

GTR COMMODITIES

2022 GENEVA

Readying trade
for commodity
market shifts



#GTRCommodities

September 20, 2022
InterContinental Hotel Geneva, Switzerland

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GTR COMMODITIES

2022 GENEVA



Readying trade for commodity market shifts

GTR Commodities, the premier gathering for the global commodity financing sector, will return to Geneva on September 20, 2022.

Once again providing an unrivalled platform for networking between leading industry experts, this year's meeting will feature in-depth assessment of the seismic shifts impacting global commodity trade and financing amidst the fall out of the Ukraine invasion and lingering pandemic-driven supply chain disruption.

Interactive debate will seek to map a proactive course through a rapidly evolving trading landscape, identifying growing investment in new geographies to secure goods supply, the impact of energy security concerns on the decarbonisation and 'net-zero' agenda, the need to ensure traders of all sizes have suitable access to financing, and the role of technology in enhancing efficiency and transparency, from digitising crucial paper processes to tracking ESG performance.

September 20, 2022

InterContinental Hotel,
Geneva, Switzerland



3 reasons to attend in 2022

Unparalleled expertise from speakers who are active in the market **01**

02 Exceptional content on topics and regions covered

Network opportunities with key stakeholders in the industry **03**

What to expect in 2022

300+
Delegates



200+
Companies

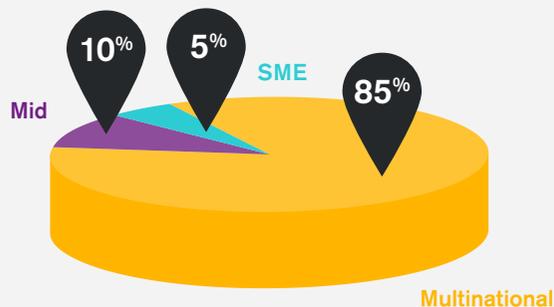


30+
Speakers

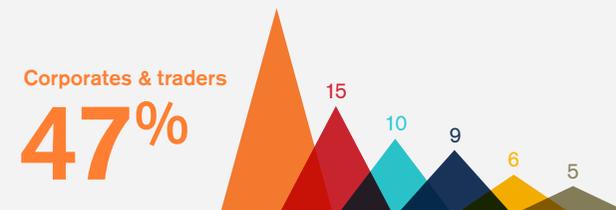


[Click here to find out more](#)

Company size breakdown in 2021



Attendees by sector in 2021



15 Corporates & traders
10 Banks & financiers
9 Insurers & risk managers
6 Consultants & accountants
5 Non-bank financiers
5 Technology & fintech
4 Lawyers
2 Govt orgs & public bodies
2 Other

6 big topics

- The commodity market macro-perspective – finance and policy solutions in a volatile climate
- Commodity trade finance gaps, tightening credit scrutiny, and nearing Basel 4
- Priorities for financing energy and raw material commodity supply shifts
- The global supply chain redraw – readying strategy and capital plans and preparing commodities for 'friend-shoring'
- ESG funding for climate-related commodity risks, compliance challenges, and ethical criteria
- Digitising commodity markets and trade documentation

Find out more

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Tuesday 20 September 1/3

09.05-09.10

Chair's opening remarks

Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC

09.10-09.55

The commodity market macro-perspective – finance and policy solutions in a volatile climate

Global commodities sit caught in the headwinds of multiple stresses, from the pandemic's legacy issues around bottlenecks and supply chains, rising inflation and economic stagnation, and the Ukraine conflict's soft and hard commodity squeezes, the market is increasingly volatile and appreciated. This opening session will take a macro-perspective to current trends, seeking to identify risks and solutions to the complex web of commodity challenges.

What might the prolonging and permanence of stop-start lockdowns in key markets mean for global commodity trade? Deficiencies in commodity inventories, investment, and production flexibility have been laid bare – how might trade finance and policymaking solutions from banks, governments and others fix this gap? As interest rates rise globally to address inflationary pressures, how can producers and traders navigate an already difficult market of debt and receding credit lines, and practice better risk management?

Address by:

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

Followed by Q&A with:

Olivier Boujol, Managing Director & Vice President, Structured Trade Finance, ADM

Ami Daniel, Co-Founder & Chief Executive Officer, Windward

Rob Abbott, Group Treasurer, Vitol

09.55-10.40

Levelling the playing field – addressing the growing trade finance gap for soft commodities

Since the start of 2022 wide disparities in profits, losses, risks, and opportunities have been levelled across soft commodities, with some value-chain players seeing windfalls and others tough operational cost pressures. Combining this with systemic barriers to finance across minority, gender and regional divides, the growing gap in credit and working capital liquidity continues to entrench as a predominant trade finance issue. What actions can financial lenders and others take to secure financial security for struggling commodity players, and level the trade credit playing field?

This discussion will look at the appetite among banks and non-bank financiers to lend down commodity value-chains, how flexibility to credit rules can be applied to serve high debt clients, and whether lenders should be obliged to prevent food shortages and insecurity by providing funding. With narrowing credit equity gaps a rising priority among financiers, solutions to growing representation and meeting financial needs for women and minority-owned businesses will also be considered. Lastly, priorities for scaling global inventory security and how markets might take advantage of shifting competitive advantages to reduce exposure to commodity price volatility will be assessed.

Moderator: Robert Parson, Partner, Squire Patton Boggs

Natalia Haas, Managing Partner, Agora Agri

Maanish Jain Kuhar, Head, Trade Finance & Banking Relations, Synergy Tradeco NV

Sanaz Javadi Farahzadi, Legal Network Manager, Legamart & Vice-President, Partnerships, Organization of Women in International Trade (OWIT)

Waldo De Vleeschauwer, Chief Executive Officer, Artis Finance

10.40-11.45 Networking break

Breakout room

Chair: Rupert Cutler, Director & Principal, Holtarka

11.25-12.15

Sanctions and the priorities for overcoming compliance challenges

Since February 2022 a patchwork of sanctions have been designed, implemented, and intensified across EU, US, UK and allied policymakers, aimed at curtailing Russia's access to global trade and financial markets. The disruption to commodities, insurance, and transport has been accompanied by challenges around compliance, from clarity on who and what are prohibited in trade, to poor technology making monitoring costly and complex. This workshop-style session will consider solutions to emerging challenges, and how compliance barriers across trade finance and commodities can be overcome.

Key areas of discussion will include:

- Divergence in EU, US and UK sanction regulation, exposure between regime jurisdictions, and minimising trade risk across people, companies and goods
- Getting maritime insurance right – solutions for screening vessels, counterparty threats and finance due diligence, and remaining compliant to commodity shipping
- Enabling technology to improve compliance accuracy, including tech-led solutions for compliance software, tracking vessels, and identifying fraud and illicit activity
- Latest thinking on meeting compliance through financial transactions, payments, and export and commodity finance, and the future for KYC standards and management

Moderator: Pierre Kilian, Director, Forensic Services, PwC Switzerland

Charles Ike, Head of Maritime Trade, Pole Star

Patrick Eberhardt, Partner, Eversheds Sutherland

Adam Klauer, Partner, Squire Patton Boggs

Simeon Lachev, Managing Director, Weromett SA

12.15-13.00

Navigating price and compliance risks across shipping and bunkering – lessons so far and the role of business intelligence

Marred by a variety of challenges including supply bottlenecks, sanctions, and rising bunkering costs, the global shipping and bunkering industry has seen volatility and turbulence in recent years. With instability across commodity transport likely to continue as rates remain high and sanctions complicate trade, what steps can bunkering and business intelligence providers take to ease pressures across the industry, and get ahead of evolving compliance & credit risks for market stakeholders?

Options taken by the shipping and bunkering industry to address price volatility since the start of the year will be addressed, and the impact industry re-alignment has presented to supply markets, the network of supply chain and trading partners across industry, and activity in certain regions. The opportunities that digital technologies and insights have presented and can offer for better business decision will also be considered, looking at the role of marine intelligence for streamlining due diligence across shipping and sanctions compliance, and predictive fuel consumption and purchasing. How technology can also help mitigate emerging risks to credit access across the industry will be assessed.

Anna Malamen-Stefanou, Global Finance Director, PMG Group & Board Member, IBIA (International Bunker Industry Association)

Harry Corkerry, Senior Director of Business Development & Strategic Accounts, Windward

Nikolas Gkikas, Founder, Nereus Digital Bunkers

“GTR Commodities was great! We are already working on a new initiative with a connection from the conference. The session content was top shelf and was an excellent setting to interact virtually with other participants.”

A Schubert, Dorae

Tuesday 20 September 2/3

11.25-12.10

Firing up the search for energy and raw materials – financing commodity supply shifts and protecting industry production

Western governments have curtailed and sanctioned the importing of Russian natural gas, and the European Union have agreed an end-of-the-year ban on almost all Russian oil imports. The cost of energy commodities have responded by rising sharply, and the future of resource supply remains uncertain. What are the priorities and options for European and Western traders for securing reliable energy commodity access, and for raw materials, how can supply and cost affordability be protected to ringfence industry competitiveness?

This session will look at capital priorities for energy commodity traders diversifying their supply markets, considering the costs of credit and its risk premium, location-specific costs in new markets, and the challenges for financing long-term international arrangements. With geopolitical and supply chain issues also inflating raw materials, the session will debate the appetite among lenders to keep industry liquid, and steps banks, governments, industry and others can take to protect and shore-up material commodity supply, against the risk of increased scarcity.

Moderator: John Basquill, Senior Reporter, Global Trade Review (GTR)

Simon Huber, Group Treasurer & Head of Structured Trade Finance, Bluequest Resources AG

Alexandre Dietz, Director, Head of Trade & Commodities Switzerland, HSBC

Peter Ryan, Managing Director, Business Development, Goba Capital

Johnny Akiki, Chief Finance Officer, Comet Trading

12.10-13.00

ESG reporting and accessing finance – seeing through the complexity

The focus around ESG is gathering momentum among the frame-setting banks and compliant-conscious companies, with attention to commodity products and their carbon profiles impacting access to trade finance. What synergies are needed between ESG frameworks, company reporting, and financial lending, to ensure ESG compliance delivers sustainability goals, while minimising the erection of hurdles to those seeking capital?

Discussion will explore the scope of ESG reporting including how best to navigate the complexity of rules and regimes, adapting business operations to meet requirements, and translating activity into sustainability improvements. With corporate greenwashing and gaps in ESG data skewing market access to finance, options for keeping barriers low for less resourced firms will also be considered. Attention will also be paid to digital tools and how regulatory compliance can be made easier and break down barriers in ESG-rule geographies.

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

Alexander Peters, Group Chief Financial Officer, ArrowResources AG

Marc Pfefferli, Group Treasurer, Xpo Group

Deia Markova, Head of Trade Commodity Finance, Societe Generale

13.00-14.10 Lunch

Breakout room

14.10-15.10

As we near Basel 4 – how are lenders meeting tighter credit scrutiny and the growing needs of borrowers?

With global regulators and banks anticipating the initial implementation of Basel 4 in January 2023, the tightening of lending and credit scrutiny has been accelerating, compounded by growing geopolitical and inflationary pressures. How can a balance be struck between reducing exposure to NPAs and adhering to Basel 4 lending criteria, while also meeting the widening needs of borrowers for commodity and trade finance? Does this environment present opportunities for alternative financiers?

Discussion will centre around:

- Latest on banking readiness to Basel 4 and the impact this is having on risk modelling, calculation of credit risk, and credit line flexibility for new and existing borrowers
- Commodity clients and the growing risks of NPAs and non-payments, and the scope for relief options to reduce insolvency risk
- The growing trade finance gap and the role alternative and digitally-led financiers can play in diversifying commodity credit and access

Moderator: Rouben Indjikian, Lecturer in Trade Finance & Commodities, Webster University Geneva

Waldo De Vleeschauwer, Chief Executive Officer, Artis Finance

Gilles Thieffry, Founding Partner, GT Law

Alastair Northway, EMEA Head Commodity & Energy Trade, Citi

“It was all valuable, a fantastic event overall, well done!”

J Lee, Scipio SA

“After GTR conferences I revert to the office full of new ideas.”

A Semenova, United Wagon Company

“GTR’s event focuses on what matters for the trading industry.”

M Somaini, Duferco

“It was a great opportunity to talk with global key influencers and decision-makers from a broad intersection of the industry, and discuss how we together can be the drivers of digital transformation.”

A Daniel, Windward

“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

Tuesday 20 September 3/3

14.10-15.10

The global supply chain redraw – readying strategy and capital plans and preparing commodities for ‘friend-shoring’

Galvanised first by the pandemic and then the Ukraine conflict, the shift in commodity providers, sources, and locations among company supply chains has accelerated. With firms diverging trade routes and re-aligning along political boundaries, how might this hasten the transformation of global supply chain networks, and what is needed from trade finance to fund this system-shift? Is business and the commodity market ready for ‘friend-shoring’?

Debate will centre around:

- Potential impact on price-inflation and supply chain disruption from divergence, and financing market shifts for producers and traders
- Operational and capital liquidity plans that factor-in longer-term risks and instability
- Friend-shoring impact on different markets and geographies, making new commodity and trading systems resilient, and building synergies between lenders, governments, and industry

Moderator: Tedd George, Chief Narrative Officer, Kleos Advisory UK

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

Ismael Valarino Cabas, Accounting Manager, Rescom

Anish Jain, Chief Treasury Officer, ETG

Fabien Conderanne, Regional Head of Financial Solutions, Europe, WTW

15.10-15.30 Networking break

“Thanks to the GTR team for building up a great platform to communicate, discuss, listen and analyse.”

N Haas, Mercator Commodities

15.30-16.20

Streamlining commodity trade through digital trade platforms: is the market any closer to digital trade document adoption?

Digitisation across trade finance and commodities is not a recent development, but has gathered pace since the start of the pandemic and its need for logistical and risk management efficiency. What does the scope of trade finance digitisation within the commodities space look like going ahead, and with UK legislators drawing eyes on its proposed Electronic Trade Document Bill, how far away is the market in adopting legally-backed and recognised electronic trade systems?

The session will evaluate:

- Digital trade platforms and latest utility to address current commodity hurdles, including the widening of credit access, options and liquidity, and smoothing out supply and demand volatility
- Distributed ledger technology for managing commodity information, and the future of blockchain following recent loss of faith and use
- The current ecosystem of digital trade documents and systems including successes and challenges in early mover adopters like Singapore
- What UK Bill legislation could mean for digitising English-based trade, and how disruption can be minimised for during the shift from paper-based systems

Moderator: Bernhard Bolliger, Director, PwC

Petya Sechanova, Chief Executive Officer, Covantis

Raj Uttamchandani, Executive Director, Trade Finance Market

Margrith Lutschg-Emmenegger, Director for Europe, TradeAssets

Sam Fowler-Holmes, Partner, Sullivan & Worcester UK

“Great and well-organized event with topical and relevant presentations and speeches that alternated with interesting network opportunities.”

R Simons, Mitigram AB

16.20-16.30

Chair’s closing remarks

Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC

Followed by evening networking reception

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

S Lata, Marsh

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

D Gilardi, Banca dello Stato del Cantone Ticino

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

D Kalinin, Integral Petroleum SA

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

D Robin, Komgo

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- A delegate place can be transferred** to another conference, if the request to us is received more than 5 working days before the conference. Please note additional charges may be applicable. A delegate can transfer their place a maximum of two times, after which they will incur a 20% administration fee.
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