

Structured Commodity Finance Asia 2015

The definitive update on structured commodity
finance markets and trends in Asia

Main conference: 20-21 January • Workshop: 22 January
Novotel Singapore Clarke Quay, Singapore

1. Hear from over **30 expert commodities** speakers
2. Share insight with a **cross-section** of key commodities players:
 - **Commodities Producers**
 - **Commodities Traders**
 - **Commodities Financiers**
 - **Commodities Lawyers**
 - **Insurers & Collateral Managers**
 - **ECAs & Multilaterals**
3. Discuss **6 major themes** for 2015:

1 Trade trends	4 Funding options
2 Supply chain	5 Risk and regulatory issues
3 Commodity types	6 Regional focus

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- Traders • Manufacturers

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Structuring & Documenting

Structured Commodity Finance Transactions

Thursday 22 January 2015

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Structured Commo

Main conference: 20-21 January

Day 1 – 20 January

Trade Trends, Funding Options & Supply Chain Issues

08.30 Registration & refreshments

09.00 Chairman's Welcome

Caspar Jonk, *Head of Trade South & South East Asia*, NATIONAL AUSTRALIA BANK

09.15 **The Role of the WTO in Commodity Finance: Trade Trends and their Relations with Global Economic Activity**

- Understanding international trade in a global macroeconomic context: Perspectives on world commodity markets
- Concerns about the slow growth of trade over the last three years and the outlook for trade in the coming year
- What is the economic significance of the weakening relationship between world trade and output?
- Slower growth in emerging economies: its impact on global commodity markets in the short, medium and long run
- Do the recent declines in commodity prices mark the start of a long-term downward trend, or a temporary setback?
- Life after the commodity super-cycle: implications for global production networks and international trade patterns
- Will the share of South-South trade in world trade continue to rise? Can developed countries pick up the slack?

Coleman Nee, *Research Economist, Economic Research and Statistics Division*, WORLD TRADE ORGANIZATION

09.45 **Macroeconomic Analysis of Commodity Finance in Asia**

- The macro overview
 - Continued stagnation in US, EU and JP juxtaposed against 6+% GDP growth in Asia for the past five years
 - In spite of low / near zero growth in the G3, Asia creates a new Germany every 3.5 years
- Is the commodities "super cycle" over?
- Has the relationship between trade and GDP "broken down"?

David Carbon, *Chief Economist, Group Research*, DBS BANK

10.20 Coffee and networking break

10.40 **Asian Commodities Traders: Consolidation, Stability and Dominance of the Major Trading Houses**



- Traders' views of how their business models are changing and evolving
- Strengthening banking relationships and sharing insight
- The role of commodity traders in providing financing
- To what extent are traders expected to increasingly become a first stop in a secured financing?
- The growing role of traders in supply chains and logistics management
- Will there continue to be acquisitions and concentration within the market?

- Options available for small/medium-sized traders versus those of their larger peers
- Raising the bar even higher for new entrants
- To what extent have additional compliance/regulation challenges (KYC, AML, sanctions) impacted on the speed of getting business done?

Moderator:

Willem Klaassens, *Chief Financial Officer*, CLEARSOURCE PTE LTD

Guillaume Servajean, *Energy Management Trading*, GDF SUEZ TRADING

Kevin Lee, *CFO*, INTEGRA PETROCHEMICALS PTE

Francois Dotta, *Head of Merchant Finance*, EUROFIN ASIA GROUP PTE

V. K. Krishna Prasad, *General Manager, Finance & Accounts*, AGROCORP INTERNATIONAL PTE LTD

11.30 **Pre-payment Financing: The Rising Star of the Structured Commodity Finance Industry**



- Commodity pre-payments facilities
- Merits of pre-payment facilities
- Who is new and who is blue?
- Review of the most impressive deals over the last 12 months
- Outlook for 2015

Moderator:

Masahiro Goda, *Regional Head, Asia, Global Trade*, MIZUHO BANK

Caspar Jonk, *Head of Trade South & South East Asia*, NATIONAL AUSTRALIA BANK

Hitendra Jain, *Director*, ASIA GLOBAL COMMODITIES PTE LTD

Aashish Pitale, *Group Treasurer*, ESSAR GROUP

Matthew Cox, *Partner*, DENTONS

12.30 Lunch

13.45 **Alternative Investment, Syndication and Securitisation in Commodity Finance**



- Alternative investors
 - Fund purchases of structured commodity finance exposures from banks
 - Is this something that is here to stay as a result of regulatory pressures placed on banks?
 - How best to introduce syndication and securitisations to your investor base
 - What can bank syndicated commodity loans mean for investors and what are their benefits for a portfolio?
 - What does the recent trend for syndication and securitisation of receivables say about the evolution of trade finance as an asset class?
 - Is this a long-term trend?
 - Using futures and options on futures in building and organizing the structure around commodity products
 - Commodity investor products: How to structure commodity-linked notes, commodity exchanged traded products and funds
- Adrien Blavier**, *Business Development – APAC*, GALENA ASSET MANAGEMENT
- Willem Klaassens**, *Chief Financial Officer*, CLEARSOURCE PTE LTD

Additional speakers will join this panel - please see the website for further details

14.30 **Export Credit Agency Finance**

- Have the ECAs evolved in recent years to remain relevant and better serve the needs of the market?
- What are ECAs doing differently nowadays to keep up with changes in the market?

City Finance Asia 2015

Workshop: 22 January, Singapore

- What are some of the innovative solutions introduced by ECAs in recent years?
- Are the presence and activities of ECAs distorting the market?
- How do commercial banks want ECAs to function: the conventional guarantee cover vs funded

Chia Wan Liew, *Chief Representative - Southeast Asia*, EXPORT DEVELOPMENT CANADA

Yasukazu Irino, *Head of Singapore Office, Chief Representative for Asia and Oceania*, NIPPON EXPORT AND INVESTMENT INSURANCE SINGAPORE REPRESENTATIVE OFFICE (NEXI, SINGAPORE)

Dwi Wahyudi, *Managing Director*, INDONESIA EXIMBANK

15.10 Tea and networking break

15.30 Islamic Finance in Commodities

- Using tried and tested structures to develop new industries in emerging Islamic countries
- How development banks and regional players have enhanced liquidity and developed new niches
- Focus on multiple regions, sectors (base, softs, energy) and structures

Nor Shahrizan Sulaiman, *Executive Vice-President, Head, Product Management*, MAYBANK ISLAMIC BERHAD

Nazeem Noordali, *General Manager - Corporate & Structured Finance*, INTERNATIONAL ISLAMIC TRADE FINANCE CORPORATION

16.10 How Near is the Asian Market to Wide-Scale Adoption of the BPO?

- Asian banks' uptake of BPO: progress and assessment to date
- What are the driving forces behind Asian banks' uptake of BPO?
- What are the benefits of BPO adoption and what impact has it had on the global banking industry?
- How much corporate appeal does the BPO currently have?
- How big can the BPO become in the future?
- What role can the BPO play in the viability of a 4-corner supply chain finance model in relation to standardising rules of engagement between buyers, sellers and their banks?

Moderator:

Philip Michell, *Head of Trade Sales South Asia*, WESTPAC BANKING CORPORATION

Franck de Praetere, *Payments & Trade Markets, Asia Pacific*, SWIFT
Masahiro Goda, *Regional Head, Asia, Global Trade*, MIZUHO BANK

17.00 Chair's closing commentary

17.15 Close of Day 1

Comments from our previous Structured Commodity Finance events:

"We found the conference to be of very good quality early this year"

Sandra Nolasco, BBVA

"Excellent networking!"

Andy Howell, SMBCE

"Enjoyed the professionalism and knowledge of participants."

S. Rynhound, ANZ Bank

Day 2 – 21 January

Risk Control & Regulatory Issues, Commodity Types & Regional Focus

08.30 Registration & refreshments

09.00 Chairman's Welcome

09.15 The Impact of Regulation on Trade and Commodity Finance



- A comprehensive analysis on the current compliance environment across the Asian market
- Current risks across Asia and measures to avoid falling foul of sanctions:
 - Increasing KYC costs and changing requirements
 - KYCC
 - Lack of clear legal infrastructure within emerging and frontier markets
 - The need to adopt a more tailored approach rather than 'one size fits all'
 - AML
 - Basel II/III
- Assessing the impact of regulations and sanctions on commodity finance
- Are deals becoming too costly and time-consuming for banks to finance?
- What regulatory changes will apply to the industry?
- What can be done?
- The potential impact of the FCA 'Thematic Review of Banks' control of financial crime in trade finance?
- Is Basel III really leading to more non-banks becoming providers of credit to the commodities finance space?
- What about unfunded participations / insurance cover in respect of capital relief and liquidity requirements?
- What other strategies might work?

Matthias Schemuth, *Partner*, ASHURST

KM Riyazuddin, *Chief Finance Manager*, BHARAT PETROLEUM

Paul Gardner, *Global Head of Structured Commodity Finance*, WESTPAC BANKING CORPORATION

10.00 Collateral Management after Qingdao Port Incident

- Use of metals in collateralised lending in China
- How this was exploited in Qingdao
- Implication to other commodities
- How to protect from it
- What documents are used as collateral evidence?

Nick Brown, *Head of Inventory & Structuring, Structured Trade Finance*, AUSTRALIA & NEW ZEALAND BANKING GROUP

Desmond Loh Tjit Leong, *Head Trade Finance Singapore*, Structured Trade and Commodity Finance, CIMB BANK SINGAPORE

Dan Marjanovic, *Partner*, SIMMONS & SIMMONS

10.40 Coffee and networking break

11.00 Credit Risk: Commodity Super Cycle - an End of an Era?



- Overview of credit and political risk coverage in Asia by region and sector
- Consequences of recent geopolitical and regulatory developments
- Refinancing risk – impact on the market
- Lessons learned from growth in trade credit and political risk insurance in Asia
- Credit risk and claims
 - What are the pitfalls when avoiding losses?
 - Where are the current claims 'hotspots'?

- Could communications between banks and insurers be improved in terms of policy wording and pricing?
- How can credit insurance be used to mitigate risk when selling risk down to other parties such as forfeiters?
- Is there sufficient diversity in the cover being offered and does it reflect the latest trends in global trade and export flows?


Samuel Ang, Head Credit & Trade Finance, **SHELL**

Andre Roscoe, Corporate Risk Management Department, **VALE**

Abhishek Chhajer, Senior Underwriter & Head of Trade Credit Division, Asia Pacific, **MARKEL INTERNATIONAL**

Michael Lum, Underwriter – Political Risks & Trade Credit, Political Risks and Contingency Group, **BEAZLEY PTE LIMITED**

11.45 Insurance & Risk Distribution: Trends, Initiatives, Threats & Opportunities

- 
- Market trends: credit insurance for commodity finance
 - Risk appetite for commodity finance (structured vs transactional)
 - Demand from lenders vs traders
 - How to mitigate financial risk from commodity price fluctuations
 - How to effectively manage counterparty risk throughout Asia Pacific
 - The surge in new entrants
 - Insurers offering funding
 - Regulatory constraints
 - Will new business lines be insured, and if so, how?
 - New deal booking locations: can insurers go onshore in China?
 - Claims experience - do policies work?

Moderator:

Fabien Coderanne, Chief Executive Officer - Singapore, **COFACE**

Nelson Low, Executive Director, Commodity Products, **CME GROUP**

Kevin Lee, CFO, **INTEGRA PETROCHEMICALS PTE LTD**

Vijay Vashist, MD, Global Head of Trade and Supply Chain Finance, **DBS BANK LTD**

Anthony Palmer, Chief Executive, **BPL GLOBAL**

12.40 Lunch

14.00 Metals & Mining

- 
- Update on the metal and mining sector trends
 - The latest on China's shifting trade balance in metals: has this affected steel production in other Asian countries?
 - Long-term and short-term trends
 - Consolidation of metal and mining sector
 - Sector financing needs and opportunities for commodity financiers
 - Is there more local currency financing?

Moderator:

Momchil Ivanov, Director Head of SMEF, Asia, **ING**

Patrick Welch, Director & Head of Commodity Trade Finance, Asia Pacific **UNICREDIT BANK**

Ray Vohra, Director, **GISA SINGAPORE PTE LTD**

14.30 Softs in Asia

- 
- Asian soft commodities trends
 - Asian soft commodities price levels and sector volatility
 - Planning around Asian pricing fluctuations
 - Where will future agri growth be?
 - What role should banks play in ensuring global food security?
 - Why do some banks shy away from funding softs?
 - Food vs. fuel: how demand for agriculture in fuel production is driving price levels
 - End-users perspective: Impact of commodity finance / cycle on consumer business

Moderator:


Adesh Sarup, Head of Transaction Banking - Singapore **AUSTRALIA & NEW ZEALAND BANKING GROUP**

Chris Pardey, CEO, **RCMA GROUP**

Priyadharshana Ekanayake, Category Finance Manager, Beverages, **HINDUSTAN UNILEVER LTD**

15.00 Tea and networking break

15.20 Oil & Gas

- 
- Trends in oil and gas commodities
 - Impact of shale energy boom on global energy market
 - Planning around price fluctuation
 - Where are the opportunities for banks and traders?

Moderator:

Adesh Sarup, Head of Transaction Banking - Singapore **AUSTRALIA & NEW ZEALAND BANKING GROUP**

KM Riyazuddin, Chief Finance Manager, **BHARAT PETROLEUM**

Rajiv Biswas, Senior Director & Asia Pacific Chief Economist, **IHS GLOBAL INSIGHT**

Lionel Yeo, Partner, **WESVAULT**

16.00 China: Does Real Commodity Demand Make it the New Russia?

- How crucial are Chinese growth assumptions to current commodity demand and pricing?
- Credit risk in China's move from producer to consumer
- Mitigation strategies to manage credit risk
- Review of recent Chinese policies:
 - Liberalization of RMB capital controls
 - Promotion of CNH as a modest reserve currency
 - Building of the exchange foot print (LME acquisition)
 - Improvements in transparency and competition
 - Reduction in bureaucracy and other market imperfections to decrease transaction costs
 - As RMB moves towards full convertibility, will it become the dominant currency in global commodity finance?
- Chinese corporates
- Corporate risk management in a commodity supplier company

Randolph S. Koppa, President,

TRADE & DEVELOPMENT BANK OF MONGOLIA

Additional speakers will join this panel - please see the website for further details

16.30 New Frontiers for Structured Finance

- 
- Which Asian markets and commodities have the most active deal pipelines?
 - The latest trends in Asian commodity finance deals: structures, tenors and pricing
 - How are international banks competing in the region since their re-emergence?
 - How can variations in financial products assist in absorbing foreign funding costs?
 - Growth areas of interest:
 - Central Asia
 - Mongolia
 - Myanmar
 - Can structured commodity finance add value / play a role in frontier markets?

Moderator:

Sander Hansen, Asia Head, Structured Trade Finance, Corporate & Institutional Banking, **RBS**

Randolph S. Koppa, President,

TRADE & DEVELOPMENT BANK OF MONGOLIA

Chee Seng Liew, Deputy Managing Director,

CO-OPERATIVE BANK (C B BANK)

Sean Aston, General Manager, **LONDON FORFAITING COMPANY LTD**

17.00 Chair's closing commentary

17.15 Close of conference

Structuring and Documenting Structured Commodity Finance Transactions

22 January

Commodity and trade-linked finance products are evolving in line with growing demand world-wide for trade and commodity finance facilities. Understanding best practice procedures and techniques to successfully structure, negotiate and complete transactions is paramount to success in this marketplace. This is even more so given the current global markets and the legislative developments affecting Asian markets in particular.

Matthias Schemuth, *Partner*, **ASHURST**

Jean Woo, *Senior Associate*, **ASHURST**

PROGRAMME

Latest ideas on structuring

- Structures
- Current trends
- Current risk management tools

What commodity financing structures are still available?

- Pre-export and pre-payment facilities
- Borrowing base facilities
- Receivables
- Inventory and warehouse financing
- Reserves based lending facilities

Documentation issues

- How to structure and document financing transactions
- The LMA pre-export financing agreement
- Taking and monitoring security

Legal & regulatory issues

- Legal & regulatory issues including Basel III
- Sanctions
- FATCA and other issues

Dealing with problems in commodity financing

- Case study of a trading dispute
- Resource nationalism: bilateral investment treaties and other credit mitigants

New frontiers for structured commodity finance

- Commodity financing in frontier Asian markets

Workshop timings:

09.00 Registration & refreshments • 09.30 – 16.30 Workshop

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Structured Commodity Finance Asia

Main conference: 20-21 January

Workshop: 22 January

Novotel Singapore Clarke Quay, Singapore

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20-22 January 2015

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