

The poster features a light blue background with a faint, repeating pattern of a stylized globe. Scattered across the top are several decorative elements: a red starburst, a red square with a white cross, a red starburst, a red square with a white cross, and a red arrow pointing upwards. The main title is centered at the top. Below the title is a detailed line-art illustration of a cityscape, dominated by a large, ornate cathedral with multiple onion domes and a tall, tiered spire. The city buildings are rendered in a simple, geometric style with various rooflines and windows. The entire scene is set against a backdrop of vibrant, colorful fireworks in shades of blue, orange, and yellow, exploding in the sky.

TXF 2018
MOSCOW
EXPORT FINANCE



13 MARCH
ST REGIS NIKOLSKAYA HOTEL, MOSCOW

AGENDA

8:15

Coffee and registration

Sign in, grab a coffee and meet your next business partner

9:00

Chairperson's opening remarks

Sean Keating, News & Features Editor, TXF

9:15

Risks and rewards in Russia

What are the current geopolitical trends affecting financing for Russian borrowers and how can you make sure you are covered? From the effect of current tensions over Ukraine, to the development of the Eurasian Economic Union, to the impact of continued low oil prices and a weakened rouble.

Tim Stanley, Senior Partner Russia/CIS, Control Risks

Lilit Gevorgyan, Senior Economist Russia & CIS, IHS Markit

10:00

In the eye of the borrower

- How do Russian borrowers choose between different forms of financing?
- In particular, what factors will a borrower take into account when deciding between borrowing from local or international banks?
- What role does structured export finance play as compared with, for instance, plain vanilla corporate financing?

Rostislav Rozbitski, Director of Corporate Financing, EVRAZ

Svetlana Egorova, Head of Corporate Finance, OMK

Olga Kirichenko, Head of Debt Management, GazpromNefit

Moderator: *Sean Keating, News & Features Editor, TXF*

10:45

Coffee and networking

STREAM 1: MEETING BORROWERS' CREDIT NEEDS

The rise and rise of unsecured lending

Many banks have relaxed their policies on credit exposure, but is this trend sustainable? What are the implications of certain Western European banks withdrawing from large deals? If unsecured lending continues to be offered, what are the implications for the export finance community? What are the advantages of unsecured lending for borrowers as compared with secured lending, and does a rise in unsecured lending signal a wane in the popularity of PXF's?

Co-Moderator: *Marina Grigorieva, Director Structured Export Finance, ING Bank*

Co-Moderator: *Julia Petrova, Head of Global Transaction Banking, Unicredit*

Ksenia Sergeeva, Deputy Head of Corporate Finance, NLMK

Ilya Krasnov, Head of Corporate Finance, Metalloinvest

STREAM 2: COMPARING FINANCING SOURCES

Appetite from exporters

This session examines the risk appetite among exporters for supplying goods into Russia, looks at which deals are still getting through, and which structures are needed to help businesses grow their investments.

Alberto Pelizza, Head of Trade and Export Finance and Deputy Finance Director, Maire Tecnimont

Gernot Bruch, Head of Export and Project Finance, Linde AG

Moderator: *Pedro Novo, Head of Export Finance & Export Promotion, BPI France*

11:30

**STREAM 1:
MEETING BORROWERS' CREDIT NEEDS**

**STREAM 2:
COMPARING FINANCING SOURCES**

Complexities and new realities of eca financing for russian borrowers

This session looks at the complex procedures and costs involved in export finance for Russian borrowers, from Know-Your-Customer (KYC) requirements, to fading risk appetite from ECAs, to the broader political environment. We will also look at the structures that have arisen to give lenders comfort when dealing with unfamiliar borrowers and into other ways in which the negotiation and documentation processes might be streamlined.

Elena Beketova, Head of documentary operations and export finance, LUKOIL

Maxim Subbotin, Head of Strategic Projects Department, Uralkali

Moderator: *Elena Tchoubykina, Counsel, CMS*

Bringing LCs into the 21st century: Case studies and implications

Two case studies to show how letters of credit on the blockchain work, plus further discussion on:

- How scalable are they for the Russian market?
- What challenges still exist in implementing blockchain-based and/or electronic LCs?
- What does the future look like for blockchain in both trade and export finance
- How might these two case studies be translated for the export finance community and for other areas of trade finance?

Dina Merkulova, Managing Director Trade and Export Finance, Alfa Bank

Tatiana Satyukova, Managing Director – Senior Banker of Trade Finance and Correspondent Banking, Sberbank

12:15

13:00

Networking lunch

Exiar and REC Group policy update

An update from EXIAR and Russian Export Center Group (REC Group) on their policies and support measures: how do they cooperate with other ECAs, Eximbanks and multilateral financiers around the world and what does this mean for Russian companies in 2018?

Anna Belyaeva, Managing Director for International Business Development, Exiar

14:30

How risky is Russia?

An update from international ECAs on how they evaluate Russian risk, which policies are available, and how they can work with both international and Russian banks.

Anu-Leena Koskelainen, Head of Country and Environmental Risk Management, Finnvera

Michael Geske, Head of Russia/CIS, Euler Hermes

Marek Dlouhy, Deputy CEO, EGAP

Xie Zhongmin, Head of Russia CIS Rep Office, Sinosure

Moderator: *Marc Partridge, VP Project Finance Advisory & International Cooperation, Gazprombank*

15:00

15:45

Coffee and networking

Networking roundtable: Local and international lending head to head

In this interactive, structured networking session we split the room into two halves: international and local financing. We invite you to move around between the two halves to learn about financing trends in each, understand what Russian and international markets can offer, and examine recently closed deals.

16:30

17:30

Closing remarks

Cocktail reception

Open to all:

Join your fellow guests and relax after a busy day of debate! Grab a drink (or two) and continue the networking in a more relaxed atmosphere.

17:45

Late



THANK YOU TO OUR SPONSORS

SPONSOR



GAZPROMBANK

Bank GPB (JSC)

ING



SOCIETE GENERALE

Corporate & Investment Banking

SUPPORTER



Alfa·Bank

IN ASSOCIATION WITH



RUSSIA
INTERNATIONAL
CHAMBER OF COMMERCE

The world business organization