

Golden Rules in Inventory Finance

Inventory finance is the backbone of the “real economy”. Each day banks and traders enter into transaction over millions of tons of commodities that are stored around the globe in warehouses, silos, tanks, yards or other storage facilities, be it oil & gas, soft commodities, metal or other commodities.

The sums invested in inventory finance are substantial. If a transaction is badly planned or executed, the losses are huge. On all levels, specialist knowledge is necessary be it financial, operational or legal.

At this one day training course, a group of proven experts share their know-how and the Golden Rules that any banker, trader or inspector should follow. If observed, the Golden Rules will allow you to steer clear from the major risks.

This day of intensive learning will start off with presentations by each expert on his field of competence.

Programme

08:00 – 08:30 WELCOME COFFEE AND REGISTRATION

08:30 – 12:30 AGENDA

- Inventory finance explained (oil & gas, soft commodities, metals, etc.)
- Learn how to structure an inventory finance credit line (including Basel III requirements)
- Identify and mitigate the legal risks in Stock Monitoring and Collateral Management Agreements

12:30 – 13:30 NETWORKING LUNCH

13:30 – 17:30 AGENDA

- Best practices in monitoring and collateral management operations
- When goods disappear: “first aid kit” for distressed bankers and traders

Speakers

Chaired by:

Patrick Eberhardt is a partner with Eversheds Sutherland and is based in Geneva. He focus international trade and trade finance and advises banks, traders, inspectors and insurers. Patrick has extensive experience in structuring and securing trade finance transactions. He advises on the appropriate title documents (BL, FCR, etc.), storage arrangements (CMA, SMA.), security structure and payment methods. He represents his clients in large scale and multi-jurisdictional disputes before state courts and arbitration tribunals. He has a long track record in pursuing fraud in trade finance. Patrick is member of the legal committee of the Banking Commission of the International Chamber of Commerce (ICC) in Paris. He led the group of experts that recently published the guide "Investment Finance: Golden Rules to mitigate legal risks".

Other speakers:

Matthieu Delorme is Executive Vice President since 2001 at Cotecna Inspection SA, a leading inspection company providing services to the commodities trading and trade finance sectors. Prior to that, Mr Delorme held senior trading and management positions at commodity firms André & Cie. and Continental Grain Company, having started in the commodities business in the early 80's with Grupo Espirito Santo. Mr Delorme's first assignments took him to Latin America for a decade, followed by regional postings in Asia of similar duration until the late 1990's. Mr Delorme is now based in Geneva, with a global mandate.

Philippe Guibert is head of Commodity Coverage in Switzerland since October 2016. Commodity Coverage is a team composed of relationship managers and credit analysts commercially responsible of the entire clientele of the energy, metals and mining and agri-business sectors. Philippe started his career with Société Générale before joining Paribas in 1992 where he has ever since occupied various positions within the Energy & Commodity division. Based in Paris, he was Global Head of the commodities operations line. Previously head of Specialized Trade Solutions (STS) EMEA, the product line in charge of providing working capital and asset base financing solutions to the commodity clients, Philippe joined BNP Paribas in Geneva 4 years ago. While still based in Paris, Philippe was a member of the ICC National Committee. Philippe was also an appointed expert at the ICC Docdex dispute resolution panel for documentary credit.

Venue

DATE : 25 January 2018

LOCATION

STSA

Rue de Chantepoulet 11 - 1201 Geneva

Price

STSA MEMBERS

CHF 350.00 (lunch included)

NON STSA MEMBERS

CHF 530.00 (lunch included)

A special discount of 10% will be granted for more than 3 registrations per company

Contact

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Registration

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