

Baltic Trade & Export Finance Forum

June 13
2007

Reval Olümpia Hotel,
Tallinn, Estonia

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Estonia

Latvia

Lithuania

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HSH NORDBANK

Baltic Trade & Export Finance Forum 2007

Wednesday, June 13, 2007

08.30 Registration

09.15 Chairman's introduction

**Bob Angliss, Senior Manager,
HSH Nordbank AG**

09.30 The Baltics: regional overview and political environment

**Teymur Huseynov, Head of Eurasia
Division, Exclusive Analysis**

- The evolving nature of regime stability in the Baltic region: convergence with Copenhagen
- Macroeconomic imbalances as increasing evidence of divergence from the Maastricht criteria
- Foreign policy, foreign trade and FDI
- EU-Russia energy relationship and the role of the Baltic States

10.10 The Baltics: foreign trade relations

**Alari Purju, Professor, Economics
Department, Estonian Business
School**

- Factors determining foreign trade
- Trade with different regions
- Trade as a tool of economic integration

Financial Solutions

10.40 Project finance as a litmus test for commercial viability

**Eric Seem, Senior Project Manager,
HSH Nordbank**

- Brief introduction
- Due diligence process
- Bank vs equity risks
- Case studies of what can go wrong

11.20 Networking break

11.50 Financing sales and reducing buyer risks through factoring

**Karin Aas, Product Manager,
Hansa Liising Eesti**

- The basics of factoring
- The benefits of factoring
- Market overview in the Baltics
- Case study

12.30 State-supported financing instruments in the Baltic region

**Andrus Treier, Chief Executive
Officer, Kredex**

- Role of state-supported financial instruments and future trends
- SME financing tools available: loans, guarantees, mezzanine capital and venture capital
- Export credit guarantees: recent changes in the market and expectations



13.10 Lunch

- 14.30 Corporate expectations of trade finance services and solutions**
Bryony Pettifor,
Trade Finance Credit Analyst,
Dell Emerging Markets (EMEA) Ltd

Insurance & Risks

- 15.10 Private political risk insurance and its success in the Baltic region**
Adam Massingham, Political Risk Consultant, ESR Insurance Services Limited

- Acceptance of political risk insurance by traders and financiers
- Market appetite: buyers and insurers
- Opportunities for further development: credit insurance?

15.50 Networking break

Legal & Regulatory Issues

- 16.20 Credit where credit's due: have recent legal and regulatory developments in the trade arena helped or hindered management of risk in the Baltic region?**

Robert Parson, Partner, Clyde & Co

- Basel II and control of goods: the new order for transactional security
- Sanctions regimes: walking on cracks
- Documentary and standby credits: post-UCP 600 legal issues
- Latest market trends and issues

Transport & Logistics

- 17.00 Evaluating the role of logistics in trade and finance**

Alan Wilkins, Transport and Logistics Underwriter, Munich Re Underwriting Ltd

- Transport industry drivers
- Industry's response
- The risks
- Contracts
- Risk assessment

- 17.40 Conclusions and close of conference followed by networking cocktail reception**

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