9th Global Meeting: Securing and Financing Commodity Inventories

Ways to profit from innovations in Collateral Management and Finance

24-25 February 2004
OMNI COLONNADE HOTEL
Miami, Florida

SPEAKER LINE-UP INCLUDES SENIOR REPRESENTATIVES FROM:

ACE AUDIT CONTROL & EXPERTISE ARGENTINA S.A
ACE AUDIT CONTROL & EXPERTISE S.A
AON
BLADEX
BNP PARIBAS
BOLSA BRASILEIRA DE MERCADORIAS
CHICAGO BOARD OF TRADE
DAIMLER CHRYSLER CAPITAL SERVICES
DENTON WILDE SAPTE
EXIMWARE INC
ING BANK NV
KIRKPATRICK & LOCKHART LLP
LATIN AMERICAN CAPITAL LLC
LOUIS DREYFUS
OCTAGON ASSET MANAGEMENT LLC
RABOBANK INTERNATIONAL
STANDARD & POOR'S
TFX SERVICES INC.
WHITE & CASE MEXICO
WORLD BANK

PRACTICAL LEARNING WORKSHOP
On 25th February 2004
Practical Risk Management Techniques for Warehouse Receipt Financing in the Americas
Understanding Collateral Control Issues
Tuesday 24th February 2004

0830 Registration and Refreshments

0900 Chairman’s Welcome & Introduction
   Dan Day-Robinson
   Managing Director
   DAY ROBISON INTERNATIONAL LTD

0915 Analysing ownership-based finance & Basel II
   Analysing ownership based Finance. Creating BIS II sustainable financing structures for Soft Commodities.
   Fred van Hedel
   Trade & Commodity Finance
   RABOBANK INTERNATIONAL

1000 Rating Agency’s Perspective on Corporate and Structured Finance
   Gary Kochubka
   Director
   STANDARD & POOR’S

1030 Commodity Trade & Inventory Transaction
   Advantages of stock finance and Collateral Management Agreements across both North & South America.
   Panos Varangis
   Lead Economist, Commodity Risk Management
   WORLD BANK

1100 Morning Coffee & Networking

1130 LATIN AMERICA COUNTRY FOCUS
   Commodity Inventory in Mexico – Practical Case Study
   Review of Warehouse Tracking & Control Systems – A legal perspective.
   Henry T. Berry
   Managing Director
   LATIN AMERICAN CAPITAL LLC

1200 Brazil – Warehouse System in Brazil
   Cellulada de Producto Rural and CD-warrant – Most important Financing Mechanism for farmers in Brazil.
   Edisson Alcantara
   Executive Director
   BOLSA BRASILEIRA DE MERCADORIAS

1230 Toward Structured Deals in Latin America
   How to improve Creditworthiness & Profitability In Latin America.
   Cameron Letters
   Director Energy & Commodities Latin America
   BNP PARIBAS

1300 Lunch

1400 COMMODITY FOCUS
   Panel Discussion

Argentina’s Grain System - Development in Financing Soft Commodities
   The overall increase in competitiveness has pushed Argentina’s agricultural sector to become more familiar with the use of Warehouse Receipt System and other financing tools to price soft commodities.
   Chaired by: Ana Maria Chiquiliani
   Officer
   BLADEX
   Speaker panel includes:
   Jesus Maria Silveyra
   Country Manager
   ACE AUDIT CONTROL & EXPERTISE
   ARGENTINA S.A
   Marnix van Iterson
   Head of Trade Commodity Finance
   ING BANK NV

1515 Stock Control Management & Finace of Soft Commodities in the Americas
   André Soumah
   Executive Chairman
   ACE AUDIT CONTROL & EXPERTISE S.A

1600 Afternoon Coffee & Networking

RISK MITIGATION

1615 South & Central America Political & Country Risk
   Structuring operations to put trade flows into place with adequate controls and reduced risks.
   John Minor
   SVP National Director, Political risk
   AON

OPTIONAL HALF DAY WORKSHOP

Practical Risk Management Techniques for Warehouse Receipt Financing in the Americas
Understanding Collateral Control issues

This workshop will provide more detailed analysis of the risks involved in commodity financing. Experts and delegates will examine and discuss:

• Strategic risk management approach to stimulate the market.
• The risk involved in the securitisation of commodity export transactions.
• The impact of Basel II on structured trade finance and Collateral Management
• Pre-export Latin America Law practice

Rodolfo Barros, Managing Director, Daimler Chrysler Capital Services / President, TFX Services Inc.
DaimlerChrysler is one of the world’s leading automotive companies. Rodolfo Barros is managing director of Commodity Trade Finance at DaimlerChrysler Capital Services. He joined the company’s Trade Finance Division in January 2000 and is responsible for developing a global portfolio in trade finance.
16.45 Financing Commodity & Risk Management
Standardizing procedures for small, medium, large size exporting companies around the world. Requirement by the reduced number of trade-finance banks in order to qualify for a Pre-export finance line or to finance their imports.
Mike Patterson
Trader
LOUIS DREYFUS

1730 Hedge Funds in the World of Commodity Finance
Trade and structured finance techniques to increase profitability, capture market share and mitigate credit and cross-boarder risks.
Mead Welles
Managing Director
OCTAGON ASSET MANAGEMENT LLC

1815 Chairman’s Questions and Closing Remarks

Wednesday 25th February 2004
0830 Coffee
0900 Adopting Viable Warehouse Receipt & Collateral Management Systems
- Examining the legal infrastructure
- Assessing the viability of electronic platforms
- Standardisation Vs. Non-Standardisation
- The warehouse regulatory environment
- Roles in custodial ship
- Elements of the Collateral Management Agreement
- Practical case studies
- Dealing with fraud
Dan Day-Robinson
Managing Director
DAY ROBINSON INTERNATIONAL LTD

0930 Basel II Legal Aspects
The primary aim of Basel II exercise has been the development of a much more sophisticated and comprehensive framework for evaluating a number of credit risks that are not specifically addressed by the current regime.

0945 Commodity - Electronic Trade
How new electronic tools; electronic trading, supply chain collaboration and information exchange over the internet, can affect the commodity industry by improving efficiency and processed control, not only for the industry but also for the banks financing the trade.
Munish Minocha
Chief Operating Officer
EXIMWARE INC

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1030 Morning Coffee

1045 South American Soybean Contract and electronic delivery system used for corn, soybeans, soymeal and soyoil futures
Eugene Kunda
Senior Economist
CHICAGO BOARD OF TRADE

1115 LEGAL TEAM
Warehouse Receipts Under U.S. Law - An overview of the key legal issues in taking security over goods and the role of the Collateral Manager
A discussion of the use of warehouse receipts and other documents of title and their importance in connection with taking inventory and other goods as collateral. Will also include discussions regarding holding certificates, tank warrants and other documents reflecting bailments and security interests under the revised Uniform Commercial Code.
Steven H Epstein
Partner
KIRKPATRICK & LOCKHART LLP

1200 Fraud Case Studies in Mexico, Central America, South America.
Alexis E Rovzar
Partner
WHITE & CASE MEXICO

1230 Chairman’s Closing Remarks

1300 End of the Conference
9th Global Meeting: Securing and Financing Commodity Inventories

www.dayrobinson.com/confs

Booking Form
24th/25th February 2004
OMNI COLONNADE HOTEL
180 Aragon Avenue, Coral Gables
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United States of America
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