

# TRADING FORUM : 10<sup>TH</sup> EDITION

## THE CENTRAL ROLE OF COMMODITY TRADING IN MODERNISING SUPPLY CHAINS



### DATE AND TIME

Tuesday, 27 February 2018, 10:45 – 16:30

### LOCATION

Fédération des Entreprises Romandes  
Rue de Saint Jean 98 - 1201 Geneva

# THE CENTRAL ROLE OF COMMODITY TRADING IN MODERNISING SUPPLY CHAINS

**10:45 – 11:15**                      **Registration**

**11:15 – 11:30**                      **Welcome Speeches**

**11:30 – 12:45**                      **Morning Plenary Session**

Professionals & experts from the commodity trading industry will highlight the latest developments, key facts and hot topics in major commodities markets.

**13:00 – 14:00**                      **Interactive Cocktail Lunch**

A unique opportunity to learn more and exchange views.

Each speaker will be available to participants during the interactive cocktail.

**14:15 – 15:15**                      **Workshops** *(both in parallel sessions)*

## ❖ **PANEL 1 - STREAMLINED SUPPLY CHAINS IMPACT ON BUSINESS MODELS**

Traders are confronted to greater complexity and need to create new business models along the supply chains. Consumers' expectations, while evolving, are pushing for more sustainability, traceability, fair trade products, and corporate responsibility. Financing constraints, geopolitics and legislative changes in key markets are also shaping the industry. New ways to finance international trade have emerged.

In this panel, experts and professionals will share their view on how commodity traders are addressing inefficiencies in supply chains and how they continue to be vectors of development.

## ❖ **PANEL 2 – COMMOTECH NEW TOOLS & PROCESSES ENABLING EFFICIENT TRADE FLOWS**

New tools and methods are emerging, helping commodity traders reduce inefficiencies. With commodity trading houses intent on improving efficiency, a raft of new tools and concepts are capturing the industry's attention. Not only do they stand to offer benefits to incumbents but will open access to new players and to new markets.

## 15:15 – 15:45      **Networking Coffee Break**

The opportunity to pick up on some of the points raised by the experts in an informal setting

## 15:45 – 16:15      **Afternoon Plenary Session**

Despite growing efforts at developing university training and certification programs (such as at the University of Geneva, GSEM), commodity trading has traditionally been left out of academic research compared to other aspects of the value chain – be it commodity extraction or production, or manufacturing and transformation.

Today there is a crying need for a genuinely independent knowledge platform that federates the sector and helps identify and promote actionable research for the benefit of all industry stakeholders.

The SRIC aims at providing such a unique setup for academics, civil society, businesses and authorities.

The key questions this panel will look at addressing are:

- ❖ What is academic research's role and how does it progress in parallel to advancements in innovation and technology?
- ❖ How can academic research contribute to bringing about sustainable supply chains?
- ❖ Are there concrete examples and case studies one can refer to and build on?
- ❖ How could the SRIC address such challenges and opportunities and help to reinforce the commodity trading ecosystem?
- ❖ Which competencies do you expect to be required in the academic world (teaching, collaborating and researching) in order to address the needs of a constantly adapting industry?
- ❖ What academic research streams are the most relevant and promising (and attractive for young researchers/ PhDs) for the coming years?

## 16:15 – 16:30      **Advancing Knowledge in the Commodity Sector**

## WITH THE PARTICIPATION OF

- ❖ **Eric Aboussouan**, Cargill Global Lead, Commodity Market Research, Energ-Transp-Metals
- ❖ **Paul-Emmanuel Aerts**, ING Country Head
- ❖ **Danilo Bertocchi**, Tesla Regional Enterprise Sales Manager
- ❖ **Christophe Cantala**, BNPP Head of Specialized Trade Clients, Marketing & Risks
- ❖ **Alistair Cross**, Mercuria Chief Operations Officer
- ❖ **Nicolette de Joncaire**, All News Editor in Chief
- ❖ **Maximilien Deudon**, Transamine Trader
- ❖ **Alexandre Franke**, Oliver Wyman Partner
- ❖ **David Fyfe**, Gunvor Chief Economist
- ❖ **Dr. Stéphane Graber**, SRIC Vice-President & STSA Secretary General
- ❖ **Stewart Jardine**, CME Director Market Technology Sales
- ❖ **Mathieu Lamolle**, ITC Senior Advisor – Sustainability Standards & Value Chains
- ❖ **Jonathan Le Feuvre**, ABC Maritime CCO
- ❖ **Pr. Stéphane Marchand-Maillet**, University of Geneva Associate Professor
- ❖ **Sal Matteis**, Fusion CEO & Partner
- ❖ **Pierre Maudet**, Geneva State Councillor Department of Security & Economy
- ❖ **Pr. Bruno Oberle**, EPFL Chair of Green Economy and Resource Governance
- ❖ **Ivan Schouker**, FinArchitects Founder and Managing partner
- ❖ **Robert Serpollet**, LDC Global Head of Trade Operations
- ❖ **Marjorie Theyry**, Bilan Journalist

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