

PROFESSIONAL PROGRAMMES

Developed For the cocoa and agri-trade sector
Conducted in Asia

ADVANCED COCOA TRADING

Master the Art of Cocoa Trading:
Advanced Strategies for Market Success

FCC RULES & ARBITRATOR PREPARATORY PROGRAMME

**First of
its kind**

Mastering Cocoa Arbitration:
Your Path to Expertise in Dispute Resolution and
Refresher of the FCC Rules

6 - 9 MAY 2025
09:00 - 17:00
SINGAPORE, CAPITOL

Limited seats - Book your spot



Organized by



ADVANCED COCOA TRADING | FCC RULES & ARBITRATOR PREPARATORY PROGRAMME 6-9 MAY 2025

Elevate your expertise in the cocoa industry with our 4-day intensive programme, expertly designed for seasoned professionals.

- Dive into the **Advanced Cocoa Trading** Masterclass, where you'll navigate market complexities and master advanced trading strategies essential for success.
- Follow this with the **FCC Rules & Arbitrator Preparatory Class**, tailored for those aspiring to become FCC Arbitrators or enhance their team's understanding of cocoa arbitration.
- Gain invaluable insights into dispute resolution, FCC rules, and quality assessment through engaging case studies and role play.

Don't miss this opportunity to sharpen your skills and gain a competitive edge in the global cocoa market!

Who should attend?

The Advanced Cocoa Trading Course is for experienced cocoa traders, risk managers, and senior executives in the cocoa industry. The FCC programme is for individuals seeking to become FCC Arbitrators or for companies aiming to equip their employees with essential knowledge of cocoa arbitration.

Day 1 & 2 Learning Objectives:

Gain cutting-edge insights into advanced trading techniques, risk management strategies, and the latest market trends to enhance their competitive edge in the global cocoa market.

Day 3 & 4 Learning Objectives:

In-depth understanding of FCC rules, quality assessment procedures, and arbitration processes, preparing them for the challenges of cocoa trade dispute resolution, including case studies and role play.

NETWORKING OPPORTUNITIES: This 4-day intensive course offers extensive networking opportunities in the cocoa industry, allowing participants to connect with industry leaders and peers. Attendees can engage during coffee breaks and social events, fostering community and support that promotes personal and professional growth.

Fees	Members rate	Non-Members Rate	Venue
Advanced Cocoa Trading & FCC Arbitrator Preparatory Programme 6 - 9 May 25	USD2,498 (original USD2,998)	USD3,098 (original USD3,598)	Classroom
Advanced Cocoa Trading 6 - 7 May 25	USD1,699	USD1,999	Classroom
FCC Rules & Arbitrator Preparatory Programme 8 - 9 May 25	USD1,299	USD1,599	Classroom
*For Members - if 5 or more pax from the same company signs up for the same programme under 1 invoice - Non refundable, Substitute allowed	Additional 5% discount applies	NA	
*For Non-Members - special rates may be available for start-ups or buddy sign-up of 2 or more of the same programme - Non refundable, Substitute allowed	NA	Enquire	

Agenda Overview

Venue: The Capitol Singapore
 Atelier Room
 15 Stamford Rd, Singapore 178906
 Nearest Train Station : City Hall Interchange

		Advanced Trading course (Group #1)		FCC Arbitrator Prep Class (Group #2)	
Date	5 May	6 May	7 May	8 May	9 May
Time (est)	Arrival Day	Day 1	Day 2	Day 1	Day 2
9.00 – 9.30am		Registration	-	Registration	-
9.30 – 6.00pm		Session 1	Session 2 Cert Presentation	Session 1 + Group work	Session 2 + Group Presentation Cert Presentation
After 6.30pm		Dinner	Networking evening Welcome for Group 2, Farewell for Group 1 participants not staying for FCC course	Working Dinner Case study and presentation prep	Departure Day

Note: Actual programme might differ or adjusted accordingly

Day 1 & 2 Learning Objectives:

Gain cutting-edge insights into advanced trading techniques, risk management strategies, and the latest market trends to enhance their competitive edge in the global cocoa market.

Advanced Cocoa Trading Programme Overview

6 & 7 May 2025



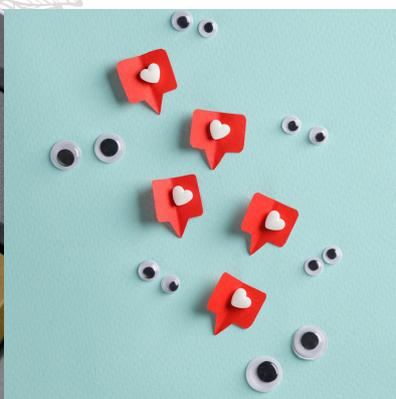
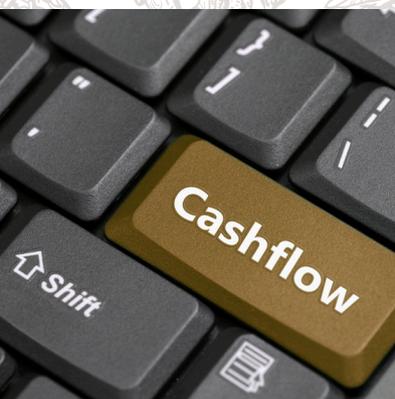
Your trainer will dive into

- S&D, Future Exchanges
- Option hedging, greeks, volatility
- OTC and how to use them
- A refresher of differential trading, hedging, rolling, position management
- Arbitrage trading, risks and advantages

- Financial, how to read a balance sheet
- Cash Flow management, working capital, why important
- SCF, short and long term loans, L/C's, bank loan structure, repo
- Supply chain challenges
- & More

- Time for Questions and Answers
- Lots of networking opportunities with industry veterans and build your professional and social network

Note: Actual programme might differ or adjusted accordingly



Day 3 & 4 Learning Objectives:

In-depth understanding of FCC rules, quality assessment procedures, and arbitration processes, preparing them for the challenges of cocoa trade dispute resolution, including case studies and role play.

**First of
its kind**

FCC Rules, Arbitrator Preparatory Programme

Overview

8 - 9 May 2025

This is the inaugural session of its kind.

While the title may seem daunting, the reality is that companies are faced with cocoa supply chain challenges, market deficits that impacts operations and cost. We've customized this 2-day programme for:

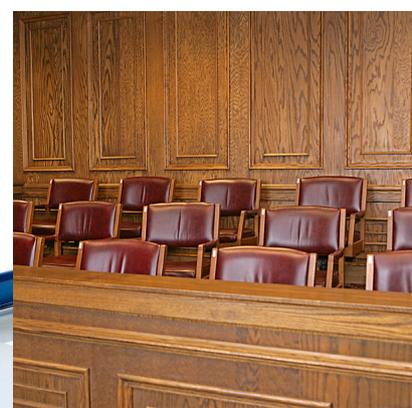
- **Organizations aiming to boost their team's understanding of cocoa arbitration**
- **Individuals looking to become FCC Arbitrators**
- **Refresher of the FCC Rules**

Participants will gain valuable insights into dispute resolution, FCC rules, and quality assessment through interactive case studies and role-playing activities.

Day 1 - Refresher of the FCC Rules and going through case studies

Day 2 - Group discussion and Role Play with real case scenarios in a court-room like setting

Note: Actual programme might differ or adjusted accordingly



YOUR TRAINERS



Paulus (Paul) Henricus Arendsen is the Head of Cocoa Sourcing APAC for Barry Callebaut.

With more than 36 years of experience in the Agri-commodity business, Paul is responsible for sourcing Cocoa Beans for Barry Callebaut's APAC operations. Developing buying strategies, sustainability activities, managing the bean buying department and steering the logistics department are also part of his role.

Prior to joining Barry Callebaut, Paul was also responsible for the B2B commercial activities for Delfi Europe where he was also a member of the Management team for Europe and the Delfi Group. He also has extensive knowledge of the coffee trade and industry and had been the Chairman for KKN (Coffee Netherlands) for 6 years.

Paul is also an FCC Arbitrator and is currently based in Singapore.



Yeong Chye is no stranger to the Cocoa World, with more than 40 years' experience in Agri-commodity business, Yeong Chye joined Olam in October 2015 following 18 years at Archer Daniels Midland (ADM), a US based Multinational. Before joining ADM, he had a successful career with Sime Darby Plantation's commodity trading division in Malaysia.

Based in Singapore, he has extensive end to end (E2E) supply chain experience which includes trading, procurement, risks management, sales and marketing of cocoa ingredients to chocolate and food manufacturers. He also has in-depth knowledge of the consumer markets across numerous APAC markets, including Indonesia, Japan, China, the Philippines, Thailand, Malaysia, India & Australia. During his work career, he also involved in many M&A activities and was instrumental in the setting up of sales distribution network in key markets across Asia.

Yeong Chye was an ex Council Member of ASEAN Cocoa (a Government to Government organization). He is the founding member and former chairman of the Cocoa Association of Asia (CAA) for 11 years. He is well known in the cocoa & food ingredients industry in Asia. As chairman of the CAA and a veteran in the cocoa industry, he participated in many cocoa conferences regionally as keynote speaker and sessions chairman. He also conducted trading and cocoa contract courses for industry players.

He holds a BA in Business Administration with a major in Finance. Yeong Chye has also completed the Senior Executive Development Course at Harvard Business School in the US, the Global CEO Program organized by IESE Business School, University of Navarra, Spain, and attended the Asia Human Capital & Leadership Summit.

Guest trainers

Robin Dand, Company Secretary
Federation of Cocoa Commerce Ltd
FCC Course

More experts coming on-board



About CAA

The CAA was established in 2003 and aims at supporting the Cocoa industry in Asia Pacific, from cocoa farming to manufacturing and promoting of cocoa and chocolate products.

We represent the cocoa value chain: traders & exchange, logistics providers, cocoa processors, chocolate manufacturers and fast moving consumer goods companies (FMCGs). More than 90% of the cocoa physical trade and manufacturing in Asia are represented among our members.

Our mission is to connect cocoa enthusiasts, professionals, and businesses, fostering a vibrant community that celebrates the art, science, and culture of cocoa.

WHAT WE OFFER

- Insightful Resources
- Events and Workshops
- Networking Opportunities
- Sustainability Initiatives
- Market place

Our subcommittees, made of industry experts, provide high quality information and data, put together by members and for members

- **Trade Policy & FSQR:** Promote good regulatory & quality practices in the preparation, adoption and application of standards, technical regulations and conformity assessment procedure
- **Knowledge:** Encourage participation in education, information exchange and awareness programs to build a robust and skilled workforce for the cocoa and chocolate industry
- **Sustainability:** To foster continuous improvement, coordinated decision-making and ensure that all our stakeholders have a voice in policy-development in the critical area of sustainable development (climate and social justice)

NAVIGATING THE CHALLENGES OF THE EVER-CHANGING COCOA INDUSTRY

The cocoa sector faces tremendous challenges ahead:

- **A declining Asian Cocoa crop - and increasing dependence on West African and South American beans**
- **An increasingly regulated environment:** In particular the European Union (EU) regulation on Traceable Cocoa, Deforestation and Human Rights that are expected to set a new global standard
- **A sustainability imperative:** Ensure cocoa and chocolate will still be around for the generations to come by increasing farmers' income, encouraging the young generation of farmers, and creating an appealing sustainable cocoa and chocolate proposal for the consumer.

With the support and collaboration among industry stakeholders, the Cocoa Association of Asia takes a leading role in addressing the obstacles that lie ahead, ensuring a resilient and sustainable future for the industry.

Organized by



Knowledge Partners



Book your seat
now



Enquiry@cocoaasia.org

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Advanced Trading Programme DAY 1

Time	Topic
9.00 - 9.20am	<ul style="list-style-type: none"> • Registration
9.20 - 9.30am	<ul style="list-style-type: none"> • Welcome and introduction to the event.
SESSION 1	
9.30 - 12.00pm (30min break)	<ul style="list-style-type: none"> • Dive into supply and demand dynamics and future exchanges. • Options, Hedging, Greeks, Volatility <ul style="list-style-type: none"> ◦ In-depth discussion on options hedging strategies, understanding Greeks, and volatility management. • Over-the-Counter (OTC) - how to use them effectively
12.00 - 1.30pm	Lunch and Networking
SESSION 2	
1.30 - 5.30pm	<ul style="list-style-type: none"> • Comprehensive review of differential trading strategies, hedging techniques, rolling positions, and effective position management. • Discuss arbitrage trading, including its risks and benefits. • Introduction to the FCC and new offerings
5.30 - 6.00pm	Wrap up Day 1
6.00	Dinner and Networking

DAY 2

SESSION 3	
9.30 - 12.00pm (15min break)	<ul style="list-style-type: none"> • Workshop on understanding financial statements, focusing on balance sheet analysis. • Cash flow management and the importance of working capital <ul style="list-style-type: none"> ◦ Insights on cash flow management strategies
12.00 - 1.30pm	Lunch and Networking
SESSION 4	
1.30 - 5.00pm (15min break)	<p>Dive into</p> <ul style="list-style-type: none"> • Supply Chain Finance, Loan Structures, Letters of Credit, and Repo agreements. • Supply Chain challenges, sustainability initiatives, and compliance with EUDR regulations.
5.00 - 5.30pm	Q&A : Open session for attendees to ask questions and clarify doubts.
5.30 - 6.00pm	Certificate presentation
6.00pm - 9.00pm	Cocktail - Networking opportunities with industry veterans to build professional and social networks.
	Departures for delegates who are not joining the FCC Class

FCC Arbitrator Preparatory Programme DAY 1

Time	Topic
9.00 - 9.20am	<ul style="list-style-type: none"> • Registration
9.20 - 9.30am	<ul style="list-style-type: none"> • Welcome and introduction to the event
SESSION 1	
9.30 - 12.00pm (30min break)	<ul style="list-style-type: none"> • Dive into FCC Contracts and Arbitration Process (Theory) • Expectations of an Arbitrator etc
12.00 - 1.30pm	Lunch and Networking
SESSION 2	
1.30 - 3.30pm	<ul style="list-style-type: none"> • Introduction to Case #1 • Difficulty level - Basic <ul style="list-style-type: none"> ◦ Break into workgroups
3.30 - 5.00pm	<ul style="list-style-type: none"> • Case presentation
5.00 - 6.00pm	<ul style="list-style-type: none"> • Debrief and Introduction to Day 2 - case study prep
6.00pm	Dinner and Networking

DAY 2

SESSION 3	
9.00 - 11.00am (15min break)	<ul style="list-style-type: none"> • Introduction to Case #2 • Difficulty level - Intermediate <ul style="list-style-type: none"> ◦ Break into workgroups
11.00 - 12.30pm	<ul style="list-style-type: none"> • Case presentation
12.30 - 1.30pm	Lunch and Networking
SESSION 4	
1.30 - 3.30pm (15min break)	<ul style="list-style-type: none"> • Introduction to Case #3 • Difficulty level - Advanced <ul style="list-style-type: none"> ◦ Break into workgroups
3.30 - 5.00pm	<ul style="list-style-type: none"> • Case presentation
5.00 - 5.30pm	<ul style="list-style-type: none"> • Debrief, Q&A : Open session for attendees to ask questions and clarify doubts.
5.30 - 6.00pm	Certificate presentation
	Departures for delegates