

International Conference “**Enhancing Eastern-European Cooperation: Attracting Finance & Mitigating Risks**”

November 15, 2012

Draft Programⁱ

8.30 – 9.00 REGISTRATION & WELCOMING COFFEE

9.00 – 10.00 I Panel: Enhancing neighboring cooperation between Ukraine, the Czech Republic, the Slovak Republic, Hungary and Poland (open discussion of the suggested issues)

Moderator: Ms. Olena Gnezdilova, Head of Market Research Department, IBcontacts;

Panelists:

- Mr. Fabrice Morel, Deputy Secretary General, Berne Union;
- Ms. Noelin Hawkins, Director, Europe, Middle East & Asia, FCIB (to be confirmed);
- Foreign Embassies (Trade Missions):
 - Mr. Viktor Berki – Third Secretary, Economic Office of the Embassy of Hungary;
 - Mr. Jan Erben – First Secretary, Head of Economic Department, Embassy of the Czech Republic in Ukraine;
 - Mrs. Sona Krajcova - First Secretary, Head of Economic and Trade Department, Embassy of the Slovak Republic in Ukraine;
 - Mr. Andrzej Grabowski, Counsellor-Minister, Head of the Department on promotion of trade and investments, Embassy of the Republic of Poland in Ukraine (name of the representative to be confirmed);
- Ms. Iryna Ivanova, Head of Foreign Economic Policy Department, Ministry of Economic Development and Trade of Ukraine (to be confirmed);
- IBcontacts.

Issues to be covered:

- Brief greetings and introductory speeches (*IBcontacts, Berne Union*);
- Trade volumes & major markets of interest (*Foreign Embassies, Ministry of Economic Development and Trade of Ukraine*);
- Geographical and mental proximity – a good basis for doing business (*IBcontacts*);

10.10 – 11.40 II Panel: Barriers and perspectives of bilateral cooperation development. Methods of assessment and mitigation of risks within projects on attracting export finance (open discussion of the suggested issues)

Moderator : Mr. Vilen Harchenko, Senior Financial Advisor, IBcontacts

Panelists:

- Exporters (to be confirmed);
- Importers (to be confirmed);
- Mr. Viktor Berki – Third Secretary, Economic Office of the Embassy of Hungary;
- ECAs :
 - Mr. Michal Demak, Director of Non-marketable risk insurance, Eximbanka SR;
 - Mr. Tamas Darabos, Deputy CEO responsible for Banking Operations, Hungarian Export-Import Bank/MEHIB (to be confirmed);

- Mr. Maciej Sychala, Chief Expert of KUKE;
- Mr. Pavel Mosna, EGAP;

Issues to be covered:

- Common projects implemented in 2011-2012. Lessons learned. State support efficiency. What should be done to make exporters and importers use more extensively export credit insurance? (*ECAs*)
- Forecasts for 2013. Which sectors and which types of projects will be prevailing? (*ECAs*)
- Major barriers and perspectives of doing business in Ukraine (exporters view);
- Major barriers & perspectives of enhancing cooperation with neighboring countries (importers view);
- Major political & commercial risks. Risk assessment & management. Mitigation solutions (*ECAs* view);

Discussion session

11.40 – 12.00 COFFEE BREAK (Networking opportunities)

12.00 – 13.30 III Panel: The role of business information and business information service in Export Finance deals: issues of quality, accuracy and credibility. How it works and what really matters?

Moderator: Mr. Yehor Zemzyulin, Head of Credit Department, IBcontacts;

Panelists:

- Mr. Dieter Suedhofen, Vice President, FEBIS;
- IBcontacts;
- *ECAs* :
 - Mr. Tamas Darabos, Deputy CEO responsible for Banking Operations, Hungarian Export-Import Bank/MEHIB (to be confirmed);
 - Mr. Pavel Mosna, EGAP;
 - Dr. Lars Ponterlitschek, Head of Unit from the Underwriting Department, Euler Hermes Deutschland AG;

Issues to be covered:

- Business information service for cross-border business activities. Rules and principles of business information providers and consumers conduct (*FEBIS*).
- Types of independent information required for export and project finance deals implementation (*MEHIB, EGAP, EULER HERMES*);
- What matters for decision-making process (*MEHIB, EGAP, EULER HERMES*);
- The role and the status of information provider in gathering quality, accurate and credible information (*ECAs, IBcontacts*).

13.30 – 14.30 LUNCH (Networking opportunities)

14.30 – 16.00 IV Panel: ECA establishment in Ukraine: status quo, perspectives, challenges (open discussion of the suggested issues)

Moderator: Ms. Kateryna Barabash, Managing Director, IBcontacts;

Panelists:

- Mr. Fabrice Morel, Deputy Secretary General, Berne Union;
- Mr. Artem Chernega, Head of Division of Export of Goods and Services Development of Foreign Economic Policy Department, Ministry of Economic Development and Trade of Ukraine;
- Mr. Hans-Joachim Pflocks, PricewaterhouseCoopers Aktiengesellschaft Wirtschaftsprüfungsgesellschaft;
- Mr. Sergiy Myskiv, Member of Board, UkrExim bank.

Issues to be covered:

- Credit & Investments Insurance and its benefits. Berne Union and Prague Club. Statistics on business evolution for coverage of transactions to Ukraine and the region (*Berne Union*);
- The role of ECA establishment in the development of foreign economic activity;
- Status Quo & perspectives for Ukraine (*UkrExim; IBcontacts*)
- Leading ECA advisory practice (*PricewaterhouseCoopers Germany*);

Discussion session

16.00 – 16.15 COFFEE BREAK (Networking opportunities)

16.15 – 17.40 V Pannel: Financing & Export Guarantee Solutions (experts' presentation & open discussion)

Moderator: Ms. Olena Krynychna, Head of Project Department, IBcontacts;

Panelists:

- ECAs representatives:
 - Mr. Michal Demak, Director of Non-marketable risk insurance, Eximbanka SR;
 - Mr. Tamas Darabos, Deputy CEO responsible for Banking Operations, Hungarian Export-Import Bank/MEHIB (to be confirmed);
 - Mr Maciej Sychala, Chief Expert of KUKA;
 - Mr. Pavel Mosna, EGAP.

Issues to be covered:

- Export Finance guarantees and available financing products for Ukraine (ECAs);
- Export & Project Finance (if any) practical experience;
- Discussion session;

17.40 – 18.30 VI Pannel: CASE STUDY

Moderator: Ms. Olena Krynychna, Head of Project Department, IBcontacts;

Panelists:

- Exporter: Mr. Andzej Kutyla, Mago Group (Poland);

18.30 – 19.00 CLOSING BUFFET (Networking opportunities)

ⁱ Expected key-note speakers, panelists, moderators and issues to be covered may be subject to further amendments.