

**Export-Import Bank
75th Anniversary Annual Conference**

Export Finance: A Key to Economic Recovery

Agenda

DAY ONE – THURSDAY, APRIL 16, 2009

7:30 a.m. – 8:45 a.m. **Registration and Continental Breakfast (*Exhibit Hall Opens*)**

9:00 a.m. – 9:10 a.m. **Welcome and Chairman's Address (*Regency Ballroom*)**
James Lambright, president and chairman, Ex-Im Bank

9:15 a.m. – 10:15 a.m. **Keynote Address**

Abdallah S. Jum'ah, president and CEO (*Retired*), Saudi Arabian Oil Company (Saudi Aramco)
Interdependence, Integration and Investment: Preconditions for Energy Security and Future Prosperity

John Krenicki, Jr., vice chairman, GE,
president and CEO, GE Energy Infrastructure
Being Competitive in the New Global Economy

10:20 a.m. – 10:40 a.m. **Networking Break**

Concurrent Workshops

10:45 a.m. – 12:15 p.m.

In Their Own Words: Small-Business Exporters (*Ambassador Ballroom*)

Moderator: **Diane Farrell**, member, board of directors, Ex-Im Bank

Panelists: **David Ickert**, vice president, finance, Air Tractor, Inc.
Neal Asbury, president, Greenfield Worldtrading
John R. Koch, president, World Trade Consult, LLC
Alan D. Andrews, vice president and manager,
Global Trade and Equipment Finance Group

Learn from small businesses what financial products are available to help secure your foreign sales payments. Current exporters are using working capital guarantees to obtain working capital for their export orders. They are insuring their export receivables with export-credit insurance and obtaining medium-term financing for their overseas customers with medium-term insurance and guarantees. This session will have small-business exporters, lenders and insurance brokers to explain these products and answer questions.

(For annual conference updates, follow EXIM2009 on Twitter)

**Africa: Opportunities in the Big 5 – Angola, Ghana, Kenya, Nigeria and South Africa
(Diplomat Ballroom)**

Moderator: Joe Grandmaison, member, board of directors, Ex-Im Bank

Panelists: Ambassador Josefina Diakit , Embassy of the Republic of Angola
Francis Addo, minister/commercial, Ghana
James Kiiru, commercial attach , Kenya
Dr. Gregory Okon, minister economic/commercial, Nigeria
Lerato Mataboge, minister/economic, South Africa

"Africa: Opportunities in the Big 5" will explore commercial opportunities in sub-Saharan Africa with a special focus on Angola, Ghana, Kenya, Nigeria and South Africa. Representatives from each country's mission in the United States will discuss projects in their homelands, with discussion focusing on prospective U.S. sourcing and Ex-Im Bank financing assistance.

Clean Technology Finance: Your Key to Global Growth (Palladian Ballroom)

Welcome Remarks: Linda Conlin, vice chair and first vice president, Ex-Im Bank

Moderator: Craig O'Connor, director, Office of Renewable Energy and Environmental Exports, Ex-Im Bank

Panelists: Mike Stoddard, CEO, of TSI Renewable Ventures
John Schuster, director, Power Sector, Structured Finance Division, Ex-Im Bank
Mario Ramirez, director, Business Credit, Ex-Im Bank

Interested in learning how to finance your clean technology exports in today's uncertain capital markets? Learn how Ex-Im Bank continues to support long-term financing for international clean technology projects and buyers, supports projects on a structured-finance and project-finance basis, and provides working capital and export credit insurance for U.S. environmental exporters under its Environmental Exports Program. You will hear real-world case studies describing how U.S. clean technology exporters have successfully used Ex-Im Bank programs to support bank financing and boost export sales. This session is an essential piece for your financial tool box and is a "can't miss" session for all exporters, lenders, brokers and buyers!

**Risk Assessment in a Crisis: Ex-Im Bank's Perspective on Assessing and Mitigating Risk
in Trade Finance (Congressional Room)**

Moderator: Walter Hill, vice president, Credit Review and Compliance Division, Ex-Im Bank

Panelists: Jeff Abramson, vice president, Trade Finance and Insurance Division,
Ex-Im Bank
David Carter, vice president, Credit Underwriting Division, Ex-Im Bank
John Connor, assistant general counsel, Ex-Im Bank

This session will provide a forum for a wide-ranging discussion with Ex-Im Bank leaders addressing ongoing and new challenges to transaction due diligence, "know-your-customer" requirements, credit analysis and other risks during this time of unprecedented global volatility. Senior representatives from the Bank's Trade Finance and Insurance, Credit Underwriting, Legal and Compliance Divisions will focus on these issues as they pertain to the Bank's buyer-finance products and will share practical insights that will facilitate the ability of lenders and exporters to access these programs more efficiently.

Lunch (Regency Ballroom)

12:30 p.m. – 2:00 p.m.

Keynote Address

John McAdams, chief operating officer and senior vice president,
Export Finance, Ex-Im Bank
Ex-Im Bank Response to the International Economic Crisis

Small Business Awards Ceremony

Concurrent Workshops

2:30 p.m. – 3:45 p.m.

India: Still Growing (Ambassador Ballroom)

Moderator: Diane Farrell, member, board of directors, Ex-Im Bank

Welcome Remarks: Sibi George, counselor of Commerce, Government of India, Washington, D.C.

Panelists: Carmine D’Aliosio, minister counselor for Commercial Affairs, India,
United States Department of Commerce
Dr. Anil Gupta, Ralph J. Tyser professor of Strategy and Organization,
Smith School of Business, University of Maryland
Prat Kumar, president and CEO, GE Infrastructure – India
Ajay Sagar, head, Private Sector and Financial Services Group,
Asian Development Bank

In spite of the tumultuous downturn in the global economy, India is still growing. As importantly, the Indian government recognizes that continued investment in critical infrastructure is the clear path to modernization. There are many opportunities for US businesses of all sizes to participate in India’s ambitious plans through the Ex-Im Bank \$2.4 billion Indian Infrastructure Facility. Come and hear panelists from India and the United States discuss in detail plans for what all believe to be a vibrant economic future for India.

Services & Beyond: U.S. Export Opportunities in the Middle East (Diplomat Ballroom)

Welcome Remarks: Bijan R. Kian, member, board of directors, Ex-Im Bank

Moderator: John Schuster, director, Power Sector, Structured Finance Division, Ex-Im Bank

Panelists: The Honorable Samir Sumaida’ie, Iraqi ambassador to the United States
The Honorable Erlan A. Idrissov, Kazakh ambassador to the United States
Dr. Fred Moavenzadeh, professor of civil and environmental engineering, MIT,
director, Technology and Development Program
David Hamod, president, National U.S.-Arab Chamber of Commerce
Mark Doane, executive sales leader, GE Energy

Oil and gas sectors have been the primary markets for U.S. exports to the Middle East. Now, new, strong and growing opportunities exist in a number of other sectors in the Middle East markets, especially in the Gulf Cooperation Council (Bahrain, Kuwait, Oman, Qatar, Saudi Arabia and United Arab Emirates). The discussion explores the range of opportunities in renewable energy, project management, health care, agriculture, environment and waste management, education and more. The forum will facilitate an engaging discussion on the role of Ex-Im Bank in supporting the sale of U.S. goods and services to the region. By using Ex-Im Bank products, financing should not be a hurdle for U.S. businesses, large or small, to participate in “mega” projects.

Colombia: A Market of Opportunity and Growth (*Palladian Ballroom*)

Welcome Remarks: **Linda Conlin**, vice chair and first vice president, Ex-Im Bank

Moderator: **Xiomara Creque**, director, Latin America, Business Development, Ex-Im Bank

Panelists: **The Honorable Ricardo Duarte**, vice minister of commerce, Industry and Trade, Republic of Colombia
Walter Bastian, deputy assistant secretary, Western Hemisphere, U.S. Department of Commerce
Bill Lane, director, Government Affairs, Caterpillar Inc.

Colombia is the fourth-largest market for U.S. exports in Latin America and represents an expanding market for U.S. goods and services. The United States remains Colombia's most important trade partner as the destination for over 30 percent of Colombian exports. As the Colombian government continues to implement its economic growth strategy, U.S. companies will be able to take advantage of important opportunities in the energy, aviation, information-technology and construction sectors. This panel will seek both to inform and engage the audience, providing an overview of present opportunities in the Colombian market and the potential that exists for U.S. companies to grow their business in a key Latin American market.

The U.S. Economic Outlook and the Role of Trade (*Congressional Room*)

Moderator: **William Marsteller**, chief economist and vice president, Country Risk and Economic Analysis Division (CREA), Ex-Im Bank

Panelists: **Josh Bivens**, economist, Economic Policy Institute
Bob Davis, International Economics Correspondent, Wall Street Journal
Michael Moore, professor George Washington University (Economics), formerly with the Council of Economic Advisors

Prognosticating economic events are always a difficult endeavor, and the current economic environment has made it particularly so but also particularly interesting. Three economists will present their views on the near-term prospects for the U.S. economy, including the impact of trade, and then will take questions.

Concurrent Workshops

4:00 p.m. – 5:15 p.m.

A Dialogue with Stakeholders: How Ex-Im Bank Can Further Refine Its Products to Help U.S. Exporters and Their Lenders during the Credit Crunch (*Ambassador Ballroom*)

Moderator: **John McAdams**, chief operating officer and senior vice president, Export Finance, Ex-Im Bank

Panelists: **Jeffrey Abramson**, vice president, Trade Finance and Insurance, Ex-Im Bank
Robert Morin, vice president, Transportation, Ex-Im Bank
Barbara O'Boyle, vice president, Structured Finance, Ex-Im Bank
John F. Simonson, senior vice president and chief financial officer, Ex-Im Bank

Chief Operating Officer and Senior Vice President John McAdams and staff invite you to join them in an open dialogue to address new ideas aimed at further enhancing Ex-Im Bank's products to address the challenges affecting export finance in today's market conditions. (*Note: At 11 a.m. Friday, Ex-Im Bank staff will discuss recent developments and efforts by Ex-Im Bank designed to improve liquidity for U.S. exporters and lenders.*)

Trade Finance Opportunities with U.S. Government Agencies (*Diplomat Ballroom*)

Moderator: **John Richter**, senior vice president, Small Business, Ex-Im Bank

Panelists: **Leocadia I. Zak**, acting director, U.S. Trade and Development Agency
Larry Spinelli, acting president, Overseas Private Investment Corporation
Christian Foster, deputy administrator of the Office of Trade Programs, U.S. Department of Agriculture
Patrick Tunison, chief international lending officer, Small Business Administration
Carlos Montoulieu, acting deputy assistant secretary for services, U.S. Department of Commerce

Ex-Im Bank's sister agencies also offer useful trade finance solutions. This workshop will highlight the various financing programs available from the Department of Commerce, Small Business Administration, Overseas Private Investment Corporation, Department of Agriculture and the U.S. Trade and Development Agency to help U.S. exporters expand their sales to the global marketplace.

Ex-Im 101 Products for Small Business Exporters (*Palladian Ballroom*)

Moderators: **Sharyn Koenig**, senior business development officer, NE Regional Office, Ex-Im Bank
John R. Johnson, business development officer, SW Regional Office, Ex-Im Bank

This session offers a condensed, concise overview of Ex-Im Bank products for small businesses. It is a "don't miss" opportunity for newcomers to learn which products best suit their export-financing and risk-mitigation needs. For returning annual conference attendees, this is a great "refresher" session because you will hear about new products and innovations since last year.

Reception (*Blue Room, Lobby Level – East Side*)

5:30 p.m. – 6:30 p.m.

DAY TWO – FRIDAY, APRIL 17, 2009

8:00 a.m. Continental-Networking Breakfast (*Exhibit Hall*)

9:30 a.m. – 10:45 a.m. Plenary Session (*Regency Ballroom*)

Reflections of Former Chairmen on the Future of Ex-Im Bank

Moderator: Dr. Rita M. Rodriguez, senior fellow, Woodstock Theological Center, Georgetown University, director, Ex-Im Bank (1982-1999)

Panelists: Ambassador John A. Bohn, commissioner, California Public Utilities Commission, chairman, Ex-Im Bank (1986-1989)
Kenneth D. Brody, co-founder, Taconic Capital Advisors LP, chairman, Ex-Im Bank (1993-1995)
James A. Harmon, chairman, Harmon & Co. LLC, chairman, Carvel Fund International Ltd. chairman, Ex-Im Bank (1997-2001)

Former Ex-Im Bank chairmen, John A. Bohn (1986-1989), Kenneth D. Brody (1993-1995) and James A. Harmon (1997-2001), share their perspectives on Ex-Im Bank's role in the current financial crisis and the challenges the agency faces over the longer term.

Concurrent Workshops

11:00 a.m. – 12:15 p.m.

Details of Ex-Im Bank Trade Finance Products to Address the Current Market Conditions (*Ambassador Ballroom*)

Moderator: Ray Ellis, vice president, Strategic Initiatives, Export Finance, Ex-Im Bank

Panelists: Jeffrey Abramson, vice president, Trade Finance and Insurance, Ex-Im Bank
Pam Bowers, vice president, Business Credit, Ex-Im Bank
Walter Kosciow, vice president, Short-Term Trade Finance, Ex-Im Bank

Ex-Im Bank staff will present details regarding recent developments and efforts by the Bank to improve liquidity for exporters and their lenders. Questions are invited.

Partnership with PEFCO: Financing with Certainty in Uncertain Times (*Diplomat Ballroom*)

Moderator: John Neblo, senior vice president, Private Export Funding Corporation

Panelists: Vincent J. Herman, vice president, Private Export Funding Corporation
Richard E. Youtz, senior vice president, Private Export Funding Corporation

An overview of PEFCO's short-term, medium-term and long-term programs, how they work, who uses them, and why. PEFCO will also discuss how current market circumstances have affected its programs, including PEFCO's cost of funds and loan pricing methodology, increased demand for loans and PEFCO's lending capacity, and program developments in response to the crisis.

