



PROFESSIONAL PROGRAMMES

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

INTRODUCTION TO COCOA TRADING

Foundational & Refresher
Suitable for other commodities traders
Includes factory tour and product tasting

FCC CONTRACT RULES AND ARBITRATION

Foundational & Refresher
For anyone using the FCC Contracts
Obligations of buyers and seller
Understand Arbitration and Appeal Process

6 - 8 NOVEMBER 2023
09:00 - 17:00
SINGAPORE

Book your seat now



Organized by



INTRODUCTION TO COCOA TRADING & FCC CONTRACTS RULES & ARBITRATION

6-8 NOVEMBER 2023

The 3-day foundational course helps participants develop competencies, skills and knowledge needed for a career in the cocoa industry, particularly for new entrants. Upon completion of the programme, participants will be able to appreciate the history of cocoa, gain an understanding of the impact of sustainability on the livelihood of farmers and the environment, the importance of supply chain on cocoa quality, learn how cocoa is traded and the use of futures as a hedging tool. Once participants learn about trading, you must now understand the rules of the FCC contracts used to buy/sell/trade in the London market/exchange for beans and products.

Day 3 of the programme will help participants understand what arbitration is and how to avoid it when fulfilling the contract. Get insights on Arbitration matters and the appeal procedure from an FCC Arbitrator.

Who should attend?

New hires or career changers seeking to build up their trading knowledge or are involved in the cocoa industry, as well as anyone who are keen to acquire commodity trading skills.

Day 1 Learning Objectives:

Gain a holistic understanding of cocoa, the fundamentals on supply & demand, gain a better understanding how cocoa is being processed and the use of cocoa ingredients in food applications.

Day 2 Learning Objectives:

Gain a better understanding of the international cocoa trading terms & conditions, the role of the cocoa exchanges and the use of cocoa futures as a hedging tool to manage risks.

Day 3 Learning Objectives:

After learning the tricks of the trade, delegates must now understand the rules of the contracts (buy/sell/trade) for beans and products. Understand what arbitration is and how to avoid it when fulfilling the contract. Get insights on Arbitration matters and the appeal procedure from an FCC Arbitrator.

Fees	Members rate	Non-Members Rate	Venue
Introduction to Cocoa Trading & FCC Rules and Contracts 6-8 November 23	USD1,999	USD2,499	Classroom
Introduction to Cocoa Trading 6-7 November 23	USD1,499	USD1,999	Classroom
FCC Rules, Contracts & Arbitration 8 November 23	USD899	USD1,399	Classroom
Members rate is available for start-ups or buddy sign-up of 2 or more of the same programme, enquire now	Enquire	Enquire	

Day 1 Learning Objectives: Gain a holistic understanding of cocoa, the fundamentals on supply & demand, gain a better understanding how cocoa is being processed and the use of cocoa ingredients in food applications.

DAY 1 - INTRODUCTION (Cocoa Supply & Demand)		
Time	Topic	Duration
9.00am - 9.30am	<ul style="list-style-type: none"> • Introduction • Brief History of Cocoa • Cocoa cultivation and post-harvest practices 	30 mins
9.30am - 10.30am	<ul style="list-style-type: none"> • Major cocoa producing regions • Cocoa sustainability and its economic, environmental, and social impact 	1hr
10.30am - 10.45am	Cocoa break	15 mins
10.45am - 12.30pm	<ul style="list-style-type: none"> • Cocoa processing flow • Major cocoa ingredients consuming regions • Importance of quality and food safety • Product tasting 	1hr 45 mins
12.30pm - 1.30pm	Lunch break and networking	1hr
1.30pm - 3.00pm	<ul style="list-style-type: none"> • Cocoa fundamentals • Cocoa supply and demand on cocoa futures price • Growth of Asia as a major cocoa consuming region 	1hr 30 mins
3.00pm - 3.15pm	Cocoa break	15 mins
3.15pm - 4.15pm	<ul style="list-style-type: none"> • Factory plant tour 	1hr
4.15pm - 5.15pm	Q&A	1hr

Day 2 Learning Objectives: Gain a better understanding of the international cocoa trading terms & conditions, the role of the cocoa exchanges and the use of cocoa futures as a hedging tool to manage risks.

DAY 2 - TRADING TERMS AND RISKS MANAGEMENT		
TIME	TOPIC	DURATION
9am - 10am	<ul style="list-style-type: none"> • Role of cocoa future exchanges • The use of cocoa futures as a hedging tool • Role of cocoa trade associations 	1 hr
10am - 11am	<ul style="list-style-type: none"> • Cocoa trading terms & conditions 	1 hr
11am - 11.15am	Cocoa break	15 mins
11.15am - 12.45pm	<ul style="list-style-type: none"> • International Export Life Cycle • Incoterms Arbitration 	1hr 15 mins
12.45pm - 1.45pm	Lunch break	1hr
1.45pm - 2.15pm	<ul style="list-style-type: none"> • Payment terms and commodity financing 	1hr 30 mins
2.15pm - 3pm	<ul style="list-style-type: none"> • The impact of technical trading on cocoa futures price movement 	1hr
3pm - 3.15pm	Cocoa break	15 mins
3.15pm - 4.15pm	<ul style="list-style-type: none"> • Risks management • Use of cocoa futures as a pricing and hedging tool 	1hr

Day 3 Learning Objectives: After learning the tricks of the trade, delegates must now know how to understand the rules of the contracts (buy/sell/trade) for beans and products. Understand what arbitration is and how to avoid it when fulfilling the contract rules. Get insights on Arbitration matters and the appeal procedure from an FCC Arbitrator.

DAY 3 – FCC RULES, CONTRACTS AND ARBITRATION		
TIME	TOPIC	DURATION
9.00am – 9.15am	Welcome & Introduction	15min
9.15am – 9.45am	SESSION 1	
	<ul style="list-style-type: none"> Introduction to the FCC Benefits of standardized contracts 	30mins
9.45am – 10.45am	SESSION 2	1hr
	<ul style="list-style-type: none"> Deep dive into Bean contract and rules 	
10.45am – 11.00am	Cocoa Break	15mins
11.00am – 12.30pm	<ul style="list-style-type: none"> Understanding guidelines, execution of contracts 	1hr 30mins
12.30pm – 1.15pm	Lunch and networking	45mins
1.15pm – 2.30pm	SESSION 3	
	<ul style="list-style-type: none"> Product Contracts, Touching on CPI (liquid) Deep dive into CP2, CP3 and CP4 	1hr 15mins
2.30pm – 2.45pm	Cocoa Break	15mins
2.45pm – 4.00pm	SESSION 4	
	<ul style="list-style-type: none"> Introduction to the FCC Arbitration Appeal Process What it takes to become an Arbitrator? 	1hr 15mins
4.00pm	SESSION 5	
	<ul style="list-style-type: none"> Recap of the day, practical discussions 	30mins
4.30pm	<ul style="list-style-type: none"> Networking session to follow 	15min

Actual programme might differ or adjusted accordingly



YOUR TRAINERS



Yeong Chye is the Senior Vice President/Global Business Head – APAC for Olam Food Ingredients (ofi)'s cocoa business in Asia. He is a member of ofi's Cocoa Executive Committee.

With more than 40 years' experience in Agri-commodity business, Yeong Chye joins ofi following 18 years at Archer Daniels Midland (ADM). Before joining ADM, he had a successful career with Sime Darby's plantation division in Malaysia. Based in Singapore, he has extensive experience in 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.

Yeong Chye was an ex council member of ASEAN Cocoa Club. He was the founding member and former chairman of the Cocoa Association of Asia (CAA) for 11 years. As chairman of the CAA and a veteran in the cocoa industry, he participated in many cocoa conferences regionally as a keynote speaker and session chairman.

He holds a BA Degree in Business Administration, majored in finance. He attended the Senior Executive Development Course at the Harvard Business School in the US and the Global CEO Program organized by IESE Business School, University Navarra, Spain in partnership with the Asia Human Capital & Leadership Summit.



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.

Guest trainers



About CAA

The CAA was established in 2004 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.

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Knowledge Partners



FEDERATION OF
COCOA COMMERCE

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