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Economic Overview

- **PAVEL SAMIEV** General Director **BUSINESSDROM**
- **VLADIMIR GAMZA** Chairman of Committee, Financial markets and Credit Organizations **COMMERCE AND INDUSTRY CHAMBER**
- **IAN ART** Financial market committee expert **STATE DUMA**
- **NATALIA ORLOVA** Chief Economist, Head of macroeconomic analysis centre **ALFA BANK**
- **ANTON STRUCHENEVSKIY** Senior Economist **SBERBANK CIB**

From banks and financial companies:

- **ELENA SHAKINA** Deputy Director Financial monitoring and currency control Department **CENTRAL BANK OF RF**
- **DINA MERKULOVA** Managing Director, Trade Finance **ALFA BANK**
- **TIMUR BELIKOV** – Head of project & export finance division – deputy head of project and structured finance department, **GAZPROMBANK**
- **ILIA POKAMESTOV** General Director **FACTORing PRO**
- **DMITRY MINAEV** Local Head Russia, Transaction Services International **COMMERZBANK**
- **ZUZANA FRANZ** Director, FI **ODDO BHF Bank**
- **VALERY KUZNETSOV** Executive Director, Financial Institutions **ROSSELKHOZBANK**
- **Representative RUSSIAN EXPORT CENTRE**
- **NATALIA MAKAROVA** Head of projects **ICC RUSSIA**
- **PIOTR NAPOLSKIY** Senior Vice-President Relationship Management Financial Institutions Structured Finance Division **DZ BANK AG**
- **VLADIMIR GORCHAKOV** Associate Director **RAEX-Europe**

From Corporate sector:

- **ELENA BEKETOVA** Head of documentary operations & export finance **LUKOIL**
- **VLADIMIR KOZINETS** Director, Treasury and Risk management **ROLF GROUP**
- **ROSTISLAV ROZBITSKIY** Corporate Finance Director **EVRAZ**
- **MAXIM SKLYAROV** Treasurer **KAZMUNAIGAS**
- **DMITRY RODIONOV** Deputy Director, Treasury and corporate finance **ENTER ENGINEERING**
- **OLEG LOKHMAKOV** Director, Corporate finance **ROSTIK GROUP**
- **SVETLANA IVANICHKINA** Head of Treasury **INTER RAO**

"CLUB ECA IN MOSCOOW"

- **DMITRY PROZOROV** Head of Moscow Office **SACE** ***Italy***
- **MICHAL JANKU** Deputy Director of Export Credit and Investment Insurance Department **EGAP** ***Czech Republic***
- **NADEZHDA ZABLOTSKAYA** Director, Financial Institutions **EXIAR** ***Russia***
- **TONG JINYU** Senior Manager **SINOSURE** ***China***
- **OSCAR ENTRAMBASAGUAS** Senior Analyst **EKN** ***Sweden***
- **KIM CHONG HO** Chief Representative **K-SURE** ***Korea***
- **JORGEN BOLESSEN** Director **EKF** ***Denmark***
- **AYAKA ITAGAKI** Representative in Moscow **JBIC** ***Japan***
- **ANU-LEENA KOSKELAINEN** Head of Country and Environmental Risk Management **FINNVERA** ***Finland***
- **ROBERT GRILJOV** Director, Business Operations Eastern Europe and Central Asia, Head of Moscow office **HUNGARIAN EXPORT CREDIT INSURANCE** ***Hungary***

Day One, Thuresday 6 February 2020

09:30 Registration & morning coffee

10:00 Economic overview: 5 years of sanctions, shadow of forthcoming recession and other factors influencing trade finance development

- 5 years of sanctions - impact on Russian economy
- Macroeconomic effect – how corporates have revised their economic strategy
- Sanctions and contra-sanctions – how do they influence the trade?
- Have the exporters benefit?
- State support as sanctions consequences – What sectors won?
- Other global factors e.g. USA-China trade confrontation, Brexit etc.

Participants:

PAVEL SAMIEV General Director **BUSINESSDROM**

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11:30 On-Stage Interview: trade finance professional from corporations on export- import financing changes during the last 5 years?

12:15 Coffee

12:45 Practical aspects of export-import financing in the current economic environment

How to work with Russian clients during the turbulent sanction era
PIOTR NAPOLSKIY Senior Vice-President Relationship Management Financial Institutions Structured Finance Division **DZ BANK AG**

Credit risks in Russia
VLADIMIR GORCHAKOV Associate Director **RAEX-Europe**

Risk analysis and risk mitigation methods in modern trade finance operations
DMITRY MINAEV Local Head Russia, Transaction Services International **COMMERZBANK**

INCOTERMS – Changes update
NATALIA MAKAROVA Head of projects **ICC RUSSIA**

14:00 Lunch

15:00 Practical aspects of export-import financing in the current economic environment

Burning issue – Government regulation on supporting Russian export 191
TIMUR BELIKOV – Head of project & export finance division – deputy head of project and structured finance department, **GAZPROMBANK**

Russian Export Centre support
REC representative

Acceleration programmes of Rosselkhozbank
VALERY KUZNETSOV Executive Director, Financial Institutions **ROSSELKHOZBANK**

Liberalisation of currency control for export
ELENA SHAKINA Deputy Director Financial monitoring and currency control Department **CENTRAL BANK OF RUSSIA**

Factoring in financing export-import operations
ILIA POKAMESTOV General Director **FACTORing PRO,** General Director **UNIFACTOR**

16:40 Coffee

17:00 De-risking and compliance

- Does the market feel some financial isolation and how banks implement de-risking in the current situation?
- With many global banks severing their correspondent banking relationships how significantly damaging is this to local banks?
- Are concerns regarding anti-money laundering (AML) regulations and the rising costs of conducting the requisite due diligence the main driver?
- What level of transparency do partners expect from one another?
- De-risking – avoiding risks, but not managing risks?
- Why we still want de-risking?
- High costs of compliance – de-risking fault?
- Compliance – complicated, expensive, needs to be repeated periodically…

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VLADIMIR KOZINETS Director, Treasury and Risk management **ROLF GROUP**

18:00 End of Day One and Cocktail Reception

Day Two, Friday 7 February 2020

09:30 Registration & Morning Coffee

10:00 Traditional blitz-discussion "Club ECA in Moscow"
(with a coffee break at aprrox 11:30)

This year we try a new "round table" format: delegates will be sitting at round tables and ask the representative from an ECA their questions directly. Following approximately 15-20 minutes of conversation, a bell is rung, the representative from the ECA proceeds to the next table, his place is now taken by another member of ECA, and another round of questions begins

- What are the current cover policies and maximum country limits of the ECAs in Russia? What are the current exposures of the ECAs in the region?
- How do ECA products differ in Russia from other markets?
- Which future trends and challenges do the ECAs see in Russia?
- What are the experiences of corporate and bank borrowers under ECA business in Russia?
- Is the local banking market providing sufficient capital capacity for ECA business in the region?
- How is the role of ECAs and their product offering in Russia evolving in response to market conditions?
- Are ECAs engaging directly with exporters or borrowers? Does this go against the traditional client-to bank relationship?

Participants:

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13:00 Lunch and End of the conference