



BISNIS/U.S. Commercial Service and  
The Council for Trade and Economic Cooperation  
Present:



## FINANCING DEALS AND INVESTING IN EURASIA

April 11, 2007, 2:00-6:30 PM  
Washington, D.C.

### **BRIDGING THE U.S. AND EURASIAN MARKETS BY FOCUSING ON BANKING AND FINANCE**

**Purpose:** The seminar will address financial developments and challenges of doing business in Eurasia and identify financial resources for exports and investments in the region, including:

- Official U.S. government export & project finance programs – products, and objectives as they relate to Russia/Eurasia;
- Commercial banks, venture capitalists, other financial services providers;

To that end, we are having three distinct panels with experts representing U.S. agencies, prominent U.S. and international venture capital and other financing companies with significant experience in the region, and leading Eurasian banks seeking to expand their engagement with U.S. firms and banks.

**BISNIS has partnered with the Council for Trade and Economic Cooperation (USA-CIS), CTEC in creating a forum aimed at informing, introducing and engaging the U.S. and Eurasian business communities.**

**Registration:** For registration details, please contact Olga Lutsenko at: 212 829-5724, [olutsenko@ctec.ru](mailto:olutsenko@ctec.ru) OR use registration form at the end of this document.

**Venue:** Seminar is taking place at The Polaris Room, located in Ronald Reagan Building, 1300 Pennsylvania Avenue, NW, Washington, D.C. 20004. For a map of the venue and directions, please go to: <http://www.itcdc.com/about.php?p=2>

#### **Venue directions:**

##### **Polaris Suite of the Ronald Reagan Building:**

(The Polaris Suite can be difficult to find - please allow extra time.)

--Walking or by Cab: Enter the Reagan Building via Pennsylvania Ave. entrance, across from Freedom Plaza, between 13<sup>th</sup> and 14<sup>th</sup> Streets. After passing through security, proceed straight into Lobby area. Take elevators to the RIGHT down to Concourse (C) Level. Upon exiting elevators, take immediate RIGHT into the Polaris Suite.

--From Metro Center: Use 13<sup>th</sup> St. exit. Go 2.5 blocks South on 13<sup>th</sup> St. and follow walking directions above.

Parking is available at the Reagan Building. From parking garage, take elevators up and follow signs to Polaris Suite.



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### Agenda

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- 1:30 – 2:00 Registration
- 2:00 – 2:05 Philip de Leon, BISNIS – Welcoming Remarks and Opening the Seminar

#### First Panel – USG Resources

- 2:05 – 2:10 Robert Monyak, Executive Vice President, **WorldBusiness Capital**, Hartford, CT
- 2:10 – 2:20 Brian Sant Angelo, International Business Development Officer, **Export – Import Bank of the U.S.**, Washington, D.C.
- 2:20 – 2:30 Scott Greenip, Country Manager for Europe and Eurasia, **U.S. Trade and Development Agency**, Washington, D.C.
- 2:30 – 2:40 Hal Taylor, Financial Analyst **U.S. Department of Agriculture**/ Office of Trade Programs/FAS, Risk and Asset Management Branch, Washington, D.C.
- 2:40 – 2:50 Michele Smith, International Services Manager, Russia, **Overseas Private Investment Corporation**, Moscow, Russia
- 2:50 – 3:00 Patricia Nugent, Senior Regional Manager for Europe and Russia/Advocacy Center, **U.S. Commercial Service**, Washington, D.C.
- 3:00 – 3:15 Q & A Session
- 3:15 – 3:30 Break

#### Second Panel – Venture Capital Firms/ Other Financial Services

- 3:30 – 3:35 Panel Moderator – Veronika Krasheninnikova, President, **CTEC**, New York, NY
- 3:35 – 3:45 Kendrick White, Managing Principal, **Marchmont Capital Partners**, Nizhny Novgorod, Russia  
Marchmont Capital Partners is an American-owned business advisory firm focused on Russia's regions
- 3:45 – 3:55 Morgan Williams, Director of Government Affairs, **SigmaBleyzer**, Washington, D.C.  
SigmaBleyzer is a private equity firm focused on Eurasian countries, primarily on Ukraine.



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- 3:55 – 4:05 Alisher Djumanov, Managing Partner, **Ansher Fund Management**, Tashkent, Uzbekistan  
Ansher Group is a leading investment group in Central Asia
- 4:05 – 4:15 Ian Hague, Principal, **Firebird Management**, New York, NY  
Firebird manages eight funds dedicated to equity investment in emerging markets, with an emphasis on Eurasia and other risky markets.
- 4:15 – 4:25 Q & A Session
- 4:25 – 4:40 Break

### Third Panel – Commercial Banking Perspective

- 4:40 – 4:45 Panel Moderator – Brian Cox, Executive Vice President, **U.S.-Russia Business Council**, Washington, D.C.  
The U.S.-Russia Business Council is a Washington-based trade association that represents the interests of 300 member companies operating in the Russian market.
- 4:45 – 4:55 Richard Hainsworth, General Director, **RusRating Agency**, Moscow, Russia  
RusRating is an independent national rating agency serving the Russian market since 2001 and focused on the banking sector.
- 4:55 – 5:05 Emil Mustafayev, First Deputy Chairman of the Board, **the International Bank of Azerbaijan (IBA)**, Baku, Azerbaijan  
IBA is one of the largest banks in Azerbaijan.
- 5:05 – 5:15 Denis Stas de Richelle, Deputy Global Head of Export Finance, **Société Générale**, Paris, France  
Société Générale is one of the largest commercial and investment banks in Europe.
- 5:15 – 5:25 Alexander Danilov, Representative in the U.S., **Vnesheconombank (Bank for Development)**, North America Office, New York, NY  
Vnesheconombank (Bank for Development) is the third largest Russian state bank
- 5:25 – 5:35 Timur Sabyrbayev, Head of International Department and Trade Finance, **Bank TuranAlem**, Astana, Kazakhstan  
TuranAlem is a major commercial bank in Kazakhstan.
- 5:35 – 6:00 Q & A Session
- 6:00 – 6:30 Networking



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### **About BISNIS/U.S. & Foreign Commercial Service:**

BISNIS facilitates new U.S. exports and business activities in Eurasia, providing market information and related services to U.S. and Eurasian firms, particularly small and medium-sized companies. U.S. companies can obtain market assistance from BISNIS for 12 countries in Eurasia - Armenia, Azerbaijan, Belarus, Georgia, Kazakhstan, Kyrgyzstan, Moldova, Russia, Tajikistan, Turkmenistan, Ukraine and Uzbekistan. Key BISNIS resources for U.S. companies include practical market reporting and leads via the BISNIS website, [www.bisnis.doc.gov](http://www.bisnis.doc.gov), and expert guidance from BISNIS trade specialists in Washington and 15 representatives throughout Eurasia. Since opening in 1992, BISNIS has facilitated more than \$4.5 billion worth of U.S. exports and overseas investments. BISNIS is a unit of the U.S. Commercial Service ([www.export.gov](http://www.export.gov)) at the U.S. Department of Commerce, which provides customized solutions to help U.S. businesses succeed in markets worldwide.

### **About CTEC (USA-CIS)**

The Council for Trade and economic Cooperation (USA-CIS) was established in 1992 with a charter to promote trade, economic, scientific and technical cooperation between companies and organizations in Russia and the U.S. As unique Russian organization, The Council has the ability to reach into all of Russia's regions and its "Russia: All Regions, Trade and Investment Guide" provides a most accurate, up-to-date data on markets, current economic conditions, sources of supply, infrastructure, trade opportunities, operating conditions, investment projects, legal and tax environment for all Russian regions. The council strives to improve Russia's trade and investment environment and introduce U.S. companies to credible Russian partners.



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**REGISTRATION FORM**

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**Fee:** \$45 per delegate (includes coffee and pastry)

**Deadline:** for registration/payment is end of business day on Tuesday, April 3<sup>rd</sup>, 2007. On site registration will be available by **cash only** and per prior coordination with CTEC.

**How to Register:** Email or fax registration and mail checks as follows:

**By E-Mail:** Complete the registration form and e-mail it to [olutsenko@ctec.ru](mailto:olutsenko@ctec.ru)

**By Fax:** Fax this page to (917) 322-2105 and kindly call us (212) 829-5724 to confirm receipt

**By Mail:** Complete and return the registration form together with payment to: Council for Trade and Economic Cooperation (USA-CIS), CTEC, 445 Park Avenue, 10<sup>th</sup> Floor, New York, NY 10022

**Two Easy Ways to Pay:**

**By Check:** Please make payable to Council for Trade and Economic Cooperation (USA-CIS), on a valid form of ID.

**Cash on site:** Per prior coordination with CTEC to confirm seating; Please make sure to check in 15 minutes prior to process your registration.

***Please Return this Page with Payment***

Mr. /Ms. First:	Last:
Company:	Title:
Address:	
Phone:	Fax:
Email:	

**Method of Payment:**

Enclosed is a check made payable to CTEC

For further venue details and information, please contact Olga Lutsenko at: (212) 829-5724



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