

# 2019 EBRD TFP Trade Finance Forum

## AGENDA

Athens, Greece

23-24 October 2019

Hotel Grande Bretagne

1 Vasileos Georgiou A Str., Syntagma Square



European Bank  
for Reconstruction and Development



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# AGENDA

## DAY 1

WEDNESDAY 23 OCTOBER

08:45 – 09:30 **REGISTRATION AND NETWORKING BREAKFAST**

09:30 – 10:00 **Welcome and Opening Remarks**

10:00 – 10:45 **Panel: Trends and Developments of Trade Finance in EBRD's Countries of Operation in Eastern Europe, the CIS and the Southern and Eastern Mediterranean**

**Moderator: Rudolf Putz, Head of Trade Facilitation Programme (TFP), EBRD**

- Marc Auboin, Economic Counsellor, WTO, Switzerland
- Olivier Paul, Director Finance for Development, ICC, France
- Peter Mulroy, Secretary General, FCI, The Netherlands
- Sean Edwards, Chairman, ITFA, UK
- Zuzana Franz, Director, ODDO BHF, Germany

10:45 – 11:20 **COFFEE BREAK**

11:20 – 11:50 **Presentation: Economic update in EBRD Countries of Operation**

11:50 – 12:30 **Panel: Challenges and Opportunities in Trade Finance in Greece**

**Moderator: Marco Nindl, Senior Banker, EBRD**

- Evy Passa, Senior Director, Group Head – Global Transactions Services, National Bank of Greece, Greece
- Vlachopoulos Athanassios, Deputy General Manager, Piraeus Bank, Greece
- Kyriakos Apergis, Senior Relationship Manager – Corporate Banking, Aegean Baltic Bank, Greece
- Piero Rizzi, Director, Financial Institutions and Correspondent Banking, Citibank, UK
- Representative from Alpha Bank, Greece
- Representative from Eurobank, Greece

12:30 – 13:45 **NETWORKING LUNCH**

13:45 – 14:35 **Panel: Green Trade Finance (and the social responsibility of banks)**

**Moderator: Maria Mogilnaya, Associate Banker, EBRD**

- Kateryna Shulga, Head, Trade Finance Department, Raiffeisen Bank Aval, Ukraine
- Suren Kocharyan, Head, Trade Finance Centre, Ameriabank, Armenia
- Representative from UniCredit (Italy)

14:35 – 15:10 **Panel: Access to Trade Finance through Supply Chain Finance**

**Moderator: Michael Bickers, BCR**

- Alexandros Kontopoulos, CEO, NBG Factors S.A, National Bank of Greece and Chairman of the Board, Hellenic Factors Association, Greece
- Chara Vardakari, CEO, Piraeus Factoring, Greece
- Çagatay Baydar, FCI Executive Committee Member and TEB Faktoring General Manager, Turkey
- Ammar Al-Saleh, Senior Counsel, EBRD, UK

15:10 – 15:40 **COFFEE BREAK**

15:40 – 16:20 **Panel: New Career Development and Challenges for International Trade Finance Professionals**

**Moderator: Anna Brod, Principal Banker, EBRD**

- Vincent O'Brien, Member Executive Committee ICC Banking Commission
- Ana Kavtaradze, Member of Executive Committee, ICC Banking Commission and Director, Trade Finance Department, Bank of Georgia, Georgia
- Irina Chuvahina, Head of Doc.Operations and Guarantees Dept., Priorbank JSC, RBI Group, Republic of Belarus
- Representative from Deutsche Bank, Germany
- Representatives from Partner Banks

16:20 – 16:55 **Panel: Silk Road Trade Demystified**

**Moderator: Kamola Makhmudova, Senior Banker, EBRD**

- Erdenedelger (Degi) Bavlai, Vice President, Corporate Banking, Khan Bank, Mongolia
- Hyungsuk Kim, Relationship Manager in European country, Financial Institutions Business Division, KEB Hana Bank, Korea
- Chinara Alybaeva, Head of Global Transaction Banking Department, Optima Bank, Kyrgyz Republic
- Representative from Bank CenterCredit, Kazakhstan
- Representative from Asaka Bank, Uzbekistan
- Representative from Hamkor Bank, Uzbekistan

16:55 – 17:00 **Closing of day one**

19:00 – 22:00 **NETWORKING DRINKS AND GALA DINNER  
DIONYSOS ZONAR'S RESTAURANT**

09:00 – 09:30 **MORNING COFFEE AND NETWORKING BREAKFAST**

09:30 – 10:10 **Panel: Trade Finance in Eastern Europe**

**Moderator: Anna Brod, Principal Banker, EBRD**

- Alexandra Voronkova, Head of Doc. Operations and Trade Finance, Bank Dabrabyt, Republic of Belarus
- Natalia Savca, Trade Finance Manager, B.C. VICTORIABANK S.A., Moldova
- Andy Romanov, Deputy Head of Structured Trade Finance, UKRGASBANK, Ukraine
- Hans-Joerg Krohn, Regional Head Financial Institutions, Commerzbank, Germany
- Representatives from Partner Banks in Eastern Europe

10:10 – 10:45 **Panel: De-risking in Correspondent Banking**

**Moderator: Kamola Makhmudova, Senior Banker, EBRD**

- Chinara Alybaeva, Head of Global Transaction Banking Department, Optima Bank, Kyrgyz Republic
- Representatives from Confirming Banks

10:50 – 11:20 **COFFEE BREAK**

11:20 – 11:55 **Panel: KYC and AML**

**Moderator: Kamola Makhmudova, Senior Banker, EBRD**

- Marc Auboin, Economic Counsellor, WTO, Switzerland
- Lisa Rosen, Managing Director, Chief Compliance Officer, EBRD, UK
- Representative from Exiger, USA
- Representative from ACAMS, USA

11:55– 12:30 **Panel: Trade Finance in the Mediterranean**

**Moderator: Marco Nindl, Senior Banker, EBRD**

- Josep Oriol i Utesà, Global Financial Institutions – Director Europe - Banco de Sabadell S.A., Spain
- Lakis Pantelides, Manager Trade Services Department, Bank of Cyprus, Cyprus
- Şakir Sömek, Executive Vice President of FI, Alternatifbank A.Ş., Turkey
- Representatives from Partner Banks from Lebanon, Egypt and Morocco

12:30 – 20:00 **NETWORKING LUNCH**  
followed by excursion outside of Athens