



European Bank
for Reconstruction and Development



AGENDA

2023 TFP TRADE FINANCE FORUM

4-5 October 2023

Palais Ferstel, Herrengasse 14, 1010 Vienna, Austria

MAIN SPONSOR



SPONSORS



ODDO BHF



MEDIA PARTNERS



DAY 1 – WEDNESDAY 4 OCTOBER



European Bank
for Reconstruction and Development



08:45 – 09:40

REGISTRATION AND NETWORKING BREAKFAST

09:40 – 10:00

WELCOME

Francis Malige, *Managing Director,
Financial Institutions, EBRD*

Ambassador Katherine Chang,
*Head of Mission, Taipei Economic
and Cultural Office in Austria*

Representative from Austria

10:00 – 10:40

PANEL: AUSTRIA AS A TRADE FINANCE HUB

Moderator: Rudolf Putz, *Head of TFP, EBRD, UK*

Carlo Florenzi, *Head of Trade Finance
Austria, UniCredit Bank Austria AG*

Christian Wolf, *Head of FI, Erste Group*

Eleonore Juliane Treu, *Director of
Trade Finance Week, ICC Austria*

Karin Oszuszy, *Senior Investment
Manager, Business Development, The OPEC
Fund for International Development*

Martina Zimmerl, *Head of Trade Finance,
Raiffeisen Bank International AG*

10:40 – 11:15

COFFEE BREAK

11:15 – 12:50

PANEL: TRADE FINANCE IN SOUTH EAST EUROPE

Moderator: Marco Nindl, *Associate Director, EBRD*

Ana Golubović, *Member of the Management
Board, Hipotekarna Banka, Montenegro*

Paraskevi Potamianou, *Head of Trade &
Supply Chain Finance, Eurobank, Greece*

Roxana Russe, *FI and International Relations
Manager, Banca Transilvania, Romania*

Ženja Radanović, *Head of Documentary
Business Department, Eurobank
Direktna ad Beograd, Serbia*

Representative from BPER Banca, Italy

12:50 – 13:30

PANEL: THE CONSEQUENCES OF DE- RISKING IN INTERNATIONAL TRADE

Moderator: Nana Khurodze, *Associate Director, EBRD*

Elena Bubnova, *Management Member,
KICB, Kyrgyz Republic*

Luke Gribbon, *Associate Director,
Project Integrity, OCCO, EBRD, UK*

Zuzana Franz, *Senior Regional
Manager, ODDO BHF, Germany*

Representatives from other Partner Banks

13:30 – 14:00

NETWORKING LUNCH

14:00 – 14:40

PANEL: THE DIGITAL TRANSITION – PRACTICAL IMPLICATIONS FOR TRADE FINANCE

Moderator: Deepesh Patel, *Director, Partnerships
and Marketing, Trade Finance Global*

Jenny Stephensen, *Principal Banker
(TFP Digital Transition Lead), EBRD*

Matthieu de Heering, *Head of Russia,
Central Asia and Caucasus - Business
Development and Communications, Swift*

Representative from Deutsche Bank, Germany
Representatives from other Partner Banks

DAY 1 – WEDNESDAY 4 OCTOBER



14:40 – 15:20

**PANEL: UKRAINE - SUPPORTING
TRADE IN CHALLENGING TIMES**

Moderator: Irina Tyan, Principal Banker, EBRD

*Gennadiy Khelemsky, Head of Structured
Trade Finance Department, Ukrgasbank*

*Serhii Kostohryz, Head of Trade Finance &
Factoring Department, Raiffeisen Bank, Ukraine
Representatives from other Partner Banks*

15:20 – 15:50

COFFEE BREAK

15:50 – 16:30

**PANEL: TRADE FINANCE PRODUCT &
PROCESS INNOVATIONS IN CENTRAL ASIA**

**Moderator: Olga Kompaniets,
Principal Banker, EBRD**

*Representative from Commerzbank
Representatives from Partner Banks
in Kazakhstan, Kyrgyz Republic,
Mongolia, Tajikistan and Uzbekistan*

16:30 – 17:10

**PANEL: TRADE FINANCE IN
THE MEDITERRANEAN**

Moderator: Irina Tyan, Principal Banker, EBRD

*Abla Hussein, Commercial
International Bank, Egypt*

*Angel Gil Gutierrez, Director for Asia
and Middle East, Financial Institutions
Team, CaixaBank, Spain*

*Representatives from Partner Banks in Egypt,
Jordan, Morocco, Tunisia, West Bank & Gaza*

17:10 – 17:15

CLOSING OF DAY ONE

19:30 – 23:30

**NETWORKING DRINKS AND GALA DINNER
PARK HYATT HOTEL**

DAY 2 – THURSDAY 5 OCTOBER



European Bank
for Reconstruction and Development



09:00 – 09:30

NETWORKING BREAKFAST

09:30 – 10:10

PANEL: GREEN TRADE FINANCE IN PRACTICE

Moderator: John Basquill, Senior Reporter,
Global Trade Review (GTR), UK

Ahmet Kinalisoy, Head of FI,
Alternatifbank, Türkiye

Maya Hennerkes, Director, Green Financial
Systems, CSD - Green Financial, Systems, EBRD

Nana Khurodze, Associate Director, EBRD

Nargiza Nigmatova, Head of Cooperation
with Financial Institutions Unit, JSCB
“Uzpromstroybank”, Uzbekistan

Pikria Kekelia, Head of Trade and Structured
Finance Department, Bank of Georgia, Georgia

10:10 – 10:45

PANEL: TRAINING INITIATIVES IN INTERNATIONAL BANKING

Moderator: Nana Khurodze, Associate Director, EBRD

Aysen Cetintas, Education Director, FCI

Oksana Pak, EBRD Gender and
Inclusion, EBRD, UK

Paul O'Hara, Regional Head of Business
Development and Sales for UK & Europe,
International Compliance Association (ICA)

Vincent O'Brien, Director, ICC UAE
Representative from International
Compliance Association

10:45 – 11:10

COFFEE BREAK

11:10 – 11:40

PANEL: SHARING RISK WITH THE EBRD - CO-FINANCING PARTNERS IN THE TFP

Moderator: Marco Nindl, Associate Director, EBRD

Clarine Stenfert, Multilateral Investment
Guarantee Agency (MIGA), USA

Karin Oszuszkzy, Senior Investment Manager,
Business Development, The OPEC Fund
for International Development, Austria

Representative from AKA Bank, Germany
Representative from MARSH, UK

11:40 – 12:00

PRESENTATION: LEGAL REPORT

Moderator: Catherine Bridge Zoller,
Senior Counsel, EBRD

12:00 - 12:30

PANEL: SUPPLY CHAIN FINANCE AND FACTORING

Moderator: Rudolf Putz, Head of TFP, EBRD

Alexandros Kontopoulos, Vice Chairman,
Hellenic Factors Association, Greece

Anzhela H. Barseghyan, Director of Trade
Finance and Correspondent Relationship
Department, Armswissbank, Armenia

Mete Önoel, Chief Financial Officer,
Tam Finans Factoring A.S., Türkiye

Peter Mulroy, Secretary General, FCI

Simon Peterman, CEE Factoring
Coordination Manager, Raiffeisen

Tamar Gugushvili, Head of Trade Finance
and Documentary Operations Group,
TBC Bank, Georgia

12:30 - 12:35

CLOSING REMARKS

13:00 - 19:00

NETWORKING LUNCH AT HEURIGER
(VINEYARD RESTAURANT)