

WAREHOUSE, CARGO & STRUCTURED COMMODITY FINANCE

SINGAPORE. 12-13 Nov 2014
Novotel Singapore Clarke Quay



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Day 1 - 12 Nov 2014, Wednesday

- 09:15 Welcome & introduction
Latest trends in commodities & inventory finance
*Dan Day-Robinson, Director
GT & GE Group Sàrl*
- 09:30 **Trade finance & inventories**
How does warehouse financing fit into the armoury of the modern trade financier?
*Hans Boogard, Head of Agribusiness
Rabo Development
(INVITING)*
- 10:00 **SCTF Panel**
- Why should we talk SCTF and NOT warehouse receipts?
- Where do the real risks lie in an inventory transaction?
*Panelists:
John MacNamara, Global Head of Structured Trade Finance
Deutsche Bank AG
International trader (INVITING)
Mr. Matthieu Delorme, CEO
Cotecna Inspection SA
William Shaw, Managing Director
Texel Asia Pte Limited*
- 11:00 Refreshments
ASIA
- 11:30 **Warehouse receipts financing challenges**
Financing challenges in warehouse receipts structures in Asia. Financing metals in China: who, and how many at the same time? What went wrong in Qingdao?
Speaker to be confirmed

- 13:00 Lunch
- 14:00 **Case Study for Pakistan**
Commodities financing and collateral control in Pakistan
*Andre Soumah, Chairman
ACE Group -Audit Control & Expertise SA*
- 14:45 **Trade Credit & Political Risk in Asia Underwriters risk appetites; types of risks, and in different geographies**
*Steve Capon, Regional Manager,
Political Risks & Credit, Asia Pacific
ACE Group
William Shaw, Managing Director
Texel Asia Pte Limited*
- 15:45 Refreshments
AFRICA
- 16:00 **Developments in Africa**
Developments in silo receipts, commodity exchange infrastructure in Africa. How bankable are warehouse receipts in Africa?
*Mr. Chris Sturgess, Director
JSE Limited*
- 16:45 **Financing farmers in Africa**
Meeting warehouse receipts development challenges in Africa
*Makiko Toyoda, Product Lead,
Global Warehouse Finance Program
International Finance Corporation (IFC)*

Day 2 - 13 Nov 2014, Thursday

- 12:15 **Structuring transactions in Asia**
Repo structures and inventory-based financings in China, the Philippines, Indonesia
*Julien Moreau-Pernet, Head of Structured Inventory Finance Asia
ECT Commodities (inviting)*

- 09:00 **Warehouse receipts financing in Eastern Europe and Central Asia**
Lessons from warehouse receipts development in Eastern Europe/Central Asia
*Aleksandr Belozertsev, President
Alexandra Inc*

COLLATERAL MANAGEMENT

- 09:45 **Collateral management in Europe, Central Asia and Africa**
How collateral management is adapting in Europe and Central Asia to the new market realities following recent problems
*Peter Hopkins, Managing Director
Drum Commodities*
- 10:30 **CMA versus SMA: what are your options?**
Can the SMA really supersede the 'broken' CMA?
*Mr. Matthieu Delorme, CEO
Cotecna Inspection SA*

- 11:15 Refreshments

INSURANCE

- 11:30 **Trade Credit & Political Risk issues in Commodity Financings**
Using political and trade credit risk insurance as a risk mitigation tool in the context of an inventory-based structure
*Audrey Zuck, Director,
Insurance and Corporate Finance
Texel Finance Limited*

LEGAL & REGULATORY

- 12:15 **Addressing the challenges of security and title in different jurisdictions**
Structuring transactions taking into account lex situs: case studies in inventory finance, with reference to the validity of pledge and the likelihood of enforcement in a default situation.
*Matthew Cox, Partner
Dentons*

- 13:00 Closing Lunch

Separately Bookable Workshop
WHAT COULD POSSIBLY GO WRONG IN INVENTORY FINANCE?
14:30-17:30 hrs.

- 14:30 **WHAT COULD POSSIBLY GO WRONG IN INVENTORY FINANCE?**
- Legal briefing: title, security, pledge in detail
- Overcoming legal obstacles up-country
- Case study: what can go wrong with an SCTF transaction
- Case study: a warehouse receipts fraud
*Confirmed workshop leaders:
Dan Day-Robinson, Director
GT & GE Group Sàrl
John MacNamara, Global Head of Structured Trade Finance
Deutsche Bank AG
Matthew Cox, Partner
Dentons*

Per Person Fee:	(SGD)
1.5 days conference (12-13 Nov)	1995.00
1/2 day Workshop (13 Nov)	695.00
Conference + Workshop (Bundle Fee)	2295.00

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