



# Frankfurt

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Attend this outstanding international event and gain an insight into:-

- **The Key International Credit Issues of the Day:** FCIB's unique Question and Answer session will provide answers to those important topics tabled in advance by delegates in the key Categories of 'the Credit Department', 'Countries and Regions' and 'Banking and Insurance'. Share your experiences with Senior Executives from Equipolymers Global, Sojitz Corporation, Halliburton Energy, Newell Rubbermaid and Cooper Crouse-Hinds.
- **Comparative Business Practise in Eastern Europe And Western Free Trading Markets:** EU expansion brings together common business practises between the markets of East & West. Nevertheless, major differences still exist, particularly in legal and accounting disciplines within both new and aspirant EU markets. This Presentation from an acknowledged guru in international credit will examine how these comparative practises should be managed.
- **East meets West – A Credit Management Perspective:** 2007 celebrates the first anniversary of FCIB China. This Presentation from its COO will examine the lessons learned and benefits achieved in the past 12 months as an aid for those doing business in this vibrant and challenging market.
- **Benefits of a Bilateral Structure in Guarantee Issuance and Multi-Bank Platform Technology.** FCIB's Trade Finance Forum will examine how EADS Treasury brought 36 subsidiaries and 22 banks onto a single web based platform
- **Global Portfolio Credit Risk Analysis -** This Workshop will establish what Global Portfolio Analysis really is through examination of the disciplines required in Portfolio Segmentation, Partnering with Marketing & Sales, Strategic Planning, Risk Mitigation Tools & Management Reporting

#### Who Should Attend?

● Chief Financial Officers ● Finance Directors and Treasurers with specific departmental responsibility for International Credit and Risk Management ● International Credit Managers, International Collection Managers, Risk Management and Trade Finance Managers and Executives ● Credit Analysts ● Finance and Insurance Institutions specialising in Trade Finance and Risk Management ● Credit & Collection Specialists

Mastering  
International  
Credit  
Discover  
Connect  
Network

*Major Contributions from:*

- JPMorgan Chase Bank
- ICBA
- Graydon International
- University of South Florida
- The McGraw Hill Companies
- Halliburton Energy Services
- Unicredit Bayerische Hypo-und Vereinsbank
- GlobalTrade Corporation
- Equipolymers Global
- Cooper Crouse-Hinds
- Sojitz Corporation of America
- FCIB China
- Newell Rubbermaid

And many more...

## Programme

Sunday 17 June 2007

Early Registration and Welcome Reception      **Networking Opportunity**  
**Event sponsored by ICBA**  
(Delegates partners are welcome to attend)      **18:00 – 19:30**

Monday 18 June 2007

Registration and Morning Coffee      **Networking Opportunities**      **08:15 – 09:00**

Presentation      **Keynote Speech from JPMorgan Chase Bank**      **09:00 – 09:40**

International Question & Answer Forum      **09:40 – 10:30**

**Moderator**      **Alberto Bottoni** - Chief Financial Officer, Equipolymers Global GmbH, Switzerland

**Panellists**      **Olga Groskamp-Kooymans** - European Credit Manager, NewellRubbermaid, Netherlands  
**Paulo Menezes** - Senior Manager, Risk Management, Sojitz Corporation of America, USA  
**Vince Wellings** - Region Credit Manager, Halliburton Energy Services, UK  
**Stephan Witter** - Credit and Risk Manager, Cooper Crouse-Hinds GmbH, Germany

Coffee Break      **Networking Opportunities**      **10:30 – 10:45**

Presentation      **East meets West – A Credit Management Perspective**  
2007 celebrates the first anniversary of FCIB China. This Presentation from its COO will examine the lessons learned and benefits achieved in the past 12 months as an aid for those doing business in this vibrant and challenging market  
**Presented by Julian Chen, Chief Operating Officer, FCIB China**

International Question & Answer Forum      **Resumption**      **11:15 – 12:30**

Luncheon      **Networking Opportunities**      **12:30 – 13:45**

Presentation      **Comparative Business Practise in Eastern Europe And Western Free Trading Markets**  
EU expansion brings together common business practise between the markets of East & West. Nevertheless, major differences still exist, particularly in legal and accounting disciplines within new and aspirant EU markets. This Presentation from an acknowledged guru in international credit will examine how these comparative practises should be managed  
**Presented by Prof. Patrick Connelly, Director, Institute for Global Credit & Risk Management, USA**      **13:45 -14:30**

A Conference that professionally catered for all aspiring credit professionals wishing to network with their peers and learn the latest and best practices in the ever changing world of International Credit Management.

**Alan Caparn, Cytec Industries B.V., Netherlands**

**International Question & Answer Forum** **Conclusion** **14:30 – 15:30**

**Coffee Break** **Networking Opportunities** **15:30 – 16:00**

**FCIB Industry Group Meetings**

**Metals Industry Group**

Chaired by Eckhardt Kellermann, Managing Director, Rio Tinto Iron & Titanium GmbH, Germany **16:00 – 18:00**

**Pharmaceuticals Industry Group**

Chaired by Aart Bos, Global Receivables & Payables Manager, Novartis Pharma AG, Switzerland **16:00 – 18:00**

**Trade Finance Forum – Session 1**

**Benefits of a Bilateral Structure in Guarantee Issuance and Multi-Bank Platform Technology. Case study-:**

How EADS Treasury brought 36 subsidiaries and 22 banks onto a single web based platform.

- EADS objectives
- How EADS objectives where realized
- The role of Facility Agent
- Technology behind the solution
- Lessons Learned

**Presented by Jacob Katsman, Chief Executive Officer, GlobalTrade Corporation, Canada and Wolfgang Friedinger, Head of Trade Products & Services Germany, UniCredit\_Bayerische Hypo-und Vereinsbank AG. 16:00 – 18.00**

**Dinner**

**You are cordially invited to a traditional German meal  
Event sponsored by JPMorgan Chase Bank  
Delegates' partners are welcome to attend 18:45**

**Tuesday 18 June 2007**

**FCIB Industry Group Meetings**

**Chemicals, Plastics & Synthetic Fibres Industry Group**

**08:15 – 10:15**

Chaired by Daniel van Damme, Corporate Credit & Collection Manager Tessenderlo Chemie International, Belgium

**Trade Finance Forum – Session 2**

**08:15 – 10:15**

**Benefits of Bilateral Structure in Guarantee Issuance and Multi-Bank Platform Technology**

A second opportunity to attend this Forum (repeat of Session 1)

**International Workshop**

**Registration & Coffee**

**Networking Opportunities**

**10:00 – 10:45**

**International Workshop**

**Global Portfolio Credit Risk Analysis**

This workshop will establish what Global Portfolio Analysis is through examination of the discipline required in:

- Portfolio Segmentation
- Partnering with marketing and sales
- Strategic planning
- Risk mitigation tools
- Management reporting

Presented by David Weidinger, Senior Director, Credit & Accounts  
Receivable, The McGraw Hill Companies, USA 10:45 – 11.45

Coffee	Networking Opportunities	11:45 – 12:00
Resumption of Workshop		12:00 – 13:00
Luncheon		13:00
FCIB Board of Directors Meeting		15:00

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Whilst every effort will be made to keep to the programme shown, FCIB reserves the right to make any changes necessitated by circumstances beyond its control.  
Please note that all meeting rooms are designated non-smoking.

FCIB continues to provide a platform for Senior Credit and Finance Executives, to share knowledge and experience, to the benefit of all attendees, both within the conference and over coffee. These gatherings are not to be missed.  
Bob Brown, HSBC Insurance Brokers Ltd, UK

