

# PROFESSIONAL PROGRAMMES

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

## ADVANCED COCOA TRADING (6-7 MAY)

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

**First of  
its kind**

## FCC ARBITRATION & ARBITRATOR PREPARATORY PROGRAMME (8-9 MAY)

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

6 - 9 MAY 2025  
09:00 - 18:00  
CAPITOL, SINGAPORE

**CONDUCTED IN ASIA**

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!


## 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
<b>Advanced Cocoa Trading &amp; FCC Arbitrator Preparatory Programme 6 - 9 May 25</b> 	<b>USD2,498</b> (original USD2,998)	<b>USD3,098</b> (original USD3,598)	Classroom
<b>Advanced Cocoa Trading 6 - 7 May 25</b>	<b>USD1,699</b>	<b>USD1,999</b>	Classroom
<b>FCC Rules &amp; Arbitrator Preparatory Programme 8 - 9 May 25</b>	<b>USD1,299</b>	<b>USD1,599</b>	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	<b>Additional 5% discount applies</b>	<b>NA</b>	
*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	<b>NA</b>	<b>Enquire</b>	

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

## OVERVIEW OF THE ADVANCED COCOA TRADING PROGRAMME MAY 6-7

**Relevance for Senior Traders :** Senior traders should strongly consider attending this course for several reasons:

- **Enhance Risk Management Skills:** With cocoa prices at record highs and futures markets becoming less reliable for hedging, understanding innovative risk management approaches is essential
- **Market Complexity:** Even experienced traders face challenges with the evolving dynamics of cocoa markets, such as inverted futures pricing and supply chain disruptions. This course equips them with tools to adapt and thrive.
- **Leadership Development:** Senior traders can refine their skills in strategic decision-making and mentoring junior team members by gaining cutting-edge insights into trading strategies and arbitration processes.
- **Global Perspective:** The course provides a comprehensive view of international cocoa markets, helping senior professionals anticipate global trends and policy changes that could impact their portfolios.

The Advanced Cocoa Trading Course is not just an educational opportunity but a strategic investment in professional growth. For senior traders, it offers a platform to sharpen expertise, stay competitive, and lead effectively in today's challenging market environment.

## OVERVIEW OF THE FCC RULES, ARBITRATOR PREPARATORY PROGRAMME MAY 8-9

The commodity trading contract is a vital document for commodity traders. **Often, it determines who makes and who loses money when things go wrong.** It is a complex document and its implications are often overlooked

The 2-day class will revolve around hypothetical problems based on real life cases discussed in an interactive setting.

Your session will be taught by **Robin Dand** from the FCC and FCC Arbitrator **Paul Arendsen** who will share real life case studies and experience to illustrate the practical application of the arbitration process and how awards are decided.

### WHO SHOULD ATTEND:

- This is the inaugural session and conducted in Asia.
- Designed for:
  - Organizations enhancing team understanding of cocoa arbitration.
  - Individuals aspiring to become FCC Arbitrators.
  - Those needing a refresher on FCC Rules.

# 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 & 2	Session 3 & 4 Cert Presentation	Session 1 & 2	Session 3 & 4 Cert Presentation
After 6.30pm		Dinner	<b>Networking evening</b>  Welcome for Group 2, Farewell for Group 1 participants not staying for FCC course	Dinner	Departure Day

**Note:**

Course Curriculum might be subjected to changes  
Course organizer reserves the right to replace / introduce speakers  
Estimated times




**DRAFT**

## Advanced Trading Programme 6 May - DAY 1

Time	Topic	
9.00 - 9.20am	• Registration	
9.20 - 9.30am	• Welcome and introduction to the event.	
SESSION 1		
9.30 - 12.30pm (30min break)	<ul style="list-style-type: none"><li>• Role of cocoa future exchanges</li><li>• Insights into physical cocoa trading</li><li>• Exchange Delivery &amp; Grading: for both London and New York.</li><li>• Arbitrage execution</li><li>• Discuss available Solutions</li><li>• In-depth discussion on options hedging strategies, understanding Greeks, and volatility management.</li><li>• Over-the-Counter (OTC) - how to use them effectively</li><li>• Technical analysis</li></ul> <p>(note some sessions might flow to post lunch)</p>	StoneX team & Paul Arendsen
12.30 - 2.00pm	Lunch and Networking	
SESSION 2		
2.00 - 5.30pm (30min break)	<ul style="list-style-type: none"><li>• Continue from Session 1 (open)</li><li>• Dive into factors affecting supply and demand dynamics</li><li>• Arbitrage trading including risks and benefits - from the eyes of a trader</li><li>• Comprehensive review of differential trading strategies, hedging techniques, rolling positions, and effective position management.</li></ul>	Paul Arendsen  Yeong Chye
5.30 - 6.00pm	Q&A : Open session for attendees to ask questions and clarify doubts.	All Participants
6.00pm	Dinner and Networking	

Note:

Course Curriculum might be subjected to changes  
Course organizer reserves the right to replace / introduce speakers  
Estimated times



**DRAFT****7 May - DAY 2****SESSION 3**

<b>9.30 - 12.00pm</b> (15min break)	<ul style="list-style-type: none"><li>• <b>Workshop on and in-depth understanding financial statements, focusing on balance sheet analysis</b></li><li>• <b>Cash flow management and the importance of working capital</b><ul style="list-style-type: none"><li>◦ <b>Insights on cash flow management strategies</b></li></ul></li><li>• <b>Supply Chain Finance, Loan Structures, and Repo agreements.</b></li><li>• <b>Touch on Supply Chain challenges, sustainability initiatives, and compliance with EUDR regulations.</b></li></ul>	<b>Paul Arendsen</b>  <b>&amp;</b>  <b>Guest:</b> <b>Kate Jarvis</b> <b>Asian Development Bank</b> Senior Climate Finance Advisor in ADB's private sector Agribusiness Investment Team
--	--	---

<b>12.00 - 1.30pm</b>	<b>Lunch and Networking</b>
-----------------------	-----------------------------

**SESSION 4**

<b>1.30 - 4.30pm</b> (15min break)	Continued <ul style="list-style-type: none"><li>• <b>Supply Chain challenges, sustainability initiatives, and compliance with EUDR regulations.</b></li><li>• <b>Introduction to the FCC and new offerings</b></li><li>• <b>Insurance, Claims Monitoring, Claims Handling &amp; more</b></li></ul>	<b>Paul Arendsen &amp; Yeong Chye</b>  <b>Robin Dand</b> FCC Secretariat  <b>Guest:</b> <b>Florence Hamon</b> Head of Client Team Marine Cargo <b>Filhet-Allard Maritime</b>
<b>4.30 - 5.30pm</b>	<b>Q&amp;A : Open session for attendees to ask questions and clarify doubts.</b>	<b>All Participants</b>
<b>5.30 - 6.00pm</b>	<b>Certificate presentation</b>	<b>All Participants</b>
<b>6.00 - 9.00pm</b>	<b>Cocktail - Networking opportunities with industry veterans to build professional and social networks.</b>	<b>All Participants</b>

**Departures for delegates who are not joining the FCC Class****Note:**

Course Curriculum might be subjected to changes  
Course organizer reserves the right to replace / introduce speakers  
Estimated times



## FCC Arbitration & Arbitrator Preparatory Programme 8 May - DAY 1

Time	Topic
9.00 - 9.20am	<ul style="list-style-type: none"><li>• Registration</li></ul>
9.20 - 9.30am	<ul style="list-style-type: none"><li>• Welcome and introduction to the event</li></ul>
SESSION 1	
9.30 - 12.00pm (30min break)	<ul style="list-style-type: none"><li>• Dive into FCC Contracts and Arbitration Process</li><li>• Expectations of an Arbitrator etc</li></ul>
12.00 - 1.30pm	Lunch and Networking
SESSION 2	
1.30 - 3.30pm	<ul style="list-style-type: none"><li>• Introduction to Case #1</li><li>• Difficulty level - Basic<ul style="list-style-type: none"><li>◦ Break into workgroups</li></ul></li></ul>
3.30 - 5.00pm	<ul style="list-style-type: none"><li>• Case presentation, awards &amp; debrief</li></ul>
5.00 - 6.00pm	<ul style="list-style-type: none"><li>• Debrief for Day 1</li><li>• Q&amp;A : Open session for attendees to ask questions and clarify doubts.</li><li>• Introduction to Day 2</li></ul>
6.00pm	Dinner and Networking

## 9 May - DAY 2

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

### Note:

Course Curriculum might be subjected to changes  
Course organizer reserves the right to replace / introduce speakers  
Estimated times

# 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 Nettherlands for 6 years)

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



Yeong Chye has over 40 years of experience in the agri-commodity business, joining Olam in 2015 after 18 years at Archer Daniels Midland (ADM). He began his career at Sime Darby Plantation in Malaysia. Based in Singapore, he has extensive supply chain experience in trading, procurement, and sales of cocoa ingredients across APAC markets. Yeong Chye has been involved in M&A activities and establishing sales networks in Asia. He is a former Council Member of ASEAN Cocoa and the founding chairman of the Cocoa Association of Asia. Known in the industry, he has served as a keynote speaker at cocoa conferences and taught trading courses. He holds a BA in Business Administration (Finance) and has completed executive programs at Harvard and IESE Business School.



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



## GUEST SPEAKERS

StoneX®

Filhet-Allard  
MARITIME

ADB  
ASIAN DEVELOPMENT BANK



## 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



Enquiry@cocoaasia.org

## Knowledge Partners



FEDERATION OF  
COCOA COMMERCE



StoneX

Book your seat  
now



V.Mar01