



TRADE & THE CREDIT CRUNCH BUSINESS BRIEFING

MAY 21, 2008
LANSDOWNE CLUB
LONDON

Trade & the Credit Crunch Business Briefing

May 21, 2008

Lansdowne Club, London

08.30 Registration

Regional Outlooks

09.15 Africa

Ian Stern, Director, Structured Commodity Finance, Calyon

09.40 Middle East

James Howarth, Deputy Director of Middle East & North Africa Division, Exclusive Analysis

10.05 Eastern Europe & CIS

Rudolf Putz, Deputy Director, Financial Institutions Unit, EBRD

10.30 Asia

John Turnbull, Global Head of Structured Trade & Commodity Finance, Sumitomo Mitsui Banking Corporation

10.55 Networking break

Market Observations

11.25 Twin shocks: commodities and the credit crisis

Paul Schuilwerve, Global Head of Commodities, Fortis

- Derivatives as financial weapons of mass destruction
- Sub-prime crisis impact timeline
- Liquidity and solvency in commodity markets
- Economic downturn and contagion for commodities
- Will restricted credit lead to an Armageddon?

11.55 Structured trade finance and the credit crunch

Celia Gardiner, Partner, Watson Farley & Williams

- Trends in trade finance structures before the credit crunch
- Effect of reduced bank liquidity: flight to structure?
- Effect of Basel II capital adequacy requirements on trade finance transactions
- Examples of recent transactions

12.25 Panel discussion: how have insurance and reinsurance been affected?

Chairman: Andy Lennard, Vice-President, Product Strategy & Acquisitions, Texel Finance

Nick Ayres, Senior Production & Marketing Broker, Benfield

David Neckar, Product Development Director, Willis

Andrew Underwood, Head of Political Risks, Hiscox

13.00 Lunch

Response & Opportunity

14.00 Alternative liquidity and bespoke instrumentation

James Parsons, Portfolio Manager, BlueCrest Capital Management

- Identifying the constraint: risk, capital, or funding cost?
- Sources of alternative risk cover, capital, and liquidity
- Setting up the relationship
- Using the right instrument for the job

14.30 Releasing capital using trade

Peter Sargent, Director, International Trade Finance, ANZ

- Working capital and trade finance: an alternative to more traditional forms of liquidity?
- Managing corporate cashflow using trade techniques
- Squeezing the liquidity value from supply chains

15.00 Networking break

15.30 Opportunities for structuring using trade finance techniques post credit crunch

Geoffrey Wynne, Partner & Head of Trade & Export Finance, Denton Wilde Sapte

- What history teaches for the future of trade finance structuring
- Risk analysis and its place in trade finance
- Will it be more of the same or just more?
- Use of trade finance structuring outside conventional trade transactions
- How to read warning signs early on and what to do

16.00 Panel discussion: weathering the crunch – where now ?

Chairman: James Parsons, Portfolio Manager, BlueCrest Capital Management

Jeffrey Blum, Director, Interlink International Trading (UK) Ltd & Visiting Professor to World Maritime University Sweden & Shanghai Maritime University

Charles Carlson, Global Head, Structured Export Finance, Standard Chartered Bank

Adnan Ghani, Global Head of Trade, ABN AMRO

Gilles Sayer, Head of Asia & Central Asia, Global Structured Commodity Finance, Calyon

Paul Schuilwerve, Global Head of Commodities, Fortis

17.00 Close of conference

Event details at a glance

Date: May 21, 2008
To book: Tel: +44 (0) 20 8673 9666
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Email: info@exportagroup.com
Website: www.gtreview.com

Venue: **Lansdowne Club**
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Trade & the Credit Crunch Business Briefing

May 21, 2008, Lansdowne Club, 9 Fitzmaurice Place, London, W1J 5JD - UK Tel: +44 (0) 20 7629 7200

Delegate 1

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