

# TXF

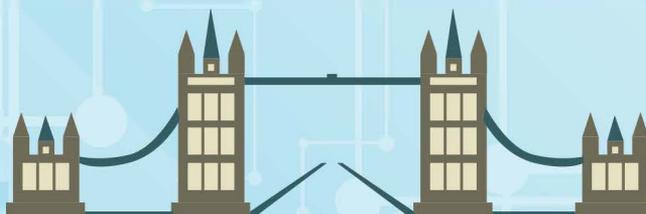
✦ SME AND SMALL TICKET EXPORT FINANCE ✦



29<sup>th</sup> NOVEMBER 2017  
ETC VENUES MONUMENT, LONDON



# AGENDA



**8:30** Coffee & registration



**9:00**

#### Welcome address

*Bhaskar Dasgupta, Managing Director & Chief Operating Officer, UK Export Finance*

**9:15**

#### Why are SMEs finding it difficult to obtain export finance?

What factors are at play? How can SMEs gain access and what do they need to do? What do financial institutions look for in order to provide support? What are the key findings from the 'Cole Review' in regard to SMEs? Is this a UK problem or a global phenomenon and what are the solutions?

*Gabby Buck, Managing Director, GKB Ventures*

**9:45**

#### SME & small ticket export finance: A necessary evil or a valued market?

A roundtable discussion on the state of the SME and small ticket export financing from the SME perspective. Is bank reluctance to provide liquidity to SMEs and smaller ticket deals a short term issue? Who is stepping in to fill the void? Should banks have a duty to support SMEs and smaller deals? Are ECAs doing enough and is this really a key area of interest for them? Is ECA direct lending helping SME financing or is it just a programme for big companies and larger deals? What impacts are initiatives like the bank delegation scheme having?

*Elisabeth Strassmair-Brunetti, Managing Director, Österreichischer Exportfonds*

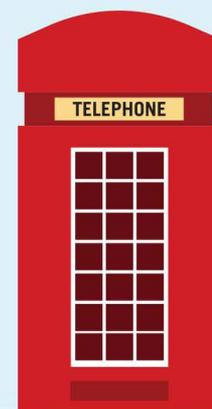
*Russell Grazier, Head of London Trade & Working Capital, Barclays*

*Eckhard Creutzburg, Owner, Export Finance Consulting*

*Mark Ling, Head of International Trade & Working Capital, Santander UK Corporate & Commercial*

*Freddie Tucker, Trade & Structured Finance Director, Dints International*

*Moderator: Gabby Buck, Managing Director, GKB Ventures*



**10:30**

#### Networking coffee break



**11:15**

#### Audience response survey: Your thoughts on the industry

A live survey of the audience on key issues in the industry, with real-time results provided on-screen and a full annotated set of results sent to all delegates after the event.

*Hesham Zakai, Associate Director, TXF*

### 5 ways to simplify small ticket export finance

How can we make ECA export finance more simple and accessible? TXF canvassed the market to find the answer to this simple question. From ECAs to exporters to financiers, the top responses were all the same:

1. Less documentation
2. Fewer rules
3. One-stop-shop
4. More ECA staff
5. More risk appetite

This session will tackle these suggestions one by one and discuss their viability.

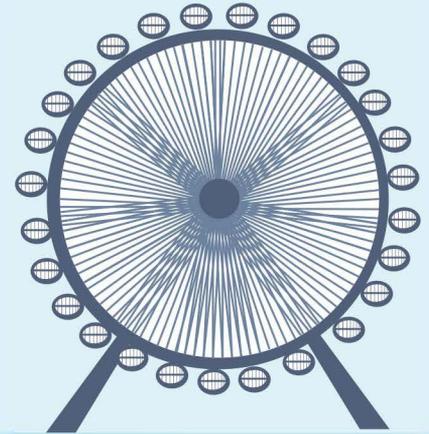
**Simone Andrae**, CEO, *Andrae Project Finance*

**Topi Vesteri**, Executive Vice-President, Deputy CEO, *Finnvera*

**Tony Lindstrom**, Director Customer Finance & Risk, *Volvo*

**Karel Vanderputte**, Team Coordinator SME & Funded Solutions, *Credendo*

**Moderator: Henri d'Ambrières**, CEO, *HDA Conseil*



11:30

### The ECA initiative: 4 different models, 1 objective

In recent years BPI, EDC, EKN and UKEF have all introduced initiatives to help facilitate SME financing. Whilst each one has a different modus operandi, they all share the same goal: to increase the efficiency and accessibility of export financing for SMEs. We take a look at how the different models compare and what other ECAs can learn from these models when looking to implement their own programmes.

**Bhaskar Dasgupta**, Managing Director & Chief Operating Officer, *UK Export Finance*

**Eléonora Mahé**, International-Expertise-Product, *Bpifrance Credit Insurance*

**Stephen Wilhelm**, Regional Vice President - Europe, Middle-East, Africa, *EDC - Export Development Canada*

**Carl-Johan Karlsson**, Director, Head of Business Area SME & Midcorp, *EKN - The Swedish Export Credit Agency*

**Moderator: Vinco David**, Secretary General, *Berne Union*

12:15

13:00

Lunch



14:30

### LEGO® Serious Play®: Industry troubleshooting

At TXF we believe that collaboration is the key to innovation....and that conferences should be fun! For this unique session delegates will be assigned to different groups and will be presented with a series of issues which are currently affecting the market. Their job is to work together to come up with the solutions. What's the twist you may ask? Well, it's Lego..

**Richard Gold**, Certified facilitator in the LEGO® Serious Play® method

16:00

Networking coffee break



16:30

### Introducing the alternatives

As banks have reacted to regulations such as Basel III and become more stringent in their lending criteria, this has opened up the market for alternative financiers to fill the void: What type of alternative finance solutions are out there? How has technological innovation facilitated the rise in alternative finance? How do the alternatives compare to the traditional forms of financing? What are the various products that these financiers offer?

**Adam Tavener**, Chairman, *Alternative Business Funding*

**Charles Nahum**, Independent Managing Director, *Finacity*

**Matt Goddard**, Senior Director, *Ex Works Capital*

**Tim Davies**, Head of Demica Finance, *Demica*

**Moderator: Hesham Zakai**, Associate Director, *TXF*



17:15

Closing remarks

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