



## GERMAN REGIONAL COMMITTEE EDUCATIONAL SEMINAR IN FRANKFURT

*Contributed by ITFA German Regional Committee, December 2023*

On November 23<sup>rd</sup>, 2023 the [ITFA German Regional Committee](#) held an educational seminar which adhered to ITFA's high standards, both in terms of the venue and the hot topics presented by experienced professionals. The event began with an outstanding introduction by the host, Winfried Münch, Head of International Trade and Export Finance at DZ BANK AG, Frankfurt who captivated the audience's attention by highlighting key banking concerns, including regulatory challenges such as the late payment directive. These challenges underscored the significance and value that associations like ITFA bring to the industry.

Thomas Krieger, from Commerzbank AG and Head of ITFA's German RC, then briefed the audience about the upcoming GRC elections, introducing two new candidates, Ute Gries from LBBW and Jochen Teufel from DZ BANK AG. Next, Knut Richter of Landesbank Berlin delved into the main conference topic: portfolio Solutions in Trade Finance. He presented the results of a recent GRC survey, revealing that more than half of the participants already have portfolio solutions in place.

David Quehenberger from Swiss Re followed with a presentation on various portfolio solutions available in the Trade Finance Market.

This was complemented by a panel discussion moderated by Texel Group's Simon Bessant, featuring insights from Federica Ficichia (Standard Chartered), Kirstin Brozik (Deutsche Bank), Thomas Krieger and David Quehenberger, who shared how banks and insurers in Germany are currently utilizing portfolio solutions.

Following a delightful break with traditional German Christmas cookies, Simon Bessant guided us through the Investor Universe for Trade Finance, shedding light on the challenges posed by various innovative financial tools.

The event concluded with a presentation by André Casterman, ITFA Board member and Chair of Fintech Committee, who showcased tradetech market practices being rolled out as part of DNI Initiative and TFD Initiative which aim to increase engagement of institutional investors.

We extend our heartfelt thanks to DZ BANK AG for their generous hospitality and hosting the event at their impressive venue.

The event was followed by the GRC Christmas dinner, which the attendees used to continue productive discussions on the topics presented and for networking.

Furthermore, we would like to inform you that all six existing and the two new candidates have been elected by the ITFA GRC members for the next period of three years and it has been decided by the board members that Thomas Krieger remains the chair.

