

# 3<sup>rd</sup> Annual Structured Trade and Export Finance in India Conference

**New  
Dates  
Announcement**

**The region's premier event on structured trade and export finance**



Featuring the following speakers:

- **Robin Banerjee**, Chief Financial Officer, **Suzlon Energy**
- **V. Suresh**, Chief Financial Officer, **Essar Power**
- **NEW Toral K. Mehta**, Senior Trader, **Trafigura Beheer B.V.**
- **J. K. Singh**, Chairman, **Mesco Steel**
- **Jitendra Jain**, Head of Treasury, **Radico Khaitan**
- **Subhash Gaggar**, Senior Manager Treasury and Finance, **Aricent Technologies**
- **NEW K. Ramanathan**, Vice President and Chief Financial Officer, **PSL**

- **S. Prabhakaran**, Executive Director, **ECGC**
- **Stefan Karlsson**, Head of Risk Department, **EKN**
- **Ali Sherwani**, Head, Business Development, **ECGD**
- **Peter Nesbitt**, Regional Vice President, Asia, **EDC**
- **NEW Outi Homanen**, Senior Adviser, **Finnvera**
- **Anil Choudhary**, Managing Director and Chief Executive Officer, **National Bulk Handling Corporation**
- **Madan Sabnavis**, Chief Economist, **National Commodity & Derivatives Exchange**

- **Suresh Sethi**, President Transaction Banking Group, **Yes Bank**
- **Josh Clarke**, Senior Associate, **Norton Rose**
- **Shankarnarayan Rao**, Executive Director, **Export-Import Bank of India**
- **Meeta Makhan**, Director Transaction Banking, **Standard Chartered**
- **Jayant Mehrotra**, Vice President, Head of Trade Product Management, **Deutsche Bank**
- **Khushnama Z. Davar**, Director, Global Transaction Services, **Citi**
- **Dr Shunmugam**, Chief Economist, **MCX**

- **Arvind Sonmale**, Managing Director & Chief Executive Officer, **Global Trade Finance**
- **Hari Sharan**, Manager, Business Development, **EcoSecurities**
- **NEW John Moran**, Director, Political Risk Insurance, **OPIC**
- **Whitman E. Knapp**, President, **Fimatrix**
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- **NEW Naren Raju**, Chief Executive Officer, **Bioenergy Plantations**
- **U. Venkataraman**, Chief Executive Officer, **MCX-SX**

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**26 & 27 May 2009**  
**Taj President, Mumbai**

# 3<sup>rd</sup> Annual **Structured Trade and Export Finance in India** Conference

*Trade Finance Magazine* and *Euromoney Seminars* present the **3rd Annual Structured Trade and Export Finance in India Conference**

In today's market conditions, India has the potential to transform the shape of the world economy. Opportunities in the region are abundant, particularly in the commodities, manufacturing and telecommunication sectors. Experts estimate that India will become a \$450bn retail market by 2015. Indian SMEs and larger corporates are highly active both in regional and cross border trade.

What then is hampering companies' expansion and trade activities in the region? What restrictions are companies exporting to India facing? And who will finance corporates' growth

strategies and trade deals in today's economic environment?

At a time when liquidity is scarce, finding funding is one of the biggest challenges. Banks are returning to more structured forms of financing to reduce risks and ECA financing; an under used resource in recent years is suddenly amongst the most critical products in the market.

*Trade Finance Magazine* and *Euromoney Seminars'* **3rd Annual Structured Trade and Export Finance in India Conference** will measure the impact of global liquidity constraints on structured trade and export finance in the region and consider cost effective financing solutions available to corporates operating in India.

**In a time of global financial volatility, opportunities in Indian trade finance simply cannot be ignored. Book today to guarantee your place at the region's premier event on structured trade and export finance in India.**

## **Topics to be covered at the conference include:**

- **Corporates' perspective: How has recent market volatility affected borrowers' access to financing?**
- **Alternative sources of funding: Where are the additional pools of liquidity?**
- **Challenges and opportunities for international companies exporting to India**
- **Are ECA premiums set to rise in India anytime soon? How will this affect demand for ECA coverage in the region?**
- **Mitigating risks in commodity finance through structured trade finance and private risk insurance**

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# 3rd Annual Structured Trade

## Day One

Tuesday 26 May 2009

08.15

### Registration and coffee

09.00

### Chairman's opening remarks

09.15

### Measuring the consequences of the global economic and financial conditions for Indian trade

- How are global liquidity constraints impacting the cost of doing business and growth plans in India today? How will the situation evolve moving forward?
- What can companies do to absorb the impact of the current market crisis and what are the signals of future commercial and financial distress?
- How will the US economic slowdown affect Indian exporters? What can be done to improve the situation between these two trading partners?
- What alternative sources of funding are available in the region?

**Madan Sabnavis**, Chief Economist,  
**National Commodity & Derivatives Exchange**

09.45

### Corporates' panel: Financing the production and movement of goods in a challenging economic environment

- How is the credit crunch affecting Indian corporates and their access to finance?
- What solutions are major Indian companies using to help grow their businesses whilst keeping clean balance sheets?
- How are Indian companies dealing with the move to open account trading?
- Are those operating on an open account basis already more competitively priced?
- Where are the opportunities to improve efficiencies in companies' current capital cycles?
- How can supply chain financing solutions help protect working capital and ensure that all funding requirements are met?

**Robin Banerjee**, Chief Financial Officer, **Suzlon Energy**  
**V. Suresh**, Chief Financial Officer, **Essar Power**  
**J.K. Singh**, Chairman, **Mesco Steel**  
**Jitendra Jain**, Head of Treasury, **Radico Khaitan**  
**Arvind Prasad**, Director, Sales, **Vestas India**  
**Subhash Gaggar**, Senior Manager Treasury and Finance,  
**Aricent Technologies**

10.45

### Morning coffee and networking

11.30

### The role of banks in supporting and financing Indian corporates' growth strategies

- Impact of the global liquidity squeeze on international banks
- How are deal structures evolving in response to the crisis?
- Local banks' access to liquidity and risk appetites
- What structures can financial institutions offer to reduce costs? Do Indian corporates need to be more realistic?
- Are Indian corporates still looking for acquisition financing to fund growth and expansion? How can this feature in a structured trade finance deal?
- Is there a future in leveraged buyout for Indian multinationals?
- Islamic finance as an alternative source of funding in India?

**Shankarnarayan Rao**, Executive Director,  
**Export-Import Bank of India**  
**Khushnama Z. Davar**, Director, Global Transaction Services, **Citi**  
**Jayant Mehrotra**, Vice President, Head of Trade Product Management, **Deutsche Bank**

12.15

### Lunch

13.45

### Measuring the challenges associated with commodity financing

- What is the fallout from the current economic crisis likely to be for financing commodities deals in India?
- How are commodities being funded internationally? What can India take from those deals' structures?
- Challenges in hedging commodity exposure to local exchanges and overseas markets
- Consequences of Basel II on India's agri sector

**Toral K. Mehta**, Senior Trader, **Traffigura Beheer B.V.**  
**Anil Choudhary**, Managing Director and CEO,  
**National Bulk Handling Corporation**

14.30

### Cash Management and payment developments in India

- How can corporates establish efficient cash management systems to accelerate companies' growth and minimise costs?
- Assessing products offered by banks under collections and payments
- Electronic payment systems in India: How much are companies aware of the different electronic payment products and their advantages?
- Emergence of payment outsourcing in India: What next?

**Suresh Sethi**, President Transaction Banking Group, **Yes Bank**

# Trade and Export Finance in India

15.00

## Afternoon tea and networking

15.45

### Insights: Bank-to-Bank and Bank-to-Corporate developments in trade finance

- Trends in middle market companies' trade services needs in North America and the United Kingdom - where do Indian SMEs stand in comparison?
- Are Indian SMEs ready to explore more creative financing options to achieve further financial integration? How can banks best support them in this endeavour?
- Implications for banks on how corporate clients' needs in trade and payments converge
- Understanding supply chain services

**Whitman E. Knapp**, President, **Fimetricx**

16.15

### What can be done to mitigate risks when operating in India?

- The role of contingent capital providers in trade finance in India: How can credit insurance backed financing help mitigate risks on domestic and international trade operations?
- Assessing credit insurance regulatory benefits: Capital Adequacy Ratio, provisioning pre and post Basel II regime
- Understanding the risks of standby L/Cs UCP 600 revision and its impact
- Trade finance/commodity finance and collateral management post-harvest
- Political risk insurance in India

**John Moran**, Director, Political Risk Insurance, **OPIC**

17.00

### Chairman's closing remarks followed by drinks reception

## Day Two

**Wednesday 27 May 2009**

08.30

### Morning coffee

09.00

### Chairman's opening remarks

09.15

### ECA financing under the spotlight

- Charting the rising demand for ECA financing in the current market conditions
- Meeting a selective ECA-backed financing: What are ECAs' specific procedures, eligibility requirements, new applications, time schedule and pricing evolutions?
- Will ECAs raise their premiums on India? How will this affect demand for ECA coverage?
- How can banks work with ECAs and when should corporates involve ECAs in their transactions?
- Local currency ECA-backed facilities: How does it work?
- Comparing the cost of ECA financing to Rupee funding to ECB funding
- Combining ECA funding and commodity financing to mitigate risks
- A new form of liquidity: Will we see more ECAs providing direct lending in the future?

**Peter Nesbitt**, Regional Vice President, Asia, **EDC**

**S. Prabhakaran**, Executive Director, **ECGC**

**Stefan Karlsson**, Deputy Director, Business Area Large Corporates, **EKN**

**Ali Sherwani**, Head, Business Development, **ECGD**

**Outi Homanen**, Senior Adviser, **Finnvera**

10.00

### Case Study: Challenges and opportunities for international companies exporting to India

- What challenges are international manufacturers facing when exporting to India today? What solutions could reduce the risks and difficulties encountered?
- How does the regulatory environment in India affect global exporters' activities?
- Who will provide funding for exports to India in today's challenging times?
- Dealing with ever-changing suppliers, contractors and other counterparts in the region

**K. Ramanathan**, Vice President and CFO, **PSL**

**Jayant Mehrotra**, Vice President, Head of Trade Product Management, **Deutsche Bank**

10.30

### Understanding the value proposition of factoring in India

- Applying export factoring in India: What value does international factoring add in terms of credit protection, insurance and management?
- Financing through advanced rate factoring on a non-recourse or recourse basis
- Factoring as an alternative source of finance for Indian SMEs

**Arvind Sonmale**, Managing Director & Chief Executive Officer, **Global Trade Finance**

**Meeta Makhan**, Director, Transaction Banking, **Standard Chartered**

# India Conference AGENDA

11.15

## Morning coffee and networking

11.45

### Financing carbon credit and cleaner technologies in India: What are the challenges, realistic targets and opportunities?

- Where are the opportunities for India in an emerging global carbon market?
- To what extent have green issues been eclipsed by the credit crunch?
- How to finance carbon credit in India? What are the different regulations corporates should be aware of?
- How can corporates get “green” credentials?
- How fast are banks likely to finance green projects solely in India?
- How do companies ensure that they remain compliant with environmentally sustainable requirements while expanding their production capacities?
- What are the realistic emissions reductions targets for India?

**Dr Shunmugam**, Chief Economist, **MCX**

**Hari Sharan**, Manager - Business Development, **EcoSecurities**

**Deepak Gadhia**, Chairman, **Gadhia Solar Energy Systems**

**Naren Raju**, Chief Executive Officer, **Bioenergy Plantations**

12.30

### Reviewing FX regulations and currency fluctuations' implications

- FX regulations implications and risk cover for financing in the domestic market
- India's first currency futures market: What is to be expected going forward?
- Implications of higher interest rates for the cost of finance
- How are local and global currency fluctuations impacting on structured trade and export finance in India?
- What are the consequences of inflation on Indian trade and export finance?
- Cost benefit analysis of financing trade in different currencies: How should corporates decide which currency to trade in?

**U. Venkataraman**, Chief Executive Officer, **MCX-SX**

13.00

### Legal issues affecting structured trade and export finance in the region

- Cost and legal aspects of the new structured finance solutions available
- Current letter of credit legal issues
- What can be done against local trade cost and control regulations?
- How are international market regulations affecting trade and export finance in India and how will this trend evolve?
- Restructuring transactions: What common structures are available? Restructuring or insolvency – what are your options?

**Josh Clarke**, Senior Associate, **Norton Rose**

13.30

### Chairman's closing remarks and close of the conference followed by lunch

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*“Interesting topics, interesting people, excellent networking opportunities”*

**Michael Bott**, Head of Export & Trade Finance, Asia Pacific, **Norddeutsche Landesbank Girozentrale**

*“This is a one-stop event at the beginning of the year where I meet the banks and corporates relevant to my business in India”*

**Aarti Mehra**, Head Structured Trade Finance – Asia, **Bank of Tokyo-Mitsubishi UFJ**

*“Extremely well presented and topical issues handled”*

**Anupam Chaturvedi**, Chief Representative, **DZ Bank**

For marketing and registration queries, please contact Olivia Wong on **HK +852 2912 8099 / [olivia.wong@euromoneyasia.com](mailto:olivia.wong@euromoneyasia.com)**

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