restructurings, such as DTEK in Ukraine, and why aren't more financiers lending in Eastern Europe? What incentives could be taken to encourage greater activity in the region and are Russian banks moving into the space beginning to displace the traditional incumbents?</p> <p><i>Mark Segall, Partner, CMS</i> <i>Sven de Zoeten, Director, Deutsche Bank</i></p>		<p>Is it time for a regulatory reassessment of Supply Chain Finance?</p> <p>How do regulators and ratings agencies view Supply Chain Finance? Do cases like the recent Abengoa programme highlight a need for greater scrutiny of SCF programmes? When does receivables financing begin to look like debt?</p> <p><i>Matthias Heck, Vice President Senior Analyst, Moody's</i></p> <p><i>Roland Graaf, Audit Partner - Corporate Clients, Deloitte</i></p> <p><i>Ion Sclifos, Group Treasurer, Orange Romania</i></p> <p><i>Yawar Mazhar, Head Corporate Trade Solutions, SMBC</i></p> <p><i>Moderator: Sean Edwards, Chairman, ITFA</i></p>	<p>Keeping control of your cash</p> <p><i>Two consecutive workshops to help treasurers and financiers make the most of cash</i></p> <p>1. Preventing fraud How are criminals able to find and exploit vulnerabilities in treasury systems and how can you protect yourself?</p> <p><i>Andrew Taylor, CEO, Betsybersure</i> <i>Graeme McGowan, Technical Director, Betsybersure</i></p> <p>2. Cash pooling What new techniques have been developed to make cashpooling easier, and how can you benefit from them?</p> <p><i>Mustafa Kilic, CFO, Groupe SEB</i> <i>Bas Rebel, Senior Director - Corporate Treasury Solutions, PwC</i></p>
15:15	PLENARY STREAM <i>Room 1</i>	WORKSHOP STREAM <i>Room 2</i>	15:15	TRADE & SUPPLY CHAIN <i>Room 3</i>	TREASURY & CASH MANAGEMENT <i>Room 4</i>
	<p>Reimagining the commodity financing paradigm: Who will play what role?</p> <p>On one hand, banks are facing a tough formula: low pricing + high liquidity = a challenging environment. On the other, trading houses are finding that streamlined middle and back offices + strong front office networks = competitive advantage. What has this meant for the traditional financing dynamic? Are trading houses taking over that space? How are banks responding? Who are the movers and shakers in the banking market right now? What kind of balance are we seeing between retrenchment and expansion among different banks? How have banks and traders responded to the digital wave and promise of technological efficiency?</p> <p><i>Sergei Mikhalev, Head of Trade & Structured Finance, Amsterdam Trade Bank</i> <i>Adrian Mellor, Partner, Allen & Overy</i> <i>Dmitry Fedotov, Head of Corporate Finance, DTEK</i> <i>Caroline Kuijt, Head of TCF Capital Markets, ING</i> <i>Katharina Michael, Head of Trade Finance Sales Germany, UniCredit</i> <i>Moderator: Alexander Peters, Board Member, Swiss Commodity Club</i></p>	<p>Sanctions blueprint: How to be prepared</p> <p>This practical workshop helps you map out a plan for making sure you're compliant with current sanctions in place, helping you understand the best ways to get deals done, safely, in jurisdictions ranging from Russia, to Iran, to Cuba in an ever changing and unpredictable landscape.</p> <p><i>Michael O'Kane, Senior Partner & Head of Business Crime, Peters & Peters</i></p>		<p>Innovative Supply Chain Finance successes: A case study</p> <p>This live case study looks at the Virgin Media SCF Programme, one of the Liberty Global SCF Programs run by ING. What are the benefits of the programme and what innovative structures have been involved? How did Virgin Media secure long term SCF capital and access to a wider investor pool?</p> <p><i>Catherine Lang-Anderson, Counsel, Allen & Overy</i> <i>Razvan Coarca, Director of Vendor Finance, Liberty Global</i> <i>Jan-Jaap Atema, Vice President, ING</i></p>	<p>What is the Blockchain anyway?</p> <p>What is a distributed ledger? What are its real-world uses? Are there pitfalls? Including hands-on, practical demonstrations.</p> <p><i>Louis de Bruin, Blockchain Leader, Europe, IBM</i></p> <p><i>Sander van Loosbroek, Director - Distributed Ledger Technology, Cegeka</i></p>
16:00	Coffee & networking		16:00	Coffee & networking	
12			13		

AGENDA		AGENDA	
NATURAL RESOURCES & COMMODITY FINANCE		TRADE & TREASURY	
16:30	PLENARY STREAM <i>Room 1</i>	16:30	PLENARY STREAM <i>Room 3</i>
	<p>Deal, No Deal or Distribute</p> <p>A staple of TXF events, this session is a fun and interactive way to look at dealmaking and pricing. We present a panel of industry experts with a series of hypothetical structured commodity finance deals. Their task? To decide:</p> <ol style="list-style-type: none"> Whether they would do the deal How they would price the deal Whether they would distribute the deal <p>The audience can then vote on what they would do, faced with these deals</p> <p><i>Willem Klaassens, Managing Director, Latour Commodities Advisory</i> <i>John MacNamara, Global Head of Structured Commodity Trade Finance, Deutsche Bank</i> <i>Bob Angliss, Deputy Head of Commodities Centre, Bank of China</i> <i>James Burnett, Head of Structured Trade & Commodity Finance, SMBC</i> <i>Moderator: Jonathan Bell, Editor-in-Chief, TXF</i></p>		<p>Integrating logistic and working capital cycles</p> <p>What progress has been made in complete inventory financing and where have the challenges been most pronounced? What can be done to overcome these challenges? Should lenders recognise inventory as an alternative to borrowing bases or receivables financing?</p> <p>This presentation, followed by interactive discussion, considers forward-looking efficiencies in integrating logistic and working capital cycles from a company at the forefront of some of these changes.</p> <p><i>Fabio Manca, Managing Director & CFO, DHL Inventory Financing</i></p> 
17:15	PLENARY STREAM <i>Room 1</i>	17:15	PLENARY STREAM <i>Room 3</i>
	<p>Industry duel: De-risking does more bad than good for the industry</p> <p>We finish up with a lively Oxford-style debate: Are banks too reliant on risk mitigation to try and make bad deals viable? Does “de-risking” cause more harm than good by simply transferring risk onto a different party?</p> <p><i>Jackie Froschauer, Structured Trade Finance Manager, BP</i> <i>Armin Eckermann, Managing Director, Eckermann Partners</i> <i>Stefan Böhlich, Global Head Structured Working Capital Finance, Commerzbank</i> <i>John de Lange, Managing Director, Structured Metals & Energy Finance, ING</i> <i>Moderator: Jonathan Solomon, Partner, Reed Smith</i></p>		<p>Industry duel: The trade finance industry isn’t ready for digitisation</p> <p>We close the day with this engaging Oxford-style debate: Is the industry ready for digitisation? Perhaps the cyber-security risks are too great; the appetite too lacklustre; the infrastructure of emerging markets not sufficiently sophisticated; or the regulatory requirements too complex. Or are these all just excuses to avoid embracing change? We'll let you decide...</p> <p><i>Shailesh Gothai, CIO, Gemini Corpopration</i> <i>Ben Brophy, CEO, Blocklab</i> <i>Jacob Katsman, CEO, Global Trade Corporation</i> <i>André Casterman, Chief Marketing Officer, INTIX</i> <i>Moderator: Mauro Bonacina, Head of EMEA Trade Business Development, BNY Mellon</i></p>
18:00	<p>Drinks reception & industry dinner</p> <p>Meet us in the ground floor lobby for a boat pick up. Step aboard and glide through the canals of Amsterdam. Next stop - settle in for an evening of fun, food, wine (or beer!) and entertainment at the sit-down industry dinner, including a short award ceremony for the Perfect 10 Deals of the Year.</p>	18:00	<p>Drinks reception & industry dinner</p> <p>Meet us in the ground floor lobby for a boat pick up. Step aboard and glide through the canals of Amsterdam. Next stop - settle in for an evening of fun, food, wine (or beer!) and entertainment at the sit-down industry dinner, including a short award ceremony for the Perfect 10 Deals of the Year.</p>
14		15	

TXF INDUSTRY DINNER

Howdy Partners,

Join us for the best shindig in town, the TXF Industry Dinner of 2017!

Please gather in the lobby at 18.00, saddle up and hop aboard our TXF canal boats from the DeLaMar Theatre. Unwind with your partners and enjoy a drink or two before we arrive at the Beurs van Berlage for a cocktail reception, 3 course dinner and awards ceremony!

The brilliant **Rachel Pether** will be our guest host for the evening and announce the Perfect 10 Deals of the Year!

Industry Dinner venue:

Beurs van Berlage, Damrak 243, 1012 ZJ Amsterdam
20.00 sit down to dinner



DAY TWO • 11 MAY 2017

PLENARY STREAM Room 1

8:15

Coffee & networking

Ask us about our networking concierge service to help you set up meetings.

9:00

Geopolitical risk: Around the world in 30 minutes

This presentation will give you a region-by-region overview of geopolitical risk, covering MENA, Sub-Saharan Africa, Latin America, Asia and CEE/CIS.

2016 has been almost unprecedented in terms of political risk, from heightened security threats across Europe to conflict in the Middle East. As we move into 2017 alerts are still high. In what's been termed a "Geopolitical Recession," the USA seems to be all but renouncing its position as the linchpin of the global economy while the European Union is virtually in the midst of an existential crisis. The flipside of the populism coin is hitting the Middle East and Southern Africa, where increased access to online and social media threatens the stability of opaque governance regimes. So, what's the outlook and how can you prepare yourselves to withstand it?

Robert Besseling, CEO, ExxAfrica

9:30

Reconsidering alternative finance

Alternative financiers are often seen as doing the deals that banks can't do – whether the ticket size is too small, the market too risky, the regulatory stakes too high, or the client unknown. But is that the best way of viewing the offering or is it time to redraw the paradigm?

Joseph Israel, VP Investment Team, Reuben Brothers

Elmar Diener, Managing Partner, Vicenda Group

Nabil Abdul-Massih, CEO, INOKS Capital

Adrian Katz, CEO, Finacity

James Waterman, Head of Trade Finance Europe, Liberty Commodities


Moderator: Suresh Advani, Director, Wyelands Capital Ltd.

10:15

Short break

We have a short break here to allow you to choose the discussion group you want to attend next.

AGENDA			AGENDA				
10:30	REGIONAL FOCUS			REGIONAL FOCUS			
	<div>Delegates can choose which of these concurrent discussion groups they'd like to attend. Each one will be led by an expert in that region.</div> <div><div><div><div>Africa:<ul style="list-style-type: none">Political and credit risks in AfricaOpportunities for investmentMeeting the need for improved infrastructureFocus on oil, mined minerals and softs<i>Robert Besseling, CEO, EXXAfrica</i> <i>Held in John. K Foyer</i></div><div><div>CEE/CIS:<ul style="list-style-type: none">Dealing with sanctionsIncreasing demand for capital markets financingDivestment and consolidation in Russia-CISFocus on oil, gas, grain and petrochemicals<i>Elitsa Ivanova, Partner, CMS</i> <i>Held in John. K Foyer</i></div><div><div>Middle East:<ul style="list-style-type: none">Dealing with conflict and political riskGrowing demand for new debt forms in MENAFocus on oil and gas<i>Noel Morris, CFO, KAR</i> <i>Held in Room 2</i></div><div><div>Asia:<ul style="list-style-type: none">Growing CPRI market in AsiaGrowth of ASEAN nations as trading hubsConsolidation and high-profile defaults across the regionCross-sector focus<i>Cheam Hing Lee, Managing Director, Rhodium Resources</i> <i>Julian Madgett, Head of Commodity & Structured Finance, ICBC</i> <i>Held in Room 2</i></div><div><div>South America:<ul style="list-style-type: none">Changing relations with the USANew political administration in BrazilNew opportunities in ArgentinaFocus on softs<i>Reinier Douqué, Head of Agribusiness, Food & Water - Latin America, FMO</i> <i>Held in Glass Foyer</i></div></div></div></div></div></div></div></div>						
11:15	Coffee & networking						
NATURAL RESOURCES & COMMODITY FINANCE				TRADE & TREASURY			
11:45	SECTOR SPOTLIGHTS		IDEA LAB <i>Room 4</i>	11:45	PLENARY STREAM <i>Room 3</i>		IDEA LAB <i>Room 4</i>
	<div>Delegates can choose which of these concurrent discussion groups they'd like to attend. Each one will be led by an expert in that sector.</div> <div><div><div><div>Energy:<ul style="list-style-type: none">Outlook for oil and coal – are they in their dying days?Rise of gas as a form of energyPredictions for renewablesAnalysis of OPEC production cut<i>John Goodridge, Head of Marketing & Origination Europe, Africa & Russia, BP</i> <i>Held in Room 2</i></div><div><div>Metals & mining:<ul style="list-style-type: none">Distress and consolidationChina's role in the aluminium and steel marketHow to combat oversupply<i>Lavan Mahadeva, Research Director, CRU Group</i> <i>Held in John. K Foyer</i></div><div><div>Softs:<ul style="list-style-type: none">Can global supply meet demand for food?Are new players challenging the ABCDs?Growth of biofuels and ofts as energyPressure for sustainable supply chains<i>Alfred Evans, CEO, Islan Investments</i> <i>Held in John. K Foyer</i></div></div></div></div></div></div>		<div>Watch this space...</div> <div>We've asked you to pin some questions and ideas to the corkboard in the networking area. Now we'll use your ideas as the basis of an open discussion on...well, anything, really!</div>		<div>Why are corporates using supply chain finance?</div> <div>This session marks the 4th instalment of the ground-breaking research between Orbian and EBS Business School. It will look both at the factors that influence new corporates to onboard supply chain finance and how seasoned users are extending the roll-out of the product.</div> <div><i>Tom Dunn, Chairman, Orbian</i> <i>David Wuttke, Assistant Professor, EBS Business School</i></div>	<div>Watch this space...</div> <div>We've asked you to pin some questions and ideas to the corkboard in the networking area. Now we'll use your ideas as the basis of an open discussion on...well, anything, really!</div>	
12:30	Networking lunch			12:30	Networking lunch		

AGENDA			AGENDA		
NATURAL RESOURCES & COMMODITY FINANCE			TRADE & TREASURY		
13:45	PLENARY STREAM <i>Room 1</i>	WORKSHOP STREAM <i>Room 2</i>	13:45	PLENARY STREAM <i>Room 3</i>	
	<p>Is CPRI a bright spot in a challenging environment?</p> <p>As the insurance market begins to mature in Europe, it's time to take stock of the situation. What are the drivers behind usage of credit and political risk insurance – from capital management to a heightened risk sensitivity? What's obstructing its further growth? How could the product be improved?</p> <p><i>James Esdaile, Director, BPL Global</i> <i>William Steeds, Senior Underwriter, XL Catlin</i> <i>Vlad Bobko, Head of Crisis Management, Aon</i> Moderator: <i>Vinco David, Secretary General, Berne Union</i></p>	<p>Case study: Funding and insurance for pipeline gas transactions</p> <p>Practical workshop showing why traditional receivables financing tools used for oil don't always work with LNG, and how to get around the difficulties.</p> <p><i>Nataliya Frolova, Head of Trade & Corporate Finance, Gazprom Marketing & Trading</i></p> <p><i>Christophe Idareci, Liquidity Management & Reporting, Manager, Gazprom Marketing & Trading</i></p>		<p>Data-driven compliance</p> <p>Efforts are badly needed to align corporates' and banks' expectations for KYC/AML due diligence processes. To what extent can comprehensive data gathering and analysis aid this process, and what is still to be done?</p> <p><i>Alexander Huetink, Business Development Manager, Bureau van Dijk</i></p> <p><i>Peter Köck, VP Finance and Treasury, VA Intertrading</i></p> 	
14:30	PLENARY STREAM <i>Room 1</i>	WORKSHOP STREAM <i>Room 2</i>	14:30	PLENARY STREAM <i>Room 3</i>	
	<p>Navigating the claims map</p> <p>The current stressed environment has led to a marked increase in insurance claims. So how is the insurance industry coping? Are insurers doing enough for the claims industry? This panel looks holistically at the claims process, before going on to examine some hypothetical case studies to understand the nitty gritty.</p> <p><i>Simon Bessant, Director & Broker, Texel</i> <i>Frank Masteling, Senior Underwriter, Equinox Global</i> <i>Sarah McNally, Partner, Herbert Smith Freehills</i> Moderator: <i>Robert Parson, Partner, Clyde & Co</i></p>	<p>How could THAT pass compliance?</p> <p>In this interactive session, our panel of experts will look at a series of hypothetical deals from a compliance perspective. They will discuss the complexities thrown up by Know-Your-Customer (KYC), anti-money laundering (AML) and compliance issues, before deciding whether they would - or should - be accepted by their institutions' compliance departments. and financial crime, sanctions, bribery and other regulation and compliance issues.</p> <p><i>Peter Hopkins, Director, Drum Risk</i> <i>Hiren Singharay, Supervisory Board Member, Global Finance & Capital</i> <i>Mario Messerschmidt, Head of Structured & Syndicated Finance, AKA Bank</i> Moderator: <i>Geoff Wynne, Partner, Sullivan & Worcester</i></p>		<p>Best practices in risk and working capital management</p> <p>From FX in a volatile market to liquidity lines, managing risk is a core treasury focus and yet, according to a recent Treasury Diagnostic Report from Citi, most corporates' risk management programmes are not sufficiently nuanced. So what tools are corporates using to hedge their portfolios and how can they be improved? How can tools like supply chain and receivables finance improve cashflow across the supply chain?</p> <p><i>Kevin Bottwood, Corporate Sales Manager, Smart Currency Business</i></p>	
15:15	PLENARY STREAM <i>Room 1</i>		15:15	PLENARY STREAM <i>Room 3</i>	
	<p>Closing Remarks</p> <p>We sum up with 10 top takeaways from the event.</p> <p><i>Jonathan Bell, Editor-in-Chief, TXF</i></p>			<p>Closing Remarks</p> <p>We sum up with 10 top takeaways from the event.</p> <p><i>Hesham Zakai, Associate Director, TXF</i></p>	

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