

# WORLD SUGAR

## Trade Operations and Risk Management

2 - 3 November 2015 | Radisson Royal Hotel, Dubai



**Yves El Mallat**  
Chief Executive Officer,  
Arabian Sugar Company B.S.C (C)



**Oswald Fernandez**  
Al Khaleej Sugar Co LLC



**Shahrokh Khazaei**  
Executive Director,  
Sanido Trading DMCC



**Sam Ahmed**  
Managing Director,  
Deriv Asia



**Issara Twiltermsup**  
Executive Director,  
Khonburi Sugar PCL



**Guilherme Nastari**  
Strategic Advisory Director,  
Datagro



**Archimedes B Amarra**  
Executive Vice President,  
Roxas Holdings Inc



**Kiran Wadhwana**  
Executive Director,  
International Trading Co

“The event is a great one, I’ve gained so much & would like to attend similar event next year.”

**Salihu Bkeke**, Deputy Director, National Sugar Development Council

## Event Snapshot!

- ▶ Global Outlook and Future Trends for Sugar
- ▶ Recent disputes, default trends, and resolution
- ▶ Strategic Approach to Collateral Management and other physical risks involved in sugar trade
- ▶ Price Determination, Negotiation and Risk Management Strategies for today’s volatile market
- ▶ Managing Risk when dealing with different markets
- ▶ Trends and developments in CTRM technologies
- ▶ Tailor your portfolio mix and hedging strategies to meet balance sheet targets
- ▶ Physical vs Cash Settlement: Choosing the Right Risk Management Strategy

“The event strengthened my perception of how success stories were made and how challenges we face in our sugar industry may be resolved. I will recommend it.”

**Mohamed Nayeem Khazi**, Sales and Marketing Manager, Billerudkorsnas AB



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2<sup>ND</sup> ANNUAL

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After an excellent response in 2014, IBC is pleased to announce the return of 'World Sugar Summit' in Dubai from 2-3 November 2015 with a specific focus of Trade Operations, Contracts & Risk Management for the sugar industry.

Agricultural markets, which had been relatively stable, are now tending to behave more erratically – Sugar volatility decoupled from other major agricultural products, with volatility increasing about 233.8% at the end of 2014. Given the historic level of volatility and price fluctuation, management of commodity price risk is a top concern for executives and boards of directors. **CFO, 16 June 2015.**

A part of our highly successful Global Sugar Series of events, this one of a kind conference will bring together the entire sugar industry on one platform to address the physical, financial and legal risks involved in sugar trade while; focusing on pricing solutions and risk management tactics to hedge sugar positions against a volatile sugar market.



### Top 7 'MUST-ATTEND' Reasons

- ▶ Hear from Top sugar leaders and industry players as they share their risk management strategies
- ▶ Benefit from best practice in optimizing collateral management and minimizing defaults
- ▶ Discover the latest trends in CTRM technology and what it means for your business strategy
- ▶ Understand the applications of different price risk management tools and how they fit with your hedging strategy
- ▶ Identify and overcome the legal and contractual challenges involved in sugar trade operations
- ▶ Network with key players across the sugar value chain

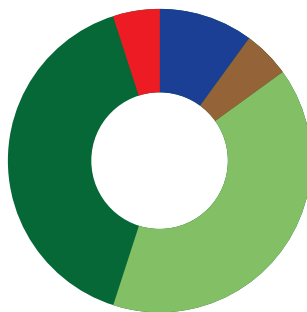


### YOU WILL MEET



#### INDUSTRY

- Sugar Millers and Refiners **30%**
- Banking / Finance **10%**
- Sugar Exchanges **5%**
- Sugar Inspection and Testing **2%**
- CTRM Technologies **13%**
- Sugar Traders **30%**
- Logistics, Warehousing and Collateral Management Services **10%**



#### COUNTRY

- South Asia **5%**
- UAE **40%**
- Middle East ( Bahrain, Oman, Yemen, Saudi Arabia, others) **40%**
- Africa and Egypt **5%**
- Europe **10%**

### SPONSORSHIP OPPORTUNITIES

2nd Annual World Sugar Summit is the only platform of its kind in the region which will bring together top decision makers from the industry on a single platform. Present a keynote session, showcase your expertise, sponsor a lunch or demonstrate that pioneer technology you have developed-the options are endless! For more information on sponsorship and exhibition opportunities at the conference, please contact: **Mr. Jonathan Kiang** | Tel: +65 6508 2471 | Email: [jonathan.kiang@ibcasia.com.sg](mailto:jonathan.kiang@ibcasia.com.sg)

# CONFERENCE DAY ONE

2 NOVEMBER 2015 | MONDAY

8.30 **Registration and Coffee**

## GLOBAL TRENDS AND MARKET DRIVERS

- 9.00 **Global Outlook and Future Trends for Sugar**
- Demand and supply scenarios for the sugar industry
  - The current trade market and price trends
  - Emerging markets and trading hot spots for sugar trade
  - Conclusions
- 9.40 **Risk Management in Distress: Capitalize on Your Hedging Strategy During Depressed Sugar Prices**  
**Yves El Mallat, Chief Executive Officer, Arabian Sugar Company B.S.C (C)**
- 10.20 **Morning Tea**

## CONTRACTS, COLLATERAL AND RISK MANAGEMENT

- 10.50 **Risk Mitigation for Contractual Execution and Defaults – Deal, or No Deal?**
- Indicative trade offers and acceptance – binding nature
  - Incorporation of external terms (e.g. SAL, or RSAL Rules) by reference
  - Applicable law and jurisdiction
  - Effectively managing contractual execution and minimizing risks
  - Contractual Defaults – what next?
  - Resolution options; choice of forums
- Oswald Fernandez, Al Khaleej Sugar Co LLC**
- 11.50 **Raw Sugar No.11 Contract – Execution Best Practices**
- Trends and Developments in Sugar futures market
  - Interpretation and implementation of key rules
  - Strategies for price discovery and risk transfer
  - Arbitration of disputes and breach of obligation to meet margin call
- PANEL**
- Panelists  
**Oswald Fernandez, Al Khaleej Sugar Co LLC**  
**Archimedes B Amarra, Executive Vice President, Roxas Holdings Inc**  
**Issara Twiltermsup, Executive Director, Khonburi Sugar PCL**
- 12.30 **Networking Lunch**

## MARKET TRANSPARENCY

- 1.30 **Physical Delivery vs Cash Settlement**
- Choosing the right settlement strategy- What are the determining factors?
  - Establishing the settlement price
  - Case studies and industry examples
- Archimedes B Amarra, Executive Vice President, Roxas Holdings Inc**
- 2.10 **Trends, risks and opportunities for Collateral Management and Default Protection**
- Collateral Clearing and Optimization
  - Strategies to ensure transparency and liquidity management of collateral
  - In-House Vs sOutsourcing Collateral Management
  - Integrating a collateral management platform into the company's existing infrastructure
- Shahrokh Khazaei, Executive Director, Sanido Trading DMCC**
- 2.50 **Afternoon Tea**
- 3.20 **The Future of OTC Derivatives Markets and the challenges of Regulations, Capital and Disruptive technology – How will this impact the sugar Industry?**
- Post Financial Crises and a challenging regulatory environment - A look into Clearing and Margining regulations
  - Basel 3 and why the cost of capital is eating into the ROE
  - How are technology platforms disrupting traditional trade credit business?
  - What are the challenges in maintaining well-Capitalised CCPs and can concentration risk be reduced?
- Sam Ahmed, Managing Director, Deriv Asia**

## TECHNOLOGY AND TRADE EFFICIENCY

- 4.20 **Technology Showcase for CRM**
- CRM technologies and trading platforms have significantly transformed the way commodity especially sugar is traded and priced. The session will feature latest trends and developments in CRM technologies and how they are effectively used for timely price decision making and risk management.
- For more information on technology showcase and exhibition opportunities please contact: Mr. Jonathan Kiang, Tel: +65 650 82471 Email: jonathan.kiang@ibcasia.com.sg
- 5.00 **End of Day One followed by Networking Cocktail**

# CONFERENCE DAY TWO

3 NOVEMBER 2015 | TUESDAY

## RISK MANAGEMENT FOR WORLD'S TOP SUGAR EXPORTERS

- 9.00 **Trading with Brazil -- What are the Key Considerations and Trade Opportunities**
- Emerging post trade challenges and solutions
  - Risk Management Strategies
  - Contract default and settlement strategies for the Brazilian market
- Guilherme Nastari, Director, Datagro & Director, Brazilian Sugar and Ethanol Exporters Association (AEXA)**
- 9.40 **Trade Opportunities and Risk Management Solutions for Thailand Sugar Exports**
- Managing sugar price risk for the Thai market
  - Liquidity Swaps vs Exchange Futures
  - Settlement strategies and solutions
  - Structured Warehouse Financing in Thailand
- Issara Twiltermsup, Executive Director, Khonburi Sugar PCL**
- 10.20 **Risk Management Strategies when Trading with India – Challenges and Solutions**
- Hedging strategies for Indian sugar
  - Licensing requirements for traders
  - Role of the state in sugar price determination
- Kiran Wadhwana, Executive Director, International Trading Co**
- 10.50 **Morning Tea**

## TRADE FINANCING

- 11.30 **Trade Financing – Developing a Proposal you can take to the Bank**
- Effectively using credit rating to minimize the cost of borrowing
  - Innovative funding solutions and examples
  - Common challenges and solutions in securing finance
  - Traditional finance (balance sheet based) vs structured finance (transaction based): what works best today's market?
- Farid Mohamed Masmoudi, Director – Global Head Business Development & Partnership Department, Islamic Corporation for the Development of the Private Sector**

## SHIPPING, STORAGE AND PACKAGING

- 12.30 **Collateral Management Strategies and Solutions**
- Freight risk management tools and their applications
  - Trends in stock monitoring and inspections
  - Identifying risks and critical control points
  - Collateral clearance and settlement
- Andre Soumah, Chairman, ACE Global Depository DMCC**
- 1.10 **Latest Trends in Sugar Packaging**
- Technologies for enhanced shelf life
  - Branding and marketing opportunities
  - Sugar packaging and its impact on the physical trade and transportation
- For more information on sponsorship and exhibition opportunities at the please contact: Mr. Jonathan Kiang, Tel: +65 650 82471 Email: jonathan.kiang@ibcasia.com.sg

1.30 **Afternoon Lunch**


## RISK MANAGEMENT AND COLLATERAL AGREEMENTS

- 2.30 **Trends, Challenges and Opportunities for Price Risk Mitigation and Contract Management**
- Recent trends in price risk management research and its implication for the sugar Industry
  - Measuring the effectiveness of your hedging strategy and providing optimal hedging ratios
  - Optimal price risk management and cross hedge solutions
  - Effectively using hedging as a tool to lower cost of capital
  - Using hedging to improve contract relationships
  - Case Studies and Industry examples
  - Clearing of risk management contracts
- Prof. dr ir Joost M.E. Pennings, Professor at Maastricht University, Wageningen University, University of Illinois and Chairman of the Commodity Risk Management Expertise Center (CORMEC)**
- 4.30 **Close of Conference**


## 2nd Annual World Sugar | Trade Operations and Risk Management

### 5 EASY WAYS TO REGISTER

 MAIL the attached registration form with your cheque to  
**IBC Asia (S) Pte Ltd**  
 c/o Informa Regional Business Services  
 111 Somerset Road,  
 TripleOne Somerset #10-05,  
 Singapore 238164

 Customer Service Hotline  
 +65 6508 2401

 Email  
 register@ibcasia.com.sg

 Fax  
 +65 6508 2407

 Web  
 www.worldsugarsummit.com

**SPEAKER Colleagues/Contacts Discount!**

**Receive 15% off the Normal Conference Rates  
when you show this form.**

### RESERVE YOUR PLACE TODAY!

- Yes! I/We will attend the **2nd Annual World Sugar | Trade Operations and Risk Management**  
 2 - 3 November 2015, Radisson Royal Hotel, Dubai
- I would like to purchase the conference presentations at SGD1000 + GST (SGD1070) per log in.

FEE PER DELEGATE	Early Bird Rate Register & pay on or before 4 Sep 2015	Special Rate Register & pay on or before 2 Oct 2015	Normal Rate Register & pay after 2 Oct 2015	Group Rate (3 or more delegates)
<input type="checkbox"/> <b>2 Day Conference Only</b>	USD 1,399	USD 1,599	USD 1,699	USD 1,299

- Multiple Bookings Discount pricing is applicable to groups of 3 or more delegates from the same organisation registering for the same event, at the same time. Fee stated is the discounted price PER DELEGATE. Only one discount applies; either the early bird rate OR special rate OR group rate.
- All fees stated include luncheons, refreshments and complete set of documentation. It does not include the cost of accommodation and travel.
- Registration fees are subject to the prevailing government tax

#### Delegate 1 Details

Name: Dr/Mr/Ms \_\_\_\_\_  
 Job Title: \_\_\_\_\_  
 Department \_\_\_\_\_  
 Tel: \_\_\_\_\_  
 Mobile No.: \_\_\_\_\_  
 Email: \_\_\_\_\_

#### Delegate 1 Details

Name: Dr/Mr/Ms \_\_\_\_\_  
 Job Title: \_\_\_\_\_  
 Department \_\_\_\_\_  
 Tel: \_\_\_\_\_  
 Mobile No.: \_\_\_\_\_  
 Email: \_\_\_\_\_

#### Delegate 3 Details

Name: Dr/Mr/Ms \_\_\_\_\_  
 Job Title: \_\_\_\_\_  
 Department \_\_\_\_\_  
 Tel: \_\_\_\_\_  
 Mobile No.: \_\_\_\_\_  
 Email: \_\_\_\_\_

#### Delegate 4 Details

Name: Dr/Mr/Ms \_\_\_\_\_  
 Job Title: \_\_\_\_\_  
 Department \_\_\_\_\_  
 Tel: \_\_\_\_\_  
 Mobile No.: \_\_\_\_\_  
 Email: \_\_\_\_\_

Please photocopy for additional delegates

Who is Head of your Department? \_\_\_\_\_

Who is Head of Training? \_\_\_\_\_

#### Company Information

Company Name: \_\_\_\_\_ Main Business/Activity: \_\_\_\_\_  
 Address: \_\_\_\_\_ Postal Code: \_\_\_\_\_

#### PAYMENT METHOD

(Please tick)

- I enclose my bankers draft / cheque payable to IBC Asia (S) Pte Ltd  
 I am paying by bank transfer (copy attached)  
 Payment by Credit Card. (AMEX, VISA or MasterCard accepted)

#### CREDIT CARD PAYMENTS

The best way to pay by credit card is through our secure on-line registration process, simply log on to the website at **www.worldsugarsummit.com** and click "Register On-line". If you would prefer to pay over the phone please complete the contact name and details and our Customer Services Team will call within 24 hours to take payment. As we treat your credit card information in the strictest confidence, please do not send payment details by email.

Credit card contact: \_\_\_\_\_ Department: \_\_\_\_\_  
 Direct phone number: \_\_\_\_\_ Email: \_\_\_\_\_

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#### HOTEL INFORMATION

**Radisson Royal Hotel, Dubai**  
 Plot 49 Sheikh Zayed Road, Trade Centre District  
 P.O. Box 9940, Dubai, UAE  
 Tel: +971 4 308 0000 (Hotel mainline)  
 Fax: +971 4 308 0011  
 Contact Person: Dajana Stanizok  
 (Director of Meeting & Events)  
 Tel: +971 4 308 0212  
 Email: dajana.stanizok@radissonblu.com

#### PAYMENT TERMS

Payment must be received 10 business days prior to the event. To take advantage of discounts with an expiry date, registration and payment must be received by the cut-off date.

- Payment by bankers draft or cheque in S\$ or US\$ should be made in favour of "IBC Asia (S) Pte Ltd" and mailed to: IBC Asia (S) Pte Ltd c/o Informa Regional Business Services 111 Somerset Road, TripleOne Somerset #10-06 Singapore 238164  
**Attn: The Accounts Receivable Team**
- Payment by bank transfer in S\$ or US\$ made payable to: **IBC Asia (S) Pte Ltd**  
**A/C No.:147-059513-001 (S\$)**  
**A/C No.:260-457866-178 (US\$)**  
 The Hongkong and Shanghai Banking Corporation Limited  
 21 Collyer Quay, HSBC Building  
 Singapore 049320  
**Bank Swift Code: HSBCSGSG**  
**Bank Code: 7232**
- Payment by Credit Card (AMEX, VISA or MasterCard). The best way to pay by credit card is through our secure portal built into the website. To pay by phone please indicate the contact name and details below and our Customer Services Team will call within 24 hours to take payment. Please do not send credit card information by email.

#### CANCELLATIONS / SUBSTITUTION

Should you be unable to attend, a substitute delegate is welcome at no extra charge. Cancellations must be received in writing at least 10 business days before the start of the event, to receive a refund less 10% processing fee per registration. The company regrets that no refund will be made available for cancellation notifications received less than 10 business days before the event.

#### IMPORTANT NOTE

Please quote the name of the delegate, event title and invoice number on the advice when remitting payment. Bank charges are to be deducted from participating organisations own accounts. Please fax your payment details (copy of remittance advice, cheque or draft to +65 6508 2407).

Attendance will only be permitted upon receipt of full payment. Participants wishing to register at the door are responsible to ensure all details are as published. IBC assumes no further liability or obligation, beyond the refund of the paid registration fee, in the event of postponement or cancellation by IBC.

#### DATA PROTECTION

The personal information entered during your registration/order, or provided by you, will be held on a database and may be shared with companies in the Informa Group in the UK and internationally. Occasionally, your details may be obtained from or shared with external companies who wish to communicate with you offers related to your business activities. If you do not wish your details to be used for this purpose, please contact our Database Department at Email: database@ibcasia.com.sg, Tel: +65 6508 2400 or Fax: +65 6508 2408.