



September 15-16, 2020

Time zone: Central European Summer Time (CEST)

[www.gtreview.com/gtrcommodities](http://www.gtreview.com/gtrcommodities)

## Global Trade Review is delighted to confirm that GTR Commodities 2020 Virtual will be taking place on September 15-16.

This exciting new initiative will combine a mixture of live-streamed and pre-recorded content and unrivalled networking via GTR's dedicated virtual event platform.

Please join us in transitioning to this exciting new model, offering participants to benefit from critical market insights, along with plentiful opportunities to network and connect to the wider community..

### Read the event agenda on following pages

Agenda GTR Commodities 2020 Virtual Day One: Tuesday 15 September, 2020 Time zone: Central European Summer Time (CEST)

**Day One: Tuesday 15 September**

**On demand**

**The Demo Lab**  
 Full-time support of the event through back office, operational and IT, including lighting and streaming services, ensuring all content is delivered smoothly and on time. We have a dedicated team of experts who will be on hand throughout the event to ensure you get the most out of your experience.

**11:00-11:45**  
**LIVE STREAM: How can the industry build resilience at a time of disruption?**  
 Commodity practitioners have faced a highly uncertain time as they have sought to adapt to a fast-changing landscape and prepare for business recovery, with challenges ranging from uncertainty over public access to liquidity and use of digital tools.  
 What are the key risks, what are the key themes for commodity recovery and what are the key challenges for commodity recovery in the current market? To what extent are there concerns that more liquid could reduce ADR flows in emerging markets and commodity finance activities as a result of industry challenges? Is this likely to present liquidity challenges?  
 How important is it to sustain practitioners have sold counterparty risk policies and high standards in the credit process to the compliance and monitoring teams, ready to increase with greater focus on quality of data?  
 What impact has greater emphasis on digital increased focus on barriers in any region?  
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**15:00-16:30**  
**Keynote: New priorities in a time of change**  
 The commodity industry is being through unprecedented times, called by Covid-19 and regulatory initiatives on business and market rights. This special keynote address will provide an insight into the latest industry trends and challenges, and how the new leadership at the Global Trade Review is shaping the future of the industry.  
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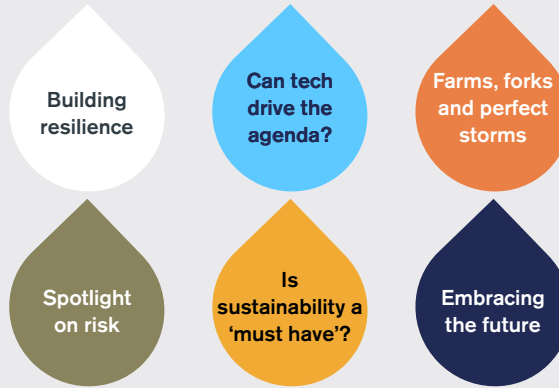
**15:15-16:45**  
**Keynote interview: Keeping business flowing**  
 After a pandemic continues to wipe the ground of Covid-19, commodity activity has slowly come back.

**18:45-19:30**  
**Sector Focus: Farms, forklifts and perfect storms**  
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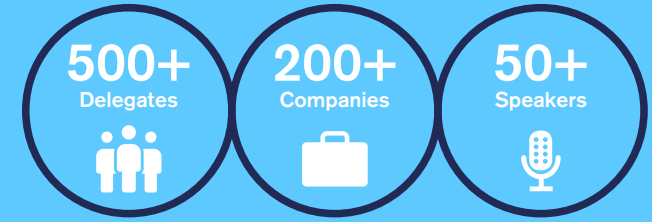
**18:15-19:00**  
**LIVE STREAM: Making lemonade from lemon**  
 Can tech really drive the agenda?  
 What are the challenges in building a better practice for greater efficiency and reducing the operational burden of practitioners?  
 How important is it to sustain practitioners have sold counterparty risk policies and high standards in the credit process to the compliance and monitoring teams, ready to increase with greater focus on quality of data?  
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**19:15-19:45**  
**LIVE STREAM: Questions for the insurance market**  
 The insurance industry has seen significant disruption in the last few months, with many firms facing a significant challenge in the current market.  
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### Key themes: 6 of the best



### What to expect



[Click here to find out more](#)

# GTR COMMODITIES 2020 VIRTUAL

**New priorities in a time of change**  
 September 15-16, 2020  
 #GTRCommodities

### 3 ways to watch the event video



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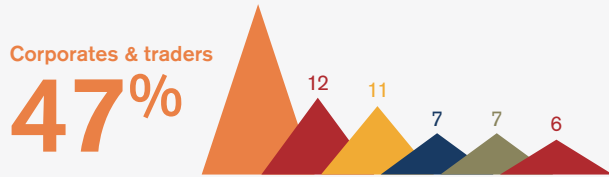


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### Attendees by sector in 2019



- 12 Banks & financiers
- 11 Non-bank financiers
- 7 Consultants & accountants
- 7 Insurers & risk managers
- 6 Technology & fintech
- 4 Govt orgs & public bodies
- 1 Media
- 1 Lawyers
- 4 Other

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## Day One: Tuesday 15 September

### ON DEMAND

#### 'The Demo Lab'

Featuring some of the most innovative tech firms operating in the commodity trading and financing sectors, these punchy demo presentations will showcase various solutions and capabilities throughout the market's value chains.

#### Presenters:

**Sorin Albeanu**, Head of Commercial, Covantis  
**Frank Gouverne**, COO & Co-Founder, Rice Exchange

### 10.00-10.30

#### Keynote: New priorities in a time of change

The commodities industry is living through unprecedented times, rocked by Covid-19 and regulatory initiatives on business and human rights. This special keynote address will provide an introduction to the forthcoming proceedings, offering an update from the new leadership at The Swiss Trading & Shipping Association (STSA) whilst addressing the various political, economic and regulatory challenges and opportunities faced by the commodity trading sector.

**Florence Schurch**, General Secretary, The Swiss Trading and Shipping Association (STSA)

### 11.00-11.45

#### LIVE STREAM: How can the industry build resilience at a time of disruption?

Commodity practitioners have faced a hugely uncertain time as they have sought to adapt to a fast-changing landscape and prepare for business recovery, with challenges ranging from counterparty risk policies, access to liquidity and use of digital tools.

- After record-low prices, what are the longer-term forecasts for commodities when it comes to strength and speed of demand recovery?

- To what extent are there liquidity concerns that more banks could follow ABN Amro in ceasing trade and commodity finance activities as a result of industry challenges?
- How important is it to ensure practitioners have solid counterparty risk policies and high standards in the credit process?
- Are compliance and monitoring costs likely to increase with greater focus on quality of data?
- To what extent has greater emphasis on digital increased focus on barriers to entry (tech infrastructure, cost, legal and regulatory)? Does this also support ESG targets?
- What is the potential for additional trade conflict, particularly ahead of the upcoming US elections, and how is this likely to impact the sector?

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

**Christine McWilliams**, Global Head of Commodity & Energy Trade Finance, Citi

**Andrew Robison**, European Head, Commodity Structured Trade Finance, HSBC Bank

**Igor Ukrasin**, Head of Corporate Banking & Coverage & Global Markets, Sberbank (Switzerland)

**Sanan Mammadov**, Chief Financial Officer, SOCAR Trading

**Ami Daniel**, Co-Founder & CEO, Windward

### ON DEMAND

#### Keynote interview: Keeping business flowing

After draconian measures to stop the spread of Covid-19, economies across the globe have slowly come back online, but logistics chains have followed more slowly, with many backed up across all manner of geographies, compounded by issues around quarantines and concerns over seafarers following country lockdowns. This keynote interview session will seek to shine a light on the likely key future drivers across the shipping industry and its value chain, how it will shape the global business agenda and its importance in maintaining the flow of key commodities down the value chain, across industry, policy and thought leadership.

**Guy Platten**, Secretary General, International Chamber of Shipping (ICS) *to be interviewed by Maddy White*, Reporter, Global Trade Review (GTR)

### 13.45-14.30

#### Sector focus: Farms, forks and perfect storms

Commodity practitioners have faced a hugely uncertain soft commodities and the agribusiness sector have raised their profile in 2020, with concerns over food security, supply chains and the prospect of millions of tons of produce either needing to be thrown away or left rotting in warehouses. This session will seek to address some of the operational, logistical and financial concerns and challenges to have arisen in recent months, highlighting measures taken as concerns over production and export capacity have been raised. It will also seek to identify those trends that could most influence the direction of agribusiness in the coming years, for better and for worse.

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

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

**Soren Jensen**, Full-Time Non-Executive Director

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

**Steven de Vries Reilingh**, Head of Trade & Commodity Finance Agri Europe, Rabobank

### 15.00-15.45

#### LIVE STREAM: Questions for the insurance market

The insurance industry has heavy exposure to and dependence on commodities, being very much being seen at the forefront of the huge challenges faced as the industry seeks to future-proof itself.

- Are insurers likely to see a wave of claims over the coming weeks and months? How well placed is the sector to absorb these and honour its obligations?
- How difficult is it to secure cover in the current climate if you don't already have it? What are the key tips and recommendations for those wishing to use the product?
- Is more work required to make the process for placing deals easier and less time-consuming? How user-friendly is the experience?
- What is the insurer view and experience of ongoing efforts to move away from fossil fuels and towards ESG-focused transactions? Has this been notable in terms of cover?
- What tips and advice would the market offer to banks and traders to help demonstrate capability for managing exposure and minimising risk of underwriter losses?

**Moderator: Robert Parson**, Partner, Clyde & Co  
**Nataliya Frolova**, Independent Finance & Insurance Expert

**George Bellord**, Director, BPL Global

**Lucy Drummond Brady**, Vice-President, Head of London, COFARCO (UK)

**James Gearing**, Director, Texel

### 16.15-17.00

#### LIVE STREAM: 'Making lemonade from lemons' – can tech finally drive the agenda?

The role that evolving technology can play in providing greater supply chain transparency and efficiency has only been accelerated by the current climate, with the equivalent of years of innovation and progress in just a few months as traders and banks look to speed up the processing and monitoring of transactions.

- How significant has the last few months proved in highlighting the benefits of digitisation? Has increased focus on areas such as food security helped move things on?
- What are the challenges in balancing trader appetite for greater efficiency against the need to avoid further disruption to an already turbulent market?
- Is there sufficient vision and consensus on what digitisation could and should achieve? How problematic is lack of standards and how engaged are regulators in the process?
- One size doesn't fit all: Does more work need to be done in ensuring interconnectivity of platforms in reaching a global solution across such a large and complex industry?
- Managing expectations and extolling patience: Does the industry need to focus on delivering solutions to real-life problems?

**Moderator: Tedd George**, Founder & Chief Narrative Officer, Kleos Advisory

**Kristian Doolan**, Managing Director, AgriVanGuard

**Marcel Hostettler**, Partner, Heuking Kühn Lüer Wojtek

**Aba Schubert**, Co-Founder & CEO, Dorae

**Emmanuelle Ganne**, Senior Analyst, Economic Research Department, World Trade Organization (WTO)



## Day Two: Wednesday 16 September

### ON DEMAND

#### 'The Demo Lab'

Continuing from Day One, this section of the event provides further opportunities to hear pioneering companies across the world of commodity trade finance present their technological offerings.

#### Presenters:

**Robert Soban**, Senior Account Manager, Financial Markets, CAMS, Pole Star

**Raj Uttamchandani**, Executive Director, Trade Finance Market

### 10.00-10.45

#### Spotlight on risk: Are widespread changes needed to tackle fraud?

The last few months have seen commodity trading companies failing with alarming regularity, a turn of events which has seen calls for greater regulation and improved tracking tools.

- Is there a gap between the rhetoric of increased regulation and the reality of these cases happening too often?
- How sufficient are internal controls when it comes to tracking inventory? Are increased requests for physical checks likely?
- Has the amount of trade finance extended to larger traders been called into question? Is there over-concentration of liquidity?
- With many cases taking place in markets with 'friendly' regulatory regimes, what lessons can be learned in terms of striking the right balance?
- Should the industry be working towards a single source controlled environment for data collected by banks, auditors and traders?
- Is 'old school' checks combined with 'new school' tech the answer?

**Moderator: Andrew Rigden-Green**, Partner, Stephenson Harwood

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

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

**Kris Van Broekhoven**, Chief Financial Officer, komgo

### 11.15-11.45

#### Case study: Driving efficiency through standardisation

With the pandemic having clearly shown the bottlenecks of paper-based documentation, new impetus has been placed on efforts to standardise the electronic bill of lading (eBl), improved take-up of which is estimated could save the global shipping industry as much as US\$4bn a year. This special case study session will examine these efforts, highlighting benefits such as faster document transfers, shorter payment cycles and reduced risk of fraud, loss or human error, as well as some of the legal hurdles that need to be overcome. It will also consider the role of various technology vendors and the potential impact that creating standards for enabling interoperability may have.

**Moderator: Eleanor Wragg**, Senior Reporter, Global Trade Review (GTR)

**Niels Nuyens**, Program Director, Digital Container Shipping Association (DCSA)

**Gadi Ruschin**, Co-Founder & CEO, Wave

### 12.15-13.00

#### Breakout: The future of commodity trading risk management (CTRM)

The global pandemic has not distracted commodity traders from further optimisation of their systems and supporting applications. To the contrary, it has advanced digitisation by years. This closed-forum session will examine through discussion amongst workshop participants and experts the questions being considered by the industry. How is the level of front and back-end IT integration developing? What choices need to be made between off-the-shelf vs custom built CTRM solutions, and how can benefits be optimised whilst managing cost? How is that different in a multi-commodity environment? Is the trend towards a fully integrated model or more a modular approach with integration of specialist tools? What are the preconditions to benefit from new and innovative digital technologies?

**Bernhard Bolliger**, Senior Manager, PwC

**Christopher Jones**, Senior Manager, PwC

### 14.00-14.45

#### LIVE STREAM: Is sustainability a 'must have' or a 'nice to have'?

Even before the current crisis sustainability had become a major market talking point, with many now seeing the

potential for moving towards a more sustainable and inclusive ecosystem as part of a global economic 'reboot'.

- Is the sector seeing trends towards renewable financing and how does that match with existing energy needs? To what extent has consumer behaviour changed?
- Should more work be done with traditional non-renewable sources of energy to make their processes more efficient, particularly in the current climate?
- How significant has the shortening of supply chains proved in providing sustainability benefits? Does this represent a potential upside of the trend for greater protectionism?
- The haves and the have nots: Are we likely to see a push from all FIs towards more sustainable transactions or only for those who can afford it?
- Will there be a drive towards achieving more consistent standards when it comes to ESG criteria? What has been the notable progress in achieving this?

**Moderator: Tedd George**, Founder & Chief Narrative Officer, Kleos Advisory

**Michiel Hendriksz**, CEO & Founder, FarmStrong Foundation

**Dr Maria Mogilnaya**, Principal Banker, Trade Facilitation Programme, European Bank for Reconstruction & Development (EBRD)

**Ian Sayers**, Head, Access to Finance & Sustainable Enterprise Development, International Trade Centre (ITC)

**Saqib Mustafa**, Executive Director, Global Transaction Banking, Santander

### 15.15-15.45

#### Sector focus: Is metals and mining making a comeback?

The metals and mining industry was among those hardest hit on the financial markets, but has since shown promising signs of recovery. This sector-specific case study will examine some key learnings gained, from adapting procurement processes, rethinking approaches to the supply chain to employing greater use of advanced analytics. It will also look at wider trends, including the impact of reduced productivity across key metals in the production of products such as electric vehicles.

**Moderator: Alexander Peters**, Chief Financial Officer, Arrow Metals

**Simon Huber**, Head of Structured Finance, Bluequest Resources

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

### 16.15-17.00

#### LIVE STREAM: Embracing the future – how is the commodity landscape likely to evolve?

Despite the volatile headwinds faced in the market, many view the current situation as an opportunity, a chance to bring an outdated industry into the modern world.

- Will collaboration prove the key to future growth, whether through increased syndications or as a means to increase scale in technology collaborations?
- Is the market likely to see greater scrutiny over transactions including a potential spate of new regulations?
- Are financing requirements likely to change as companies seek to better capitalise themselves for managing future spikes more easily?
- Will the early adopters of digital systems prove to be the 'winners' in the new landscape as people change their approach to paper??
- Is there likely to be a push for banks to undertake more business more emerging markets as a means of gaining competitive advantage?
- Are banks likely to go back to focusing on certain geographies and sectors going forward?

**Moderator: Andrew Glass**, Founder & Managing Director, Avatar Commodities

**Tasneem Krueger-Vally**, Director of Structured Commodity Finance, Deutsche Bank

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

**Michael Rolfe**, Head of Commodity Finance, BACB

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

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

### 17.15-17.20

#### GTR Commodities 2020 Virtual – Key takeaways

This closing section of the event will look to draw some final conclusions on what we've heard over the last 2 days, providing key takeaways for our many participants on current challenges and opportunities, along with likely future trends.

**Tedd George**, Founder & Chief Narrative Officer, Kleos Advisory

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