

The premier gathering
for the global commodity
financing sector

GTR COMMODITIES

2021 GENEVA



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October 26, 2021
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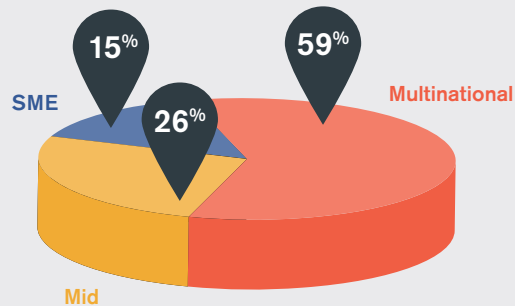


The premier gathering for the global commodity financing sector

Welcoming a host of commodity traders, financiers, innovators and policymakers, GTR Commodities will once again provide an unrivalled forum for networking and discussion on the key issues emerging during a turbulent time for the commodities market, and commodity financing in particular. Experts will reflect on themes including evolving financing priorities and banking sector appetite, new approaches to risk management, sustainable trade and financing practices, evolving regulatory challenges and the role of technology.

As the first in-person GTR Commodities gathering since 2019, this event represents an unmissable opportunity for participants to enjoy high quality networking, connecting with experts, industry peers and potential clients, all within a Covid-safe environment in-line with the latest government regulations.

Company size breakdown in 2020



What to expect

300+ Delegates

200+ Companies

30+ Speakers

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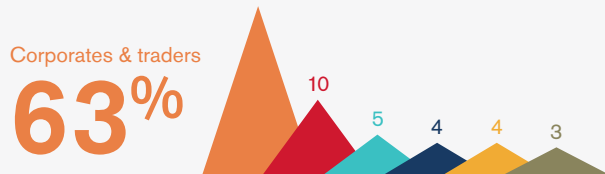
GTR COMMODITIES 2021 GENEVA

October 26, 2021
Geneva, Switzerland

Read the event agenda on following pages

GTR Commodities 2021 Geneva		October 26, 2021	
Agenda			
Tuesday 26 October: Morning			
09:00-09:30 Chair's opening remarks Substantia di Paolo, Partner & Leader, Corporate Treasury Solutions, PwC Switzerland	09:30-10:30 Mapping an evolving commodity trade landscape: Global business priorities and forward-looking financing strategies 15 minutes of panel discussion followed by 15 minutes of Q&A. The panel will focus on the key challenges and opportunities in the commodity trade landscape, and how these are shaping the financing strategies of commodity traders and their banks.	11:00-11:30 The commodity industry's role in green recovery: ESG, decarbonisation and sustainable financing The commodity industry's role in green recovery is a multi-faceted, encompassing the supply of metals and sustainable energy critical to the green economy, while the agricultural sector takes on global food security. How should commodity producers and financiers adapt to these challenges?	11:30-12:00 Insights: What we really learned during lockdown – straight talking on the commodity trade finance market This panel analysis by three leading trade professionals will look at the challenges and opportunities in the commodity trade finance market, and how these are shaping the financing strategies of commodity traders and their banks.
10:30-11:00 Keynote: Assessing prospects for global growth and efficient trade Commodity markets experienced strongly in Q1 2021, prompting calls to predict a forthcoming upturn. Subsequent price drops caused by rising transportation challenges provide a stark reminder of the volatility experienced in many markets as economies conduct their business. The high-level overview will take into the factors driving commodity trade, and market volatility, assessing the impact of lockdowns on demand and pricing, emerging production capacity, monetary policy, and regulatory prospects in key markets, and prospects for the growth of efficient, digitalised global trade, as we emerge from the pandemic.	11:00-11:30 Global Supply Chain: The role of commodity trade finance in green recovery The commodity industry's role in green recovery is a multi-faceted, encompassing the supply of metals and sustainable energy critical to the green economy, while the agricultural sector takes on global food security. How should commodity producers and financiers adapt to these challenges?	11:30-12:00 Insights: What we really learned during lockdown – straight talking on the commodity trade finance market This panel analysis by three leading trade professionals will look at the challenges and opportunities in the commodity trade finance market, and how these are shaping the financing strategies of commodity traders and their banks.	12:00-12:30 Beyond the buzz: Assessing tangible progress and next steps for digitalisation The commodity trade landscape has been in flux, leading to the adoption of established digital trade solutions such as platforms, giving increasing traction, while governments continue to the regulatory reform, and established trade solutions and use cases. The panel will explore existing digital trade solutions, and how they are shaping the financing strategies of commodity traders and their banks.
Substantia di Paolo , Partner & Leader, Corporate Treasury Solutions, PwC Switzerland Wolfgang Tschering , President (CEO)	Michael Sebastian di Paolo , Partner & Leader, Corporate Treasury Solutions, PwC Switzerland Substantia di Paolo , Partner & Leader, Corporate Treasury Solutions, PwC Switzerland Domènec Llorens , CEO, Chief Financial Officer, Cargill Ofelia Cruz , Director, Head of Commodity Trade Finance, Citigroup Flaviana Scuderi , Director, Head of Commodity Trade Finance, Citigroup Christina Mouton , Global Head of Commodity & Energy Trade Finance, Citi	Thomas Knebel , Managing Director, Head of Commodity Trade Finance, Citigroup Flaviana Scuderi , Director, Head of Commodity Trade Finance, Citigroup Christina Mouton , Global Head of Commodity & Energy Trade Finance, Citi Domènec Llorens , CEO, Chief Financial Officer, Cargill Ofelia Cruz , Director, Head of Commodity Trade Finance, Citigroup Flaviana Scuderi , Director, Head of Commodity Trade Finance, Citigroup Christina Mouton , Global Head of Commodity & Energy Trade Finance, Citi	Robert Pether , Managing Director, Head of Commodity Trade Finance, Citigroup Flaviana Scuderi , Director, Head of Commodity Trade Finance, Citigroup Christina Mouton , Global Head of Commodity & Energy Trade Finance, Citi Domènec Llorens , CEO, Chief Financial Officer, Cargill Ofelia Cruz , Director, Head of Commodity Trade Finance, Citigroup Flaviana Scuderi , Director, Head of Commodity Trade Finance, Citigroup Christina Mouton , Global Head of Commodity & Energy Trade Finance, Citi

Attendees by sector in 2020



- 10 Banks & financiers
- 5 Consultants & accountants
- 4 Insurers & risk managers
- 4 Technology & fintech
- 3 Govt orgs & public bodies
- 3 Lawyers
- 3 Non-bank financiers
- 1 ECAs & multilaterals
- 1 Education
- 3 Other

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Tuesday 26 October: Morning

09.00-09.05

Chair's opening remarks

Sebastian di Paola, Partner, PwC Switzerland

09.05-09.30

Keynote: Assessing prospects for global growth and efficient trade

Commodity markets rebounded strongly in Q1 2021 prompting bulls to predict a forthcoming supercycle. Subsequent pricing slumps combined with ongoing transportation challenges provide a sharp reminder of the volatile environment in which traders are currently conducting their business. This high-level keynote will delve into the factors driving global commodity trade and market volatility, assessing the ongoing impact of lockdowns on demand and pricing, emerging protectionism concerns, monetary policy and inflationary pressures in key markets, and prospects for the growth of efficient, digitalised global trade as we emerge from the pandemic.

Roberta Piermartini, Chief of Trade Costs Analysis, World Trade Organisation (WTO)

“If I could just attend only one trade conference, I would choose GTR Commodities.”

D Robin, EGTSA

09.30-10.20

Mapping an evolving commodity trade landscape: Diverse business priorities and forward-thinking financing strategies

18 months of pandemic-driven trade disruption ranging from logistical bottlenecks, rapid digitisation, heightened financial crime risks, volatile financial liquidity and enhanced focus on ESG have caused extensive re-evaluation of business priorities throughout the commodity trade and financing value chain.

This panel will contrast perspectives on these pressing industry challenges, assessing the primary opportunities and risks as global commodity trade seeks a new equilibrium: How are logistical issues and ESG concerns impacting supply chains in the immediate term? To what extent are rising financing costs driving increased focus on working capital optimisation and financing source diversification amongst smaller traders? Are we seeing a terminal decline in commodity finance banking, and which alternative players are well placed to fill the gap?

Moderator: Sebastian di Paola, Partner, PwC Switzerland

Dominique Le Doeul, Chief Financial Officer, Cargill International

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

Lisa Weihser, Legal & Regulatory Affairs Officer, Swiss Trading & Shipping Association STSA

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

10.20-11.00 Networking break

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

A Alwis, China Systems

11.00-11.50

The commodity industry's role in green regrowth: ESG, decarbonisation and sustainable financing

The commodity industry's role in global decarbonisation is multi-faceted, encompassing the supply of metals and sustainable energy critical to net-zero economies, while the agribusiness sector takes on global food security, simultaneously promoting world-leading ESG practice throughout complex soft commodity supply chains across challenging jurisdictions.

Highlighting the crucial role of sustainable commodity trade in 'building back better', this session will explore market leading energy transition and sustainable supply chain initiatives, further addressing the complex issue of sustainability-linked commodity financing: Could blanket bank exclusions across fossil fuel financing disproportionately impact less developed economies? Which challenges do lenders and investors face in establishing ESG financing policies and monitoring? What are the strengths and limitations of the available sustainability tech solutions? To what extent is a move away from unsecured financing (RCFs, bonds) towards structured deals tied to physical flows expected as lenders and investors seek to minimise ESG risks?

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

Enrique Rico, Global Head of Structured Trade & Trade Funding, Santander

Sanan Mammadov, Chief Financial Officer, Socar Trading

Aba Schubert, Chief Executive Officer, Dorae

11.50-12.30

Interview: What we really learned during lockdown – straight talking on the commodity trade finance market

This frank analysis by three leading trade professionals will bust market myths and face up to the realities of the trade finance market as it has changed since January 2020: Is supply chain finance the answer to every question as some claimed? What role can now

be played by banks and intelligently used documentary trade instruments, and are alternative trade lenders well positioned to bridge the global trade finance gap? Should alternative financiers use compliance shortcuts to their competitive advantage, and what do regulators and investors now expect in the wake of the 2020 defaults?

Olivier Boujol, Global Head of Structured Trade Finance, ADM & **Waldo de Vleeschauwer**, Chief Executive Officer, Artis Finance *to be interviewed by Robert Parson*, Partner, Commodity & Trade Finance, Squire Patton Boggs

12.30-13.15

Beyond the buzz: Assessing tangible progress and next steps for digitisation

The commodity trade tech space has sprung to life with adoption of established digital trade solutions rocketing, new platforms gaining increasing traction, while global governments commit to the regulatory reforms necessary to digitise paper-based trade transactions. Focusing on established tech solutions and use cases, this session will explore evolving attitudes towards and motivations for digital adoption among FIs and corporates, and seek to unravel an increasingly complex commodity tech space: Which solutions will gain from the expected development of digital trade regulation, and what more is required of both policy makers and industry players to ensure the benefits of trade digitalisation are brought to bear as soon as possible?

Moderator: Bernhard Bolliger, Senior Manager, PwC Switzerland

Carl Wegner, Chief Executive Officer, Contour

Luke Humphrey, Global Head of IT – Front Office, Customer Services & Vertical Platforms, Louis Dreyfus Company (LDC)

Alexandre Dietz, Director, Head of Trade & Commodities, Global Trade & Receivables Finance, HSBC

Frank Wendt, Executive Chairman, FOX

Margrith Lütschg-Emmenegger, Member of Advisory Board, TradeAssets

Tuesday 26 October: Afternoon

13.15-14.15 Networking lunch

14.30-15.20

Trade finance fraud and de-risking: Meeting fresh operational challenges

High profile commodity trade frauds have rocked lenders and borrowers alike, with prominent market players reducing exposure to or exiting the CTF market. New ways of working pose significant operational challenges, with increased resources required for stringent monitoring and due diligence processes. This session will assess the industry's response, highlighting additional steps taken by lenders and collateral managers to mitigate fraud risk, the importance of liquidity diversification for trading entities, the role that can be played by commodity insurance, and the extent to which available digital technology is capable of restoring confidence, transparency and efficiency in the commodity trade finance sector.

Moderator: George Bellord, Director, BPL Global
Michiel Teunissen, Head of Innovation, Trade & Commodity Finance, Rabobank

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

Olivier David, Global Head for Structured Credit & Political Risks, Atradius

Sander Stuijt, Managing Director, Structured Commodity Trade Finance, Deutsche Bank

Christine Grolimund, Head of Collateral Management, Medlog

"A great event to keep in touch with the best market practices and networking."

L Mesnil, Aon

15.20-16.05

Interview: The impact of Basel III (IV) on commodity trade finance

Following the achievement of relief measures under the Basel III regime, the introduction of Basel IV in 2022 places the progress made to date in doubt. Assessing the expected increase in capital requirements under the next Basel Accord and prospects for transferring relief measures, this session will explore some of the key questions facing the market: Are commodity finance banks likely to decrease credit lines, increase capital or seek alternative finance as they adjust to new regulatory requirements? Might Basel regulators seek to close loopholes allowing commodity trade lending by trading houses and non-banks? With the recent withdrawal of some historically important CTF providers could Basel IV exacerbate the global trade finance gap, and how should industry leaders respond?

Krishnan Ramadurai, Chair, ICC Trade Register Project, ICC Banking Commission, Gilles Thieffry, Founding Partner, GT Law & Alexander Malaket, President, Opus Advisory Services International; Deputy Head of the Executive Committee, ICC Banking Commission to be interviewed by Rouben Indjikian, Lecturer in Trade Finance & Commodities, Webster University Geneva

16.05-16.30 Networking break

"Good place to meet potential partners to discuss trends with top professionals."

D Kalinin, Integral Petroleum SA

16.30-17.20

Cause and effect: Is the commodity sector prepared to meet the next supercycle?

Reviewing the day's discussion, our closing panel will gauge the primary near and medium-term trends driving demand across the commodity trade financing sector, offering perspectives on the impact of US and Chinese economic performance, recent commodity sector investments associated with Belt and Road and sovereign food security initiatives, and expectations of the G7's Build Back Better World (B3) programme.

An industry health assessment at ground level will conclude: What can be done to mitigate the impacts of a widening trade finance gap? Is the current capacity of alternative financing providers and new tech platforms sufficient to offset the financing challenges caused by financial regulation, fraud and de-risking? How can SMEs minimise liquidity risks in the current environment? In which business areas are there opportunities to build a more sustainable, efficient CTF industry and what should a healthy commodity trade finance sector look like as the global market learns to co-exist with Covid-19?

Moderator: John Basquill, Senior Reporter, Global Trade Review

Igor Ukrasin, Head of Corporate Banking & Coverage, Member of the Executive Board, Sberbank (Switzerland)

Souleïma Baddi, Chief Executive Officer, Komgo

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

Chris Hall, Executive Director, Financial Solutions, Credit & Political Risks, Willis Towers Watson

17.20-17.30

Chair's closing remarks

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

"In these challenging times GTR Commodities is a well thought out and executed event, with a strong cast of speakers and focused sessions which addressed all of the current topics relevant to the commodity business. The event was certainly one of the best I have attended so far."

B Angliss, Bank of China London Branch

"GTR Commodities is a ground-breaking conference format that takes the pulse of the times on current and future industry trends, catalysing an interactive exchange between leading experts."

A Peters, ArrowMetals and Trading AG

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