

GOLDEN RULES IN INVENTORY FINANCE

Inventory finance is the backbone of the “real economy”. Each day banks and traders enter into transactions 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

08:30 - SESSION 1

- 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

13:00 - NETWORKING LUNCH

14:00 - SESSION 2

- Best practices in Stock Monitoring and Collateral Management
- Inspector's professional liability insurance
- When goods disappear: “first aid kit” for distressed bankers and traders

17:30 – END OF THE SEMINAR

Venue

DATE: 19 May 2022

TIME: 8:30AM – 5:30PM

Includes networking breakfast, lunch and coffee breaks

LOCATION:

Credit Suisse Training Center

Bederstrasse 115, 8002 Zürich

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

Important: to assure a healthy diversity of participants, the STSA may limit the maximum number of participants per employer.

Registration

[CLICK TO REGISTER](#)

Contact

Léa Dupraz

E lea.dupraz@stsa.swiss

T 022 715 29 99

Agenda

Time	Topic	Speaker
08:00 – 08:30	<i>Welcome coffee and registration</i>	
08:30 – 09:00	Welcome and introduction	Patrick Eberhardt <i>Eversheds Sutherland Switzerland</i>
09:00 – 10:30	Banks and Inventory finance What you need to know	Philippe Guibert <i>Radiant World Commodities</i>
10:30 – 10:50	<i>Coffee break</i>	
10:50 – 13:00	Legal aspects of inventory finance	Patrick Eberhardt <i>Eversheds Sutherland Switzerland</i>
	Regulatory aspects	Matthieu Delorme <i>Saybolt International BV</i> Philippe Guibert <i>Radiant World Commodities</i>
13:00 – 14:00	Lunch	
14:00 – 15:30	Best practices in Collateral management and Monitoring	Matthieu Delorme <i>Saybolt International BV</i>
15:30 – 16:00	Coffee Break	
16:00 – 17:00	Liability and Insurance	Matthieu Delorme <i>Saybolt International BV</i> Patrick Eberhardt <i>Eversheds Sutherland</i>
17 00 – 17:30	Q & A and Group exercise	

Speakers

Chaired by:



Patrick Eberhardt

Partner at Eversheds Sutherland
Geneva Office

Patrick Eberhardt is a partner with Eversheds Sutherland and is based in Geneva. He focuses on international trade and trade finance and advises banks, traders, inspectors and insurers. Patrick has extensive experience in structuring and securing trade finance transactions. He represents his clients in litigious matters before state courts, arbitral tribunals and criminal authorities. He regularly advises on sanction and export restrictions.



Matthieu Delorme

Global Agribusiness Director at Saybolt International BV

Matthieu Delorme is Global Agribusiness Director at Saybolt International BV, a leading inspection company providing services to the commodities trading and trade finance sectors. Prior to that, Mr Delorme held similar functions at Cotecna Inspection SA for 18 years. Before entering the TIC sector, Mr Delorme occupied 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 Switzerland, with a global mandate.



Philippe Guibert

Radiant World Commodities

Since 1992, Philippe Guibert has held various senior positions in the space of Commodity Trade Finance in large banking institutions in France and lastly in Switzerland. Those positions encompassed heading large dedicated operational platforms worldwide, creating and supervising Collateral Control teams, leading teams of relationships managers and credit analysts and heading sectorial coverage overseeing the Energy, Metals and Mining and Agribusiness sectors. Philippe is now heading the Swiss branch of Radiant World Group a trading company in the M&M sector and acting as chief risk officer for the group. While in France 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.