

Export Credit / Direct Lending Knowledge Exchange & Discussion Forum

Sunday April 7th Welcome Reception for Participants
From 19.00 on the Rooftop bar of the Hilton

Monday, April 8 th	Knowledge Exchange and Discussion Forum
MORNING SESSION	STRATEGIC CONTEXT – high-level presentations and discussion on the shape of the export credit industry and forces influence this
09:00 – 09:15	<i>Coffee and registration</i>
09:15 – 09:30	Welcome and Scene Setting from the Chair - Purpose , expectations of the engagement – Isabel Galdiz , VP International Relations, US Eximbank member of the Berne Union OTF
09:30 – 10:10	Export Credits by the Numbers – Strategic Overview - Berne Union presentation on the scope and scale of the export credit market including results of pre-meeting survey questions sent to all participants insurance market – Laszlo Varnai , Associate Director, Berne Union
10:10 – 11:00	Export Credit Direct Lending Perspectives - Presentations from Thai Exim , Korea Exim and Indonesia Eximbank
11:00 – 11:30	<i>Coffee break and networking – side bar meeting time</i>
11:30 – 12:30	Leaders’ Panel – Strategic Priorities in Export Credits Topi Vesteri , Deputy CEO and Chief Credit Officer, Finnvera David Rasquinha , Managing Director, India Eximbank Warangkana Wongkhaluang , Senior Executive Vice President, Thai Eximbank Hee-Sung YOON , Executive Director & Head of New Growth Business Finance Group, Korea Eximbank Zhiqiang Huang , Vice President, Sinasure Cristina Morelli , Managing Director, Head of Export Finance, SACE Masayuki Tanimoto , Regional Head for EMEA, JBIC
12:30 – 14:00	<i>Networking lunch and discussion</i>
AFTERNOON SESSION	TECHNICAL DISCUSSIONS
14:00 – 15:00	Cooperative Initiatives Participants are introduced to a series of practical cooperative initiatives, case studies and new ventures. Followed by discussion on issues raised. <i>Cases from:</i> BNDES KEXIM Turk Exim
15:00 – 15:15	<i>Coffee break</i>
15:15 – 16:15	Small-Group Table Discussions: Tackling Technical Challenges Each table will focus on exploring a different challenge, brainstorming ideas for new systems processes, products or cooperation which can help tackle these.
16:15 – 16:45	Table discussion – what did we learn? What do we need to do next?
16:45	Table leaders report back table discussion - Summary of results
17:00	Meeting close – drinks reception in Hilton from 19.00