



Kai Preugschat

Head of International Origination Structured Trade & Export Finance, Unicredit Bank

Kai leads UniCredit's International Origination Team for Structured Trade and Export Finance since July 2011. Until then, Kai co-headed the Underwriting and Risk Management Division of Germany's Official Export Credit Agency, Euler Hermes Kreditversicherungs-AG. As an Independent Member, Kai serves on the Board of SME export finance specialist Northstar Trade Finance Inc., Canada. Before joining Euler Hermes, he managed the Export Finance Bank-project "EFB" in Singapore, sponsored by ANZ Banking Group. EFB advised on and arranged ECA-guaranteed loan facilities.

From 2004 to 2008 Kai was responsible for the establishing and management of KfW IPEX Bank's Financial Products Advisory department, providing the bank's industry divisions with specialist advisory services for credit risk insurance, financial modelling as well as trade- and LBO-finance. On behalf of KfW IPEX Bank, Kai also served as deputy advisor to the German highest decision making body for export credit guarantees, the Inter-Ministerial Committee.

During 1986 and 2004 Kai held various managerial roles for ANZ, Bayerische Landesbank and Hypo-Bank with assignments in Germany, Asia and Australia, focussing on export-, trade- and project finance. In Sydney Kai also worked for Australia's ECA EFIC.

After completing his Baccalaureate 1981 in Hamburg, Kai joined Klöckner Industrie Anlagen GmbH for a tailor-made on-the-job-training-scheme, designed as alternative MBA-programme. Klöckner INA was a general contracting house, pioneering multi-sourced export finance solutions to its clients, in close cooperation with export credit and multilateral agencies.