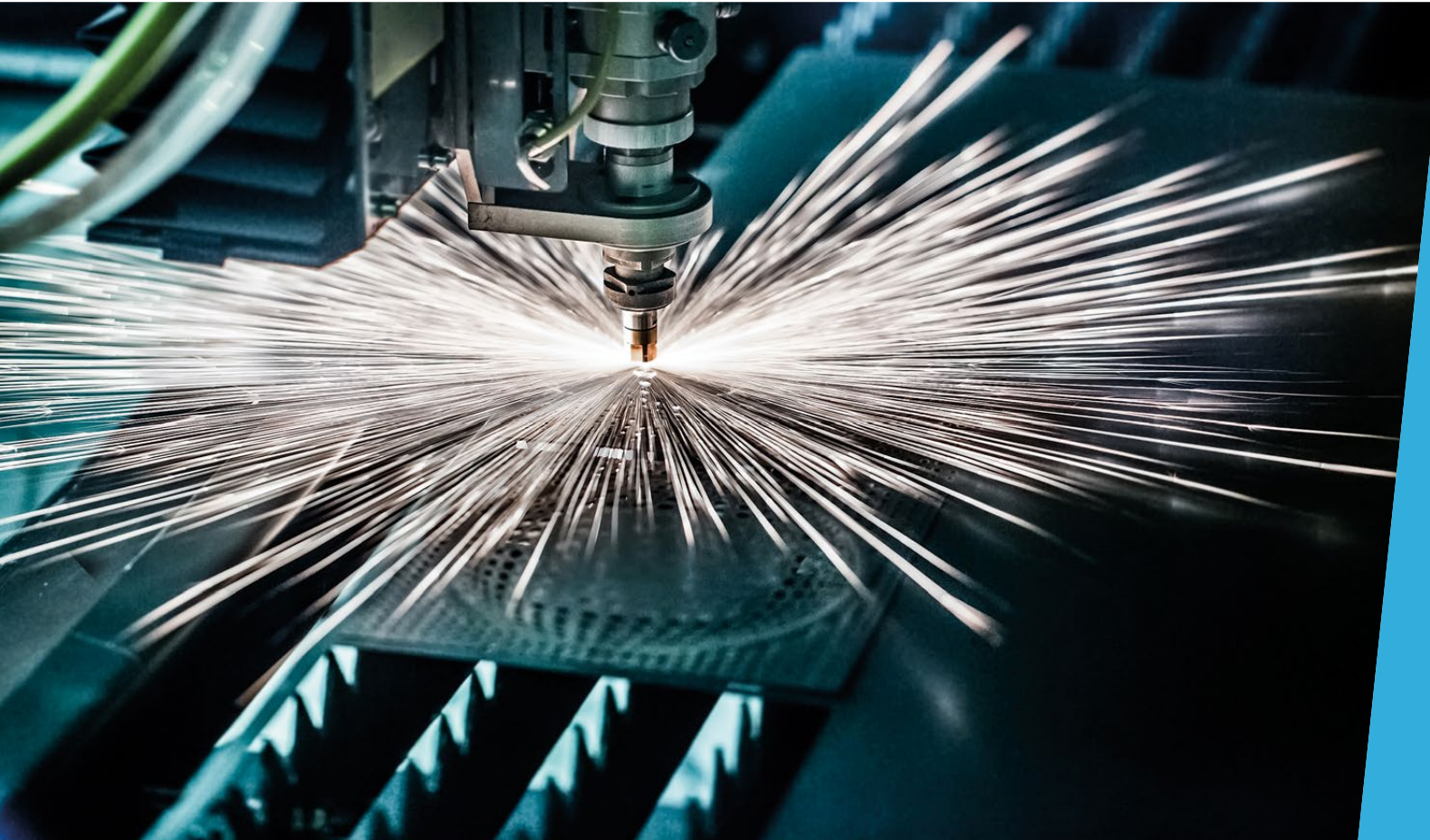


GTR EUROPE

# Trade & Export Finance Conference 2016

Hamburg, Germany  
Nord Event Panoramadeck  
May 12, 2016

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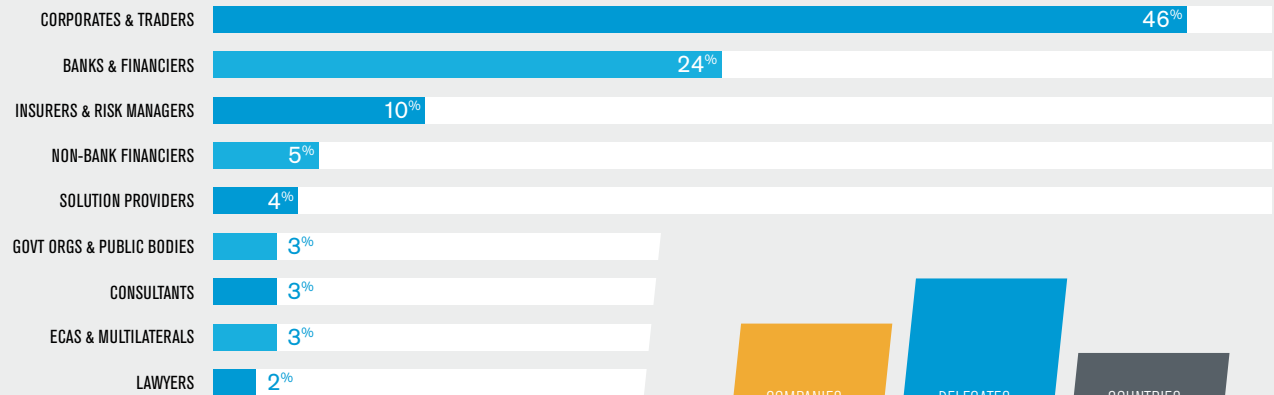
# GTR EUROPE

## Trade & Export Finance Conference 2016

Returning to Hamburg on May 12, the **GTR Europe Trade & Export Finance Conference** will once again gather the region's leading trade finance specialists to offer their insights on the current shape of Europe's trade finance landscape. With participation from key institutions such as HSH Nordbank, BBVA, CCC-Machinery, Taulia, Tenzor, Mitigram, BPL Global, Jebson & Jessen, BNY Mellon, C&F Steel International, EBRD, RKH Specialty and many more, attendees will have the opportunity to create new business relationships with some of the most respected companies in the industry.

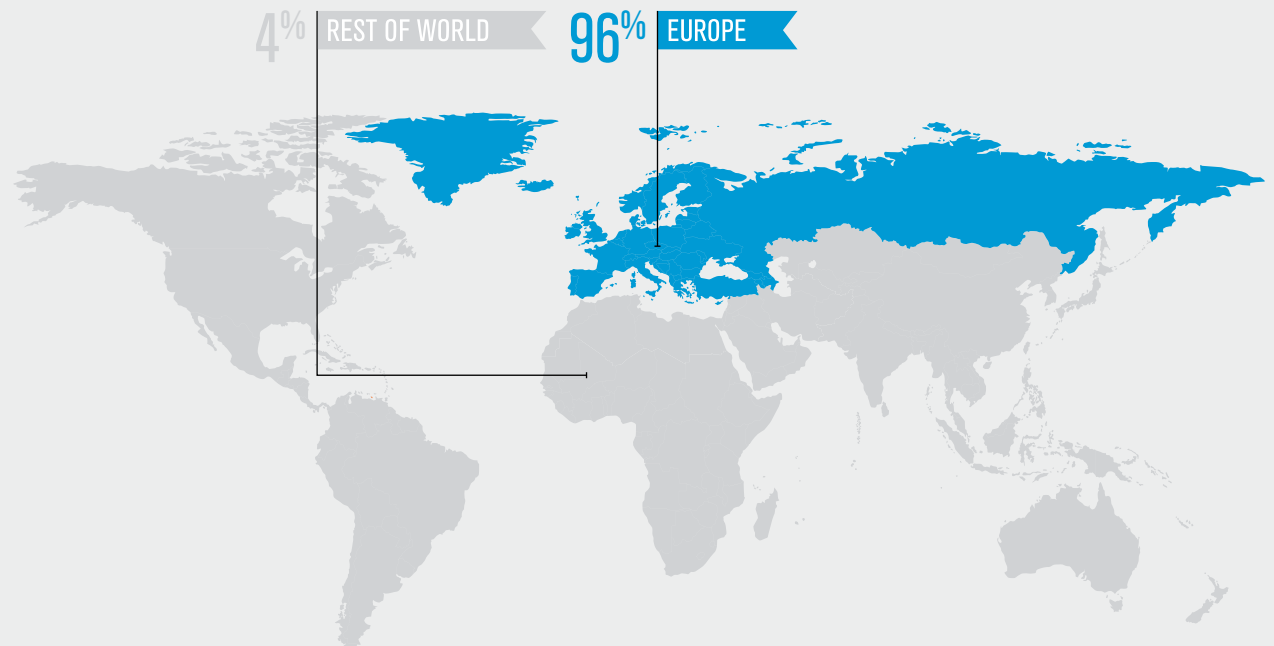
As always, networking will form an integral part of the event, allowing new and old contacts to build relationships aimed at strengthening business opportunities across the continent and beyond. Participants will also have access to the **GTR Members Area** to begin networking with fellow delegates before the conference, as well as gain access to pre and post-event materials.

### Sectors attended in 2015



### 2015's vital statistics

### Percentage of attendees by region in 2015



*"A great experience in terms of thematic coverage and participation, offering real opportunities to explore the views of the main financial sector players, supported by a vivid interaction with leading industry representatives."*

I Scifos, Orange Romania

AUSTRIA, BELGIUM, CZECH REPUBLIC, DENMARK, FRANCE, GERMANY, ITALY, LITHUANIA, THE NETHERLANDS, ROMANIA, RUSSIA, SPAIN, SWEDEN, SWITZERLAND, TURKEY, UK, ISRAEL, NIGERIA, SINGAPORE, SOUTH AFRICA, UNITED ARAB EMIRATES, UNITED STATES



# Conference: Thursday, May 12, 2016

## 09.00 Chairman's opening remarks

**Mauro Bonacina**, EMEA Sales, Working Capital Solutions & Insurance, Treasury Services EMEA, BNY Mellon

## 09.05 Keynote: Assessing global headwinds and emerging trade opportunities

**Cyrus de la Rubia**, Chief Economist & Head of Research, HSH Nordbank

Some of the region's leading economists will provide their take on the downside risks being faced by the international trade sector, including the impact of Fed tapering and negative interest rates in key economies, the economic slowdown in China, geopolitical challenges and the global commodity price slump, and whether we should be concerned about a potential 'Brexit'. With fragile growth being seen in the EU and some exchange rate forecasts suggesting improving export competitiveness in 2016, speakers will be invited to pinpoint those markets and regions they believe to be well positioned to withstand economic headwinds and pick up slack demand from struggling economies.

## 09.50 Is the banking sector still capable of supporting global trade?

**Moderator:** **Mauro Bonacina**, EMEA Sales, Working Capital Solutions & Insurance, Treasury Services EMEA, BNY Mellon

**Jochen Hörth**, Finance Director, C&F Steel International

**Werner Schmidt**, Head of Structured Trade & Export Finance Germany, Deutsche Bank

**John Bugeja**, Managing Director, Trade Advisory Network

- Regulation, compliance, market disruption, deteriorating asset quality: Do investor concerns seem unfounded when comparing banking sector conditions with those at the outset of the GFC?
- To what extent are banking service and funding models adapting to regulatory developments? How far can creation of a thriving trade finance securitisation market maintain the banking sector's role in global trade?
- Are corporates losing confidence in their banking partners? How are concerns regarding stability and geographical coverage reshaping corporate treasury and trade financing strategies?
- Assessing monetary costs and the impact on service provision of increasing compliance demands: Is the status quo now considered a 'fact of life' for the trade finance sector? Have some players been hit harder than others?
- The future of trade finance: Is a more modular sector expected to benefit or challenge European corporates in the long-run? What should a healthy 'new look' trade finance sector look like?

## 10.40 NETWORKING BREAK

SELECT EITHER STREAM A OR B

## STREAM A

### EXPANDING SUSTAINABLE TRADE WITH ASIA AND AFRICA

#### 11.25 Surmounting macro-economic challenges in Sub-Saharan Africa

**Ed Harkins**, Head of Export Credit Financing, Fieldstone Capital

- Weak global growth and commodity price slump: When China sneezes does Africa catch a cold? Has the significance of the African middle class been overemphasised?
- Considering the diverging effects of low oil prices in different markets: Implications for industrial development initiatives (sustainable and otherwise), potential funding issues, and the opportunity to reform subsidies
- Assessing the primary concerns for those doing business in Africa such as local currency and dollar liquidity challenges, bribery and corruption issues and persistent power generation shortages
- How has economic performance amongst global super powers impacted their participation in the African growth story? Considering One Belt One Road and opportunities for the US to revamp investment
- Key areas for Europe's contribution to sustainable African growth: Promoting development of intra-regional trade and African value-add supply chains, providing the technology and expertise to formalise and maximise private sector development

#### 12.15 Trade, investment and infrastructure prospects in Apac and Central Asia

**Moderator:** **Michael Hogan**, General Manager, Regional Head of Transaction Banking Sales, EMEA, The Bank of Tokyo Mitsubishi

**Philippe Vogelee**, Executive, External Affairs, Vodafone

**Ali Sherwani**, Deputy Head of International Business Development Division, UK Export Finance

- How has the China slowdown impacted on corporate and banking attitudes to opportunities in this market and wider region? How are the latest indicators being interpreted?
- Is the Asean economic bloc (the AEC) regarded as a brighter prospect in light of ongoing economic integration, One Belt One Road, and challenges in China? What role can be played by investment hubs such as Singapore and Malaysia in tapping into regional growth?
- Highlighting challenged (Indonesia), thriving (Vietnam) and frontier (Myanmar) markets in South East Asia and trade and investment opportunities in infrastructure, technology and manufacturing sectors
- Are there heightened perceptions of counterparty risk (liquidity, solvency and fraud) in China given current conditions? To what extent are sustainability/environmental issues becoming a primary concern in key Apac/Asean markets?
- Supra regional trade and investment initiatives: Where are tangible infrastructure investment opportunities expected to take shape along One Belt One Road? How far is the TPP expected to change the business landscape for foreign companies?



## Accommodation

For details on any discounted rooms GTR has secured in Hamburg, please refer to the *Know before you go* section on the event's GTR Members Area.

## Venue details

**Venue:** Nord Event Panoramadeck  
Emporio Tower, Dammtorwall 15  
20355 Hamburg Germany

**Tel:** +49 40 200064-0

**Web:** [www.nordevent.de](http://www.nordevent.de)

## STREAM B

## TRADE AND INVESTMENT OPPORTUNITIES IN MENA

**11.25 Stepping up business with Iran - is the trade finance sector ready?**

**Moderator:** Chris Parker, Chief Executive Officer, Iran Business Hub  
 Alf Soerensen, General Manager, Germany & Head of Trade Finance, Levant, Global Trade Finance Group, Bank ABC  
 Hadi Hami, Trade Management, Liberty Group  
 Jan-Philipp Apking, Head of Department, Underwriting & Financial Institutions, Euler Hermes Aktiengesellschaft

- Highlighting the European investment and expertise offerings matching demand in sectors such as transportation, telecommunications, technology, real estate and financial services
- Early-mover experiences of market penetration: Working with local partners, key regulatory considerations and the contract structures facilitating trade and investment
- Considering logistical challenges, customs requirements and supply chain strategies for those entering the market
- How comprehensive is the current level of sanctions relief? How fluid is the situation? How can greater clarity be achieved?
- Is there a feeling amongst corporates that their private banking partners are remaining too cautious regards financing trade with Iran? What conditions are required before financiers become comfortable with the risks? What role can ECAs play in encouraging private sector involvement?

**12.20 Mena project focus: In need of external investment**

Alejandra Hidalgo, Head of Customer Finance, Export & Trade Finance, ABB Asea Brown Boveri

Rudolf Putz, Head Trade Facilitation Programme (TFP), European Bank for Reconstruction and Development (EBRD)

significant infrastructure investment in markets such as the UAE and Egypt is continuing despite the macroeconomic challenges being posed by low oil prices, while funding doubts hang over huge projects such as Dubai Expo 2020 and the 2022 FIFA World Cup. Meanwhile corporates in the Middle East are seeking to take advantage of investment opportunities in frontier markets such as Iraq and Pakistan in a hardening regional liquidity environment. A selection of regional experts will set out the economies, sectors and projects requiring investment, the commercial and political risks being faced, hard currency financing requirements, and techniques offering participation opportunities to European players.

**13.05 LUNCH**

*“Excellent opportunity to combine networking with insightful information on the latest trends and developments in trade and supply chain finance.”*

J De Jong, TradeWiz

## STREAM A

## DEVELOPING SUPPORT STRUCTURES TO MANAGE EVOLVING RISKS

**14.20 Private insurance: Preoccupied with oil prices or seeking new pastures?**

**Moderator:** David Maule, Executive Director, Credit & Political Risks, Gallagher London

Gina Fitzgerald, Director, BPL Global

Henry Mummé-Young, Underwriter, Specialty Division, The Channel Syndicate

Joachim Landgraf, Head of Export Finance, LBBW

- Assessing demand for trade credit and political insurance and the drive of regulation and risk-based reasoning behind adoption
- Are current oil price trends causing greater risk aversion in the private insurance market? Are insurers seeing an upswing in demand from those investing in oil exporting countries and are claims starting to filter through? How are different markets/industrial sectors being impacted?
- How profoundly have low commodities prices affected private market capacity and pricing? How far are trends diverging in terms of short and long-term business?
- Is private/London market appetite increasing for traditionally difficult locations such as markets in Sub-Saharan Africa? What types of policies are being provided and how important is innovation to facilitate investment in key sectors?
- To what extent have claims experiences after the global financial crisis stimulated demand for specialty policies? Is the private sector sufficiently agile when asked to look at new risks / sectors? What more can be done as an industry to ensure client needs are catered for?

**15.10 Export financing tools: Combining techniques, maximising liquidity, optimising cover**

Thomas Baum, Head of Division, Underwriting & Risk Management, Euler Hermes Aktiengesellschaft

Jens Oliver Haupt, Vice-President, Financial Services, SMS Siemag AG

Neil Ross, Vice-President, Trade Credit, AIG

Nadine Holzhausen, Executive Manager, Export Finance, CCC-Machinery

- Growth expectations for long-term investment, export finance and the associated risk distribution requirements: Considering key infrastructure sectors in CEE, Africa, Mena and the Americas
- Capacity and pricing trends: Is Euro denominated export financing proving a more competitive option in the current environment?
- Projects in the export financing pipeline: To what extent are international regulations (BIII, IMF cap on longer term borrowing limits, sustainability initiatives) posing increasingly severe challenges to finance provision?
- How is ECA involvement in export and project finance deals being structured? Is comparable cover available from the private insurance sector?



# Drinks Reception

Date: Thursday, May 12, 2016

Time: 17.30



## GTR MEMBERS AREA

At GTR we pride ourselves on keeping you connected with your community.

Once you're registered for the event, log in to the **GTR** website as a member to gain access to the event's private Members Area. Here you'll be able to connect with fellow delegates and GTR members as well as access all pre and post-event materials.

- Does participation of private insurers in larger medium-term deals reflect the benefits offered by the private sector? What role can be played by banks in ensuring exporters have access to the full range of risk management options?
- Is the overlap of ECA and private sector appetite for certain deals perceived to be shrinking in light of current macroeconomic challenges? Which deal structures have been developed to accommodate both parties? Does ECA / MFI involvement in a deal enable or prove prohibitive to private market involvement?

## STREAM B

## FINTECH AND SUPPLY CHAIN FINANCE

## 14.20 Digital disruption and SCF: Turning payments into profits for buyer and supplier

**Moderator:** Bart Ras, Managing Director, Greenshill Capital  
 Matthew Stammers, European Marketing Director, Taulia  
 Jochen Oberlander, General Manager, Surecomp Germany

A debate-focused panel will seek to clarify different ways of thinking about the financial supply chain, dispel myths of commercial malpractice in relation to optimising supplier payment, and rationalise the broad and growing raft of offerings across the supply chain finance and payments ecosystem. Discussion on the intrinsic relationship between technological development and SCF evolution and an extended audience open-mic/Q&A will finish the session.

- Do bankers, vendors and corporates mean different things when they talk about 'SCF'? Does the supply chain financier's message need to be broadened beyond financing opportunities to maximise appeal?
- Highlighting the importance of supply chain transparency beyond the first tier of suppliers and benefits such as optimising working capital deployment, reductions in cost, and lessened environmental impact
- Are digital business networks offering a comparable supply chain finance offering to banking platforms, but without on-boarding challenges? How are alternative sources of liquidity being brought into the supply chain?
- How are corporates evaluating and combining various supply chain financing options? Is sufficient attention being paid to what suppliers want/need?
- Debate: Should finance providers invest in their own technology or utilise fintech partnerships to best serve client needs?
- The future's fully automated: Considering the role of performance analytics, big data and blockchain in the evolution of SCF

*"We truly enjoyed the GTR Europe Trade and Export Finance Conference much due to GTR's careful preparations of the conference and their innovative ways of stimulating engagement between the presenters and audience. A job well done!"*

E Zölzer, GEA Group

## 15.20 Interview: Keeping pace with financial crime risk

**Henry Balani**, Global Head of Strategic Affairs, Accuity  
**Michael Harris**, Specialist Sales Director, Risk Europe, Thomson Reuters

The momentum building behind commercial financing innovation is combining with significant cybercrime risks and a bout of fraudulent activity in the trade finance space to create an increasingly fast moving, stringently regulated and costly compliance climate for lenders. This informal interview, featuring a selection of leading experts in the financial crime space, will assess the varying levels of scrutiny required for different markets, the challenges in meeting demand for specialist expertise, the impact of KYC screening on trade finance lending and the solutions being made available, and the need for greater direction from regulators and government bodies to help regulatory interpretation, enforcement and adherence.

## 16.00 NETWORKING BREAK

## CLOSING PLENARY

## 16.30 Corporate treasury and trade: Increasingly strategic, increasingly demanding

**Igor Zax**, Managing Director, Tenzor  
**Ingo Schroeder**, General Manager, Finance, Jebsen & Jensen  
**Georgy Smirnov**, Head of Treasury, Nordgold

- Considering the changing global environment for corporate treasurers: Which strategic and operational concerns are discussed most regularly with top management in relation to international trade and investment strategies?
- Cash is still king: Are corporates confident that banks can deliver cash when and where they need it despite regulatory challenges? Are cash deposits perceived to be secure? What are the implications for the treatment of cash surpluses?
- Dealing with banking sector risk: Is diversification of funding sources actively being sought? How are corporate treasuries evaluating current and prospective cash management partners?
- How crucial are external partnerships for successful treasury management given the increasingly broad demands of the treasury function? In which areas is expert support required and what are treasurers seeking from their treasury management systems/partners?
- Reviewing the day's discussions: What are the primary risks and opportunities seen to be taking shape in 2016?

## 17.15 CHAIRMAN'S CLOSING SUMMARY

Followed by drinks reception

*"Another successful GTR conference in an amazing venue, appropriately overlooking one of Europe's busiest and most efficient ports."*

N Clavel, Scipion Capital

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# GTR EUROPE

## Trade & Export Finance Conference 2016

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I am booking before April 8, 2016 and would like to claim a 10% early booking discount.

Multi-booking discount 15% discount ☐

15% off second or any subsequent booking received from the same company and office booked at the same time

Can't make the conference? €150 ☐

Conference delegate pack, comprising all speaker presentations and bios in both hard copy and online formats

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Mrs ☐

Ms ☐

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Organisation

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  - Cancellations notified over 14 days prior to the event will incur an administration fee of 10% of the full amount.
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