



# Golden Rules of Inventory Finance

**20 June 2018**

Topics include:

- **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
- **Best practices** in collateral **monitoring** and **management** operations
- Master the **insurance issues**

## Speakers:

Patrick Eberhardt, Eversheds Sutherland (Chair of the day); Philippe Guibert, BNP Paribas; Matthieu Delorme, Cotecna; Michael Loveday, Price Forbes

Venue: Raiffeisen Bank International  
Am Stadtpark 9  
1030 Vienna, Austria

CDCS® and CSDG® holders  
attending will earn 6 PDU points  
per conference day.



### Target group:

- Trade finance bankers
- Risk managers
- Inhouse lawyers
- Traders
- Inspection company specialists
- Banks + financial institutions
- Import/Export trading companies
- Inspection Companies
- Insurance Companies

### Background:

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 poorly planned or executed, the losses are huge. On all levels, specialist knowledge is necessary be it financial, operational or legal.

At this conference, 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. Join us for a day of intense learning and interaction!

### Speakers:

**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 large scale and multi-jurisdictional disputes before state courts and arbitration tribunals. Patrick is member of the legal committee of the Banking Commission of the ICC. He lead the group of experts that published the guide “Inventory Finance: Golden Rules to mitigate legal risks”.

EVERSHEDS  
SUTHERLAND

**Matthieu Delorme** is Senior Vice President since 2002 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.

COTECNA

**Philippe Guibert** is head of Commodity Coverage in Switzerland since October 2016 (previously in Paris head of Specialized Trade Solutions (STS) EMEA). Commodity Coverage is a team composed of relationship managers and credit analysts commercially responsible of the entire clientele of all commodity sectors. Philippe started his career with Société Générale before joining Paribas in. Based in Paris, he was Global Head of the commodities operations line. Philippe was a member of the French ICC National Committee and was also an expert at the ICC Docdex dispute resolution panel for documentary credit.



BNP PARIBAS

**Michael Loveday** is Executive Director (Cargo) with Price Forbes, an independent specialist global wholesale insurance broker. Michael has 36 years’ experience in Cargo and Stock Throughput insurance. He is Practice Leader and Executive Director of the Price Forbes & Partners Cargo team. He is responsible for the programme design, placement and implementation of some of the largest global placements.



PRICE FORBES



**Programme:**

# Golden Rules of Inventory Finance

Wednesday, 20 June 2018, Raiffeisen Bank International, 9am-5pm

## Session 1: Introduction

- What is inventory finance all about

Patrick Eberhardt  
(Eversheds  
Sutherland)

## Session 2: Banks and Inventory finance - what do you need to know

- How to structure an inventory finance credit line (including Basel III requirements)
- How to assess credit risks

Philippe Guibert  
(BNP Paribas)

### Coffee Break

## Session 3: Legal aspects of inventory finance

- Legal structure of inventory finance and the legal risks
- Learn how to mitigate or avoid legal risks

Patrick Eberhardt  
(Eversheds  
Sutherland)

### Lunch Break

## Session 3: Mitigate risks through effective monitoring

- A close look on collateral management and monitoring
- Regulatory issues
- Best practices

Matthieu Delorme  
(Cotecna)

### Coffee Break

## Session 4: Insurance issues

- Definitions incl. cargo insurance
- Risk control and solutions

Michael Loveday  
(Price Forbes)



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## International Trade Finance Conference Week 18 – 22 June 2018

**RBI – Raiffeisen Bank International, Am Stadtpark 9, 1030 Vienna – Austria**

Mail or Fax to:

ICC Austria – International Chamber of Commerce  
Wiedner Hauptstrasse 57, 1040 Vienna-Austria

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*FOR A VALID REGISTRATION, PLEASE FILL IN BOTH PAGES OF THE REGISTRATION FORM*

### Participant Information

Mr.     Mrs.

Family Name: ..... First Name: .....

Organisation / Company: .....

Address: .....

City, Postal code: ..... Country: .....

E-Mail: .....

Telephone: ..... Job Title / Position: .....

### Invoice data

Organisation / Company: .....

VAT Number:\* .....

Address: .....

City, Postal code: ..... Country: .....

\* Obligatory for invoicing participants from EU member states

### Registration – closing date 1 June 2018

	18 + 19 June 2018	20 June 2018	21 + 22 June 2018
<b>I want to register for:</b>	<b>14th Global Conference on Bank Guarantees</b> <input type="checkbox"/>	<b>The Golden Rules of Inventory Finance</b> <input type="checkbox"/>	<b>12th Global Conference on Letters of Credit</b> <input type="checkbox"/>
<b>Regular Fee</b>	<b>EUR 990,-- (plus 20% VAT)</b>	<b>EUR 560,-- (plus 20% VAT)</b>	<b>EUR 990,-- (plus 20% VAT)</b>

Package Prices: 4 or 5 days – 10% discount

After receiving the registration, we will sent a confirmation with the invoice attached.

Please transfer the course fees – free of charges for ICC Austria – via banktransfer. **We do not accept payments by credit card.**

In exceptional cases, a payment in cash is possible on site.

The package price will also apply if two (or more participants) from the same institute register at the same time for different conferences!  
**Once confirmed by ICC Austria, your registration is legally binding! The regular fee shall be paid within two weeks from receipt of invoice-  
in case of late registration verifiably before the Conference starts!**



### Conference Materials

All conference materials will be made available electronically to registered participants [payment in total received] three days before the conference

electronic materials

In addition I would like to order

printed materials in a folder for EUR 25,-- \*

\* incl. VAT (Eur 20.83 + 20% VAT), price per conference/seminar – not available for Case Studies  
Please note: No computers, no connection for power supply, no Internet access available at the conference venue.

### Side Events – please register

**Monday, 18 June 2018**

directly following the conference  
(available only for conference participants)

Cocktail/Social event and Networking

I will attend  
 I will not attend

**Thursday, 21 June 2018**

directly following the conference  
(available only for conference participants)

Cocktail/Social event and Networking

I will attend  
 I will not attend

### Visa information (only fill in if you need a visa)

**Visa applications must be made at the Austrian embassy or consulate in your country of residence well in advance! It takes approx. some 8 weeks to get the visa (please contact your local Austrian Embassy early on – for local regulations)**

For visa letter please send us your passport details:

Full name (as in passport) .....

Passport number .....

Date of birth .....

Date of issue + expiry, Place of issue .....

Alternately, send us a copy of your passport.

### Hotel information

After we receive your registration, you will get a confirmation in which you will also find a list of hotels close to the conference venue. We advise you to make your hotel reservations in one of the recommended hotels as soon as possible, as the demand in June is usually very high.

### Cancellation Policy / Data Protection

Upon signature of this registration form the General Terms and Conditions of ICC Austria are deemed accepted; available with <https://www.icc-austria.org/en/About-us/General-terms-and-conditions/Seminars.htm>. **A full refund will only be given for written cancellations received up to 20 working days before the event.** Should you be unable to attend, you can nominate a colleague as replacement. **I acknowledge that my data is stored electronically for registration purposes.** ICC Austria will not submit my data to third parties.

I agree to receive mail notifications on latest up-dates on conferences and training sessions with similar content.

Modification/Cancellation is possible by [icc@icc-austria.org](mailto:icc@icc-austria.org).

.....  
Date

.....  
Signature