

IIR's 10th Annual

Structured Commodity Finance

The largest gathering of structured
commodity finance professionals in Europe

FREE PLACES

A limited number of free places are available for **physical commodities**:

- exporters • importers • producers • traders • manufacturers

Main conference: 10-11 March 2015
Workshop: 12 March 2015
Millennium Gloucester Hotel, London



Stephan Jansma
TRAFIGURA BEHEER B.V.



Riccardo Greco
B.B. ENERGY



Julian Randles
CZARNIKOW



Rostislav Rozbitsky
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For the latest programme or to register: www.iir-events.com/SCFEurope

Day 1 – Tuesday 10 March

08.30 Registration & Refreshments

09.00 Chairman's Welcome and Introduction

MACRO TRENDS: COMMODITIES

09.15 Trade Trends and their Relationship with Global Economic Activity



- Volatility in markets: short term blip or long term trend?
- Has world trade lost its mojo?
- Consequences of globalisation
- Regional overview:
 - Growing demand in EU
 - Asia's slow down
 - Readjustment of stocks in China - impact on demand and prices
 - US slow down
- Geopolitical update



Dr Marc Auboin
Economic Counsellor
WORLD TRADE ORGANISATION

10.00 Global Heads Panel: Doing Business in a Volatile World



- Volatility as the new 'normal': Impact on trading
- De-risking
- After BNP Paribas are banks becoming more cautious in their financing?
- Growth in new lenders: regional banks, traders and non banks
- What does it mean for smaller traders?
- What value can banks add in the supply chain? Can a more holistic approach help?
- Where are the main banks positioned on syndications and sell down?
- Key events of 2014 and their likely effect in 2015

Moderator:



Geoff Wynne
Partner
SULLIVAN & WORCESTER



John MacNamara
Global Head of Structured Commodity Trade Finance
DEUTSCHE BANK



Jean-Francois Lambert
Managing Director, Global Head of Commodity and Structured Trade Finance, **HSBC**



Kris Van Broekhoven
Global Head of Commodity Trade Finance,
CITI BANK



Jean-Luc Tauleigne
Global Head of Energy & Commodity Trade Finance (Energy, Metals & Soft Commodities), **NATIXIS**

NEW

11.00 Coffee and networking break

Chatham House Rules will apply throughout the conference: Participants are free to use the information received, but neither the identity nor the affiliation of the speaker(s), nor that of any other participant, may be revealed.

11.20 Traders Panel: Trading Houses in 2015



- Recent trends
- Consolidation
- Traders acting as lenders: how much of the market share do they have and what does it mean for banks?
- Review of 2014 deals
- Outlook for 2015



Moderator: **Dirk Kuiper**
Global Head Energy Commodities
RABOBANK

Richard Evrard
Global Head of Trade Finance & Structured Trade Finance
MERCURIA



Stephan Jansma
Global Head Structured and Trade Finance,
TRAFIGURA BEHEER B.V.



Riccardo Greco
Group CFO
B.B. ENERGY

Vincent Minna
Director of Finance and Trade Execution
BUNGE



Willem Klaassens
CFO
CLEARSOURCE PTE LTD

NEW

NEW

12.20 Lunch

13.30 Pre-payment Financing

- What is driving their popularity?
- Review of recent deals
- Focus on use in African markets (up to 90% of deals in Sub-Sahara)

Bob Angliss
Executive Director, Head of Commodity & Structured Trade Finance
MUFG



Alan Gordon
Director
ALINCO SERVICES LIMITED

14.00 Shadow Banking and Alternative Investors



- Who is filling the liquidity gap?
- What is driving shadow banking?
- The role of funds
- Crowd funding for commodity finance: is it really an option?
- Alternative investors
- Future outlook

Moderator:

Stephen Kemp
Senior Portfolio Manager
SCIPION CAPITAL (UK) LTD



Vittorio Riva
Investment Director
BLUECREST CAPITAL MANAGEMENT



Francois Dotta
Head of Merchant Finance
EUROFIN ASIA GROUP PTE LTD



Alexandre Vieira
Portfolio Manager
GALENA COMMODITY TRADE FINANCE FUND



Declan O'Brien
Chief Operating Officer
BARAK FUND MANAGEMENT

NEW

Commodity Finance 2015

Workshop: 12 March, London

COMMODITY TYPES

14.40 Oil & Gas: Where are we after the Price Downturn?

- Price volatility
- Impact of shale gas on commodity prices and consequences of the price downturn of oil on shale gas
- What does this mean for lending?
- What are the consequences for US refineries?

Moderator: Eugen Weinberg

Head of Commodity Research

COMMERZBANK



Michael Barry

Director

FGE

NEW



Dave Snelling, *Trade Finance Advisor*

SHELL INTERNATIONAL

TRADING AND SHIPPING COMPANY LTD

NEW



Dr. Rouben Indjikian

Professor & Lecturer in Commodities and Trade Finance

WEBSTER UNIVERSITY GENEVA

15.20 Afternoon tea and networking break

15.40 Metals & Mining



- An update on trends by commodity type and region
- Steel and iron ore
- Funding initiatives

Moderator: Michal Horak

Director, Team Metals&Mining, Global Natural Resources

RAIFFEISEN BANK INTERNATIONAL



Pierpaolo di Fabio

Corporate Finance Director

KME



Senne Van Nieuwenborgh

Group Treasurer

NYRSTAR

NEW

Mike Marnell

Senior Vice President - Head of Structured Commodity Finance

FIMBANK P.L.C.

16.20 Softs: Are they Bucking the Price Downturn Trend?



- Price volatility and resilience
- Will there be a surplus in sugar in 2015?
- Coffee, coco and rice bucking the prices trend
- Palm oil
- Where will future agri growth be?

Julian Randles

Chief Financial Officer

CZARNIKOW



Shahrokh Khazaei

Executive Director

SANIDO TRADING DMCC

NEW

17.00 Chair's closing commentary and close of day one

17.10 Sponsored drinks reception

SULLIVAN & WORCESTER



Day 2 – Wednesday 11 March

08.30 Registration & Refreshments

09.00 Chairman's Welcome and Introduction

RISK FOCUS

09.15 Regulation, Regulation, Regulation

- As regulation spreads, who is regulated and who is not?
- Overview of key regulations:
 - MiFID
 - Basel III
 - KYC and KYCC demands
 - CRD IV
- Sanctions
- What are the consequences of new regulation for bank lending including BNP Paribas incident
- Is the rise in shadow banking a result of over regulation?
- Impact on banks: consolidation
- Reputational risk

Moderator:

Rosali Pretorius, *Partner*

DENTONS



Nicholas Voisey

Director

LOAN MARKET ASSOCIATION

Christian Krohn

Managing Director

AFME

10.10 Insurance Panel: Trends, Threats and Opportunities



- State of the market
- New entrants
- Capacity and pricing
- Political risk and sanctions
- Fines for breaches, lessons learnt from BNP Paribas
- Coverage in Russia and Ukraine: where are we now?
- Coverage in frontier markets: Myanmar and Mongolia
- Claims arena
- Insurance companies providing credit

Moderator: David Neckar

Executive Director, Political and Credit Risk

WILLIS



Andreas Seubert

Head Structured Trade Finance

SWISS RE



Marian Boyle

Partner

DENTONS



Richard Lamb

Deputy Unit Head –

Political Risks and Trade Credit

NOVAE SYNDICATES LIMITED

11.00 Coffee and networking break

11.20 Credit Risk

- Is capacity still widely available, both for short term trade and longer dated transactions?
- Are there any sector / country changes in the market's appetite beyond the obvious cases such as Ghana / Russia / Ukraine?
- To what extent is cover driven by sector / country considerations as opposed to individual obligor / debtor assessment?
- Risk mitigation vs financing requirements

Frédéric Bourgeois, *Managing Director*

COFACE UK & IRELAND



12.00 Lessons learnt for risk management after Qingdao Port and OW Bunker

- How do they affect appetite for deals?
- How to manage systematic risk in the market?
- Collateral management best practice and how to manage the relationship between banks, collateral managers, borrowers

- Ownership of goods
- Impact on repo



Geoff Wynne, Partner
SULLIVAN & WORCESTER



Elena Egorova
Global Head of Projects
DRUM RISK MANAGEMENT LTD

12.40 Lunch

REGIONAL FOCUS

13.40 **Russia: Death of a Market or Business as Usual?**



- The latest on sanctions and compliance
- How to raise capital in these circumstances: Russian banks, investors etc
- What are Western banks doing?
- What are insurers doing?
- What does it mean for joint production companies?
- Will this drive business elsewhere?



Moderator: Dr. Rouben Indjikian
Professor & Lecturer in Commodities and Trade Finance
WEBSTER UNIVERSITY GENEVA



Rostislav Rozbitsky
Director, Corporate Financing
EVRAZ



Sergey Nekrasov
First Vice President
GAZPROMBANK



John MacNamara
Global Head of Structured
Commodity Trade Finance
DEUTSCHE BANK



Dr Matthew Parish
Managing Partner
GENTIUM LAW GROUP

14.30 **Ukraine**

- Move away from traditional corporate lending to structured commodity finance
- How to manage pre-existing transactions
- Impact on Ukrainian banks



Moderator: Wojtek Boniaszczuk, Head of Agribusiness,
Central Europe and Baltic States, Belarus, Moldova, Ukraine
EBRD



Oleksandr Vodoviz
Head of Structured Finance,
METINVEST GROUP



Nazar Chernyavsky
Partner
SAYENKO KHARENKO

Igor Golovakin, Group Treasurer, **METINVEST GROUP**
Gennadiy Khelemysky, Head of Structured Trade Finance
JSC OSCHADBANK

15.00 Afternoon coffee & networking break

15.20 **Africa: What are the Opportunities?**

- The potential: 15 years of continuous growth in the region
- Whilst big banks are exiting developing markets to reduce risk, new, braver banks are entering it
- Does the Russia / Ukraine crisis drive growth for this market?
- Challenges of doing business in Africa
- Pre-payment financing
- Loan syndication
- Reserve bank lending
- Ghana
- Nigeria
- Egypt
- New risks: Ebola
- PFI's involvement in funding – development angle



Dayo Okusami
Group General Counsel & Company Secretary
ATLANTIC ENERGY

NEW



Declan O'Brien
CEO
BARAK FUND MANAGERS



Yasmin Saadat
Program Lead
INTERNATIONAL FINANCE CORPORATION (IFC)

NEW

15.50 **China**

- Production and consumption trends and their impact on:
 - Government financing
 - Credit
 - Shadow banking
- Qingdao port affair: consequences for lending and collateral management
- Clamping down on Western banks
- Challenges of doing business in China



Julian Jessop
Chief Global Economist
CAPITAL ECONOMICS

Felipe Margueron, Global Risk Management Department
VALE INTERNATIONAL SA

Julian Madgett, Head Commodity & Structured Finance
ICBC

16.20 **Latin America**

- Brazil – what is the impact of recent elections?
- Impact of reduction in commodity prices
- Will there be defaults due to previous easy lending?
- Update on sugar, ethanol and other soft commodities
- Is there greater involvement of foreign banks?
- Review of recent deals



Domicio Dos Santos Neto
Partner
SANTOS NETO



James Willcock
Senior Associate
DLA PIPER



Jean-Paul Laxague
Head of SCF Latin America
CREDIT AGRICOLE CIB

Philip Robinson
Senior Trader
TOYOTA TSUSHO SUGAR TRADING LTD

16.50 **The Future of Structured Commodity Finance**

- Which regions offer the best opportunities in terms of stable GDP growth and biggest margins?
- New frontiers: Myanmar
- Will banks return to Russia and CIS?
- New commodity trading hubs: Dubai and beyond



Moderator: John MacNamara
Global Head of Structured Commodity Trade Finance
DEUTSCHE BANK



Julian Jessop
Chief Global Economist
CAPITAL ECONOMICS

Mike Marnell
Senior Vice President - Head of Structured Commodity Finance
FIMBANK P.L.C.

17.15 Chair's closing commentary

17.20 Close of Day Two

Structuring and Documenting Structured Commodity Finance Transactions

12th March

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 global markets in particular.

Workshop timings:

09:00 Registration and refreshment

09:30 - 16:30 Workshop

PROGRAMME

Market trends

- Latest structures
- Alternative credit providers (ACPs)
- Increased regulatory burden

Structuring transactions: recent developments

- Pre-export and pre-payments
- Borrowing bases and reserve based lending
- Receivables purchase
- Stock financing

Documentation, security and other risk mitigants

- The LMA PXF: tailoring industry standards to your transaction
- Security: are you adequately secured?
Including governing law; fixed vs floating security; registration and stamping
- Risk mitigants: corporate guarantees/indemnities; bank instruments - standbys, demand guarantees, BPOs

Regulatory issues

- "Financial crimes": money laundering; terrorist financing; sanctions
- Basel III
- FATCA

Mitigating risk in challenging jurisdictions

Case studies - geographic and sector specific including:

- Africa, Asia and Latam
- Agri, metals and energy

Preventing and managing trade finance disputes

- Maximising your protection before problems arise
- What to do if it goes wrong

About your workshop hosts:



The workshop will be hosted by **Charles Morrison, Alex Dell, Dimitri Papaefstratiou** and **Michael Mckee** who are Partners in DLA Piper's team together with **James Carter**, a Legal

Director in our Litigation and Regulatory team. They will be assisted by other Partners, Legal Directors and Senior

Associates including:

James Willcock a Senior Associate in our dedicated Structured Trade and Receivables Finance team specialising in commodity finance transactions

William McCann an Associate in our dedicated Energy Infrastructure and Finance team specialising in energy finance transactions

Promote Your Organisation at Structured Commodity Finance 2015

We can offer you:

- Enhanced brand exposure - over your competitors
- Exhibiting opportunities during networking sessions
 - The chance to host the official drinks reception

For more information, please contact **Max Tattersall** on **+44 (0)20 7017 4673** or **max.tattersall@informa.com**

Free Places

We have a limited number of FREE delegate places available for **commodity producers & physical commodity traders**.

For more information or to apply, contact **anna.cowan@informa.com**

Structured Commodity Finance

Main conference: 10-11 March

Workshop: 12 March

Millennium Gloucester Hotel, London

VIP CODE

Please quote the above VIP code when registering

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Payment should be made within 14 days of registration. All registrations must be paid in advance of the event. When registering, please quote your VIP code – found in top right hand corner of this booking form.

HOW MUCH?

	Register by 12 December 2014	Register by 6 February 2015	Register after 6 February 2015
Conference + Workshop	<input type="checkbox"/> £2198 + VAT @ 20% = £2637.60 (SAVE £300)	<input type="checkbox"/> £2298 + VAT @ 20% = £2757.60 (SAVE £200)	<input type="checkbox"/> £2398 + VAT @ 20% = £2877.60 (SAVE £100)
Conference Only	<input type="checkbox"/> £1399 + VAT @20% = £1,678.80 (SAVE £200)	<input type="checkbox"/> £1499 + VAT @ 20% = £1798.80 (SAVE £100)	<input type="checkbox"/> £1599 + VAT @20% = £1918.80
Workshop Only	<input type="checkbox"/> £899 + VAT @20% = £1078.80	<input type="checkbox"/> £899 + VAT @20% = £1078.80	<input type="checkbox"/> £899 + VAT @20% = £1078.80

Commodity Traders and Producers attend the Conference for FREE!
Email anna.cowan@informa.com to apply for your FREE conference places, or to attend the conference and workshop for the discounted rate of **£899 + VAT @ 20% = £1078.80**

50% Discount for 3rd and subsequent delegates.

The VAT rate is subject to change and may differ from the advertised rate. The amount you are charged will be determined when your invoice is raised. Please note the conference fee does not include accommodation or travel costs. All discounts can only be claimed at the time of registration and multi-booking discounts cannot be combined with other discounts that may be available (apart from early booking discounts which are available to everyone). All discounts are subject to approval. We are happy to accept a replacement delegate for the whole event, however delegate passes cannot be split or shared between delegates under any circumstances.

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WHEN AND WHERE

FKW52864

Main conference:

10-11 March

Workshop: 12 March

Venue: Millennium Gloucester Hotel, London

4-18 Harrington Gardens

London SW7 4LH

020 7373 6030

www.millenniumhotels.co.uk

Delegates are responsible for the arrangement and payment of their own travel and accommodation. Informa has arranged a special room rate at a number of hotels. If you wish to book a room, please call Venue Search on +44 (0)20 8546 6166 or if you prefer you can email them at beds@venuesearch.co.uk. Please state that you are an Informa delegate.

PERSONAL DETAILS

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Unable to attend - event documentation

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