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2026 GENEVA

Market shifts and readying commodity trade finance

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Geneva International Conference Center (CICG) Geneva, Switzerland
September 23, 2026

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Market shifts and readying commodity trade finance

GTR are delighted to return to Geneva on September 23 for GTR Commodities 2026, the leading forum for the global commodity trade and trade finance community.

Supported by the industry's leading financial institutions, service providers and trade bodies and associations, this exclusive gathering offers a unique opportunity to gain and exchange valuable market insights with more than 600 senior industry professionals.

Attendees will benefit from expert perspectives, meaningful networking opportunities and actionable insights to strengthen their competitive position in the market. Featuring high-level discussions, over 50 speakers will explore navigating commodity market volatility, geopolitical disruption, tariffs and trade flows as well as emerging trends around SME cash flow, working capital, risk and compliance and supply chain management.

Don't miss your chance to attend this premier industry forum!

Geneva International Conference Center (CICG)
Geneva, Switzerland

September 23, 2026

6 big topics

- Pressure points across global commodity trade
- Windfall profits and strategic capital deployment
- Paperless trade pilots and sector coordination
- Trade financing priorities for SME commodity traders
- Trade complexity and end-to-end compliance needs
- Risk-proofing maritime and supply chain operations

Vital statistics in 2025

604 Delegates

337 Companies

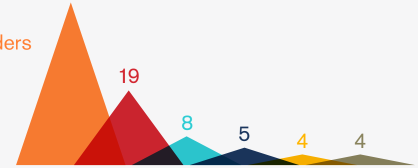
53 Speakers

Click here to find out more

Countries represented in 2025

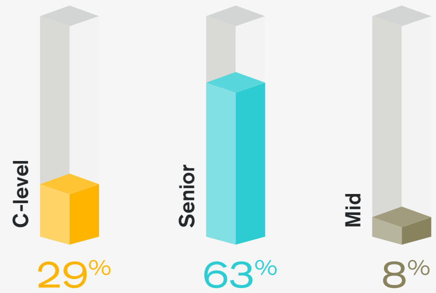
Attendees by sector in 2025

Corporates & Traders
43%



19 Banks & Financiers
8 Insurers & Risk Analysts
5 Technology & Fintech
4 Consultants & Accountants
4 Non-bank Financiers
4 Lawyers
3 Govt Orgs & Public Bodies
2 Media
8 Other (incl. Business Advisory, ECAs & Multilaterals, Education, Non-Profit Organisations, Press, Service Providers)

Job titles represented in 2025



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Wednesday 23 September Morning Plenary

08:00-09:00 Registration and refreshments

09.00-09.05

Chair's opening remarks

Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC

09.05-09.45

Risk pressure points and an outlook on global commodity trade and strategic commodity supply

The global commodity market faces renewed headwinds, bottlenecks and volatility as prices across oil and gas as well as critical minerals and fertilisers face widespread rises and repricing. Despite fragile agreements the Strait of Hormuz – a critical artery for oil and gas exports – remains a potent chokepoint for the global economy, with the safe passage of vessels unlikely to reverse the pressures of supply chain dislocation, logistical backlogs and the region's risk premiums. Coupled with a deepening focus on strategic commodity supply and self-sufficiency and the alignment of traders, policymakers, FIs and increasingly export credit agencies (ECAs) will remain a critical layer for trade security. This timely opening keynote will examine the landscape of commodity trade fragmentation and how shifting trade parameters are reshaping market priorities and trade finance deployment. Themes for consideration will include:

- An outlook on a fragile and turbulent détente and what continued volatility across the Strait of Hormuz might mean for supply shocks, pricing, inflationary pressures and global trade markets
- Trade and corridor reconfiguration and the emerging policy drivers for self-sufficiency, security of supply and adjusting to changing trade patterns
- Key energy and critical mineral vulnerabilities and how stakeholders across policy, FIs, traders and ECAs are evolving to plug resource supply and liquidity gaps
- How might the growing push for resource self-sufficiency continue to impact trade multilateralism? Where might strategic coordination among trade blocs and regions alter the most?

Moderator: Robert Besseling, Chief Executive Officer, Pangea-Risk

Freya Beamish, Chief Economist, GlobalData TS Lombard

Travis Randolph, Chief Accounting Officer, Trafigura

Alexander Peters, Chief Financial Officer, Torq Commodities

09.45-10.30

Capital and trade cycle resilience: A commodity major playbook for keeping ahead

The flashpoints of recent years have marked a significant turning point for the market's largest commodity traders, with the majors once again netting significant profits as they remain optimally placed to capitalise on market volatility. One of the more pivotal developments however has been reinvestment and capital deployment, funnelling resources into upstream facilities, asset ownership and cross-pollinating into sectors such as critical minerals and agri-based fuels. With cash-rich traders also enjoying a growing capacity as lenders and emerging as a preferred procurer for strategic commodities, this plenary panel will hear from some of the market's largest commodity traders and how their operational and long-term strategies are evolving as the global landscape changes. Points for discussion will include:

- Financing agility and priorities for managing revolving credit facilities, keeping working capital fluid and meeting margin calls when prices and liquidity needs spike
- Capital and asset diversification: How have initiatives to consolidate upstream facilities helped navigate recent trade dislocation? Where has the cross-pollination of energy, metals and agriculture trade helped elevate trade operations?
- A trader's growing capacity for liquidity solutions from deploying advanced off-take agreements to offering supply chain finance (SCF) for value-chain stability
- Strategies for operational future-proofing, from integrating agentic AI across trade and back office operations to enhancing the use of proprietary data flows and real-time monitoring

Moderator: Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC

Charlie Steers, Global Head of Energy & Materials, Global Trade Solutions, HSBC

Olivier Boujol, Managing Director & Vice-President, Structured Trade Finance, Archer Daniels Midland (ADM)

Demet Özdemir, Managing Director, BGN SA

Filippo Bof, Head of Business Development, Africa & Latam, Shell Trading & Shipping Company

Paul Spaendonk, Chief Treasury Officer, Export Trading Group (ETG)

10.30-11.05 Networking break

"Very interesting content and formidable networking opportunities."

T Jambu-Merlin, A&O Shearman

"The best place to discuss trading topics and share your vision with experts from the sector. It's also a great place for networking opportunities."

Q Tenaillon, Allianz Trade

"This was a great forum for understanding the latest developments in the industry – the networking opportunities were superb."

B Godwin, PRISM Strategic Intelligence

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

J Lee, Scipio SA

"An excellent experience to bring a diverse network together. Well-organised, energising and good insights."

K Chatzikyriakos, independent

Wednesday 23 September Morning Stream A

Select either Stream A or Stream B

Stream A

11.05-11.40

Traders, finance facilities and restoring oil trade stability in the Strait of Hormuz

Following the suspension of hard commodity exports from the Strait of Hormuz, oil benchmarks such as Brent Crude topped US$120 a barrel while natural gas markets –European natural gas and Asian liquified natural gas (LNG) in particular – peaked at 100 and 140 per cent increases, respectively. Although a precarious peace is now reducing prices a significant collection of market risks remain, from production outages and damaged facilities to logistical backlogs and a security risk premium that is likely to endure. Taking stock of the reconstruction and stabilisation journey ahead, this panel will consider the trajectory for hard commodity exports and how the market for trade, prices and operations are likely to evolve, looking at:

- The longer-term impact on country and corridor risk models and what conflict and closure in the Strait might mean for prolonged oil and vessel pricing
- Financing Strait trade: How trader funding costs are likely to shift and an outlook on bank and insurer facilities and the bankability and appetite for high-risk corridors
- Facing high reconstruction costs how might trade finance facilities be deployed to rebuild the region's energy production facilities?
- How have SME commodity traders remained active across the Gulf and where have liquidity pain points been most severe?
- Market diversification, alternative sourcing strategies and how buyers, suppliers and traders might plan market reconfiguration

Moderator: **Mathilde de Mareuil,** Vice-President, WISTA Switzerland

Clémence Avril, Global Head, Commodity Trade Finance, Standard Chartered

Sumeet Malhotra, Partner, Watson Farley & Williams (WFW)

Reham A Seoud, Vice President, Global Markets, Kandil Steel

Alberto Pérez, Head of Maritime Commercial Markets, Lloyd's Register

Philippe Cohen, Financial Director, Kariya Energy

11.40-12.10

Zooming out: Trade and financing opportunities across Brazil and Latin America

While attention on energy markets and the Gulf has occupied much of the commodity market focus, Brazil and the wider Latin America region remains a rapidly evolving hub for commodity trade opportunities. From Brazil emerging as one of China's key agricultural suppliers to several nations seeing significant investment across metals and mining, the global churn in supply chain reorganisation is becoming a boon for many of the region's trade practitioners. Challenges do exist however such as fertilizer shortages that place inflationary pressures on farmers, to operational hurdles worsened by tariff frictions and rising local borrowing costs.

Commodity stakeholders across Brazil and Latin America remain very well placed to seize new business however, and as resource appetite and trade reconfiguration unlock new market opportunities, this fireside chat will explore the evolving spread of opportunities across the region, from strategic pivots for the procurement of Latin America's critical minerals, to a growing appetite for trade finance and working capital solutions. The exponential rise of Brazil's soft commodity exports will also be considered, including how market practitioners are adapting working capital cycles and trade strategies as the overlap of tariffs, supply chain rerouting and liquidity shocks present fresh hurdles and opportunities.

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

Lúcio Feijó Lopes, Founding Partner, Feijó Lopes Advogados

Inigo Flores Piran, Founder & Principal, Southern Cone Commodities

"Fantastic event to stay connected with the commodities market."

J Mato Gomez, Abanca

12.10-12.45

SME commodity trade and keeping firms nimble, niche and financed

While large commodity traders can navigate the seas in pursuit of ever risky arbitrage, the market's tranche of small to medium sized traders must exercise more restraint and caution, operating within a market where scale, liquidity access and long working capital cycles can complicate SME trade. Trade fragmentation, shipping rerouting and managing overseas transactions all add additional challenges, however for an SME their size and capacity for agility can also be an advantage, allowing for quick tilts into niche plays where larger traders are less specialised. Considering where SME traders can best take advantage of their size and lenders can enable trade, this session will examine the parameters for smaller firms and how practitioners can best position themselves for success, with themes including:

- SME finance and addressing structural barriers such as limited credit lines, high collateral requirements, tightening KYC rules and market flight to quality
- With overseas payments and cash conversion cycles becoming less predictable, how can traders and FIs optimise cashflow and working capital to remain agile?
- Reducing balance sheet pressures through tools such as inventory finance and hedging and enabling firms to stretch trade timelines
- As commodity majors increasingly pursue large ticket volumes how can SME traders cement themselves across the more niche, specialised segment of untapped trade and where are lenders best placed to assist?

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

Baafuor Abankwa, Divisional Head, Corporate & Institutional Banking, Ghana International Bank

Fabien Berciaud, Senior Group Manager, Structured Trade & Commodity Finance, Ecobank

Sunil George, Founder & Managing Director, STS Global Trade

Preslav Raykov, Commercial Director & Head of Global Trading, Magic Flame Group

Clare Rowley, Head, Business Operations, GLEIF

12.45-13.50 Lunch

"Excellently organised as always with great speakers and very relevant topics."

R Watts, HR Maritime

"GTR organised a truly world-class event that brought together leading voices from global trade and finance. The panel I joined sparked dynamic exchanges on ferrous metals hedging and financing solutions."

A Krueger, Flack Metal Trading

"Excellent topics and very relevant to investment opportunities and financing solutions."

M Alemayo, First Bank Group

"It is commendable to hear panellists articulating their perspectives on the current situation with such clarity and directness."

M Assaf, UNCTAD

Wednesday 23 September Morning Stream B & Afternoon Stream A

Select either Stream A or Stream B

Stream B

11.05-11.50

Financing critical mineral projects and the lender ecosystem for strategic commodity supply

As momentum is projected to accelerate for industry segments such as the energy transition, electric vehicles, advanced manufacturing and AI data centres, so to is the demand for critical minerals, with governments stepping up efforts to secure strategic commodities across a basket of mineral resources. From policy initiatives to build domestic extraction, processing and stockpiling capabilities to multilateral agreements such as the G7's Critical Minerals Resilience and Production Alliance, efforts to address supply chain vulnerabilities are heating up. On the ground level however many financing hurdles remain, from limited access to finance for capital-intensive projects to lender hesitancy around tariffs, export controls and political risk. This session will hear from sector practitioners on the project finance outlook and how market liquidity and project capital solutions can be optimised to meet the growing appetite for strategic mineral resources. Points for discussion will include:

- As minerals such as lithium and nickel remain in demand but increasingly lack bankability, what will it take for the commercial lending market to deploy support when mining project economics start to waiver?
- The growing engagement of ECAs and non-bank financiers and where their capital pools can be deployed to alleviate key value-chain chokepoints such as processing facilities
- How can FIs, export credit and the private insurance market go further to help mitigate political risk and make projects in certain markets more financeable?
- The growing trader footprint and where solutions such as offtake agreements and prefinancing can help secure supply and domestic strategic priorities

Moderator: Catherine Lang-Anderson, Partner, Trade Finance, A&O Shearman

Tony Nanez, Global Head of Trade & Working Capital Sales, Natural Resources, Citi

Dhaval Shah, Chief Finance Officer, Afrimet Resources

Simon Huber, Head of Structured Commodities & Project Finance, Bluequest Resources AG

James Watson, Director General, European Metals

11.50-12.35

CPRI deployment and adapting parameters as commodity flare points expand

Since the start of the year segments of the global CPRI and underwriting market have been pushed to new limits, with premiums for marine and war risk coverage surging in response to unprecedented risk and disruption. While a tenuous peace agreement has helped restart regional shipments and ease coverage concerns, the market remains permanently fragile, with a host of ancillary pressures likely to keep claim risk high and trade cycle issues persistent, including logistical backlogs and rerouted shipping lanes. As the dust settles and extreme volatility subsides, this session will consider how the CPRI market is preparing their arsenal for unfolding and potential trade market risks and how brokers and underwriters might begin adjusting capacity as the frequency of global crises multiplies. Theme for consideration will include:

- The evolving parameters and risk models for Middle East threat assessments and how the outlook for trade and maritime coverage is continuing to evolve
- With war risk premiums spiking considerably during the conflict's peak, have risk pricing for global commodity trade been reset permanently and how should underwriters and the CPRI sector adapt if turbulence is here to stay?
- The hidden claims pipeline and where capacity providers are maintaining vigilance and agility to detect flare points across supply chains
- Striking the balance between supporting fresh commodity trade in frontier markets and mitigating counterparty risk at a time of increased trade credit volatility

Moderator: John MacNamara, Chief Executive Officer, Carshalton Commodities

Richard Wulff, Executive Director, International Credit Insurance & Surety Association (ICISA)

12.35-13.50 Lunch

"Very interesting event with well-informed speakers."

N Klingofström, EKN

Stream A

13.50-14.35

From reactive to proactive: A shipping and supply chain checklist for resilient trade journeys

As supply chain disrupters grow and expand across the global commodity market the network's web of traders, freight carriers and other key nodes must increasingly employ versatility to keep ahead of market bottlenecks. From proactive planning that can sidestep sanctions risk, conflict flare points and sourcing disruption to adapting working capital for longer transit routes and logistical logjams, supply chain leaders must remain on their toes as trade disruption becomes more routine across commodities. This session will examine the latest thinking on proactive strategic planning and how firms from across the commodity network are risk-proofing their supply chain operations, with points for consideration including:

- Sector priorities for mapping supply chain exposures and preparing against upstream vulnerabilities, tariff and sanctions risks, corridor chokepoints and pricing turbulence
- An outlook on shipping and freight rerouting and how liquidity and logistical needs are being met to accommodate longer trade routes
- How are traders boosting supply chain optionality as part of their resilience-building strategy? What are some of the key challenges with diversifying to multiple suppliers, source countries and trade routes?
- Financing resilience: Practical steps for building longer and emergency liquidity buffers and mitigating cash conversion delays with tools such as freight hedging, receivables finance and other off-balance sheet facilities

Moderator: Richard Watts, Founder & Managing Director, HR Maritime

Akim Kibalnik, Head of Structured Trade Finance, BBVA London

Martaxelle Erussard, Commercial Director, MasOceans SA

Andrew Glass, Chief Executive Officer, Avatar Commodities

Stefan Reidy, Chief Executive Officer, Atexxa

14.35-15.20

Compliance and fragmentation: Keeping abreast of screening needs as complexity widens

As commodity trade stakeholders continue to navigate a growing web of flare points and bottlenecks the need for trade compliance remains critical for traders and the maritime industry, with transparency on counterparty risk, sanctions monitoring, trade fraud and export controls requiring ever more sophisticated data and intelligence management. As challenges evolve from simply flagging sanctioned oil trade to the pervasiveness of AI and authenticating and verifying documents, advanced end-to-end solutions are critical for keeping abreast with emerging trade risks. This panel will examine how firms can future-proof their trade compliance and de-risking capabilities as well manage the increasing overlap of areas such as sanctions, export controls and tariff-related restrictions. Discussion points will include:

- How a year in motion for sanctioned trade such as Russian, Iranian and Venezuelan oil has impacted compliance complexity and where sanction regimes might evolve as the US keeps sanction criteria in flux
- The deployment of greater vessel and transaction screening tools and where smart-led, end-to-end systems are helping maritime users unlock greater transparency and decision-making
- With tariffs, export controls and sanctions increasingly being deployed in tandem, how are corporate and FI compliance teams adapting their operational strategies to manage a more complex and fragmented trading environment?
- Deploying and detecting AI: A toolbox for AI utilisation across screening and anomaly detection systems and latest thoughts on generated and synthetic trade documents and identifying AI-powered frauds

Moderator: Maryana Yarmolenko Stober, President, WISTA Switzerland

Robert Soban, Director, Maritime Risk & Compliance, Pole Star Global

Ana Subasic, Trade Risk Analyst, Kpler

Jonas Rey, Chief Executive Officer, Athena Intelligence

15.20-16.00 Networking break

Wednesday 23 September Afternoon Stream B & Closing Plenary

Select either Stream A or Stream B

Stream B

13.50-14.25

Smart documents, faster trade: Lessons from pilot projects and overcoming adoption bottlenecks

As the technology for paperless trade continues to march forward, efforts to expand the adoption and utility of electronic trade documents is gathering pace across the commodity market, with a flurry of initiatives from pilot projects to completed live transactions helping imprint use-cases throughout the industry. Penetration continues to remain low however, and while potential benefits such as freight forwarding efficiency and faster working capital cycles offer timely reprieves for commodity stakeholders, interoperability and counterparty reluctance remain challenges that are difficult to overcome. This session will assess the priorities for overcoming adoption frictions for paperless trade and where increased coordination among key stakeholder can help address core bottlenecks. Themes for consideration will include:

- Live project lessons: Structure and delivery successes for complex multi-party transactions and how electronic recognition was simplified across traders, banks, carriers and other practitioners
- The counterparty point: What incentives are proving most effective in driving behavioural change and how can smaller market participants avoid being left behind?
- Sticking points for digital commodity finance and where clarity on areas such as traceability and title transfers can enable lender adoption and faster working capital cycles for users
- How traders, banks and carriers can support the uptick in eBL utility and further reduce barriers to eBL transaction financing

Greg Pradervand, Co-Founder & Chief Commercial Officer (CCO), Havona Technology

14.25-14.55

Multi-modal AI and how the industry is strategising utility across operations

AI utility is likely to remain a significant priority across commodity market operations, with both banks and traders increasingly deploying solutions for administrative processes, trade documentation, contract drafting and credit and risk analysis. With the acceleration of more nascent tools such as AI agents the innovation of market operations is beginning to look beyond simple workflow efficiency and towards intelligence-led tools, from multi-modal market analysis to autonomous trade execution. With geopolitical headwinds continuing to complicate trade and supply chain predictability, this panel will examine the growing role of AI technologies for excelling commodity trade operations and where, looking ahead, banks and traders see the development of value and capability. Themes will include:

- First generation AI tools and where generative solutions have been optimised across areas from workflow automation and data handling to accelerated trade finance settlements
- With data synthesis a growing capability, where do traders see the greatest value across trade operations? How can datasets such as satellite imagery, weather forecasts and shipping data be part of a more holistic trade and working capital strategy?
- AI visibility across potential exposure risks and where more dynamic credit and counterparty assessments can accelerate commodity finance decisions
- What level of autonomy are traders and FIs comfortable with granting AI systems? How likely is industry to deploy the autonomous delivery of duties such as trade execution and trade finance contracts?

Pjotr Gainullin, Member of Advisory Board, Singapore Mining Club & Founder, Palm Street Partners

Katherine E. Avery, Founder, Chimayo Consulting

14.55-15.30

Funding the underserved: How can Bitcoin reach those untapped by commercial and fiat capital?

At a time where lender capacity is constrained by market uncertainty and regulatory needs such as KYC and creditworthiness checks, many smaller firms across the commodity value-chain find themselves at the short end of credit liquidity limitations, and while a growing pool of fintech and non-bank providers look towards product variety and flexibility, many still face the same structural hurdles that inhibit commercial lenders. One solution however is Bitcoin and in particularly the Bitcredit network, which uses digital bills of exchange to turn self-liquidating commodity trade credit into liquidity without conventional sourcing.

Featuring both a presentation and fireside chat this unique session will examine the Bitcredit Protocol, and where the acceleration of its demonstration phase has led to client onboarding and SME liquidity deployment. Discussion will examine real-world use cases and where e-bill issuances have helped lubricate soft commodity supply chains, channel Bitcoin capital to underserved SME stakeholders and provide payment certainty for producers. Looking further ahead conversation will also consider how Bitcoin-based solutions can scale and emerge as a reliable hedge for when and where commercial lenders are unable to meet financing gaps.

Hubertus Hofkirchner, Founder, Bitcredit Protocol *in conversation with* **Michiel Mannaerts**, Partner, Treasury & Commodity Management, PwC

15.30-16.00 Networking break

16.00-16.50

The trade opportunity: Bringing institutional capital into trade finance and growing the asset class appeal

With the trade finance gap estimated at around US$2.5tn globally many SME traders feel squeezed at a time where Basel III and higher compliance costs are constraining traditional lenders. As FI risk parameters remain tight and corporate funding stresses grow the deep pockets of institutional and private investor capital are increasingly earmarked for bank and liquidity gaps, with trade finance emerging as an attractive asset class for institutional money. There remains multiple hurdles however from communicating the basics of trade finance structures to proving its credentials as a low risk opportunity. This closing plenary will assess the evolving parameters for trade as an asset class and where the sector can coordinate to reduce entry barriers for institutional capital. Points for consideration will include:

- Inward investors and a stocktake on the growing trade finance proposition, from institutional diversification priorities, insulation from stock and bond shocks and the self-liquidating nature of trade
- A market of options: Where product diversity is expanding to offer investor variety, including short and long-term tenors, structured trade finance deals, trade finance funds and tranche-based options such as high yield/high growth SME investments
- How can banks, industry regulators and digitisation adapt and optimise reporting frameworks and de-risk institutional participation?
- With commodity trade offering increasingly high risk/high yield opportunities across certain segments and corridors, what is the appetite for institutional capital to chase arbitrage footprints?

Moderator: Anthony Wadsworth-Hill, Co-founder & Deputy Chief Executive Officer, Mercore

Joon Kim, Managing Director, Global Head, Cash & Trade Platform, BNY

Orhan Gunes, Founder & Managing Director, TradeQraft

Nicolas Clavel, Chief Investment Officer, Scipion Capital (Suisse) SA

John Goodridge, Head of Product Solutions & Development, Silver Birch Finance

16.50-17.00

Chair's closing remarks

Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC

Followed by evening networking reception

"A strong turnout of the right people makes for a useful and productive conference."

J MacNamara, Carshalton Commodities

"A good event that gives a fresh view on the market challenges and promotes networking."

I Miliutina, Ramburs

"A wealth of inspiration and networking opportunities in a vibrant environment."

F Giannotti, Diaminds

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