

Central Asia: Trade & Export Finance Forum

April 18-19, 2005

Hyatt Regency Almaty Rahat Palace Hotel
Almaty, Kazakhstan

A networking opportunity and discussion forum, concentrating on the trade, commodity and export finance markets of Central Asia



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Day One: Monday, April 18, 2005

08.30 Registration

09.00 Chairman's opening remarks
Kairat Satylganov, CAFAS

09.10 Keynote address
Anvar Saidenov, Governor, National Bank of Kazakhstan

Financing Trade in the Region

09.30 Forfaiting: an alternative financing tool for Central Asian companies and banks
Nick Cullen, Director, GML International Limited

- A description of forfaiting and its main characteristics
- Structuring transactions in accordance with Kazakh legislation
- An overview of Kazakh trade flows and example transactions

10.00 Partnering with foreign banks; helping exporters and importers find finance
Timur Sabyrbaev, Head, Import and ECA Trade Finance, Bank TuranAlem

- Overview of trade finance instruments
- New opportunities with Bank TuranAlem
- Example transactions and experiences

10.30 Factoring: export solutions in Central Asia
Margrith Lütschg-Emmenegger, President, First International Merchant Bank plc

- The basics of factoring
- A market overview
- How you can benefit and make use of factoring

11.00 Networking break

11.30 Creative financing solutions for soft commodities in Kazakhstan
Pieterneel Boogaard, Vice-President, Structured Commodity Finance, ING

- Financing structures available for the softs industry
- Key risks in financing Kazakh trade and exports
- Role of banks in supporting the growth of business and the financing trends

Ratings Agency Perspective

12.00 Prospects and challenges in the Central Asian region
Ekaterina Trofimova, Ratings Specialist, Financial Institutions, Standard & Poor's

- Divergent regional and national profiles and structural landscapes
- Mixed prospects, but common risks
- Banks in the region
- Reforms and growth

Trade & Technology

12.30 Winning the future
David Hennah, Product Strategy & Marketing, Trade Services, Misys Wholesale Banking Systems

- Business drivers
- Business challenges for banks
- Software solutions for trade finance
- The winning trade bank

13.00 Lunch

Corporate Viewpoint

14.30 Exporting in action: Kazakh grain case study

Nurlan Tleubayev, President, Grain Union of Kazakhstan

- Formation and development of a national grain market in Kazakhstan and overview of the union's activities
- Exporting and financing grain from Kazakhstan: practicalities and structures used
- Cooperation with the Kazakh government and foreign bodies and financial institutions
- Looking to the future: building up Kazakhstan's exports in the agribusiness sector

15.00 Networking break

Legal Issues

15.30 Structuring cross-border trade and commodity finance deals in Central Asia

Jim Varanese, Partner, Clyde & Co

- Ring-fencing the investment: beating local law and insolvency traps
- Multi-modal transportation in Central Asia: managing the legal risks
- Structuring deals to meet international regulatory and anti-corruption standards
- Fully enforceable? Where courts apply local law ignoring international convention: some travel warnings

Country Focus: Kazakhstan

16.00 Kazakhstan as a trade finance and investment opportunity

Allen Wazny, Audit Director, Energy Resources Group, Deloitte & Touche LLP

- Kazakhstan's political and economic overview
- Reform and progress
- Trade and investment opportunities

Country Focus: Kyrgyzstan

16.30 Kyrgyzstan as a trade finance and investment opportunity

Asel Sulaimanova, Representative for Kyrgyzstan, BISNIS, US Department of Commerce

- Who is entering the Kyrgyz market and why?
- Best sectors and possible pitfalls
- Kyrgyzstan after WTO: pioneer or loner in Central Asia?

17.00 Closing remarks

17.15 Evening networking reception

Day Two: Tuesday, April 19, 2005

Country Focus: Uzbekistan

09.30 Uzbekistan as a trade finance and investment opportunity

Alisher Djumanov, Chief Executive Officer, Ansher Capital

- Uzbekistan's political and economic overview
- Reform and progress
- Trade and investment opportunities

Insurance & Guarantees

- 10.00 Political and export credit risk insurance: a private market perspective
David Maule, Director, Arthur J Gallagher
- What is available and what is not, on a single risk basis?
 - Case studies in Armenia, Kazakhstan, Mongolia, Turkmenistan and Uzbekistan
 - How have claims in the region impacted on the insurers' appetite for new risks?

- 10.30 Insurance of export credits and investment
Smailov Alikhan, Chairman of the Executive Board, State Insurance Corporation for the Insurance of Export Credit and Investment in the Republic of Kazakhstan (KECIC)
- Risk-covered insurance schemes for export credits and investment
 - Insurance practices of KECIC

- 11.00 Networking break

Multilateral Trade & Investment

- 11.30 Multilateral backing for the region's SMEs
Rudolf Putz, Operation Leader, Trade Finance, European Bank for Reconstruction and Development (EBRD)
- Financing for small and medium-sized enterprises (SMEs)
 - Trade finance solutions
 - Business and trade finance advisory services

Panel Discussion

- 12.00 Discussing the region's trade potential and outlook as well as risks, reforms and solutions
Rudolf Putz, Operation Leader, Trade Finance, EBRD
Charles Raether, International Trade Specialist, BISNIS, US Dept of Commerce
Josef Tauber, Chief Executive and Second Vice-chairman of the Board of Directors, Czech Export Bank
Margaret Kostic, Director - Russia, CIS, Turkey, Export-Import Bank of United States
Sophocles Parapanos, Chief Executive Officer, TFI Public Company Limited
Holger Weiss, Vice-President, KfW IPEX-Bank

- 13.00 Lunch

US Trade & Investment

- 14.30 US trade and investment in the region
Charles Raether, International Trade Specialist, BISNIS, US Dept of Commerce
- Corporate US in Central Asia: engagement or estrangement?
 - Beyond oil and gas: emerging sectors outside of the extractive industries

Geopolitical & Ethnic Factors

- 15.00 Terrorism, Islam and Russia: shadows over the region?
Crispin Black, Director, Risk Advisory Group
- Is radical Islam inevitable in Central Asia?
 - Russia's influence in the region
 - China's influence in the region

- 15.30 Chairman's concluding comments and close of conference



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With its headquarters in London, GML maintains full representative offices in Almaty, Genova, Istanbul, Kiev and Moscow and benefits from longstanding and close relationships with leading providers of financial services worldwide. GML's in-depth knowledge of, and strong network of highly experienced cooperation partners in its specialist markets, as well as its close relationships with sophisticated investors, ensure that GML is able to provide expert advice and innovative solutions to meet its clients' needs.

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- Debt recovery and trading of debt instruments.

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For further information about GML and its activities please visit www.gml.net.



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