

TRADE FINANCE

present the

8th Annual Structured Trade & Export Finance in the Americas Conference

February 22nd & 23rd, 2006 • JW Marriott, Miami

Over 60
speakers from
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Delegate/s full registration fee for "Introducing SME exporters to new markets in Latin America" Workshop - February 21st, 2006 \$699
(Available only for SME exporters, manufacturers and corporates - if you are not sure whether this workshop is applicable to your company please call Dan Sheriff on Tel +44 20 7779 8406 or email dsheff@euromoneyplc.com)

Delegate/s full registration fee for "Infrastructure investment and PPP solutions in Latin America: Potential for trade" Workshop - February 24th, 2006 \$899

5 EASY WAYS TO REGISTER

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Email: registrations@euromoneyplc.com

Web: www.tradefinanceconferences.com

Mail: Dan Sheriff, Euromoney Seminars,
 Nestor House, Playhouse Yard,
 London EC4V 5EX, UK

For further information on **sponsorship** opportunities please contact: **Gary Parker**,
 tel: +44 (0) 20 7779 8848
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CANCELLATION POLICY: If you cannot attend you must cancel your registration in writing before **February 8th, 2006** to receive a refund less a 10% administration charge. We cannot accept verbal cancellations. Cancellations received after **February 8th, 2006** are liable for the full fee for the conference. We suggest you send a substitute to attend in your place at no extra charge.

REGISTRATION FEE: The registration fee includes participation in the conference, lunches and documentation material, which will be distributed at the beginning of the event. All registrations are considered binding on receipt of the registration form.

CANNOT ATTEND? Please pass this brochure on to a colleague or you can purchase the conference documentation for \$595 (includes courier despatch). If your company is registered within the EU please supply your VAT number.

VENUE: JW Marriott Hotel Miami, 1109 Brickell Avenue, Miami, Florida 33131 USA. Phone: 1-305-329-3500 Fax: 1-305-371-8820

TRAVEL & ACCOMMODATION: For preferential room rates at the JW Marriott Hotel please contact Anna Gisby at agisby@euromoneyplc.com or +44 (0)20 7779 8575.

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8th Annual Structured Trade & Export Finance in the Americas Conference



AGENDA AT A GLANCE

| FEBRUARY 21st, 2006 | |
|---|--|
| 10:00 | Pre-Conference Workshop: "Introducing SME exporters to new markets in Latin America" (John Emens, US Exim Bank) |
| 19:00 Pre-Conference "Icebreaker" Drinks Reception - at the Pool Area, JW Marriott, Miami | |
| MAIN CONFERENCE, DAY ONE - (FEBRUARY 22nd, 2006) | |
| 08:15 | Coffee and registration PLENARY SESSION |
| 09:00 | Chairman's welcome and opening remarks (Chairmen: Alberto Conde, BBVA / Juan Urquiola, BBVA) |
| 09:10 | Outlook for the Latin American market place (Guillermo Perry, World Bank / Mauro Leos, Moody's Investors Service) |
| 10:00 | Country specific analysis of deal potential and potential danger across the region (Armando Mariante, BNDES / Alba Hoyos, ISA / Ileana Boza, MIGA / Pamela McLean, Jamaica Eximbank / Alfonso Martinez-Bordiú, CABEL* / Luis Miguel Castilla, CAF) |
| 11:00 | Networking, coffee and refreshments |
| 12:00 | Trends in structured trade finance in Latin America (Carl Carrier, Deutsche Bank AG) |
| 12:30 | Revolving import finance and stand-by finance in Brazil (Bernardo Rothe, Banco do Brasil) |
| 13:00 Lunch | |
| 14:30 | COMMODITY FINANCE Leveraging on local relationships to enhance innovation and mitigate risk in structured commodity finance transactions (Valerie Ollier & Jean-Francois Lambert, HSBC) |
| 15:00 | Dealing effectively with legal and regulatory issues when structuring commodity transactions in Brazil (Ian Henderson, Texel Finance / Christian Ramos, RZ Advogados) |
| 15:15 | |
| 15:30 | Trade logistics in Latin America (Renato Ferreira, Lobraus) |
| 14:30 | EXPORT FINANCE Understanding the diverse needs of borrowers across the Americas (Moderator: Valentino Gallo, Citigroup / Panel of Borrowers TBC) |
| | |
| | Providing exporters with financial solutions when exporting to Latin America (Moderator: John Emens, US Exim Bank / John Sabroske, John Deere / Ernesto Conrad, Lucent / Francesco Servaes Peeters, Siemens / Greg Grego, Nokia) |
| 16:00 Networking, coffee and refreshments | |
| 16:30 | Securitization of trade receivables (Adrian Katz, Finacity / Fabrice Serfati, Vitro) |
| 17:00 | Sugar trading in Latin America: Improved efficiency and price stability (Jeff Bauml, BNP Paribas) |
| 17:15 | |
| 17:30 | Addressing the financing needs of producers in different markets (Moderator: Cameron Letters, BNP Paribas / Manuel Haito, Latina Farms / Adriano Pascoaloto, Votorantim) |
| 16:30 | Facilitating ECA-backed south-south trade in Latin America (Pierre-Joseph Costa, BNP Paribas / Senior Representatives, Sinosure & Gerdau Acominas / Gao Sen, ICBC) |
| | |
| | ECA panel (Moderator: Dan Renberg, Arent Fox / John McAdams, US Exim Bank / Rob Forbes, EDC / Henrik Welch, EKf / Carmen Vara, Cesce / Armando Mariante, BNDES / Katsuhiko Okasaki, JBIC / Senior Representative, Sinosure) |
| 19:00 Evening networking boat cruise | |
| MAIN CONFERENCE, DAY TWO - (FEBRUARY 23rd, 2006) | |
| 08:30 | Morning coffee PLENARY SESSION |
| 09:00 | Chairman's opening remarks (Chairman: Valentino Gallo, Citigroup) |
| 09:10 | Impact of Chinese exports on the Latin American market (Benjamin Bao, China Eximbank) |
| 09:40 | Japan and Brazil: Growing established trade connections (Katsuhiko Okasaki, JBIC) |
| 10:10 | PPP and infrastructure opportunities for the trade finance professional in Latin America (Nancy Rivera, OPIC) |
| 10:40 | Networking, coffee and refreshments |
| 11:10 | RISK INSURANCE Predicting the next Latin American cycle (Moderator: Michael Bond, Zurich / Evan Freely, Willis / Ileana Boza, MIGA / Kenneth Hansen, Chadbourne Parke / Sergio Forte, Bancomext) |
| 12:00 | Assessing the impact of Basel II (Moderator: Christina Westholm-Schroder, Sovereign / Joanne Palmer, EDC / Raymond Spring, HVB / Sophie Demeyer, Fortis Bank) |
| 12:45 | Political risk insurance for the 21st century (Harry Palumbo, AIG) |
| 11:10 | NEW TRENDS IN TRADE FINANCE Deal origination panel (Moderators: Gema Sacristan & Erich Michel, BBVA / Brianda Cediel, BBVA Ganadero / Alejandro Chiaradia, BBVA Frances / Erika Glorigiano, BBVA Brasil / Jorge Fonseca, BBVA Provincial / Carlos Salinas, BBVA Bancomer) |
| | Enhancing trade finance (Moderator: Hans Schulz, IADB / Paulo Celso del Ciampo, Bicbanco / Taku Matsumoto, SMBC / David Hu, IIG / Robert Klein, Crecera) |
| | Credit derivatives (Sam Caplan, Barclays Capital) |
| 13:15 Lunch | |
| CONCLUDING PLENARY SESSION | |
| 14:30 | Creating an extensive local network to support customers in the Caribbean (Jim Liddell, Scotiabank) |
| 15:00 | Using forfaiting and factoring as a larger part of the product spectrum (Ana Paula Firmato, Deutsche Forfaiting AG / Julio Morejon, Global Structured Finance) |
| 15:30 | You call that trade? (Diana Bustamante / Bonnie Galat, IFC) |
| 16:15 | Chairman's closing remarks and close of conference followed by coffee and refreshments |
| FEBRUARY 24th, 2006 | |
| 10:00 | Post-Conference Workshop: "Infrastructure investment and PPP solutions in Latin America: Potential for trade" (Nancy Rivera, OPIC) |