

**INNOVATIVE AGRI-FINANCE
PRODUCTS TO HELP ADDRESS
FOOD INSECURITY IN ADB
DEVELOPING MEMBER COUNTRIES**



VIA ZOOM

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8:45–10:00 AM MANILA

10:45 AM–12:00 PM SYDNEY

8:45–10:00 PM WASHINGTON DC / NEW YORK

ASIAN DEVELOPMENT BANK
**LAW AND POLICY
REFORM PROGRAM**



ABOUT THE WEBINAR

This webinar will discuss innovations in agriculture finance which can help address the increasing threat of severe food insecurity in the Asia and the Pacific region. The lack of access to agriculture finance is one of biggest issues holding back food security. In particular, in the agriculture sector, the need for financing is even more dire because of the seasonality of its cash flows and various risks across the value chain, which is compounded if farmers have small landholdings and financial systems are underdeveloped. Expanding access to finance for agriculture production and food processing is critical to moving food from surplus areas to deficit areas, while maintaining food supplies until the next crop season starts.

Without access to finance, farmers are unable to transition from subsistence farming and produce higher yields. To address these issues, international organizations (including ADB) have supported the development of different credit products at various stages of the value chain. Two of these commonly deployed in agriculture are crop receipts finance and warehouse receipts finance. Crop receipts finance is an effective “pre-harvest” finance technique that enables farmers access to finance early on in the production cycle, whereas warehouse receipts is an effective “post-harvest” finance technique that allows farmers access to finance while they wait for more favorable market conditions or until the crop enters a supply chain. Both of these credit products have proven to positively impact food security among multiple players along the agricultural supply/value chain.

While these innovative credit products have had earlier uptake in emerging markets in Africa, Eastern Europe and South America, more Asian developing countries are starting to recognize their potential to help farmers scale up production, as well as make investment in technology and sustainable farming practices. For example, in Indonesia and India, warehouse receipt financing has been viewed a gamechanger for farmers and, recently, Bhutan has identified warehouse receipt financing as a way to expand financial inclusion and Pakistan has successfully launched the first Shariah-compliant electronic warehouse receipt financing.

A discussion focusing on agricultural finance in the context of food security is also timely in light of the recent and ongoing efforts to modernize the legal infrastructure. For example, the International Institute for the Unification of Private Law (UNIDROIT) and the United Nations Commission on International Trade Law (UNCITRAL) have undertaken a first-ever joint project to develop a model law on warehouse receipts, including contemplating the issuance and transfer of electronic warehouse receipts. The model law can be useful for countries seeking to reform their national legislation to support the development of innovative agriculture finance products.

Join our expert panel talk about the prospect of these innovative agriculture finance products for ADB’s developing member countries and what it will take to make them work to help farmers increase their production capacity to help address the food insecurity crisis.

TO REGISTER FOR THE WEBINAR:

ACCESS THE SIGN-UP SHEET AT:

[HTTPS://ADB-ORG.ZOOM.US/WEBINAR/REGISTER/WN_WJVS6XFQQUAXLGWMFSKPIA](https://adb-org.zoom.us/webinar/register/wN_WJVS6XFQQUAXLGWMFSKPIA)

OR

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WEBINAR PROGRAM

I. Welcome Remarks

Thomas Clark, General Counsel, Asian Development Bank (ADB)

II. Presentation

Marek Dubovec, Director of Law Reform Programs, International Law Institute

III. Panel Discussion

Moderator:

Ben Sandstad, Senior Counsel, Trade and Supply Chain Finance Programs, OGC, ADB

Panelists:

Qingfeng Zhang, Chief of Rural Development and Food Security (Agriculture) Thematic Group, Sustainable Development and Climate Change Department, ADB

Lamon Rutten, Chief Executive Officer, Kingdom of Saudi Arabia Mining Exchange; former Chief Executive Officer, Indonesia Commodity and Derivatives Exchange

Philine Wehling, Legal Officer, International Institute for the Unification of Private Law (UNIDROIT)

Jairus S. Ferrer, Chief Executive Officer, iFarms Inc. (Philippines)

Manohari Gunawardhena, Senior Financial Sector Specialist, South Asia Regional Department, ADB

IV. Q & A

INAUGURAL SPEAKER



THOMAS CLARK

General Counsel,
Office of the General Counsel (OGC),
Asian Development Bank (ADB)

Mr. Clark holds a Doctor of Laws degree from Columbia University, where he was Notes Editor of the Columbia Law Review, and a Bachelor of Arts degree in Government from Harvard University. He has over 30 years of experience in legal and government affairs practice, spanning the financial services, energy, and infrastructure sectors. After a judicial clerkship on the U.S. Court of Appeals for the D.C. Circuit, and legal practice at the law firms of Sullivan & Cromwell in New York and WilmerHale in Washington, D.C., Mr. Clark joined the General Electric Company, one of the world's largest infrastructure and technology companies. His 22-year career at GE included 16 years based in Japan and covering the Asia-Pacific region, as General Counsel for GE's largest Asian financial services arm, and as Executive Counsel for Government Affairs and Policy, working with regulators and governments throughout the region on key legal and policy initiatives, and holding leadership roles in industry associations and private sector advisory bodies for APEC and ASEAN.

Most recently, Mr. Clark was Managing Director and Co-Head of Americas for the Global Public Policy Group of BlackRock Inc., the world's largest asset management firm, where he drove regulatory policy engagement and thought leadership on infrastructure finance, ESG and sustainability, disclosures related to climate risk and energy transition issues, data privacy and fintech.

As General Counsel at ADB, he is responsible for driving legal strategy and engagement on public policy reforms to support ADB's mission of achieving a sustainable, prosperous, inclusive, and resilient Asia-Pacific region.

RESOURCE SPEAKER



MAREK DUBOVEC

Director of Law Reform Programs,
International Law Institute

Dr. Marek Dubovec is the Director of Law Reform Programs at the International Law Institute (ILI). For over 15 years, Marek has been working with international standard-setters, including UNCITRAL and UNIDROIT to draft conventions, model laws, principles and guides that assist States in modernizing their commercial law frameworks. He has worked on the implementation of these standards under projects funded by the World Bank Group, the European Bank for Reconstruction and Development, FSD-Kenya, and others. He has assisted countries in Africa (e.g., Kenya), Asia (e.g., the Philippines), Eastern Europe (e.g., the Ukraine), the Middle East (e.g., the UAE) and Latin America (e.g., Colombia), with reforms of their frameworks on secured transactions, factoring, warehouse receipts and related legislation. In these projects, Marek drafted laws and regulations, assisted with building technological infrastructures, including collateral registries, and provided capacity building to various stakeholders, including financial institutions, government officials, and judges.

Marek has produced several policy papers, reports and other publications for international organizations, including the Secured Transactions, Collateral Registries, and Movable Asset-Based Financing Knowledge Guide, and Guidance Notes on Distributed Ledger Technology and Secured Transactions for the World Bank Group. He has authored and co-authored numerous articles and books, including the 2019 Secured Transactions Law Reform in Africa. Additionally, Marek is Professor of Practice at the University of Arizona, James E. Rogers College of Law and has served as a visiting scholar at the Institute for Monetary and Economic Studies of the Bank of Japan, and a visiting professor at the University of Puerto Rico, School of Law.

MODERATOR



BEN SANDSTAD

Senior Counsel, Trade and Supply Chain
Finance Programs, OGC, ADB

Ben Sandstad, an Australian citizen and dual Hong Kong SAR and New South Wales qualified lawyer, is the Senior Counsel for the trade and supply chain finance programs at ADB.

With over twenty years' legal experience in banking, structured and trade finance, Ben has been appointed to senior in-house banking roles and partnerships at global law firms, and draws on this combination of in-house and private practice experience to holistically advise on the structuring and origination of, process and governance for holding, and the distribution of, risks in respect of the full spectrum of credit and lending transactions, particularly where there is an underlying asset, trade transaction, recourse, tax or

PANELISTS



QINGFENG ZHANG

Chief of Rural Development and Food Security (Agriculture) Thematic Group, Sustainable Development and Climate Change Department, ADB



LAMON RUTTEN

CEO, Kingdom of Saudi Arabia Mining Exchange; former CEO, Indonesia Commodity and Derivatives Exchange

regulatory requirement. Notably, Ben has extensive distribution experience spanning the full range of credit risk mitigation, compliance with prudential capital rules and achieving de-recognition / non-consolidation outcomes.

Ben joined ADB in January 2021 as Senior Legal Consultant, before being appointed to staff as Senior Counsel in July 2022, and has focused his entire legal career in the Asia-Pacific region. He is a regular speaker at industry events and participant in industry bodies. He holds degrees from the University of Sydney in Law and Arts.

As Chief of the Rural Development & Food Security Thematic Group, Mr. Zhang provides leadership over the formulation and implementation of the Bank's strategy and knowledge in agriculture, natural resources, and food. He also oversees the operationalization of ADB's vision on agriculture, natural resources, and food in regional and country programs. Each year, Rural Development, Natural Resources, and Food has \$3-4 billion investments across the Bank (investments, results-based lending, and policy-based lending). There are about 135 staff members in this sector across the Bank.

As the head of Environment thematic group, Mr. Zhang leads the Bank's initiatives in natural capital lab, ocean health action plan, air quality management, and the East Asian Australasian Flyway.

Prior to serving in this role, Mr. Zhang was the Director for Environment, Natural Resources and Agriculture in ADB's East Asia Department (2014-2020). He successfully linked agricultural production with natural resources management and environmental health—delivering the \$2 billion Yangtze river economic belt framework program, designing the \$6 billion rural vitalization program in PRC, and formulating multiple-phased air quality management and sustainable tourism programs in Mongolia across the various sectors.

Prior to joining ADB, he was a Senior Environment Specialist at the World Bank in Washington, D.C.; a Director at the State Environmental Protection Administration in Beijing; and a Research Fellow at the Hong Kong University of Science and Technology.

Mr. Zhang is a Chinese national. He holds a doctoral degree in environmental engineering from the Tsinghua University, as well as a master's degree in water resources management and a bachelor's degree in hydrology from the Sichuan University. He was also trained at the Harvard Business School through its Executive Development Program.

Since August 2022, Lamon Rutten is CEO of the Kingdom of Saudi Arabia Mining Exchange, in charge of setting up this new securities and commodities exchange. Previous to this, he was CEO of the Indonesian Commodity & Derivatives Exchange (ICDX). He had joined ICDX in 2017, coming from the Technical Centre for Agricultural and Rural Cooperation (CTA), an international organization under the European Union-ACP umbrella where he headed operations, including programs on agricultural finance and the use of modern information & communication technologies. Before joining CTA, he was Managing Director and CEO of the Multi Commodity Exchange of India, which at the time that he left (after a USD 1.5 billion Initial Public Offering) was the world's second largest commodity exchange in terms of trading volume, with his last year's notional trading value reaching 2.9 trillion USD.

Before moving to the private sector in 2006, he was with the United Nations Conference on Trade and Development, where he started and for 15 years managed the organization's large program on commodity risk management and finance, successfully incubating the development of new commodity exchanges as well as warehouse receipt finance schemes. He has also worked as Senior Advisor with the International Task Force on Commodity Price Risk Management of the World Bank, and as CEO of ACE Audit Control & Expertise, the largest collateral management agency in Africa. He has published more than 70 reports and books on commodity exchanges, structured finance and risk management, has held Board positions in four continents, and has been part of many FAO, UNCTAD and World Bank advisory country missions. For five years, he taught commodity marketing and risk management at the Institute of Banking and Financial Management of the École des Hautes Études Commerciales, part of the University of Lausanne, Switzerland. Lamon holds a M.Sc. degree, with honors, in International Economic Management from Tilburg University, The Netherlands.

PANELISTS (CONT'D)



PHILINE WEHLING

Legal Officer, International Institute for the Unification of Private Law (UNIDROIT)

Dr Philine Wehling has been working as a Legal Officer at the International Institute for the Unification of Private Law (UNIDROIT) since 2019. She is primarily responsible for the joint project by UNIDROIT and the United Nations Commission on International Trade Law (UNCITRAL) to develop of a Model Law on Warehouse Receipts, as well as for the implementation of projects related to agricultural trade and sustainable development.

Before joining UNIDROIT, for almost eight years, Dr Wehling worked as a Legal Specialist at the Legal Office of the United Nations Food and Agriculture Organization (FAO), providing legal advice and legislative assistance to governments and contributing to the standard-setting work of the Organization. In particular, she worked on matters related to trade in agro-food products, agriculture finance, sustainable agricultural production and development, and natural resources management. Throughout her appointment with the FAO Legal Office, she was responsible for the entire portfolio of agriculture finance legislation projects and related normative work. Dr Wehling further served as a Legal Advisor at the German Federal Ministry of Justice, where she was in charge of international cooperation in consumer law. She holds a Ph.D. in international law from the University of Heidelberg and lectures on international trade law at the International Training Centre of the International Labour Organization (ITC-ILO).



Jairus S. Ferrer

Chief Executive Officer, iFarms Inc. (Philippines)

Jairus Ferrer aims to redefine agriculture in the Philippines for generations to come. He started planting his roots in the industry trading a Bukidnon center's farm produce to local markets and restaurants in Cagayan de Oro. His penchant for the business moved him towards moving agri-products—from probiotic chicken to premium coffee—to commercial products and nationwide distribution. At 32, he founded his own agri-technology company, iFarms Inc., which aims to dignify agriculture through technology. Committed to innovating and integrating agri-value chains, iFarms provides digital solutions to deep-rooted agricultural roadblocks; standardizes efficient post-handling processes; and redefines traditional methods to increase farm productivity in light of heritage practices. Though his experience, Jairus has developed solutions to major farming pain points by simplifying procurement and harvest fulfilment processes through digitized solutions.

Previous to founding iFarms Inc., Jairus studied and worked for 5 years in *Semilya sa Kinabuhì*, a farm business program in Bukidnon. He later started his first food logistics service called Pronic Foods, which supplied supermarkets nationwide with organic poultry products, and helped Hineleban Coffee, a coffee brand from Bukidnon, reach better markets. All in all, Jairus has 15 years of experience in developing businesses and creating programs for economic growth in the agriculture sector in Luzon and in Mindanao.



Manohari Gunawardhena

Senior Financial Sector Specialist, South Asia Regional Department, ADB

Manohari Gunawardhena is a Senior Financial Sector Specialist attached to the South Asia Regional Department of ADB. In her present capacity she originates loan and technical assistance projects in the financial sector and related operations on private sector development, in member countries in the region. She is a commercial and development banker with 25 years' experience gained at Standard Chartered Bank in Colombo, with training in Singapore and Dubai. She held positions of responsibility in treasury, lending, investment banking, and risk management. Prior to her present position, she served in ADB's Private Sector Operations Division as an Investment Specialist and managed portfolios in India, Sri Lanka, Maldives, Cambodia, Indonesia, Mongolia, China, Uzbekistan, and Azerbaijan. She has a bachelor's degree in Science from the University of Kelaniya, Master of Business Administration from the University of Sri Jayewardenepura, and a master's degree in financial economics from the University of Colombo Sri Lanka. She has completed a Harvard University online course on Financial Technology.

In addition, she was a visiting lecturer at the master's degree in financial mathematics at the University of Colombo and a visiting lecturer at the Training College of the Central Bank of Sri Lanka and Institute of Bankers, Sri Lanka.

ADB TEAM



Supported by:

Christina Pak, Principal Counsel and Team Leader, Law and Policy Reform Program

Maria Cecilia T. Sicangco, Senior Legal Officer, OGC

Ryah Zendra M. Sanvicente, Legal Operations Administrator, OGC

Gladys Sangalang, Senior Legal Operations Assistant, OGC

Angelo Jacinto, IT and Multimedia Specialist (Consultant), OGC

