Southern African Structured Trade Seminar
The Finance and Risk Management of Commodity Trading
26 – 29 June 2018
The Avani Victoria Falls Resort, Livingstone, Zambia
AGENDA

TUESDAY
JUNE 26TH 2018

12:00-16:00  Registration
           Giraffe Room

16:00-20:00  Welcome Reception
            Hosted by ZAMACE
            Royal Livingstone Hotel Deck

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THURSDAY
JUNE 28TH 2018

08:30-09:15   Coffee Break
   Lobby

08:30-09:15   Introduction of JSE/ZAMACE Zambia-
   Deliverable Grain Futures Contract, followed by
   Simulated Trading Session
- Chris Edwards, Corporate and Investment
   Banking, Barclays Africa
- Dr Raphael Karuaihe, Head of Commodities,
   Johannesburg Stock Exchange
- Wim Lambrechts, Managing Director,
   Vanguard Derivatives
Giraffe/Elephant Room

09:15-09:30   Day 1 Review and Introduction to Day 2
   Giraffe/Elephant Room

09:30-11:30   Technical Breakout Sessions
   Agribusiness Workstream
   – workshop on accessing capital
   - Brent Grecian, President,
     INTL FCStone Merchant Services
   - Wouter Kool, Head, Trade &
     Commodity Finance – Africa, Rabobank
   Financier Workstream - commodity-
   backed finance / warehouse receipts
   - Kobus Truter, Head – Structured
     Trade and Commodity Finance, ABSA
   Investor Workstream - Investment environment
   and opportunities
   - Terry Wyer, Director – Finance & Investment,
     USAID Southern Africa Trade and
     Investment Hub
Panel:
- Ceaser Siwale, CEO, Pangaea Securities
- Peter Zajc, Senior Investment Officer,
  European Investment Bank
- Thithi Kuhlase, Principal Officer (Coverage),
  Trade & Development Bank
- ZDA Representative
Inclusivity Workstream - structured
   trade for SMEs and farmer goups, aggregator
   finance, market access and inclusivity

11:00-11:30   Coffee Break
   Lobby

11:00-11:30   Risk Management and Commodity Finance: an
   introduction to derivative products and
   their role in managing risk
   - Dr Rory Deverell, Risk Management
     Consultant, INTL FCStone
   Giraffe/Elephant Room

13:00-14:00   Lunch

14:00-16:00   Trading Simulation: participants work in teams
   to make decisions about a risk management
   strategy, reacting to market events – a
   competition.
   - Julian Dixon, Risk Manager, INTL FCStone
   Giraffe/Elephant Room

16:00-16:30   Coffee Break
   Lobby

16:30-17:30   Trading Simulation: review and discussion
   and introducing of an online training simulation
   programme USAID and INTL FCStone
   - Julian Dixon, Risk Manager, INTL FCStone
   - Jeremy Venable, USAID, FtF Agricultural
     Diversification Activity
   Giraffe/Elephant Room

18:00-21:00   Traditional Boma Dinner
   Hosted by Barclays Africa
   Venue to be advised

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INTO SUSTAINABLE AGROBUSINESSES
3-7 SEPTEMBER 2018
KIGALI, RWANDA
FRIDAY   JUNE 29TH 2018

09:00-09:30  Day 2 Review and Introduction to Day 3  Giraffe/Elephant Room

09:30-11:30  Technical Breakout Sessions
Agribusiness/Investor Matchmaking
- entities with business and investment plans matched with investors and financiers
- Pangaea Securities, USAID
Southern Africa Trade and Investment Hub, SAVCA, SADC Banking Association and SAGNET

Policymaker Workstream – Regional Integration, Global Linkages and AGOA
- Joshua Rugema, Country Director, East Africa Exchange

Financier Workstream – professionalising Africa’s warehousing; a financier perspective on third party warehousing
- Kobus Louw, General Manager, Credit and Operations, FMB Group
- Chris Sturgess, Consultant, Johannesburg Stock Exchange

Where Africa comes to bank

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We also offer membership to institutional shareholders. Our services include Trade Finance, Project and Infrastructure Finance, Short-term Lending and Special Purpose Funds Management.

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<td>TDB Bujumbura, Chaussee Prince Louis, Bangasore, P.O. Box 1750, Bujumbura, Burundi Tel: +257 22 524966/224973 Fax: +257 22 224983</td>
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RECENT AWARDS AND RECOGNITION

- African Association for Development Finance Institutions (AADFI) - Best performing regional DFI -2013, 2014, 2015, 2016 and 2017
- EMEA Award - Best Financial Institution Syndicated Loan in Africa - 2016
- GTR Award - Best Trade Finance Bank in East Africa - 2015
- Best ESG Private Enterprise Bank for Africa - 2015
- Global Transport Finance Awards - Best Aircraft Deal in Africa - 2014

- Dimitri Giannakis, CEO, Meridian Group/Farmers World
- ACE Representative

Seed Sector – finance and investment for the Southern African seed sector
- Gerrit Struyf, USAID FIF Regional SeedTrade Program
- Robert Opini, Consultant, AGRA
- Fiona Lukwago, Portfolio Manager Agribusiness, Africa Enterprise Challenge Fund

Inclusivity Workstream – improving bankability: SME finance and investment planning
- Professor Gideon Onumah, Consultant, AGRA
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Zambia - First Capital Bank
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