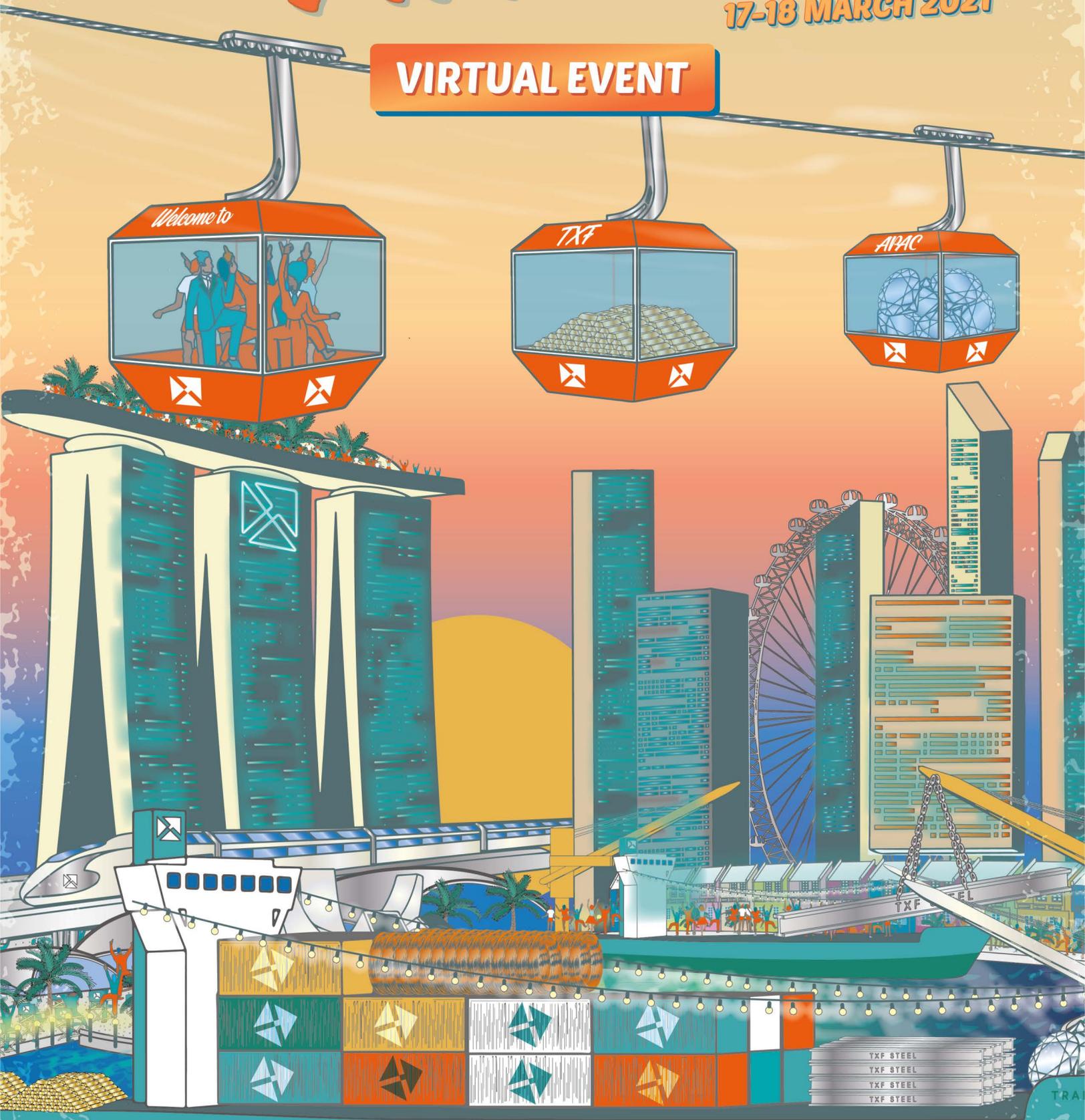


# TXF APAC 2021

Trade & Commodity  
Finance  
17-18 MARCH 2021

VIRTUAL EVENT



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# TXF APAC 2021

Trade & Commodity Finance  
17-18 MARCH 2021

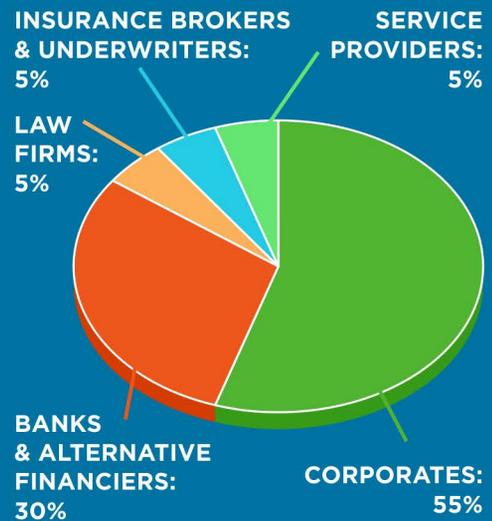
## EVENT OVERVIEW

2021 marks a line in the sand for the APAC commodity and trade finance industry and it's time to put our best foot forward. Following a year in which the industry was rocked by a number of high profile commodity fraud cases as well as the decision by some of the major commodity finance banks to exit the market, the spotlight is now firmly on the APAC commodity finance industry to respond.

How will the region look to restore confidence in the standards of best practice and how can the industry bounce back following a year which saw commodity finance deal volumes fall by 70% according to TXF Data?

With the use of TXF's state-of-the-art virtual event platform, TXF APAC 2021 will gather trade and commodity finance professionals from across the region to engage in collaborative thought leadership discussions and facilitate deal-making.

## DELEGATE BREAKDOWN



## VIRTUAL EVENT FEATURES



PRIVATE ROOMS



NETWORKING ROULETTE



CHAT FEATURES:  
ONE TO ONE AND  
ONE TO MANY  
CONVERSATIONS



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LIVE AND  
ON-DEMAND  
SESSIONS

# SPEAKERS



**Steve Cochrane**  
Chief APAC  
Economist  
MOODY'S  
ANALYTICS



**Russell Yue**  
Head of Structured  
Finance - China  
TRAFIGURA  
GROUP PTE



**Bharat Gupta**  
Regional Head - Trade  
and Structured Finance  
Asia, Europe,  
Middle East and Africa  
OLAM INTERNATIONAL  
LIMITED



**Hayley Ek**  
Assistant  
Director  
BPL  
GLOBAL



**Munish Kaushal**  
VP Finance - Global  
Categories and R&D  
GLAXOSMITHKLINE  
CONSUMER  
HEALTHCARE LTD



**Nitin Jain**  
Head of Treasury  
and Capital Markets  
AGROCORP  
INTERNATIONAL



**Gopul Shah**  
Director - Corporate  
Treasury and Structured  
Trade Finance  
GOLDEN  
AGRI-RESOURCES



**Mohit Sharma**  
CEO  
SOI GLOBAL  
PTE LTD



**Matthew Moodey**  
Managing Director  
DEUTSCHE  
BANK



**Sumit Jain**  
Senior Executive  
Director  
VALENCY INTERNATIONAL  
TRADING



**Bernhard Koppold**  
Head of Natural  
Resource  
Finance, Asia  
DEUTSCHE BANK



**Darin Friedrichs**  
Senior Asia  
Commodity  
Analyst  
STONE X



**Omar Al-Ali**  
Partner  
Reed Smith



**Dan Smith**  
Managing Director  
COMMODITY  
MARKET ANALYTICS



**Alexander Peters**  
Group CFO  
ARROW  
RESOURCES



**Johan Egnell**  
Head of Asia  
MITIGRAM



**Ed Aldorino**  
Managing Director,  
Head of Global  
Transaction Banking, Asia  
LLOYDS BANK



**Samuel Ladbury**  
Regional Manager,  
Political Risk  
and Credit  
CHUBB LTD



**Tom James**  
CEO & CIO  
TRADEFLOW  
CAPITAL



**Jolyon  
Ellwood-Russell**  
Partner  
SIMMONS  
& SIMMONS



**Esther Leong**  
Vice President, Loan  
Capital Markets Asia  
SUMITOMO  
MITSUI BANKING  
CORPORATION (SMBC)

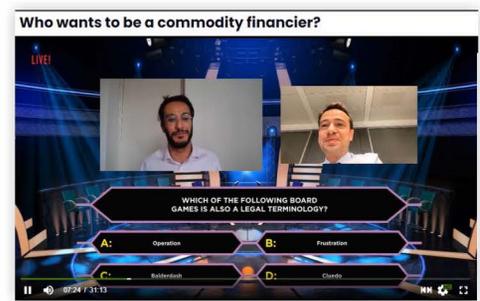
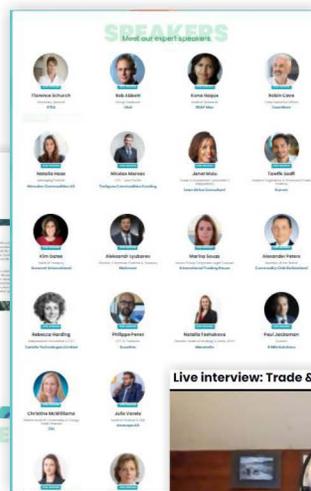
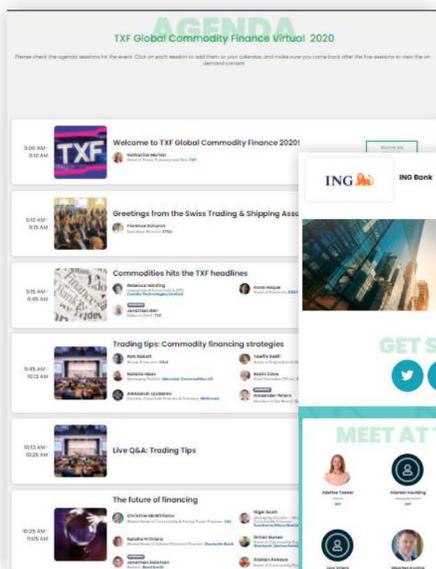


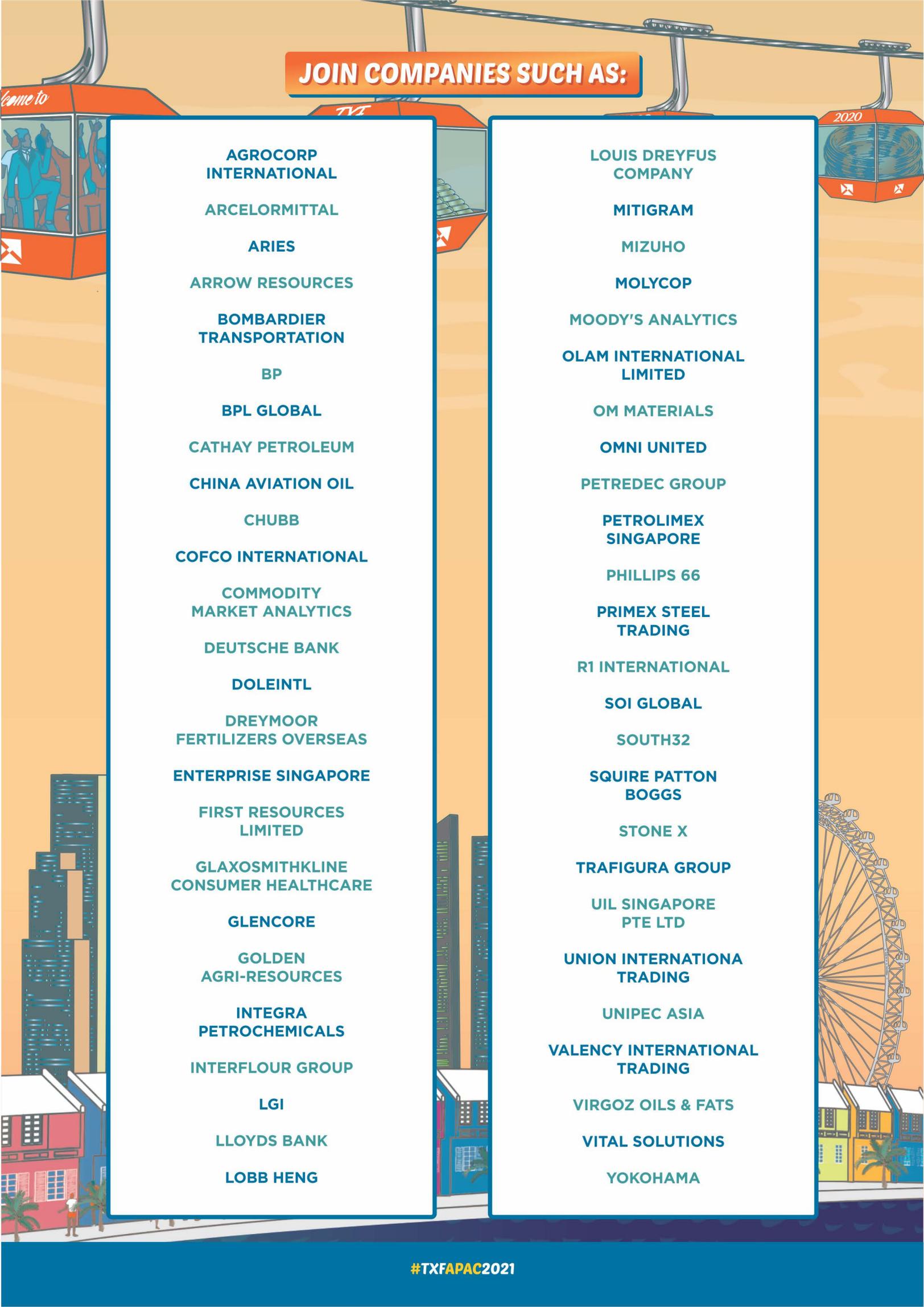
**Dillon Matthews**  
Senior  
Underwriter  
MARKEL



**Nicholas Smith**  
Director,  
Private Credit  
ALTERNATIVE  
CREDIT COUNCIL

## JOIN OUR CUSTOM-BUILT VIRTUAL EVENT PLATFORM



The background of the advertisement features a stylized illustration of a cable car system. At the top, a cable car is visible with the text 'Come to' on its side. Below it, another cable car is shown with 'TVI' on its side. On the right, a third cable car is labeled '2020'. The background also includes a cityscape with various buildings and a Ferris wheel on the right side. The overall color scheme is warm, with orange and yellow tones.

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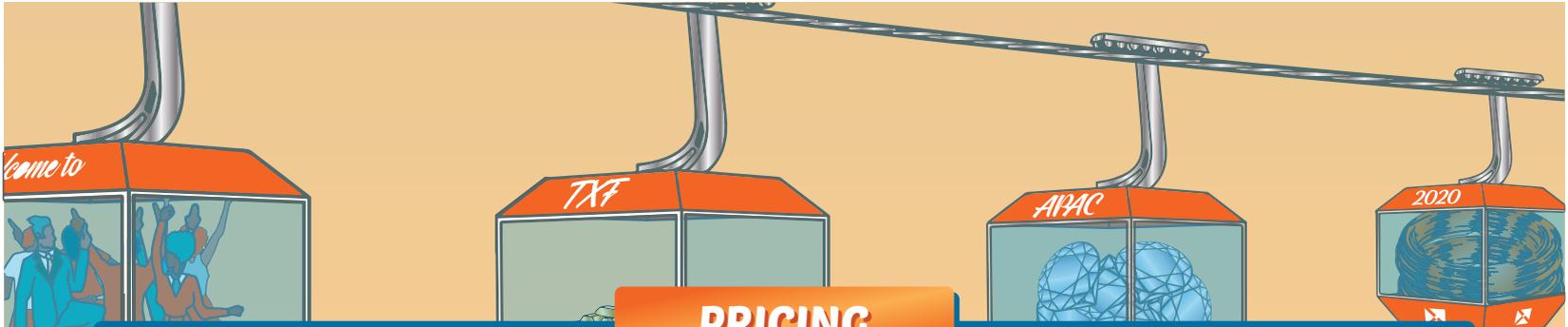
**YOKOHAMA**

# AGENDA - DAY 1, 17 MARCH 2021

13:00 SGT	<p><b>WELCOME TO TXF APAC 2021</b></p> <p>The conference chairperson welcomes delegates to the event and provides an overview of what to expect across the two days.</p> <p><b>Jonathan Bell, Editor-in-chief, TXF</b></p>
13:05 SGT	<p><b>THE ROAD TO ECONOMIC RECOVERY THE WINNERS &amp; LOSERS FROM COVID-19</b></p> <p>The discovery of a Covid-19 vaccine means countries can start looking towards a time after the pandemic and begin the road to economic recovery after the worst global recession for 80 years. In this economic address session we assess the economic health of some of the key commodity producing countries in the APAC region and outline the economic stimulus policies being implemented by governments in the region. Which economies are likely to emerge unscathed and what is the timeline for a return to pre-Covid normality?</p> <p><b>Steve Cochrane, Chief APAC Economist, Moody's Analytics</b></p>
13:25 SGT	<b>LIVE Q&amp;A</b>
13:35 SGT	<p><b>REGIONAL LEADERS PANEL FLYING THE FLAG FOR APAC</b></p> <p>Key stakeholders in the region unite for a virtual keynote panel discussion to assess the health of an industry whose reputation was badly damaged in 2020. What are the lasting impacts of the events of 2020 and how can the industry look to restore confidence in the region? Are the correct measures being taken to safeguard against repeat events in the future and does the new code of conduct go far enough?</p> <p><b>Gopul Shah, Director - Corporate Treasury and Structured Trade Finance, Golden Agri-Resources</b>  <b>Sumit Jain, Senior Executive Director, Valency International</b>  <b>Alexander Peters, Group CFO, Arrow Resources</b>  <b>Bernhard Koppold, Head of Natural Resource Finance, Asia, Deutsche Bank</b>  <b>Moderator: Jonathan Bell, Editor-in-chief, TXF</b></p>
14:05 SGT	<b>LIVE Q&amp;A</b>
14:20 SGT	<p><b>KEYNOTE FINANCING PANEL</b></p> <p>Leading traders, producers and financiers provide an update on the latest financing trends in the APAC region. What are the ramifications of banks exiting the commodity financing space and how are traders adapting their liquidity strategies in light of this? What are the latest trends in the transaction banking digitization space? What structured financing techniques are traders and producers using and can we expect to see more emphasis on secured lending?</p> <p><b>Russell Yue, Head of Structured Finance China, Trafigura</b>  <b>Bharat Gupta, Regional Head - Trade and Structured Finance Asia, Europe, Middle East and Africa, Olam International</b>  <b>Matthew Moodey, Managing Director, Deutsche Bank</b>  <b>Ed Aldorino, Head of GTB, Asia, Lloyds Bank</b>  <b>Moderator: Omar Al-Ali, Partner, Reed Smith</b></p>
14:50 SGT	<b>LIVE Q&amp;A</b>
15:05 SGT	<p><b>BULLISH OR BEARISH AGRI TURNS BULLISH ON STRONG CHINESE DEMAND</b></p> <p>In this sector spotlight presentation we focus in on the bullish agri sector as China ramps up imports.</p> <ul style="list-style-type: none"> <li>• Demand for soybeans are soaring as China looks to replenish hog supplies on the back of the African Swine Flu.</li> <li>• Grain imports hit record highs as domestic wheat and corn prices spike.</li> <li>• Chinese agri reform and the drive for food security.</li> </ul> <p><b>Darin Friedrichs, Senior Asia Commodity Analyst, Stone X</b></p>
15:20 SGT	<p><b>WHY 2021 WILL BE A WATERSHED MOMENT FOR ESG IN ASIA</b></p> <p>Whilst Asia has traditionally lagged behind the likes of Europe and America when it comes to awareness and adoption of ESG principles, 2021 could prove to be a watershed moment for the ESG movement in Asia. With China pledging to achieve carbon neutrality by 2060 and corporate governance undergoing a rehaul in the region, this TXF Trends session looks at the changing attitude towards ESG in Asia and highlights some of the key initiatives which are set to drive the movement in 2021.</p> <p><b>Nitin Jain, Head Of Treasury and Capital Markets, Agrocorp International</b>  <b>Mohit Sharma, CEO, SOI Global</b>  <b>Munish Kaushal, VP Finance - Global Categories and R&amp;D, GlaxoSmithKline Consumer Healthcare</b>  <b>Moderator: Aife Howse, Reporter, TXF</b></p>
15:50 SGT	<b>NETWORKING BUSINESS CARD ROULETTE</b>
16:20 SGT	<b>END OF DAY ONE</b>

# AGENDA - DAY 2, 18 MARCH 2021

13:00 SGT	<p><b>DAY TWO WELCOME REMARKS</b></p> <p>The conference chairperson welcomes delegates to day two and provides an overview of what to expect from the day.  <b>Jonathan Bell, Editor-in-chief, TXF</b></p>
13:10 SGT	<p><b>COMMODITY MARKET UPDATE</b>  <b>THE KEY COMMODITIES DRIVING THE NEW SUPERCYCLE</b></p> <p>After a tumultuous year which saw oil prices dip below zero for the first time and demand for commodities fall across the board, a China led recovery is causing a commodity market rally and could lead to a new supercycle. This session outlines four key commodities set for growth in 2021:</p> <ul style="list-style-type: none"> <li>• Will copper and base metals be a winner as the global economy rebounds?</li> <li>• The big winner in 2020, will iron ore continue to boom on the back of strong Chinese manufacturing?</li> <li>• Will a pick up in global demand see oil return to pre Covid-19 levels?</li> <li>• Gold was the safe haven in 2020 and could it be set for another strong year?</li> </ul> <p><b>Dan Smith, Managing Director, Commodity Market Analytics</b></p>
13:35 SGT	<p><b>ALTERNATIVE FINANCEL: DEMAND NEVER GREATER BUT DO THE SAME ISSUES STILL EXIST?</b></p> <ul style="list-style-type: none"> <li>• How are new investors viewing the market and the jurisdiction following the fallout of 2020?</li> <li>• With major banks retreating from the region and other large-scale funds struggling, is there an opportunity for new players to emerge?</li> <li>• Can the existing liquidity match the huge demand that currently exists?</li> <li>• Is there a pricing margin disparity issue between mid-size corporates and investors?</li> <li>• Is more education on the sector needed?</li> <li>• Can collaborative finance be used to mitigate bank risk in the region?</li> </ul> <p><b>Jolyon Ellwood-Russell, Partner, Simmons &amp; Simmons</b>  <b>Nicholas Smith, Director, Private Credit, Alternative Credit Council</b>  <b>Tom James, CEO &amp; CIO, Tradeflow Capital</b>  <b>Moderator: Charles Osborne, Senior Relationship Manager, TXF</b></p>
14:05 SGT	<b>LIVE Q&amp;A</b>
14:20 SGT	<p><b>CPRI DAMAGE ASSESSMENT</b></p> <p>Whilst the full effects of the damage caused by the 2020 fraud cases on the credit and political risk insurance market may not be felt for some time, early claims figures can provide us an indication of the losses incurred. In this panel discussion, Asia based insurance underwriters and brokers share their assessment of the effects of events in 2020.</p> <ul style="list-style-type: none"> <li>• How has supply and demand changed over the past year since notable claims?</li> <li>• What are the lessons learned and how can the industry move forward?</li> <li>• Insurers and insureds' historical approach to commodity related finance and an update on the products</li> </ul> <p><b>Esther Leong, Vice President, Loan Capital Markets Asia, SMBC</b>  <b>Dillon Matthews, Senior Underwriter, Markel International</b>  <b>Sam Ladbury, Regional Manager, Credit and Political Risk, Chubb</b>  <b>Moderator: Hayley Ek, Assistant Director, BPL Global</b></p>
14:55 SGT	<b>LIVE Q&amp;A</b>
15:10 SGT	<p><b>BRIDGING THE TRADE FINANCING GAP WITH PLATFORM MATCHMAKING</b></p> <p>The announcement in 2020 that some of the largest commodity trade finance banks would be scaling back their lending had huge ramifications for small and medium sized traders in the APAC region. For those starved of the liquidity and risk coverage they so desperately need, platform matchmaking could be the answer. In this session we hear how Nordic startup, Mitigram, is bringing the world's largest matchmaking platform for traders to the Asian market.</p> <p><b>Johan Egnell, Head of Asia, Mitigram</b></p>
15:25 SGT	<p><b>KEYNOTE FINANCING PANEL</b></p> <p>Leading traders, producers and financiers provide an update on the latest financing trends in the APAC region. What are the ramifications of banks exiting the commodity financing space and how are traders adapting their liquidity strategies in light of this? What are the latest trends in the transaction banking digitization space? What structured financing techniques are traders and producers using and can we expect to see more emphasis on secured lending?</p> <p><b>Russell Yue, Head of Structured Finance China, Trafigura</b>  <b>Bharat Gupta, Regional Head - Trade and Structured Finance Asia, Europe, Middle East and Africa, Olam International</b>  <b>Matthew Moodey, Managing Director, Deutsche Bank</b>  <b>Ed Aldorino, Head of GTB, Asia, Lloyds Bank</b>  <b>Moderator: Omar Al-Ali, Partner, TXF</b></p>
16:00 SGT	<p><b>CLOSING REMARKS</b></p> <p>The conference chairperson brings the event to a close and provides a summary of the key takeaways from across the two days of discussions. A full write up of the event takeaways will be circulated to delegates after the event.</p>
16:05 SGT	<b>NETWORKING DRINKS RECEPTION</b>
16:35 SGT	<b>END OF DAY TWO</b>



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## CONTACT US



**HENRY NICHOL**

Ask Henry about how to share your ideas as a speaker, or apply for your corporate-rate ticket

**[HENRY.NICHOL@TXFMEDIA.COM](mailto:HENRY.NICHOL@TXFMEDIA.COM)**



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**[CHARLES.OSBORNE@TXFMEDIA.COM](mailto:CHARLES.OSBORNE@TXFMEDIA.COM)**



**GARY COATES**

Contact me if you have any questions regarding our virtual event platform.

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