Structured Commodity Finance 2011











Case Study:

The Insolvency of Agrenco

KEYNOTE ADDRESS

by Antonio Iafelice



More expert speakers & More debate for 2011

- Hear from over 40 expert speakers
- **■** Widest cross-section of commodities experience
 - Commodties Financiers
 - Commodties Producers
 - Commodties Traders
 - Commodties Insurers
 - Commodties Analysts
 - · and other key commodities professionals
- Key commodity producers including:
 - BP Oil
 - KME Group
 - National Farmers Union
- Unique format of 16 sessions / panel debates
- Covering 4 major themes surrounding SCF
 - Commodity Types: Oil, Metals & Softs; industry needs, trends and financing challenges
 - Regional Focus: Africa, Russia, CIS, Brazil & China
 - Regulatory Implications: Basel III, MiFID reforms, & impact of the G20
 - Risk Mitigation: Political risk, the role of insurance & security monitoring in the commodity supply chain
- Timed to offer a clear review of 2010 plus Q1-2011 and discuss how to strategise for a profitable 2011
- Provides fantastic networking opportunities with a large range of different commodities actors

Post-conference workshop

15th April 2011, London

Documenting Structured Commodity Finance

Led by: Members of SNR Denton's Award Winning Trade & Export Finance Team Topics covered will include:

- Overcoming Legal & Regulatory Issues Documentation Action Points
 - What Structured Commodity Financings are Available?
 - Latest Ideas in Structured Trade and Commodity Finance

(bc)

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Wednesday 13th & Thursday 14th April 2011, Crowne Plaza London St James

40+ Presenters from the following leading organisations:

Commodity Producers

- BP Oil
- KME Group
- National Farmers Union

International Commodities Financiers

- Deutsche Bank
- HSBC
- Santander
- WestLB
- Sumitomo Mitsui Banking Corporation Europe Ltd
- Rabobank
- Barclays Capital
- ABN Amro
- Texel Finance
- RBS
- Erste Group Bank AG
- Standard Bank
- Lloyds Banking Group
- JP Morgan
- BBVA
- BNP Paribas
- Unicredit Bank AG

■ Commodities Insurers

- BPL Global
- Marsh
- Willis
- Zurich

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- Clifford Chance
- Reed Smith
- SNR Denton
- Norton Rose
- The Beijing Axis
- Hill Dickinson
- Fimetrix

■ Trade Risk & Security

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- Energy Market Consultants
- Cotecna
- Menas Associates
- Drum Risk Management

Commodity Traders & Hedge Funds

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Structur

Day One: 13th April 2011

0900 Chair's opening remarks

John MacNamara, Managing Director, Global Head of SCTF

DEUTSCHE BANK

0915 A Case Study on the Insolvency of Agrenco

Antonio lafelice, Founder, ENNEXAS

955 2011 Market Overview: What Lessons Have Been Learnt from the Past

- What is driving the commodities market?
 - the laws of supply and demand
 - the fall-out of the desperate search for 2010 year-end deals
- · Emerging opportunities:
 - debut borrowers
 - new oil producers coming online
- · Competition from the capital markets:
 - -unsecured lending market
 - -bond market: how SCF can compete
- Overseas bond sales: India & China seeking cheaper funding
- · Assessing the Impact of Greece and Ireland
- Reviewing Q1 2011 deal: what does the market look like post-2008 Moderator: Jean-Francois Lambert, Global Head of Structured Trade Finance, HSBC

Panellist

Sandra Nolasco, Executive Director & Global Head of Commodities, **BBVA**

Glen Unsworth, Director, Head of Natural Resources ERSTE GROUP BANK AG

Bert Schoen, Managing Director, Head of Structured Commodity Finance, **RBS**

Geraldine Lamy, EMEA Head Commodity Finance JP MORGAN

Douglas G Ziurys, Senior Vice President Europe

COMMODITY TYPES

1035 Metals: Industry Needs, Trends & Financing Challenges

- · Global trends
- · Metal categories in focus:
- Non ferrous
- the emerging aluminium market
- are we seeing an increase in demand for aluminium & a surge in exchange traded funds: will this last?
- general overview: copper, zinc & other metals
- price expectations, market trends & financing challenges
- China's increased aluminium output and consumption
 Beijing's drive to cut energy use & emissions: a long
- Beijing's drive to cut energy use & emissions: a long lasting impact?
- Ferrous
- can we really expect a bounce back in steel prices for 2011?
- finding solutions to steel price volatility
- a monetary metal: the value of the dollar and its impact on gold
- · Are we seeing a return to PXF?
- Will China's metal appetite be sustainable?
- How has the economic recovery impacted investors?
- Enforcing arbitration awards and judgments: can the risks of enforcement in expanding markets, like China, be managed?

Moderator: Pierpaolo Di Fabio

Corporate Director- Finance, KME GROUP

Panellists

Kevin Rhodes, Finance Director LN METALS

Colin Heritage, Managing Director STEMCORE TRADE FINANCE

Kris Van Broekhoven, Director DEUTSCHE BANK

Andrew Meads

Partner

HILL DICKINSON

1135 Soft Commodities:

How to Feed the World in 2050

- · How to take charge of the unforseen deficit in production
- · Liquidity issues for traders:
 - hedging the value of physical inventory
 - effect on futures margins
- Recovering from the recession and preparing for price inflation
- Grain: can we expect an increase in supplies & price?
- Implications on the trade in agri products considering drivers like:
 - population growth
 - global warming
 - food supply security
 - on-going consolidation
 - sovereign investments
 - economic growth in emerging markets (China, Brazil etc.)
- · Competitive factors:
 - changing diets: food or feed?
 - changing uses: food or fuel?
- What effects will tariffs, subsidies and legislation have on commodity prices?
 - India's legislation to control the rise in prices of essential commodities
 - creating a balance between demand and supply

Moderator:

Andy Howell

Head of Soft Commodities

SUMITOMO MITSUI BANKING CORPORATION EUROPE LTD

Panellists:

Philip Bicknell

Senior Economic Adviser

NATIONAL FARMERS UNION

Jasper Van Schaik

Trade & Commodity Finance/ Head of Agri Europe RABOBANK

Rogier Schulpen

Global Head of Commodity Finance SANTANDER

1215 The Outlook for Oil

- Oil prices receive a blessing: Prospects for oil price volatility/stability
- The effect of high liquidity and greater inflation in oil
- The effect of politically unstable countries
 - Korean aggression
 - Iran
 - Wikileaks
- How has Europe's debt crisis affected the price of crude oil:
- Ireland, Greece, Spain & Portugal?
- · Other factors affecting the price of oil
- Asia fuel oil margins on the rise
- To what extent are the short to medium prices dependent on market fundamentals as the economy recovers?

ed Commodity Finan

Moderator: Robert Parson, Partner, Energy Trade Commodities, REED SMITH

Panellists:

John Goodridge, Senior Originator, BP OIL

Michael Barry, Director
ENERGY MARKET CONSULTANTS

Michel Teunissen, Vice President, Structured Trade Commodity Finance Team, BBVA

1255 Lunch

REGIONAL FOCUS

1425 Russia

- An overview of the PXF market in Russia:
 - still applicable for Russian oil producers?the return of Russian metal producers
- Will Russia immediately access the bond market and move away from PXF?
- · Recent oil deals and case studies
- Security in Russia: "how can it be physically done"?
- Collateral management: what does it & what can it not give?
 Moderator: William Husband, Director,
 Russian Coverage, BARCLAYS CAPITAL

Panellists

John MacNamara, Managing Director, Global Head of Structured Commodity Trade Finance DEUTSCHE BANK

Sergey Samokhvalov, Director, Commodity Finance **WESTLB**

Peter Hopkins, Managing Director DRUM RISK MANAGEMENT

Mark Waters, Head of Energy & Commodities, Asset and Project Finance, Loan Syndication EMEA BNP PARIBAS

1500 Commonwealth Of Independent States

- Has the recovery of the bond market affected structured transactions in the CIS?
- · Outbreak in billet prices
- Ukraine economy bouncing back
 - export dependency a worry?
 - how instability in steel could affect Ukraine
- Kazakhstan
- · New opportunities for financing

Robert Barlow, Executive Director, WILLIS

Karin Gregor, Managing Director Deputy Head Metals & Paper Project & Commodity Finance UNICREDIT BANK AG

1530 Refreshments & Networking Break

1545 Africa

- A first for Africa: the beginning of oil extraction
 - Ghana: (GNPC)
 - Kenya
 - Uganda
 - Somalia
- East Africa: the next Uganda?
- · Africa & mining
- · Challenges financiers face
- The impact of China buying up Africa
- African Case studies

Moderator: Charles Gurdon, Managing Director MENAS ASSOCIATES

Panellists

Anne-Marie Woolley

Director, Head of Trade Finance & Services STANDARD BANK

Chris Melville

Senior Associate

MENAS ASSOCIATES

Nick Grandage

Partne

NORTON ROSE

1615 Brazil

- · Current trade situation in Brazil
- Could Brazil really be the biggest producer of all soft commodities?
- Brazil's significant infrastructure investment needs
 - impact on commodities
- The growing importance of trade between China and Brazil
- Sugar and ethanol: a long term or short term phenomena?

Rick Torken, Managing Director, Global Head of Agri Commodities

ABN AMRO

- 1645 **China** China: going global
 - · China's impact on commodities pricing and production
 - Strategically competing with China
 - How has the effect of production issues in Indonesia and Australia affected Asia?
 - China becoming the new trade partner to Latin America
 - Regulatory issues: opening its door to foreign banks

Matt Pieterse, Managing Director BEIJING AXIS CAPITAL

1715 Close of Day One

Day Two: 14th April 2011

0900 Chair's opening remarks Jean-Francois Lambert

Global Head of Structured Trade Finance

REGULATORY ISSUES

910 Convincing Your Credit Committee To Go Beyond Track Record Borrowers

- Kicking the tyres of your commodities deal:
 - establishing an effective due diligence programme before the transaction
 - monitoring during the transaction
- · Key questions to address:
 - can I transfer risk? (insurance issues)
 - can I mitigate risk? (hedging issues)
 - can I accept risk?
- Legal protection & documentation
 - documenting transactions
 - track record borrowing: a necessity or an obstacle?
 - documentation a priority over a cheap deal
 - case study: the frozen fish fraud
- Is security always the answer to uncertainty?
 - regulatory impact on capital relief
 - a re-focusing on operational risk driverswhat is the impact on the collection account

Geoffrey Wynne, Head of Trade and Export Finance SNR DENTON LLP

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Basel III & Its Implication

- · New financing regulations
- Impact of new regulatory changes on commodity finance and trading
- Potential trade finance impact
- How much capital do you need to attribute?
- New treatments for trade debt/trade finance/letters of credit:
 - will it produce 3% fall in world trade?
 - basic LC 180 days now being turned into a deferred LC
- · Central counterparty clearing
- Hedge fund regulations
- Collateralization of commodity transactions

Claude Brown, Partner Banking & Finance **CLIFFORD CHANCE**

1040 The G20 Process and Its Impact

- · An overview of world trade trends
- London and Seoul G-20 Mandates on trade finance
- How will new financial regulations (including Basell III) affect commodity trading?
- · How will this affect the European commodity trading industry and financing?

Dr Marc Auboin

Economic Counsellor

WORLD TRADE ORGANIZATION

1125 Refreshments & Networking Break

Clampdown On Commodities: The European Commission's MifiD Reforms

- How the proposed EU regulation will impact derivatives trading
- How will the new powers given to regulators affect traders?
- Europe & the USA united in curbing price spike: A new trend?

Andrew Moorfield

Head of Oil & Gas

LLOYDS BANKING GROUP

1230 **Derivatives:**

Funds Approach to Commodities

- How funds are getting involved in the commodities market
- How the economic recovery and crisis in the Eurozone affects trade finance for hedge fund
- · Impact of tighter regulations
- Has the trade finance hedge fund model remained the same?
- Outlining the relationship between banks and hedge funds
- What is currently attracting fund managers and their prospects for next year
- · Securitisation of receivables
- · Hedge funds working to their strength

Kevin Wulwik

Vice President & Associate General Counsel

TUDOR CAPITAL EUROPE

1315 Lunch

RISK CONTROL

1445 The Role of Insurance

- · After the crisis: what lessons have Insureds and Underwriters learned from deals that went wrong, and are they the same lessons?
- 2011: new market players more capacity for deals?
- With claims successfully paid, is the insurance product finally getting the credit it deserves from banks?
- · Going forward: challenges and rewards of insuring structured commodity finance

Moderator:

Audrey Zuck

Director, Insurance & Corporate Finance **TEXEL FINANCE**

Anthony Palmer

Deputy Chairman **BPL GLOBAL**

Robert Piller

Director

AUPRES CONSULT

Paul Sanders

Senior Vice President & Regional Manager **ZURICH**

James Cunningham

UK Practice Leader, Political Risk & Structured Credit **MARSH**

1530 Refreshments & Networking Break

Security Monitoring in the Commodity Supply Chain

- The evolving nature of collateral management
- A more collaborative approach to information systems
- · Clarifying the respective roles of credit documentation, insurers and collateral monitoring
- The complexity of the commodities supply-chain
 - Using information technology in commodities supply chain monitoring
 - Improving risk management
- · The regulatory question Matthieu Delorme

Chief Operating Officer **COTECNA**

End of conference 1635

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Post-Conference Workshop

Current Thinking on

Documenting Structured Commodity Finance

~ Lessons to be Learnt from the Crisis

Friday 15th April 2011, London

Benefits of Attendance

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 negotiate and complete transactions is paramount to success in this marketplace. This is even more so given **Basel III, MiFID reforms, G20** & the current financial markets.

Programme

Documentation Action Points

- How to structure and document financing transactions
- Determining best practice strategies for:
 - evaluating risk in deals
 - taking and monitoring security
 - devising risk-efficient structures
- Identifying the strengths and weaknesses of different finance structures in hard and soft commodities
- · Examining the positions of all parties involved

What Structured Commodity Financings are Available?

- · Different facilities including:
 - letters of credit
 - prepayments
 - receivables (both commodity & non-commodity)

Overcoming Legal & Regulatory Issues

- Legal & regulatory issues:
 - Basel III
 - MiFID reforms
 - G20

Latest Structures & Ideas in Structured Commodity Finance

- · Alternative structures
- Other receivables
- Current risk management tools & trends
- · Taking and monitoring security
- · Documentary risks

Workshop Timings: 10.30-17.00

About your workshop leader

Geoffrey Wynne is a partner in the Banking and Financial Markets Group of Denton Wilde Sapte. He is head of a group specialising in Trade and Export Finance, Project Finance and emerging market work. He has advised extensively many of the major trade finance banks around the world on trade and commodity transactions in virtually every emerging market including CIS, Asia, Africa and Latin America. He has worked on many structured trade transactions covering such diverse commodities as oil, nickel, steel, tobacco, cocoa and coffee. Geoffrey is a leading banking lawyer who has been aptly described by Chambers & Partners: A Guide to the Legal Profession, as "the well regarded Geoffrey Wynne who is an expert in structured and trade finance and has acted for banks and borrowers in all areas of practice" and Legal 500 have said in its latest edition "Banking partner Geoffrey Wynne is everyone's first choice". Previously Head of the Legal Department of Royal Bank of Canada in London, he sits on the Editorial Board of and is a contributor to a number of legal publications and speaks regularly at conferences on banking and financial matters.

Geoffrey will be supported by other members of the TF team at SNR Denton.

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VENUE DETAILS

Venue: Crowne Plaza London St James

45 - 51 Buckingham Gate, Westminster, London

Greater London, SW1E 6AF

United Kingdom

Delegates are responsible for the arrangement and payment of their own travel and accommodation.IIR 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 8466 6166 stating that you are an IIR delegate.

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