

GTR COMMODITIES 2019

#GTRCOMMODITIES

Geneva, Switzerland | Hotel President Wilson
September 19, 2019

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GTR COMMODITIES 2019

Who will you meet?

- Commodity trading companies
- Insurers and risk managers
- Multinationals and SMEs
- Lawyers and legal advisors
- Local and international banks
- Brokers and consultants
- Independent financiers
- Technology providers

GTR Connect

Once registered, log-in to **GTR Connect** to network with fellow delegates, download event materials and more.



Following several successful years in Lugano, GTR's annual event for the global commodities sector will relocate to Geneva for 2019, taking place at the Hotel President Wilson on September 19.

Widely regarded as one of the premier gatherings for the global commodity financing sector, GTR Commodities 2019 will provide an unrivalled forum for networking and discussion on the key issues impacting on the global commodities market, from financing trends to geopolitical factors, sector profiles, risk management strategies, sustainability issues and the role of technology.

Attendees will benefit from critical market insight and idea sharing through a series of informative discussions, debates, case studies and breakouts, whilst the unchallenged networking opportunities available at every GTR event will provide access to over 140 companies engaged in commodity finance business, including trading companies, multinationals, financial institutions and service providers.

"A good mix of all sectors and company sizes, innovation-focused with many forward-looking insights!"

N Haas, Mercator Commodities

"Highly recommended. Topical subjects and interesting speakers with the chance to network with different market participants."

M Nurbaeva-Baverstam, Telf AG

What to expect



Attendee breakdown by job title in 2018



Venue Details

Venue: Hotel President Wilson, Geneva, Switzerland

Tel: +41 22 906 66 66

Web: www.marriott.com/hotels/travel/gvalc-hotel-president-wilson-a-luxury-collection-hotel-geneva

Join GTR on social media



Official conference hashtag: **#GTRCOMMODITIES**



Click here to see a list of attending companies from 2018's event



Thursday, September 19, 2019

09.00 Chairman's opening remarks

Sebastian di Paola, Partner & Leader, Corporate Treasury Solutions, PwC Switzerland

09.10 **Keynote: An update from the Swiss Trading & Shipping Association (STSA)**

As the national umbrella organisation representing chapters across a range of key hubs, this opening address will provide the opportunity to hear the latest news and developments from within the commodity trading environment.

Stephane Graber, Secretary General, Swiss Trading & Shipping Association (STSA)

09.30 **Debate: Is global turbulence here to stay?**

Ongoing global events continue to raise concerns across the business world as a whole, with the global commodity market proving no exception. This session will consider two differing viewpoints before concluding whether the market should be positive or cautious in its outlook.

The case for caution

Trade tensions show no signs of abating, with the US-China trade war seeing the latter's growth decelerate at a time when it was looking become a global leader. The economic impact of globalisation, digitalisation and automation has fuelled the growth of populism, whilst further challenges continue to be posed by technological interdependence and the fight against climate change.

The case for optimism

Commodity markets are presently now much more balanced, making the sector more investable and attractive. Despite fears over potential slowdown and lower growth expectations, the global economy is still healthy with an expected continuation of the current business cycle, increased emerging market growth a positive response to the latest measures taken by the Chinese government.

Moderator: Robert Parson, Partner, Clyde & Co.

Niels Strazdins, Head of Global Trade Policy & Europe Director, Global Trade Professionals Alliance (GTPA)

Jean-Christian Heintz, Head of LNG Broking, SCB Brokers

10.15 **New perspectives: Can sustainability become a differentiator in commodity trade finance?**

With sustainability having become perhaps the dominant topic in the current commodity climate, this session will bring a group of leading commodity trading companies together to debate key priorities. Among the themes to be considered:

- Can you explain to what extent the pricing of deals is actually influenced by sustainability aspects? Are these aspects being actively put forward by investors?
- What do you see as the main frictions being introduced into the commodity trade finance value chain as the result of efforts to achieve sustainability?
- Is there the case for establishing a rankings system when it comes to sustainable transactions? Is this a feasible and worthwhile objective?
- What do you see as the downsides to the sustainability argument? How much of a hindrance do you see these to achieving stated objectives?
- How can the industry move forward in co-shaping regulatory discussions around sustainability?

Moderator: Travis Randolph, Partner, Commodity Trading Leader, PwC Switzerland

Olivier Boujol, Global Head of Structured Trade Finance, ADM

Jasper van Schaik, Global Head of Trade & Commodity Finance, Rabobank

Oliver Schenkenberg, Group Treasurer, ECOM Agroindustrial

Olivier Demierre, Senior Vice-President, Corporate Social Responsibility, MKS PAMP Group

11.05 **Networking break**

"A good opportunity to exchange views and perspectives with people of the industry."

D Gilardi, Banca dello Stato del Cantone Ticino

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11.45 Industry lightning talks: Key market trends and developments

We live in exciting times when it comes to commodities, with new areas of focus for traders and financiers alike. This section of the conference will provide a series of short punchy case study presentations before considering their wider impact on the market.

Talk 1. How are developments in technology changing the way commodity trade is financed?

With traders looking to improve efficiencies whilst increasing volumes and identifying opportunities, new technologies such as big data, robotic process automation, artificial intelligence and blockchain are increasingly coming to the fore. This session will consider the extent to which commodity trade finance is likely to be impacted by such advancements, whether through reduced costs or improved transparency through the value chain. It will also consider the differing approaches being adopted by both larger companies and smaller entities, addressing hurdles such the lack of widely accepted industry standards.

Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC Switzerland

Talk 2. Ship lifecycle financing: A bank view

This presentation will focus on developments in the commercial shipping market with respect to bank involvement in the financing of capital, freight and demotion, along with the trends currently shaping the emergence of non-bank players in the space. It will also consider how as the dominant carrier of world trade, close involvement with the shipping industry and advocacy by banks to do more in the sector will best serve the overall trade agenda.

Murali Subramanian, Chief Executive Officer, FIMBank

Talk 3. Taking responsibility: How well do you know your supply chain?

This case study will consider the significance of responsible commodity sourcing and of building an incentive system to reward sustainable production practices. The recently announced pilot, known as Trado, demonstrates how to use 'green' finance combined with the latest technology as a lever to drive up transparency in certification and production standards and improve industry resilience. The talk will also consider the extent to which such systems can play a role in building value chains to support local communities, considering what greater industry reliance on data is likely to mean going forward.

Shona Tatchell, CEO & Founder, Halotrade

12.45 **Lunch**

Select either Stream A or Stream B

Stream A

14.00 Lessons to be learned: An insight into the restructuring process

In late 2018 Asia-based commodity giant Noble became one of the latest and most high-profile examples of the challenges faced by traders in the current climate, with a debt restructuring plan worth some \$3.5 billion proposed to allow the company to move forward under a new business model. With the company certainly not alone in being vulnerable to market tensions and unforeseen financial challenges, this talk will provide insight into the processes involved and the often difficult decisions that need to be taken in these instances.

Alexander Peters, Director of Finance & Administration, ArrowMetals Group

14.25 Rise and fall (and rise again): Africa's commodity rollercoaster

External factors such as the global commodity slump and economic slowdown in China put paid to the Africa Rising narrative in the view of many, with governments from major exporters such as Angola, Ghana, Nigeria, South Africa and Zambia mistaking a supercycle-led boom for sustainable economic transformation, seeing their countries slip into recession. With global prices having rebounded from the low point of 2015, this session will provide insight into the current outlook, considering what lessons have been learned, from enabling greater means or production and opportunities to move up the value chain, encouraging greater export diversification and doing more to address the gap in Africa's natural resources and income per capita.

Presented by: Dr Robert Besseling, Executive Director, EXX Africa

Followed by discussion with:

Stephan Jansma, Global Head, Structured & Trade Finance, Trafigura

Sanjeev Dutta, Executive Director, Commodities, DMCC

Sandie Hessing, Senior Originator, MUFG

Paul Thomas, Head of Projects & Structured Finance, Philia SA

15.15 How strong is the insurance sector appetite for commodity trade?

Nowhere is the uncertain nature of the times we live in better demonstrated than in the credit and political risk insurance sector, whether it be preparations for Brexit, industry consultations, new initiatives for standardising policies or various ongoing regulatory challenges. With the market still dominated by enquiries emanating from the extractive industries, this session will consider the following talking points:

- Is the outlook optimistic when it comes to continuing growth and market reach? How significant have recent market shifts (casualties, new entrants, consolidation) proved?
- Which markets are seeing the highest volume of claims and restructurings? Have there been any significant shifts in this regard?
- To what extent are CPR1 market offerings providing an effective credit risk management tool for banks under the Basel framework?
- How resilience and efficient is the claims process? How big a role does it have to play when it comes to building relationships between banks and commodity traders?

Moderator: George Bellord, Director, BPL Global

Nicolas Dervaux, Head of Structured Finance & Distribution, BCGE

Mark Schulz, Risk Director, Euler Hermes Switzerland

Edward Fox, Underwriter, Political Risk, Amtrust

Saqib Mustafa, Structured Trade & Receivable Finance, Santander

16.05 **Networking break**

"Great event, very relevant topics!"

V Agarwal, Vintage Bullion DMCC

"GTR events are always very informative, as well as providing great networking."

S Lata, Marsh



Networking
Lunch

Thursday, September 19, 2019 at 12.45

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Select either Stream A or Stream B

Stream B

14.00 GTR Commodities Technology Showcase

This interactive session will provide the opportunity to showcase some of the exciting technological developments in the world of commodity trade finance, utilising a format where representatives present their activities to a group of 'expert judges' for feedback and further discussion.

Chair: Sanne Wass, Senior Reporter, Global Trade Review (GTR)

Showcase 1. komgo

Huge level of paper documentation required in commodity finance leaves it as one of the most promising for blockchain, but has often been left limited to proof of concepts and one-off transactions. komgo is charged with bringing a commercial, fully commodity-focused blockchain platform to the industry. Open to both banks and corporates, it is designed to change the way financiers transact with clients and other parties in the ecosystem, improving the speed of conducting transactions and offering a better user experience. Products currently offered include a KYC solution and a digital letter of credit, whilst the collaborative ethos behind komgo offers the potential for new financing solutions in the future.

Souleima Baddi, Chief Executive Officer, komgo

Showcase 2. ABCCD

Industry players including ADM, Bunge, Cargill, Cofco International and Louis Dreyfus Company (LDC) have been working together to create a high-tech efficient industry-wide platform to move agricultural bulk commodities across different jurisdictions, overcoming outdated inefficient processes and utilising technology (blockchain, AI and others) to increase efficiency, reliability and visibility. For years industry players have promoted the use of electronic documents, now this technology can be used to further increase transparency and efficiency through simplifying, standardising and modernising processes.

Petya Sechanova, CASC/WTG Trade Execution Leader, Cargill International

Mark Hankins, Director, Enterprise Architecture, ADM

Showcase 3. WBTC

Trade finance remains prone to many inefficiencies such as fraud, processing slowness and documentary mistakes, with fraud alone causing millions of dollars to be lost every year. Technological innovations such as blockchain are increasingly viewed as problem solvers, with multiple initiatives arising on a global scale. Led by shippers, insurers, lenders and traders, these initiatives aim at incrementing blockchain on a large-scale into the existing trade value chain for increased security and processing speed. The World Blockchain Trade Consortium (WBTC) has been launched with the purpose of cooperating on the building of a

decentralised registry for invoices across multiple continents, with the idea being for financiers to use the registry to cross-reference invoices before committing to financing whilst still keeping data private and secure.

Raj Uttamchandani, Executive Director, Trade Finance Market

Dimitri Kouchnirenko, Founding Partner, Incomlend; Co-Founder, LC Lite

Showcase 4. Arviem

Another way in which emerging technology is set to revolutionise global supply chains is through the use of smart devices and sensors, also known as the internet of things, or IoT. Arviem is a Switzerland-based company that installs smart IoT sensors on containers and cargo to collect data on anything from the location of the goods, to disturbances and conditions such as humidity and temperature. It combines this data with its advanced analytics platform and a range of other data sources (such as weather data) to help business professionals make decisions around their logistics supply chains. The company has recently expanded its business to help financiers optimise their lending patterns and bring more financing to SMEs based on the vast data it is collecting.

Aidan Shilling, Director, Working Capital Solutions, Arviem

14.45 Audience-led breakout groups

Following the initial showcase element presenters will host special audience breakout groups for further discussions, dialogue and brainstorming with delegates.

15.25 Expert panel deliberations and conclusions

Following on from the showcase presentations, Q&A and audience-led breakouts, our panel of industry experts and practitioners will assemble back onstage for final summaries, reflecting on what they have heard and what they view as the potential impact of the showcased technologies on the market. Full and frank feedback is encouraged!

Moderator: Sanne Wass, Senior Reporter, Global Trade Review (GTR)

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

Natalia Haas, Managing Partner, Mercator Commodities

Peter Hopkins, Managing Director, Drum Risk

Milena Torciano, Chief Executive Officer, Mitigram

16.05 Networking break

16.25 Conclusions for the day: Where is the market heading?

This closing session will bring a group of esteemed experts together for a final wrap-up session, picking up on significant themes from throughout the day and outlining a series of key takeaways. A light-hearted but comprehensive conclusion to proceedings, the session will also utilise the Slido system and engage with delegates on the central issues of the day, as well as providing the opportunity for 'any other business'.

Moderator: Sebastian di Paola, Partner & Leader, Corporate Treasury Solutions, PwC Switzerland

Alexandre Dietz, Head of GTRF & Commodities, Structured Trade Finance Switzerland, HSBC

Bob Angliss, Head of Commodity Business Centre, Bank of China

John Macnamara, Vice-Chairman, Trade Finance Commodities, Deutsche Bank

Dan Day-Robinson, Chairman, International Commodities & Derivatives Association (ICDA)

17:10 Chairman's closing remarks

followed by evening networking reception

"GTR conferences worldwide give the ideal opportunity to be in touch with latest developments in banking for finance."

A Alwis, China Systems

"GTR's event focuses on what matters for the trading industry."

M Somaini, Duferco



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