

FREE SEMINAR

COLLATERAL MANAGEMENT COMPANY



DATE: Thursday, September 14, 2017

LAST DATE TO REGISTER: September 12, 2017

TIMINGS: 10:00 am to 1:00 pm

VENUE: IBP, M.T. Khan Road, Karachi



USAID
FROM THE AMERICAN PEOPLE



FACILITATOR

Mr. ANDRÉ VAN DER VYVER

SESSION OVERVIEW

The Institute of Bankers Pakistan (IBP), in collaboration with USAID Financial Market Development Project (FMDP), has arranged this Free Seminar for Senior Executives of the Banking Industry. It is aimed at creating awareness of Electronic Warehouse Receipt, in wake of the draft regulations of development of collateral management and warehousing, which have been recently approved by the Ministry of Finance, whereby the Collateral Management Services have been specified as the form of business to be regulated by the SECP. These services will include issuance of electronic warehouse receipts for agriculture financing.



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LEARNING OBJECTIVES

This course would enable participants to:

- Understand the Importance of Collateral Management and Warehousing
- Have thorough understanding of Regulations of Collateral Management and Warehousing
- Learn the concept behind Electronic Warehouse Receipts and financing against them
- Learn how to get maximum benefits from financing against Electronic Warehouse Receipts

COURSE CONTENTS

- Introduction
- Basic Concepts
- Highlights of Collateral Management and Warehousing (Establishment & Operations) Regulations 2016
- Role, Responsibilities and Powers of Securities and Exchange Commission of Pakistan and State Bank of Pakistan for the supervision of EWR Eco-System
- Highlights of Subordinate Regulations for the regulation of the Warehouses
- Storage/Grading/Sampling Standards for Agricultural Produce
- Notification of agricultural produce eligible for the issuance of warehouse receipts
- Electronic Warehouse Receipts (EWR): Technical Features & Software
- Financing by Banks against EWRs
- Benefits of EWRs for banking industry and farmers
- Market Information System

WHO SHOULD ATTEND?

Senior management of the banks comprising:

Group Heads/Deputy Heads/Divisional Heads of Agriculture Division, Executives involved in policy making/management of Agriculture Portfolio, Compliance Professionals, Auditors, Regulators

FACILITATOR:

Mr. ANDRÉ VAN DER VYVER graduated at the University of Pretoria, South Africa (S.A.). He kicked off his career at the Land Bank but later he joined the Department of Agriculture during the early years of his career, specializing in agri-business with specific focus on grain marketing. His Master's thesis was on "the potential for maize futures market for South Africa" when grain trading was still firmly controlled by the Government. Today South Africa has a very successful commodity futures market - André was one of the founding members and directors. From 1988, for a period of four years, he served as the South African Agricultural Attaché in Washington D.C., USA. On his return in 1992, he completed his Ph.D. in agricultural exports. For the following approximately fifteen years, he first worked for a leading agri-business firm in S.A. before establishing his own firm namely UT Grain Management, specializing in grain and oil seed trading, risk management and market analysis. UT Grain Management was also a registered futures and options brokerage firm on the JSE/Safex (Johannesburg Stock Exchange/SA Futures Exchange). In 2010 André returned to the University of Pretoria on a part-time basis as a senior lecturer, still focusing and lecturing on agri-business, financing and marketing. Since 2012 André has been actively involved in setting up grain exchanges and/or warehouse receipt systems in Malawi, Mozambique, Zambia and recently in Pakistan. He consults for, inter alia, USAID, financial institutions and agri-business companies, on their agricultural portfolios, mostly in Southern Africa. He has presented and published various papers at local and international conferences.

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