

Market shifts and readying
commodity trade finance

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September 23, 2025

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GTR COMMODITIES

2025 GENEVA

Market shifts and readying commodity trade finance

Returning to Geneva on September 23, we are looking forward to welcoming over 500 senior leader and c-suite level practitioners to GTR Commodities for a full day of unmatched networking and thought-provoking market insights.

With a line-up of over 50 expert guest speakers, gain cutting-edge intel into the latest trends and developments within the commodity trade and finance industry, including navigating fresh volatility, geopolitical risk, long-term investment strategies and much more. Connect with over 18 industry exhibitors in exclusive networking breaks to enhance your business contacts and prospects.

GTR looks forward to welcoming you on September 23!

"A must-attend event in the commodity domain where the sharpest minds of the industry interact."

A Peters, Torq Commodities

Geneva International Conference Center (CICG)
Geneva, Switzerland

September 23, 2025

6 big topics

Navigating fresh volatility in global commodity trade

Tariffs and the outlook on prices and trade flow

Long-term investment strategies and corporate diversification

Short-term cash flow and SME working capital

Geopolitical risk and managing supply chains

Liquidity and capex for soft and hard commodities

Vital statistics in 2024

459
Delegates



231
Companies

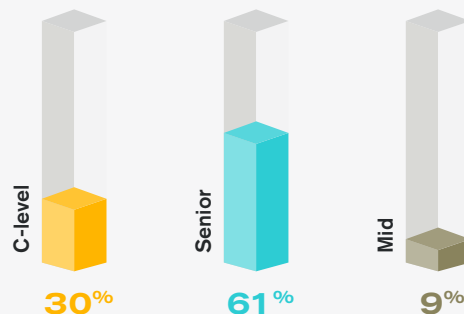


50
Speakers



[Click here to find out more](#)

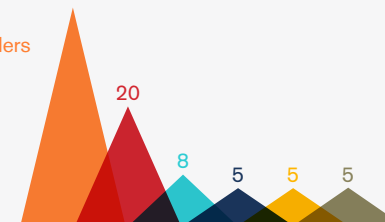
Job titles represented in 2024



Attendees by sector in 2024

Corporates & traders

43%



20 Banks & Financiers

8 Insurers & Risk Analysts

5 Consultants & Accountants

5 Lawyers

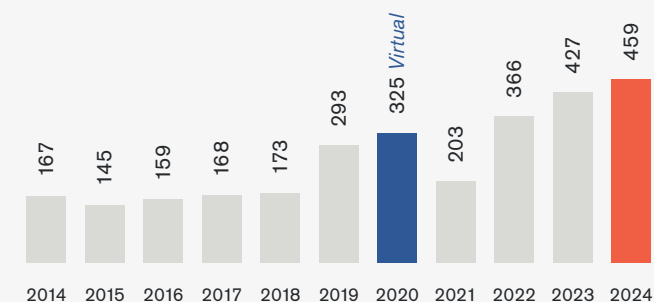
5 Technology & Fintech

3 Govt Orgs & Public Bodies

3 Non-bank Financiers

7 Others

Year-on-year stats since 2014



Find out more

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Tuesday 23 September Morning Plenary & Stream A

08.15-08.55

Breakfast with WISTA workshop

In association with 

As pressures grow in a quickly changing landscape, gender leadership and initiatives to expand representation remain an important priority for the trade and maritime sector, and with global policy attitudes on the move, industry practitioners must keep their pragmatism ready.

Hosted by our supporting partner, WISTA Switzerland, this breakfast – open to both men and women – will take stock of the latest trends in gender representation and the emerging tools of industry leaders to help achieve sector goals. This breakfast will also include opportunities to network and share best practice.

Maryana Yarmolenko Stober, President, WISTA Switzerland

Mathilde de Mareuil, Vice-President, WISTA Switzerland

09.05-09.10

Chair's opening remarks

Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC

09.10-09.40

Commodity bottlenecks and new flarepoints: A macroeconomic outlook

The global commodity market has been marked by bouts of upheaval and volatility in recent years, and while financiers and commodity traders have remained on the front foot, disruption has continued to present new industry hurdles. A second Trump administration – and the acceleration of tariff regimes – threaten a fragile trade and economic outlook, whilst geopolitical flare points risk price volatility, and a protracted trade war may further fragment global supply chains. Vectors of disruption can present opportunities however, from incentives to optimise supply chains to fresh demand for flexible trade financing. This opening keynote will examine the macroeconomic outlook for commodities, and the evolving scope of volatility and market potential for corporates and lenders, considering:

- Tariff risk and agility: Latest developments on price volatility and how global markets are reorienting trade in a changing landscape
- Liquidity and financier appetite: How an uneven picture for growth, inflation and interest rates are impacting finance availability

- A stocktake on commodity supply chains and emerging trends in resilience, re-routing and the spectre of bloc fragmentation
- Disruption and the outlook for opportunities: Arbitrage, corporate optimisation and efficiency and deploying credit solutions such as inventory and supply chain finance (SCF)

Marc Ostwald, Chief Economist & Global Strategist, ADM Investor Services International

09.40-10.30

Risk management, asset diversification and emerging strategies for commodity majors

Large commodity traders have been among the top beneficiaries of market volatility in recent years, and as profits – after several record breaking years – continue to moderate in 2025, commodity majors have begun the strategic deployment of large cash reserves. From diversification into metals trade and physical energy asset infrastructure, to entrenching control across upstream commodity supply chains, commodity majors are quickly growing optionality as a hedge against market risk. With renewed uncertainty acting as a vector for price, supply and demand volatility, this session will examine the trajectory for corporate risk management strategy, and how commodity majors plan to utilise cash reserves and long-term planning, looking at:

- Corporate diversification strategy: A pipeline for energy generation acquisitions, metals and critical minerals trade and developing integrated transition solutions
- Long-term financing and the evolving bank and commodity major relationship for structured finance and revolving credit
- Traders as a lender: Deploying upstream facilities such as pre-payment finance and reducing trade cycle risk
- Long-term optimisation: An outlook for automation and AI integration, extending global trade capabilities and reducing operational risk from price and supply volatility

Moderator: **Maryana Yarmolenko Stober**, President, WISTA Switzerland

Tony Nanez, Global Head of Trade & Working Capital Sales, Natural Resources Treasury & Trade Solutions, Citi Bank

Olasunkanmi Owoyemi, Managing Director, Sunbeth Global Concepts

Elif Imer, Global Director of Credit & Collections, ADM

Alexander Lukin, Chief Financial Officer, D.Trading

10.30-11.10 Networking break

Select either **Stream A** or **Stream B**

Stream A

11.10-11.45

Commercial and state-backed strategy for resource and national security

A theme increasingly baked in to commodity market policy is national security, and in recent years a variety of political and financial tools have been leveraged to secure the inward flow of resources across energy, softs and critical minerals. Government initiatives have included the EU's Critical Raw Materials Act (CRMA) – streamlining approval for mining and extraction projects and finance access for European contractors – as well as loan guarantees from European ECAs for supporting energy imports. Between addressing near-term supply gaps to building strategic buffers against overseas processing and refining capacity, a more integrated strategy across government, ECAs and FIs continues to emerge as essential market policy. This session will examine the evolving landscape of commodity national security and how government policy can be optimised to achieve strategic objectives, looking at:

- Financing chokepoints: Identifying supply chain and infrastructure deficits for energy and critical mineral supply and the tools – from blended finance to policy guarantees – to grow commercial appetite for new projects
- What is the outlook for deepening government and ECA collaboration and how can they overlay strategic objectives for national security?
- Project bottlenecks and the policy tools needed to overcome permitting processes and attract investors
- Strategic stockpiling, inventory management and the viability of supply chain nearshoring/onshoring for securing commodity resource security and supply

Moderator: **Mathilde de Mareuil**, Vice-President, WISTA Switzerland

Marco Arrighini, Head of Credit Management, Allianz Trade

James Watson, Director General, Eurometaux

Chris Rogers, Head of Supply Chain Research, S&P Global

Benjamin Godwin, Partner, PRISM Strategic Intelligence

11.45-12.15

Hungry for capital and ripe with potential: A fireside chat on the Brazil opportunity

Long regarded as a titan in global soft commodities Brazil's trajectory continues to move upwards, recently taking the mantle as the world's largest soft commodity exporter and breaking previous national records for agribusiness exports. In a landscape underlined by supply chain realignment and de-risking from unpredictable markets, Brazil stands uniquely placed to attract inward finance liquidity, and alongside international capital seize trade opportunities emerging in the vacuum of global trade shifts.

With many trade financiers potentially benefiting from a stocktake of Brazil's soft commodity landscape, this fireside chat will feature **Lúcio Feijó Lopes**, *Founding Partner, Feijó Lopes Advogados*, who will examine the structural parameters for doing business in Brazil. From navigating key regulations and legal standards to understanding local deal sizes, structures and collateral, analysis will help global financiers seize opportunities with companies large to small, and deploy facilities from prefinancing to large structured credit.

Lúcio Feijó Lopes, Founding Partner, Feijó Lopes Advogados in conversation with **Tedd George**, Founder & Chief Narrative Officer, Kleos Advisory

“A great experience, thank you!”

I Popescu, OWIT Lake Geneva

“Good place to meet potential partners to discuss trends with top professionals.”

D Kalinin, Integral Petroleum SA

Tuesday 23 September Morning Stream A & Stream B

Select either **Stream A** or **Stream B**

Stream A (continued from previous page)

12.15-12.50

Bridging the Gap: Operational and long-term financing needs for critical minerals

With demand for battery and clean energy technologies growing exponentially critical minerals will remain a key segment of the global commodity mix, and for project and supply pipelines trade finance availability will be essential. Sector investment has remained flat in recent years however, with mining and exploration projects – both requiring long lead times before becoming operational – struggling to gather the capital expenditure needed to meet future demand. This panel will assess the outlook for critical mineral supply and capital investment, from the risk factors constraining financier and project developer appetite to the solutions emerging for working capital and project liquidity, with points for consideration including:

- Capital-intensive projects and how the landscape of political risk and commodity price volatility are impacting long-term revenue and lender appetite
- In a landscape where commercial banks and traditional lenders are exiting the African mining market what capital providers are stepping in to fill the gap?
- Opportunities for trader cooperation and securing solutions such as offtake agreements, prefinancing and other de-risking tools
- ESG: How an outlook of potential policy retreat might impact compliance needs and investor appetite across the critical mineral market

Roshel Mahabeer, Global Head of Sustainable Trade Finance, Standard Chartered

Alexander Peters, Group Chief Financial Officer, Torq Commodities

Alexandre Dietz, Head of Trade & Structured Finance, Gerald Group

12.50-13.50 Lunch

“The place to be.”

M Junk, Kolmar Group

Stream B

11.10-11.45

Overcoming barriers and seizing trade niches: A strategy for lenders and commodity SMEs

As commodity majors enjoy record profits in recent years and burgeoning cash reserves to self-finance operations, the tranche of SME traders navigating tough market conditions remains, with firms tackling barriers from weak liquidity access to tariff disruption, and likewise from a bank and FI perspective regulatory tightening, protectionist risk and less predictable finance and payment cycles are complicating lender flexibility. Despite the challenging climate nimble SME traders and agile lenders continue to seize fresh opportunities, with firms scouring the market for emerging pockets of trade and FI's optimising credit solutions. This session will consider the evolving strategies of banks and SME traders and how firms are balancing working capital requirements with new trade opportunities opening across commodity markets, looking at:

- Cost volatility: The latest thinking on supplier diversification, payment renegotiation and securing cheaper deals, and lender readiness to support trade rerouting
- Adapting FI solutions to longer and less predictable cash conversion cycles and increased liquidity requirements
- An SME wish list for banks: Flexible creditworthiness, affordable lending rates and expanding off-balance sheet solutions for payment cycle management
- Seizing trade niches: An outlook for SME opportunities amidst supply chain fragmentation and market vacuums
- Basel III: Capital liquidity risk and trader-bank priorities for navigating tighter regulatory regimes

Moderator: Sunil George, Founder & Managing Director, STS Global

David Siddiqui, Senior Vice President, BNY

Alexis Christodoulou, Global Head, Trade & Sustainable Commodity Finance, Société Générale

Natalia Haas Melnikova, Managing Director, MG Trade Swiss AG

Walter Vollebregt, Founder, Vollebregt Advisory

Philippe Cohen, Finance Director, Kariya Energy

11.45-12.15

Borderless liquidity and lower-cost credit: A stocktake on tokenised trade finance

Although initiatives to address credit and liquidity hurdles are deployed from within the traditional commodity ecosystem, underlying factors such as high capital costs, interest rates and limits to cross-border financing add complexity for many SMEs seeking affordable credit lines. Emerging as a fresh, innovative and lower-cost solution are tokenised trade finance assets, with the tokenisation of capital presenting a more streamlined route to liquidity, from borderless liquidity pools to rapid credit transactions.

In a space where the appetite is growing for trade finance that is quick and less bureaucratic, this presentation – delivered by **Morgan Terigi**, Co-Founder, *Incomlend* – will examine the growing suite of tokenised solutions for commodity SMEs, and how Nexade – the DeFi subsidiary of Incomlend – is leveraging web3 technology and real-world assets to bring rapid and affordable liquidity on-chain for platform users.

Presentation delivered by Morgan Terigi, Co-Founder, Incomlend

“An invaluable networking event tailored for professionals in the commodity trade finance industry. With a sharp focus on current trends, emerging opportunities, and key challenges, this is an essential gathering you don't want to miss each year!”

D Shah, Afrimet Resources

12.15-12.50

Fortifying steel and financier support: An industry perspective on credit needs

From being at the forefront of a tariff and protectionist landscape to managing less predictable cash conversion cycles, corporate practitioners from across the steel industry face an ever widening set of operational challenges. As working capital needs grow, lender liquidity – already in an environment of constrained capacity – must optimise solutions for a volatile climate. This session will gather leading voices from across the steel producing and trading industry and ask its practitioners – CFOs and Treasurers with fingers on the corporate capital pulse – how banks and FIs can step up capacity and deploy greater finance solutions, covering themes such as:

- Derivatives and hedging: the development of futures markets for selected steel products and steel raw materials to manage risk management in the steel industry's daily practices
- Designing structured trade finance solutions aligned with the production and shipment cycles of steel trade and adapting credit risk models to better serve the current steel trade landscape
- Optimising solutions such as hedging, FX, tripartite agreements (TPAs) for margin funding, trade credit, open account financing, tolling / conversion and inventory financing

Moderator: Alberto Xodo, Product Specialist (Steel & Nickel), London Metal Exchange

Axel Krueger, Finance Director, Flack Metal Trading

Reham A Seoud, Vice President, Global Markets, Kandil Steel Group

12.50-13.50 Lunch

“Perfect for effective networking and for hearing the latest trends in the market.”

C van den Brink, PwC

Tuesday 23 September Afternoon Stream A & Stream B

Select either **Stream A** or **Stream B**

Stream A

13.50-14.35

Supply chain shifts and agile strategy for trade, logistics and working capital

Disruption to supply chains remains an enduring threat for many firms across commodities, and in an environment where trade tariffs are being leveraged to adjust global trade, keeping business strategy agile remains imperative. From extending payment cycles and diversifying supplier networks to leaning on solutions such as SCF, stakeholders such as traders and freight forwarders must optimise their working capital to better navigate emerging trade hurdles. This panel will examine the scope of these market vectors and how – with the risk of fresh tariff disruption a looming threat – supply chain business strategy and working capital can remain nimble and adaptive, with discussion looking at:

- Corporate strategies for working capital flexibility and deploying solutions for customs delays, rerouted shipments, rising freight rates and wider trade bottlenecks
- Payment cycle risk: Optimising liquidity against trade cycle disruption and managing cashflow with products such as SCF, inventory finance and pre-shipment finance
- A regional outlook on supply chain and logistical risk and where and how key pressure points might evolve
- Banker solutions for aiding corporate clients in a context of supply chain and trade route diversification

Moderator: Richard Watts, Founder & Managing Director, HR Maritime

Clémence Avril, Global Head, Commodity Trade Finance, Standard Chartered Bank

Catherine Lang-Anderson, Partner, A&O Shearman

Andrea Tang, Director, Legal Services, International Federation of Freight Forwarders Associations (FIATA)

Ernesto Vila, Co-Founder, Tech Cargo

Raman Jaggi, Chief Financial Officer, EET Biofuels & Stanlow Terminals

14.35-15.20

Sanctions and the new frontiers of trade compliance and fraud detection

While tariffs and protectionism have taken centre stage, a vector that remains vital to commodity trade – and that firms and banks must continue to navigate – is trade compliance. From monitoring sanctions and shadow fleets to detecting money laundering and documentary fraud, compliance teams must continue expanding compliance efforts and future-proofing operations as designated vessels, payment channels, and geographies remain in flux. This session will consider the emerging trends and flare points for compliance and latest strategies for de-risking trade and keeping compliance tools agile, looking at:

- The evolving landscape of sanction regimes, including geographies, commodity products and entities being designated: How vessels, traders and solution providers are keeping up with compliance needs
- A technology stocktake: Latest developments in vessel and transaction screening tools, platforms for consolidating sanction data and the potential for AI-powered solutions to innovate compliance
- With 'shadow fleets' in European waters an enduring trade and compliance issue, what steps can ports, banks and insurers take against sanctioned vessels and the evolving nature of non-detection measures?
- Trade finance fraud, strategies for detecting counterfeit bill of lading (BLs) and addressing the growing risk and sophistication of AI-generated BLs

Eric Orsini, Global Head of Compliance & Regulatory Affairs, Lloyd's List Intelligence

Jonas Rey, Chief Executive Officer, Athena Intelligence

15.20-15.55 **Networking break**

"A great welcome and an excellent organisation."

G Loonis-Quélen, Loonis-Quélen Law Office

Stream B

13.50-14.35

Greenshoots and downswings: CPRI demand and commodity market volatility

Despite the fragility and uncertainty brewing across the macroeconomy, a landscape of protectionist and trade barrier risk has uplifted the sentiment of the CPRI market, with market practitioners anticipating a boost in demand for credit insurance products. From threats to commodity firms such as non-payment and insolvency to the banks looking to reduce risk exposure, appetite for short-term risk mitigation is likely to rise, however for the medium to long-term (MLT) segment – especially energy-related projects – geopolitical turbulence and a growing row back of ESG commitments could stymie demand. This panel will examine the growing spread of market risks across commodity trade and how CPRI capacity is likely to fluctuate and evolve in response, with points for consideration including:

- Protectionist-led disruption and the payment cycle solutions to manage threats such as default risk, non and late payment and currency inconvertibility
- How can CPRI capacity best serve supply chain realignment and the corporate demand for new trade corridors and new trade partners?
- Sovereign risk: Emerging fiscal pressures for commodity-exporting countries and the outlook for commercial claims and capacity provider appetite
- ESG policy: What impact might a government and FI retracement have on MLT energy projects and where might capital and insurance coverage be redirected?

Moderator: John MacNamara, Chief Executive Officer, Carshalton Commodities

Leo Tyndall, Chief Executive Officer, Tyndall Insurance

Laurie Flaux, Deputy Head of Political Risk & Structured Credit, Political Risk & Structured Credit, Aon

Georges Panaghoulis, Head of Price Risk & Hedging, Island Oil

14.35-15.20

Liquidity under pressure: Soft commodity solutions in a volatile market

In a context where climate and weather events and export and sanction disrupters continue to trigger price volatility, flexible credit facilities remain vital for soft commodity producers and traders. However, as lenders pivot away from short-dated and low-margin transactions, and regulations such as the EU Deforestation Regulation (EUDR) expand compliance costs, agribusiness supply chains face a growing cost crunch. This panel will examine emerging working capital strategies for the smallest tranche of soft commodity corporates and how enablers such as digital solutions can be deployed to simplify trade operations and costs, considering themes such as:

- The bank outlook: Trends in market de-risking and how FIs can keep liquidity agile and available as client capital cycles become less predictable
- Liquidity tools from inventory finance and revolving credit facilities to leaning on trader networks for pre-financing and SCF solutions
- Digitising softs: Deploying solutions for digital credit marketplaces and how supply chain traceability can unlock greater FI appetite and improved trade logistics
- How might implementation of EUDR reshape global soft commodity supply chains and what steps can SME producers take to protect exports into Europe?

Moderator: Tedd George, Founder & Chief Narrative Officer, Kleos Advisory

Michiel Hendriksz, Founder & Chief Executive Officer, Farmstrong Foundation

Filipe Gonzaga, Managing Director, Bryce SA

Sriram Muthukrishnan, Group Head of Trade Product Management & Global Transaction Services, DBS Bank

15.20-15.55 **Networking break**

Tuesday 23 September Afternoon Plenary

15.55-16.10

Always-on and always a lender: Bitcoin and global trade liquidity

As structural hurdles and credit access complications continue to widen for commodity trade, from risk-off bank attitudes to protectionist and capital control threats, the appetite for fresh solutions remains large. Digital innovations and crypto alternatives have widened their footprint for alternative commodity market lending, however the protocols – often operating within tight regulatory frameworks – can still face credit restriction pressures. A more neutral monetary platform may however be Bitcoin, which when optimised as a currency for trade financing can offer a corporate liquidity marketplace that is permissionless and globally interoperable. Delivered by **Hubertus Hofkirchner**, *Founder, Bitcredit Protocol*, this presentation will examine the outlook for Bitcredit – a new open source, self-sovereign protocol for Bitcoin – and how an always-on credit marketplace can offer commodity finance liquidity without the risk of middlemen or jurisdictional veto, covering themes such as:

- A decentralised, global and cross-border marketplace and reducing barriers to liquidity access for all fiat currencies
- The evolving landscape of risk-off lenders and Bitcoin as a potential provider of trustless working capital without middle men or political risk barriers
- eBill payables and receivables and the outlook for Bitcoin invoice management and accelerating working capital digitisation
- Case study: Bitcoin as a reliable liquidity provider in markets with FX and political restrictions

Presentation delivered by **Hubertus Hofkirchner**,
Founder, Bitcredit Protocol

“The GTR Commodities event focuses on what matters for the trading industry.”

M Somaini, Duferco

16.10-16.55

AI, eBLs and digitising credit: A stocktake on commodity market digitisation

From the expansion of digital commodity marketplaces and platforms for trade financing, to the commercialisation of AI solutions and electronic documents such as eBLs and eBills, commodity trade digitisation remains fast paced and will likely continue as a key priority for traders, banks and other practitioners. Despite the spread of emerging opportunities many challenges remain however for integration, from developing guardrails to protect against eBL fraud to addressing infrastructure modernisation barriers and keeping adoption costs low for market participants. This closing plenary will examine the industry outlook for delivering market innovation as well as the priorities for establishing a secure and low-barrier system, covering topics such as:

- A digital marketplace stocktake: Expansion of online exchange platforms, progress on delivering real-time price analytics and automating end-to-end contracts for producers, traders and end-users
- The AI outlook: Process streamlining for banks and corporates and how practitioners see AI enablers evolving across trade operations in the years ahead

- What are some of the key bottlenecks for digitising commodity trade and delivering infrastructure modernisation at scale across supply chains?
- Digitising liquidity solutions and the steps needed for platform operators, banks and other lenders to expand credit option availability
- Fraud management: Priorities for establishing counterfeit eBL detection frameworks and identifying the chokepoints for regulator, bank, multilateral and platform collaboration

Moderator: **Tedd George**, Founder & Chief Narrative Officer, Kleos Advisory

Dirk Roberts, Digital & Transformation Executive, Cargill

Hubertus Hofkirchner, Founder, Bitcredit Protocol

Andrea Tang, Director, Legal Services, International Federation of Freight Forwarders Associations (FIATA)

Kamola Khusnutdinova, Economic Affairs Officer & Secretary, UN Centre for Trade Facilitation and Electronic Business (UN/CEFACT), United Nations Economic Commission for Europe (UNECE)

“It was a fantastic opportunity to engage with a diverse range of companies within the value chain and address the pressing challenges and opportunities.”

A Svensson, Elof Hansson

“A great gathering of all the active and successful European traders and financiers. The atmosphere was just great.”

N Haas, Agora Agri

16.55-17.00

Chair's closing remarks

Michiel Mannaerts, Partner, Treasury & Commodity Management, PwC

Followed by evening networking reception

“A very good way of finding out the trends in trade finance.”

D Lazareff, Simply Jet

“A good opportunity to network.”

H El Idrissi, Louis Dreyfus Company

“An exclusive opportunity to listen to the trends on a global scale and to reconnect with peers from across the industry.”

S Lachev, Weromett SA

“Great event this year and a perfect digital platform for networking – thank you!”

O Glazko, Aon

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