



TRADE FINANCE

**EUROMONEY
SEMINARS**



Speaker Information

14th Annual

**Global Export Finance
Conference**

Hotel Arts, Barcelona
23rd & 24th September 2013

Agenda

Sunday 22nd September

1800

Icebreaker Reception

DAY ONE AGENDA

Monday 23rd September 2013

8.00 Registration and Coffee

8.45 Chairman's opening remarks

9.00

Global economic overview: The must have knowledge for the global export finance market in 2014

How affected is the market by the ongoing crises of Southern European sovereigns?

- Assessing the impact of regulatory reforms on the export finance market
- When will we see a return to pre-crisis levels of growth?
- What role do exports play in driving economies in Europe and across the world

Senior Economist, BTMU

9:30

NEW – Keynote interview with Johan Schrijver, Managing Director Dutch State Business, ATRADIUS and President of the Berne Union

NEW – Keynote interview with-Andreas Klasen, Partner, PricewaterhouseCoopers AG WPG, Head of Export Credit Guarantees, Euler Hermes

10:15

THE ANNUAL GLOBAL HEADS OF EXPORT FINANCE PANEL: DO BANKS STILL HAVE A ROLE IN EXPORT FINANCE?

- Has increasing liquidity in the market kick started long term lending from banks in export finance?
- What tools are banks using to access funding sources? How can ECAs help to increase liquidity in the market?
- Is there an ever increasing un-level playing field in the competitiveness of banks in the global export finance market?

Tetsuya Senda, Global Head of ECA, Commodities and Trade Finance, BTMU

Peter Luketa, Global Head of Export Credit and Global Specialised Finance, HSBC

Eli Hassine, Global Head of Export & Agency Finance, Sumitomo Mitsui Banking Corporation

Valentino Gallo, Global Head of Export and Agency Finance, Citi

Frédéric Surdon, Global Head of Export Finance, Societe Generale

Eric De Jonge, Global Head, Structured Export Finance, ING

Arnaud Sarret, Head of Export and Servicing Finance, Natixis

Stefan Boehlich, Head of Structured Trade & Export Finance, Commerzbank

Sandra Nolasco, Global Head of Structured Trade Finance, BBVA

Yasser Henda, Global Head of Export Finance, BNP Paribas

Axel-Peter Ohse, Global Head of Structured Trade and Export Finance, UniCredit

André Gazal, Global Head of Export Finance, Credit Agricole

11:15

Morning refreshments and networking break

12.00

NEW - Keynote Presentation: An update on the European Banking Federation's Export Credit Working Group

- Who are the group's members and what are their main objectives?
- Understanding the working group's approach to the questions surrounding export finance and Basel III?
- Analysing the impact that the EBF mandated Liikanen Report could have on the European export finance market

Guido Ravoet, Chief Executive Officer, **European Banking Federation**

12:30

The exporters' perspective: As liquidity returns to the market are exporters becoming more price or product sensitive?

- What pricing and product range are exporters looking for from their export finance banks? What other financing sources are exporters tapping into?
- What new innovations would exporters like to see their ECAs offering? How important is flexibility in product offering?
- ECA cover as a marketing tool: Do global exporters see the value of good sovereign cover when approaching importing clients?

Patrick Blanchard, Senior Vice President, Project and Export Finance, **Alstom**

Jan Christoph Meyer, Structured Finance Specialist, Structured Finance, **Vestas**

Jean-Michel Cerf, Vice-President, EADS Customer, Project and Structured Finance, **Eurocopter**

Guido Fieret, Manager, Treasury and Export Finance, **IHC Merwede**

Mauricio Toledano, Chief Executive Officer, **Eurofinsa**

Jon Coleman, Chairman, **British Exporters Association**, Group Treasury, Export and Structured Finance, **BAE Systems**

Jonathan Joseph-Horne, Head of Export and Agency Finance, EMEA, **SMBC**, *moderator*

13:15

Lunch sponsored by  **KFW IPEX-Bank**

14:45

NEW – Industry Leaders' Oxford Style Debate

- *"This house believes that there is no longer a role for banks in export finance"*
- *"This house believes that borrowers hold all the power in export finance"*
- *"This house believes that alternative ECA products such as direct lending and capital markets solutions will outstrip traditional export credit guarantee products in the next 2 years"*

Xavier Laurent, Director and Deputy Head of State Guarantees Directorate, **COFACE**

Thomas Rebsamen, Head of Project & Export Finance, **Alstom**

Patrik Achtman, Director; Project and Structured Finance, **Volvo Construction Equipment AB International**

Jarle Roth, Chief Executive Officer, **Export Credit Norway**

15:45

Moving away from a “one size fits all” model: How can private credit insurers provide solutions for exporters and borrowers?

- Evaluating the alternative solutions private credit insurers offer as a compliment or alternative to traditional export credit agency solutions?
- Can increased cooperation between private and public credit insurers improve the offering to the exporters and borrowers?
- Do private insurers need to adapt their product offering to accommodate banks’ new originate to distribute model?

Nuria Gorog, Senior Vice President and Regional Manager, **Continental Europe, Zurich**

16:30

Afternoon refreshments and networking break

17:00

An update on the International Chamber of Commerce Trade Register and the implications for medium and long term export finance

- Compiling the data: A short introduction to the numbers behind the register
- How has the data been presented to regulatory bodies and what has the outcome been?
- Assessing the impact of the register on the Basel III regulations for trade finance

Thierry Senechal, Executive Secretary, Banking Commission, **International Chamber of Commerce**

17:30

How are multilaterals bridging the funding gap in developing countries and offering viable export finance solutions?

- Analysing which deals MLAs and DFIs are comfortable providing funding and cover for
- How can deals with mixed credits from development banks and multilaterals be structured?
- What role are multilaterals playing in offering non-sovereign guarantees for export credit?

Antonio Barbalho, Sector Leader, Oil, Gas, Energy and Mining, **Miga**

Bonnie Galat, Global Head, Trade and Supply Chain Products, Business Development, **IFC**

Luciene Machado, Managing Director, Export Credit Division, **BNDES**

18:15

Chairman’s closing remarks followed by Cocktail reception

Day Two: Tuesday 24th September 2013

8.30 Registration and Coffee

9.00 Chairman's opening remarks

9.15

THE ANNUAL ECA PANEL: CAN ECAS STILL OFFER WHAT IS NEEDED IN THE EVOLVING EXPORT FINANCE WORLD?

- How is the role of ECAs globally and their product offering and evolving in response to market conditions?
- Understanding the shift from financing in developing countries to financing in maturing markets: How do the ECAs products differ between markets?
- Are ECAs engaging directly with exporters and borrowers? Does this go against the traditional client-to-bank relationship?

Karin Aelman, Director General, **EKN**

Xavier Laurent, Director and Deputy Head of State Guarantees Directorate, **COFACE**

Beatriz Reguero, Chief Operating Officer, State Account Business, **CESCE**

Dr. Hendrik Holdefleiss, Head of Division Underwriting & Risk Management, Export Credit Guarantees, **Euler Hermes Deutschland AG**

Ali Sherwani, Head of Business Development, **UK Export Finance**

Vinco David, Head of International Relations, Development & Marketing, **Atradius Dutch State Business**

Satoru Koyama, Head of Paris Office, Chief Representative for Europe, Russia CIS, Middle East and Africa Region, **NEXI**

Senior Representative, **BTMU**, *moderator*

10:15

The borrowers' perspective: The rise and rise of borrower power

- Do borrowers in the market increasingly see their role as deal originators rather than price takers?
- Who uses the ECA products and what alternatives are available. What can be done to make the ECA backed financing more attractive?
- Are banks and ECAs evolving to meet the increasing needs of the borrowers?

Tatiana Kartushina, Deputy Chief of Debt Finance Department, **SUEK**

Antje M. Gibson, Vice President & Treasurer, **Royal Caribbean Cruises Ltd**

Martin Breckheimer, Senior Vice President, Head of Structured Export Trade Finance, **Commerzbank**, *moderator*

11:00

Morning refreshments and networking break

11:30

Distributing and investing: Can supply meet demand for ECA backed assets in the secondary market?

- How important are securitisation guarantees for accessing the secondary market investors? What tools are being developed to securitize trade finance assets?
- Profiling the investment objectives and criteria for pension funds and institutional investors looking to invest in export finance tickets: What price, tenor and securities are needed?
- How does the distribution side of the bank work with the deal originators of export finance deals? What role do ECAs play in improving secondary market liquidity?

Alex Taylor, Managing Director, EMEA Head – Export and Agency Finance, **Citi**

David Bonnefoy, Head of Export Finance, **Natixis**

12:00

Spotlight on the Middle East: With oil prices remaining high why does the region need export finance?

- How can banks and ECAs continue to add value in key exporter countries?
- Why isn't local bank liquidity making ECA financing irrelevant?
- Opportunities in new markets: Lebanon

Simon Lee, Director, Project and Export Finance, **HSBC**

Suresh Vaidhyanathan, Group CFO, **Platinum Corporation FZE**

12:30

Bringing exporter and borrower expectations closer to bank and ECA offerings in Russia and the CIS

- Exports from the Russian Federation in co-operation with Exiar: How are exporter concerns being met?
- What is the rationale behind ECA coverage of imports? Risk, cost, or diversification of funding sources?
- Rouble-denominated financing vs. Euro and USD denominated financing

Anna Semenova, Head of Treasury, **RusVinyl**

Peter A. Gloushkov, Head of International Legal, **JSC Tatneft**

Stanislav Popkov, Head of Lending and Structured Finance, **JSC Gazprom Neft**

Mikhail Karyakin, First Deputy Chief Executive Officer, **EXIAR**

Toshiro Machii, Executive Officer for Europe, the Middle East and Africa, **JBIC**

Dina Merkulova, Director, ECA Financing, **Alfa-Bank**

Bruno Cloquet, Head of Export Finance Europe, **BNP Paribas**, *moderator*

13:15

Lunch

14:30

Accessing long term liquidity in alternative currency financing

- Are borrowers increasingly looking to secure deals in local currencies?
- How can international banks work with regional and local banks to secure long term liquidity in alternative currencies?
- Local currency financing in numbers: An overview of the local currency deals executed – which currencies are most popular?

Pablo Eguiluz, Project Finance Manager, **Inkia Energy Ltd**

Marko Gucijan, Head of Project and Export Finance, Russia, **HSBC**

15:15

Navigating the funding solutions for medium and long term export credits

- Benchmarking funding solutions of ECAs worldwide: Direct lending, refinancing guarantees and capital markets solutions
- On balance sheet solutions Vs Off balance sheet solutions: Is direct lending still a viable funding solution? Are capital markets solutions the next logical step?
- Understanding the need for more standardisation in funding solution products

Topi Vesteri, Executive Vice President, **Finnvera Plc**, Chairman of Board, **Finnish Export Credit Ltd**

Alex Taylor, Managing Director, EMEA Head – Export and Agency Finance, **Citi**

Eric Van de Peer, Director, Global Trade Product Management – EMEA, **Bank of America Merrill Lynch**

Kerstin Gedung, Executive Director, Head of Structured Finance, **SEK**

Natalia Mesa, Head of Export Finance, **Caixabank**, *moderator*

16:00

Afternoon refreshments and networking break

16:15

Evaluating the demand for ECA cover in Africa as a result of increased difficulty in securing long term financing

- How are banks and ECAs working together offer export finance products to the small and medium sized market?
- Which industry sectors are witnessing the highest volumes of ECA coverage in the region at present?
- Traditional OECD ECAs Vs Newer entrants to the market: Comparing the different offerings of the ECAs to borrowers in the region

Leon Potgieter, Senior Advisor: Project Finance, **Tenova Mining & Minerals**

Tayo Omidiji, Head, Strategic Planning Department, **Nigeria Export-Import Bank**

Mandisi Nkuhlu, Chief Executive Officer, **ECIC**

Agnes Tauty-Giraldi, Managing Director - Head of Structured Export Finance – Trade, Europe and Africa, **Societe Generale**

17:00

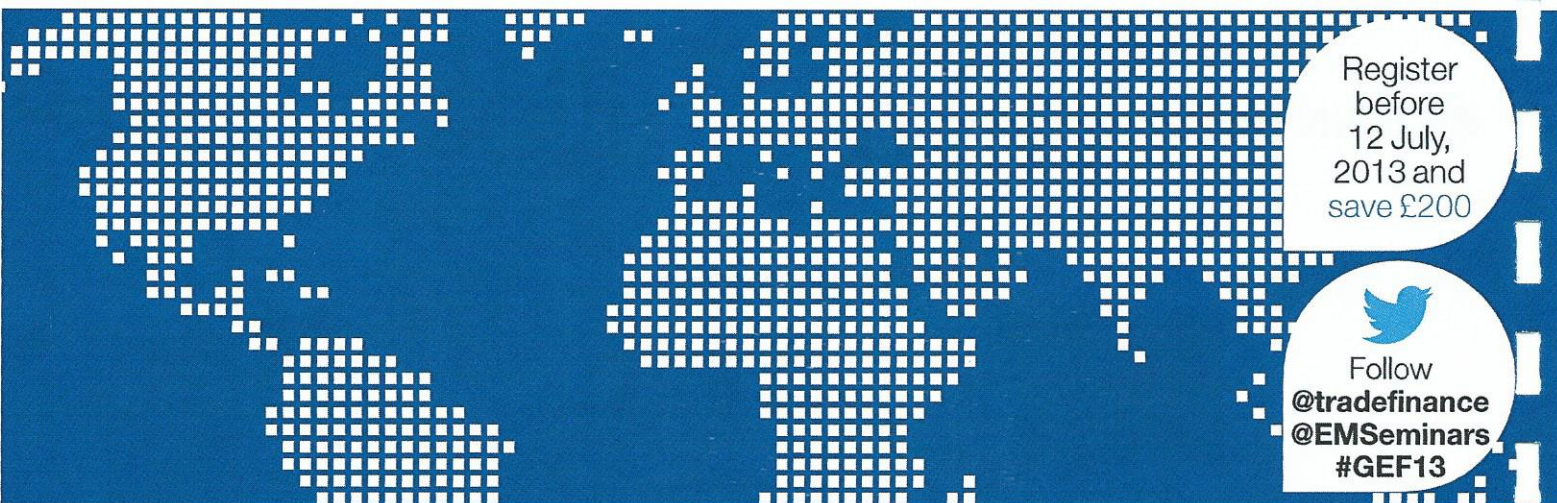
Chairman's closing remarks followed by close of conference

14th Annual

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23rd and 24th September 2013 • Hotel Arts, Barcelona

www.euromoneyseminars.com/GEF



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delegates

220+
companies

35+
countries

110+
exporters

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5 Key highlights for this year

1 The annual ECA panel: Can ECAs still offer what is needed in the evolving export finance world?



The annual ECA panel has become one of the most eagerly anticipated discussions of the Global Export Finance Conference. It offers a unique opportunity to hear from senior executives from the leading ECAs from across the globe. This unrivalled panel will provide insights into their evolving product offerings, their role as additional funding sources and their priorities and mandates as sovereign entities.

2 The annual global heads of export finance panel: Do banks still have a role in export finance?



The annual global heads of export finance panel is a unique gathering of some of the most esteemed individuals in the export finance community. In this panel the industry's global leaders from international banks representing the four corners of the globe will address their thoughts and opinions on key topics in the export finance market. These views will form the foundation for a fast-paced debate amongst these industry figureheads. The session will be followed by an extended Q&A and will then frame the issues to be discussed throughout the conference.

3 On Stage Interviews with senior figures from leading Export Credit Agencies



Senior figures from the world's leading Export Credit Agencies will answer questions on the market and the future of their institution in the evolving world of export finance.



4 Industry Leaders' Oxford Style Debate



Before the debate, the moderator will ask the audience to vote for and against three propositions to see where they stand on the issue before hearing the point and counterpoint of two teams. Two teams will then take the stage. Each team will present opening arguments and engage in a debate with a genuine desire to sway the audience. Following the debate, the audience will once again be engaged to see if the debate resulted in a change of opinion.



5 Networking Cocktail Receptions



Our Ice-Breaker Cocktail Host, BNP Paribas, have arranged a Pre-Conference Cocktail Reception on the evening of 22nd September at 6.00pm. This is the perfect opportunity to make your introductions to potential new business partners and network with your colleagues in the informal setting of a drinks evening prior to the conference

At the end of the first day of the conference Euromoney Seminars and Trade Finance will host an Evening Cocktail Reception. This is the perfect way to unwind and again network and meet new potential partners in the beautiful outdoor setting of the Bar Marina at the Hotel arts

“The best platform for discussing and learning about the latest trends and issues in the export finance industry”

Eric de Jonge, ING

14th Annual Global Export Finance Conference

The Conference

Now in its **14th year** Euromoney Seminars and Trade Finance Magazine's **Annual Global Export Finance Conference** is the leading event in the calendar for the export finance community and the **one event not to miss**.

"Truly global, excellent delegate list and always relevant"
Simon Sayer, Deutsche Bank

The luxurious Hotel Arts will once again provide the ideal setting to plan for the year ahead by gaining access to a global representation of the key banks, Export Credit Agencies, Exporters, Borrowers and Private Credit Insurers.

Last year **450 delegates** participated in the event, representing **226 companies** from **38 different countries**

Why attend?

The 14th Annual Global Export Finance Conference will once again provide an invaluable platform to:

- **Experience an unrivalled networking opportunity at the largest export finance gathering in the world.** Meet your peers and maximise your opportunities
- **Learn from the world's leading export finance bankers in the annual global heads of export finance panel**
- **Hear from ECAs representing over 10 different countries** and gain real insight into the market
- **Stay ahead** by meeting a complete representation of the export finance community in one room and gain a **competitive edge**

For more information and to register visit our website
www.euromoneyseminars.com/GEF



"The Global Export Finance Conference is a unique opportunity to meet exporters, importers, ECAs and banks"

Francesca Beomonte, Unicredit



13:15 Lunch

sponsored by **KFW** IPEX-Bank



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18:15 Chairman's closing remarks followed by Cocktail reception



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DAY TWO AGENDA
Tuesday 24th September 2013



8:30 Registration and Coffee

9:00 Chairman's opening remarks



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- How is the role of ECAs globally and their product offering evolving in response to market conditions?
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Satoru Koyama, Head of Paris Office, Chief Representative for Europe, Russia CIS, Middle East and Africa Region, **NEXI**
Senior Representative, **BTMU**, moderator

ICEBREAKER RECEPTION

Sunday 22nd September 2013

sponsored by



BNP PARIBAS



18:00 Networking drinks and pre-registration



DAY ONE AGENDA

Monday 23rd September 2013



8:00 Registration and refreshments

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Senior Economist, **BTMU**



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Sebastian Romero Evans, Managing Director, Global Head of Export and Agency Finance, **Grupo Santander**

Eric De Jonge, Global Head, Structured Export Finance, **ING**

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Panel discussion



Presentation



11:15 Morning refreshments and networking break



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Jonathan Joseph-Horne, Head of Export and Agency Finance, EMEA, **SMBC Europe Limited**, moderator



Networking



New Session