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# Southern African Structured Trade Seminar

The Finance and Risk Management of Commodity Trading

26 - 29 June 2018 | Livingstone, Zambia

THE AVANI VICTORIA FALLS RESORT, LIVINGSTONE, ZAMBIA



## Southern African Structured Trade Seminar – The Finance and Risk Management of Commodity Trading

The Avani Victoria Falls Resort, Livingstone, Zambia, 26-29 June 2018

This landmark event will bring together senior level participants from banks and financial institutions, Africa country funds, venture capital institutions, corporate entities engaged in trade, manufacturing, agribusiness and mineral extraction, government, regulators, along with farmer and mining groups from across Africa and global markets.

Led by experts from top global, regional and local financial institutions, commodity exchanges, mineral and agribusiness, and private equity firms the seminar will introduce participants to essential topics in regional integration and cross-border trade linkages. It provides participants the opportunity to experience structured trade platforms on a simulated transactional basis and numerous opportunities for investment matchmaking and business-to-business trade facilitation.

### WHO SHOULD ATTEND?

The seminar will be a unique learning, growth and networking opportunity for:

- Producers, consumers and traders of agricultural and mineral commodities
- Bank lenders, finance companies and investors supporting the agricultural and mineral sectors
- Policymakers, supervisors and operators from government ministries, regulatory bodies and commodity exchanges
- Donors and development agencies promoting the evolution of structured trade and inclusive finance, both nationally and regionally

### HOW WILL YOU BENEFIT?

After the seminar all participants will be able to:

- Contribute to setting-up, operating, trading and financing in commodity markets and exchanges, both nationally and regionally
- Gain economic and commercial advantage from market participation, financing and enhanced price stability
- Evaluate and identify solutions to mitigate trading risks and exposures
- Develop commodity marketing, procurement, financing and hedging strategies interactively with professional advisers

Specialist sessions will address the needs of individual interest groups targeting key outcomes:

- Lenders will be able to structure and package commercially viable finance more effectively
- Companies will be able to access investment matchmaking and business to business deal opportunities
- Regulators will be able to develop and implement regulatory frameworks that enhance market efficiency and stability, nationally and regionally
- Policymakers will be able to access national best practice examples

### THE PROGRAMME

**Day 1 - Foundations:** The opening day of the seminar will examine commodity markets, institutions and their value added, informed by case studies from around the region and internationally. Deep drill assessment will examine instruments and opportunities in the realms of trade, finance and risk management, and the prerequisites to unlock these opportunities. The day will culminate in interactive breakout sessions with specific focus on the needs of individual interest groups including financiers, investors, agribusiness, regulators, policymakers, and minerals chains players.

**Day 2 - Transactions:** The intermediate day of the seminar will include hands on guidance for structuring transactions in the realms of trade, finance and risk management, and includes the seminar's flagship participatory simulations involving cross-border flows on regional platforms. Participants will be split into groups to formulate and execute strategies within the context of a simulated 'live' market environment, with specific roles within the simulation for the various interest groups relating to their position.

**Day 3 - Investments:** The final day of the seminar will draw together lessons and identify opportunities to support the continued growth of structured trade in the region going forward. To achieve the required growth, investment opportunities and ecosystem requirements will be mapped out, and - based on investment plans submitted in advance - matchmaking will take place between companies, banks and investors. A business to business trade facilitation session will also be conducted.

### THE ORGANISERS

**USAID Southern Africa Trade and Investment Hub** (the Trade and Investment Hub) is a United States Agency for International Development (USAID)-funded project engaging with partners across Southern Africa to deepen regional economic integration, promote two-way trade with the U.S. under the African Growth and Opportunity Act (AGOA), and attract investment that drives commercial expansion within the region and to global markets.

The Trade and Investment Hub works closely with regional governments and the Southern African Development Community (SADC) on trade policy. It also engages with private and public sector organizations, business and industry associations, and international development agencies and financial institutions.

Building a vibrant, broad-based and export-oriented private sector, encouraging the diversification of exports beyond natural resources, and promoting a business environment that is conducive to trade fosters resilience among Southern African economies and fuels demand for U.S. goods and services. The Trade and Investment Hub implements activities in four critical areas: finance and investment, enabling environment/trade facilitation, export competitiveness, and agribusiness.

For more information please visit: [www.satihub.com](http://www.satihub.com).

**INTL FCStone** is a diversified global financial services business. Services include making payments in over 170 countries worldwide and serving producers, processors and users of virtually every major traded commodity, providing them risk management advisory and execution services. *"We believe that every company, regardless of size, regardless of industry, regardless of how long they've been in business, deserves access to the best advice, the best products, and the best, most efficient market access. And we believe that no one should have a monopoly on opportunity.....We open markets!"*

For more information visit [intlfcstone.com](http://intlfcstone.com).

## BOOKING

There are limited participant places on this seminar and bookings will be accepted on a first come first served basis and payment of the booking fee.

**Booking Fee:** US\$200 covering seminar attendance, materials, meals and hospitality receptions. This fee does not cover the cost of accommodation and participants will be required to reserve their own hotel rooms.

### For more information please contact:

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