

First International Conference

UZBEKISTAN: TRADE FINANCE 2018



Official Sponsor:



Participating Sponsor:



IPAK YULI BANK

Speakers and panellists:

RUDOLF PUTZ Head of Trade Facilitation Programme **EBRD**

KAMOLA MAKHMUDOVA Senior Banker **EBRD**

TIMUR ISHMETOV First Deputy Chairman **CENTRAL BANK OF UZBEKISTAN**

MARIA MINAEVA Deputy Director **INTERNATIONAL BANK FOR ECONOMIC CO-OPERATION**

MUZAFFER AKSOY, Chief Representative, Turkey Representative Office, **BANK ABC**

MARCK WENGRZIK Co-Chairman **AKA BANK**

MADINA KASSYMBAEVA Head of FI Credit Dept. **EURASIAN DEVELOPMENT BANK**

LOKESH KUMAR Chief Executive **EXPORT-IMPORT BANK OF INDIA**

MAX BURGER-SCHIEDLIN Executive Director **ICC**

ZUZANA FRANZ Senior Regional Manager - Director International Banking Sales **ODDO BHF BANK**,
Frankfurt

ZEYNO DE VRIES-DAVUTOGLU Division Director Bank Relations **CREDIT EUROPE BANK NV**, Head of
Education **INTERNATIONAL TRADE AND FORFEITING ASSOCIATION**

KHILOLA TURAEVA Director EMEA Head of Trade Risk Distribution **MERRYLL LYNCH BANK OF
AMERICA**, Head of Institutional Relations **INTERNATIONAL TRADE AND FORFEITING ASSOCIATION**

VINCENT O'BRIEN Member of Banking Committee **INTERNATIONAL CHAMBER OF COMMERCE**

THIERRY SENECHAL Managing Director **FINANCE FOR IMPACT**

THOMAS OETTER Senior Export Finance Manager **LBBW**

SASCHA HAENDLER Head of Central Asia Division **TEXTIMA EXPORT IMPORT**

TATIANA IVASHKOVA Executive Director **RAIFFEISEN BANK**

VLADIMIR GORCHAKOV Rating Associate **RAEX-EUROPE**

"ECA CLUB IN TASHKENT"

BENEDETTA PREMUDA Account manager, Russia & CIS **SACE *Italy***

STEPAN KOLANDA Director **EGAP *Czech Republic***

MARTIN INGVARSSON Country Analyst **EKN *Sweden***

JOHANNES PFLUEGL Director **OeKB *Austria***

NOBUHIRO AIBE Representative for Europe, Russia/CIS, Middle East & African Region **NEXI *Japan***

DMITRY PROKHORENKO Head of Representative Office in Uzbekistan and Tajikistan **RUSSIAN
EXPORT CENTRE *Russia***

☐ 09:30 Registration & Networking Coffee

☐ 10:00 1ST SESSION

Organiser's welcome

Conference Chairperson KAMOLA MAKHMUDOVA Senior Banker EBRD

EBRD (Developing trade finance between countries and the Trade Facilitation Programme)

RUDOLF PUTZ Deputy Director Financial Institutions Head of Trade Facilitation Programme (TFP) EBRD

Central Bank of Uzbekistan presentation on financial policy, course of stability and the development of the banking sector in the region.

TIMUR ISHMETOV First Deputy Chairman CENTRAL BANK OF UZBEKISTAN

Credit risks in the Republic of Uzbekistan

VLADIMIR GORCHAKOV Rating Associate RAEX-EUROPE

☐ 11:45 Networking Coffee

☐ 12:00 2ND SESSION

Cooperation between different countries and regions in Trade Finance.

MUZAFFER AKSOY, Chief Representative, Turkey Representative Office, Bank ABC

MARIA MINAEVA Deputy Director INTERNATIONAL BANK FOR ECONOMIC CO-OPERATION

MADINA KASSYMBAEVA Head of FI Credit Dept. EURASIAN DEVELOPMENT BANK

LOKESH KUMAR Chief Executive EXPORT-IMPORT BANK OF INDIA

SASCHA HAENDLER Head of Central Asia Division TEXTIMA EXPORT IMPORT

DISCUSSION: Comments and questions on preceding session

☐ 13:00 Lunch

☐ 14:00 3RD SESSION

Trade Finance Practical questions

Risk for banks - if corruption has been used in negotiations for the underlying commercial contract

MAX BURGER-SCHIEDLIN Executive Director ICC (Austria)

Scenarios for Global Trade Finance

THIERRY SENECHAL Managing Director FINANCE FOR IMPACT

Risk Management Techniques in Trade Finance

ZEYNO DE VRIES-DAVUTOGLU Division Director Bank Relations CREDIT EUROPE BANK NV, Head of Education

INTERNATIONAL TRADE AND FORFEITING ASSOCIATION

KHILOLA TURAEVA Director EMEA Head of Trade Risk Distribution MERRYLL LYNCH BANK OF AMERICA,

Head of Institutional Relations INTERNATIONAL TRADE AND FORFEITING ASSOCIATION

Day One, Wednesday 7th November 2018

Blockchain and Digitalisation in trade finance

TATIANA IVASHKOVA Executive Director **RAIFFEISEN BANK**

16:00 Networking Coffee

16:30 4TH SESSION

DISCUSSION: De-risking – compliance and corresponding banking.

PARTICIPANTS:

MARCK WENGRZIK Co-Chairman **AKA BANK**

ZUZANA FRANZ Senior Regional Manager - Director International Banking Sales **ODDO BHF BANK, Frankfurt**

MAX BURGER-SCHIEDLIN Executive Director **ICC**

END OF FIRST CONFERENCE DAY: Chairman's closing remarks, questions/comments.

17:30 COCKTAIL RECEPTION: WorldWide Expert Conferences invites all participants for drinks and further networking

Day Two, Thursday 8 November 2018

□ **09:30 Registration & Networking Coffee**

□ **10:00 1ST SESSION**

Chairman's opening remarks

LBBW experience on ECA covered direct credit

THOMAS OETTER Senior Export Finance Manager **LBBW**

PANEL DISCUSSION: "ECA CLUB IN TASHKENT"

Moderator **MARCK WENGRZIK** Co-Chairman **AKA BANK**

Themes for discussion include:

- ⊗ What are the current cover policies and maximum country limits of the ECAs in Uzbekistan?
- ⊗ How will the role of the ECAs change in the current economic climate?
- ⊗ How are the ECAs planning on supporting their exporters?
- ⊗ Which sectors will require particular attention in the future?
- ⊗ How is the role of ECAs and their product offering in Uzbekistan evolving in response to market conditions?
- ⊗ Are ECAs engaging directly with exporters or borrowers? Does this go against the traditional client-to-bank relationship?
- ⊗ Is the local banking market providing sufficient capital capacity for ECA business in the region?
- ⊗ Are exporters satisfied with ECA products?
- ⊗ What improvements are ECAs expecting in the economic situation in order to develop business further?
- ⊗ How are ECA products offered in Uzbekistan different to other countries'?

PARTICIPANTS: Representatives from:

BENEDETTA PREMUDA Account manager, Russia & CIS **SACE *Italy***

STEPAN KOLANDA Director **EGAP *Czech Republic***

MARTIN INGVARSSON Country Analyst **EKN *Sweden***

JOHANNES PFLUEGL Director **OeKB *Austria***

NOBUHIRO AIBE Representative for Europe, Russia/CIS, Middle East & African Region **NEXI *Japan***

DMITRY PROKHORENKO Head of Representative Office in Uzbekistan and Tajikistan **RUSSIAN EXPORT CENTRE *Russia***

□ **12:00 Networking Coffee**

□ **12:30 2ND SESSION**

PRESENTATION: Overview of International Chamber of Commerce activity and support for business in Uzbekistan. Update on ICC news, developments and the ICC Academy

VINCENT O'BRIEN Member of Banking Committee **INTERNATIONAL CHAMBER OF COMMERCE**

CONCLUSION OF CONFERENCE: Chairman's summarising remarks, questions/comments.

□ **13:30 LUNCH AND OFFICIAL END OF CONFERENCE.**