

Agenda

2022 EBRD TFP Trade Finance Forum



European Bank
for Reconstruction and Development

tfp

Istanbul, Turkey - 21-22 September 2022

Ritz-Carlton, Suzer Plaza,
Askerocagi Caddesi, No:6, 34367
Elmadag/Sisli, Istanbul



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08:45 – 09:30 Registration and Networking Breakfast

09:30 – 09:50

Welcome

Francis Malige, Managing Director, Financial Institutions, EBRD, UK
Turkey Representative

09:50 – 10:00

Sponsor Remarks

Volkan, C.Y. Huang, Representative of Taipei Economic and Cultural Mission, Ankara

10:00 – 10:45

Panel: Challenges for Trade Finance in Turbulent Times

Moderator: Rudolf Putz, Head of TFP, EBRD

Clarine Stenfert, Multilateral Investment Guarantee Agency (MIGA)
Karin Oszuszky, OPEC Fund for International Development (OPEC Fund)
Marc Auboin, Counsellor, World Trade Organisation (WTO)
Marck Wengrzik, Managing Director, AKA Ausfuhrkredit-Gesellschaft mbH
Peter Mulroy, Secretary General, FCI
Sean Edwards, Chairman, International Trade & Forfeiting Association (ITFA)

10:45 – 11:20 Coffee Break

11:20 – 12:10

Panel: Turkey's Role in International Trade Finance

Moderator: Anna Brod-Ohana, Associate Director, EBRD

Ahmet Kinalisoğlu, Head of Financial Institutions, Alternatifbank, Turkey
Aral Namoğlu, Vice President, Financial Institutions Marketing, Akbank, Turkey
Gizem Pamukçuoğlu, Head of Financial Institutions and Investor Relations TSKB, Turkey
Gonca Yılmaz Çetin, Senior Vice President, Correspondent Banking and FI Credit Analysis, DenizBank, Turkey
Müge Somer, Head of Global Trade Solutions-GTS, Director, TEB, Turkey
Şehnaz Günay, Department Head Financial Institutions, Burgan Bank, Turkey

12:10 – 12:50

Panel: Green Trade Finance at Crossroads

Moderator: Nana Khurodze, Associate Director, EBRD

George Stathopoulos, Assistant Manager, Wholesale Banking Lending Division, Syndicated and Bond Loans, Alpha Bank Greece, Greece
Isabelle Simmen, Director, TEF FI, UBS, Switzerland
Johanna Wissing, Private & Corporate Clients, Trade Finance Syndication, Credit Suisse, Switzerland (virtual)
Maya Hennerkes, Director, Green Financial Systems, EBRD, UK

12:50 – 14:00 Networking Lunch

14:00 – 14:40

Panel: Access to Trade Finance through Factoring and Supply Chain

Moderator: Irina Tyan, Principal Banker, EBRD

Alexandros Kontopoulos, CEO, NBG Factors S.A., National Bank of Greece, Greece (virtual)
Anzhela Barseghyan, Director of Corporate Services Department, ArmSwissBank, Armenia
Michael Bickers, Managing Director, BCR Publishing Ltd, UK
Tamar Gugushvili, Head of Trade Finance and Documentary Operations Unit, TBC Bank, Georgia
Vladislav Berezhniy, Director of Trade and Structured Finance Department, Credit Agricole Bank, Ukraine (virtual)

14:40 – 15:20

Panel: Development of Trade Finance in South-East Europe

Moderator: Nana Khurodze, Associate Director, EBRD

Ana Golubovic, Member of the Management Board, Hipotekarna Banka, Montenegro
Martina Zimmerl, Head of Trade Finance, Raiffeisen Bank International AG, Austria
Roxana Russe, FI and International Relations Manager, Banca Transilvania, Romania
Ženja Radanović, Head of Documentary Division, Eurobank Serbia, Serbia

15:20 – 15:50 Coffee Break

15:50 – 16:30

Panel: Impact of the War on Ukraine on the region – Navigating Disruption, Resiliency and Recovery

Moderator: Rudolf Putz, Head of TFP, EBRD

Andy Romanov, Deputy Head of Structured Trade Finance, Ukrgasbank, Ukraine
Gayane Mirzoyan, Head, Payment Instruments and Escrow Accounts Division, Ameriabank, Armenia
Hans-Joerg Krohn, FI Sales - Regional Head CIS & Mongolia, Commerzbank AG, Germany
Martina Zimmerl, Head of Trade Finance, Raiffeisen Bank International AG, Austria
Pikria Kekelia, Head Trade and Structured Finance Department, Bank of Georgia, Georgia

16:30 – 17:15

Panel: The Cost of De-risking of Correspondent Banking

Moderator: Olga Kompaniets, Principal Banker, EBRD

Astghik Manrikyan, Deputy CEO, International Operations and Development, Armeconombank, Armenia
Chinara Alibaeva, Head of Global Transaction Banking, Optima Bank, Kyrgyz Republic
Daler Sadykov, Deputy CFO, Bank Eskhata, Tajikistan
Uuganbayar Terbish, Vice President, Wholesale Banking, Khan Bank, Mongolia
Zuzana Franz, Director, Head of International Banking Sales III, ODDO BHF, Germany

17:15 – 17:20 Closing of Day One

19:00 – 23:00 Networking Drinks and Gala Dinner

Ceconci's Istanbul, Evliya Celebi Mahallesi, Meşrutiyet cad. no:56, Beyoğlu, Istanbul, Turkey, 34430

| 09:00 – 09:30 Networking Breakfast

09:30 – 10:10

Panel: Dispute Resolution in Trade Finance

Moderator: Vincent O'Brien, Director, ICC UAE

Ana Kavtaradze, Managing Director, Trade Force Global Consulting

Hasan Apaydin, Practitioner, Member of the ICC Banking Commission and ICC Guarantee Task Force and member of the Financial Crime and Compliance Task Force

Nana Khurodze, Associate Director, EBRD, UK

Robert Parson, Lawyer, Member of the ICC Banking Commission and ICC Guarantee Task Force, UK

10:10 – 10:40

Panel: Trade Finance in the Mediterranean

Moderator: Anna Brod-Ohana, Associate Director, EBRD

Ahmed Shehab, Managing Director, Co-Head ICM & TFFI – Middle East & Africa, Head of Cairo, Representative Office Deutsche Bank, Egypt

Ola Odeh, Head of Financial Institutions, Cairo Amman Bank, Jordan

Sofiene Hemdene, Manager of the International Department, Banque de Tunisie, Tunisia

| 10:40 – 11:10 Coffee Break

11:10 – 11:55

Panel: The Digital Transition – Future of Trade Finance?

Moderator: Deepesh Patel, Editorial Director, Trade Finance Global

Christoph Geiger, Vice President, International & Corporate Banking, ODDO BHF, Germany

Hannah Nguyen, Director – Digital Ecosystems, ICC Digital Standards Initiative (virtual)

Maja Arsin, Director, Business Support Dept, Addiko Bank, Serbia

Nana Khurodze, Associate Director, EBRD, UK

Vesa Kuqi Gagica, Division Director for Payments and Treasury, NLB Banka, Kosovo

11:55 – 12:30

Panel: Trade Finance in Central Asia

Moderator: Olga Kompaniets, Principal Banker, EBRD

Adriana Besseghini, Correspondent Banking Department, Banca Popolare di Sondrio, Italy

Elena Bubnova, Chief Credit Officer, Kyrgyz Investment and Credit Bank, Kyrgyzstan

Firuz Hotamova, Senior Specialist, Trade Finance Operations, Bank Eskhata, Tajikistan

Nargiza Sattarova, Specialist, Trade Finance, Ipak Yuli, Uzbekistan

Sergey Dergachev, Head of Trade Finance, Asakabank, Uzbekistan

| 12:30 – 12:35 Closing Remarks

| 12:35 – 13:40 Networking Lunch

17:30 – 21:30 Sunset Boat Tour on The Bosphorus

Meeting point: Kabataş Pier