



項目 基礎設施 出口和代理金融

TXF ASIA 2017

PROJECT, INFRASTRUCTURE, EXPORT & AGENCY FINANCE

TXF

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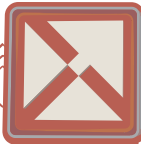
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TXF ASIA 2017
PROJECT, INFRASTRUCTURE, EXPORT & AGENCY FINANCE



11-12th October, W Hotel, Hong Kong



TXF is excited to bring its flagship Asia event back to Hong Kong for the fourth year running. We bring together 500 senior industry representatives from all over the globe to discuss new ideas for stimulating financing, deal flows and project pipelines, all against the vibrant setting of one of Asia's most exciting trade hubs.

WHO WILL BE THERE?



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- **Users of export finance – both exporters and borrowers**
- **Project sponsors and developers**
 - **Government institutions**
 - **ECAs and Exim Banks**
 - **Financiers**
- **Private insurers and insurance brokers**
 - **Lawyers and advisors**

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TXF are now CPD accredited so you can gain 1CPD point per hour of learning. So what are you waiting for?





SPEAKERS

Teguh Harsono
SENIOR MANAGER, FUND
RAISING
PT PLN (Persero)

Jed Lim
HEAD OF PROJECT
BUSINESS REGULATORY
DEPARTMENT
Sinosure

Francis Ho
DIRECTOR GROUP
TREASURY & PROJECT
FINANCE
CLP Holdings

Suan Hwee Song
DIRECTOR STRUCTURED
FINANCE - ASIA PACIFIC
**Vestas Asia Pacific Wind
Technology Pte Ltd**

Hungdai Kang
GENERAL MANAGER
PROJECT FINANCE
**GS Engineering &
Construction**

Seth Munday
SENIOR DIRECTOR,
PROJECT & STRUCTURED
FINANCE
Canadian Solar

Charles Xu
MANAGING DIRECTOR,
COMMERCIAL FINANCE
& CAPITAL MARKETS
GROUP
GE China

Pranav Chandna
DIRECTOR GLOBAL
PROJECT DEVELOPMENT
& STRUCTURED FINANCE
Philips Capital

Jenny Koh
REGIONAL DIRECTOR,
ASIA
GuarantCo

Stefan Robertsson
PRINCIPAL
The Lantau Group

Evert-Jan Zondag
HEAD OF STRUCTURED
TRADE & EXPORT
FINANCE ASIA
Deutsche Bank

John Groesbeek
HEAD SYNDICATIONS
ASIA
**International Finance
Corporation**

Hai Hai Yuan
HEAD CF CHINA AND
HEAD SEF GREATER
CHINA, EXPORT FINANCE
Standard Chartered

Yong Jin Oh
INVESTMENT &
COORDINATION
DEPARTMENT PROJECT,
PLANNING TEAM SENIOR
MANAGER
K-SURE

Sen Gao
COMMERCIAL &
FINANCING HEAD
AUSTRALIA
Envision Energy

Dharma Djojonegoro
DEPUTY CEO
Adaro Power

Charles Berry
CHAIRMAN
BPL Global

Dennis Eucogco
SENIOR UNDERWRITER,
AVP CREDIT & POLITICAL
RISK
Zurich

Ralph Lerch
DIRECTOR, HEAD OF
EXPORT FINANCE
Commerzbank

Sumanta Panigrahi
MANAGING DIRECTOR
HEAD OF ASIA EXPORT &
AGENCY FINANCE
Citi

Pierre-Marie Debreuille
HEAD OF EXPORT CREDIT
SFIL

Frederic Pergay
VICE PRESIDENT,
BUSINESS DEVELOPMENT
ASIA PACIFIC
Bouygues Construction

Kiyoshi Nishimura
CEO
**Credit Guarantee and
Investment Facility**

Mark Leslie
DIRECTOR OF ASIA AND
OCEANIA
AES Energy Storage

Allard Nooy
CEO
InfraCo Asia

Katharina Jacoby
ASIA REGIONAL HEAD
EXPORT FINANCE
Crédit Agricole

Arnaud Cachard
INDEPENDENT EXPERT
LIONEL STEINITZ
CHIEF EXECUTIVE
OFFICER
LYS Energy

Kai Preugschat
HEAD OF COFINANCING
OPERATIONS
Asian Development Bank

Jan-Philipp Apking
HEAD OF UNDERWRITING
& FIS
Euler Hermes

Laure Duverny
DIRECTOR PROJECT
FINANCE & BUSINESS
DEVELOPMENT
**Alcatel Submarine
Networks**

Eriks Atvars
GLOBAL HEAD OF
STRUCTURED
TRADE & EXPORT
FINANCE
UniCredit

Anna Mareschi Danieli
FINANCING &
CONTRACTING VP
Danieli

Geoffrey Tan
MANAGING DIRECTOR
ASIA PACIFIC
OPIC

Jørgen Kragh
HEAD OF TEAM
OFFSHORE
AND PROJECT FINANCE -
LARGE CORPORATES
EKF

Senior representatives
CC Solutions

Mark Houghton
REGIONAL MANAGER-
ASIA PACIFIC, POLITICAL
RISK & TRADE CREDIT,
INSURANCE
XL Catlin

Antje Rigó
EXECUTIVE MANAGER
EXPORT FINANCE
**Ferrostaal Equipment
Solutions GmbH**

William Shaw
MANAGING DIRECTOR
Texel Asia Pte Limited

Bart Raemaekers
SENIOR GUARANTEES
& SYNDICATIONS
SPECIALIST
Asian Development Bank

Serene Soo
DIVISIONAL DIRECTOR
JLT Speciality

Young Joon Kim
PARTNER
Milbank

Sun Jung Lee
SENIOR VICE PRESIDENT
EXPORT & AGENCY
FINANCE,
ASIA
Banco Santander

Luca Tonello
HEAD OF PROJECT
FINANCE ASIA
SMBC

Michael Spencer
CHIEF ECONOMIST &
HEAD OF
RESEARCH - ASIA
Deutsche Bank

Charles Lataillade
HEAD OF EXPORT
FINANCE ASIA PACIFIC,
ASIA PACIFIC
BNP Paribas

James Kim
MANAGING DIRECTOR,
HEAD OF STRUCTURED
FINANCE, KOREA
ING Bank

Kim Hock Ang
ASSOCIATE PRINCIPAL
Baker & McKenzie

Paul Richards
GLOBAL HEAD OF
STRUCTURED EXPORT
FINANCE
ANZ

Nitin Mathur
MANAGING DIRECTOR
Wallem Singapore

Robert Wallin
EXECUTIVE DIRECTOR
CUSTOMER FINANCING
Huawei

Andrew Kinloch
MANAGING DIRECTOR,
LOGIE GROUPEIN
TOYODA, CHIEF
REPRESENTATIVE FOR
ASIA AND OCEANIA
NEXI



WHICH CORPORATE COMPANIES JOINED US LAST YEAR?

Andritz
Arianespace SA
Batseer
Beijing Capital Land
Burmeister & Wain Scandinavian Contractor
CAMCE
CHEC
China International Marine Containers Co.
China Railway Construction
China Telecom Global
CIMC Financial Leasing (Qianhai Shenzhen)
CLP Holdings
COSCO (Hongkong) Shipyard
CRRC (Hongkong)
D'appolonia
Depa Group
Diamond Generating Asia
Dragages Hong Kong
Dubai Aviation Engineering Projects DAEP
Elecnor
Essar
General Electric
Genting Hong Kong

Grupo ACS
Harbin Electric International Company
Hitachi
Hoegh LNG Asia
Huawei
Hyundai Engineering Company
Indian Oil Corporation Limited
ITOCHU Plantech Inc.
JGC Corporation
Kalyani Steels
LG International (HK)
Mandarin Shipping
Marubeni Corporation
Mitsui & Co. (Hong Kong)
National Grid Corporation of the Philippines
NEC Corporation
Philips Capital
Pinebridge
Powerchina Group
PT Pan Brothers Tbk
Persero
Adaro
UPC Renewables Indonesia

Qatar Fertiliser Company (QAFCO)
Rusal
Samsung C&T Hongkong Limited
SEPCO3
Shandong Kerui Group Holding Co.
Shining Resources
Siemens
Sinohydro
Sinosteel Equipment & Engineering
SK Engineering
Soft Bank
Sojitz Corporation
Song Bac
Thales
The Lantau Group
Toshiba Corporation
Toyota Tsusho
Vestas
Vietnam Oil and Gas Group
VPower Group Holdings Ltd.
ZTE Corporation



WHY ATTEND?



• GREAT NETWORKING •

Our corporate focus, relaxed atmosphere, social activities and small discussion groups create an environment that favours networking. The full delegate list is released in advance to all registered participants. We also offer a networking concierge service to help you set up meetings with other participants.

• RELEVANT CONTENT •

We have conducted extensive research to make sure we're covering the areas that matter most to you - whether it's hearing from corporates about deals in their pipelines, understanding changes to sovereign guarantee programmes, better harmonising between different sources of financing, or understanding how to benefit from the Belt and Road Initiative.

• LEARNING OPPORTUNITIES •

Our detailed workshops and briefings will keep you up-to-date with the latest developments, new tools and tricks of the trade. We will help you get ahead of the competition on topics from more efficient use of financing tools, to new regulations, to changes in regional government policies. We will also be running our intensive 2-day course on ECA financing prior to the event. The course is CPD accredited too. You can find more information [here](#).

TESTIMONIALS

Congratulations on a well organised and very well attended conference in HK. The sessions were relevant, informative and more importantly, very interactive. I particularly enjoyed interacting with the participants and other speakers and learnt a lot from them.

AASHISH PITALE

Group Treasurer , Essar Group

I personally enjoyed participating TXF ASIA and had valuable meetings with other institutions

KISU LEE

Deputy Director, Natural Resources Finance Department, Export Import Bank of Korea- KEXIM

We are really impressed with the organization of TXF Asia and enjoying the communication during the conference.

HUA GUANGLIN

Assistant General Manager, Director-Marketing Department, Sinosteel Equipment & Engineering Co Ltd

Innovative and engrossing-
Best in class. Way to go!

VINEYESH SAWHNEY

Head of Financial Resources and Senior Vice President, Reliance Industries Limited

Wonderful event. Good panel of expert speakers.

SAMEET PAI

Senior Finance Manager (Treasury), Bharat Petroleum Corporation Ltd

One of the best financial conferences I've attended. Very diverse participants.

SHINEBAYAR BAT

CEO, Batseer

Perfect melting pot of Asian and European players in the ECA space

Gabriele Freifrau von dem Bussche

Head of ECA Finance Origination Deutsche Pfandbriefbank

A great place to meet industry insiders, catch up with old friends and engage in lively discussions

Harry McIndoe

Assistant Director, BPL Global

Enjoyed the variety of sessions and appreciated the generous networking opportunities

Bradley Seefields

Swiss RE

TXF ASIA 2016: THE RESULTS

WHAT DID WE DISCUSS LAST YEAR?

43% believed the conventional power industry will provide most opportunities for new export finance business in Asia in 2017, but **28%** backed infrastructure projects.

According to **57%**, capital markets are still essential to the future of export finance.

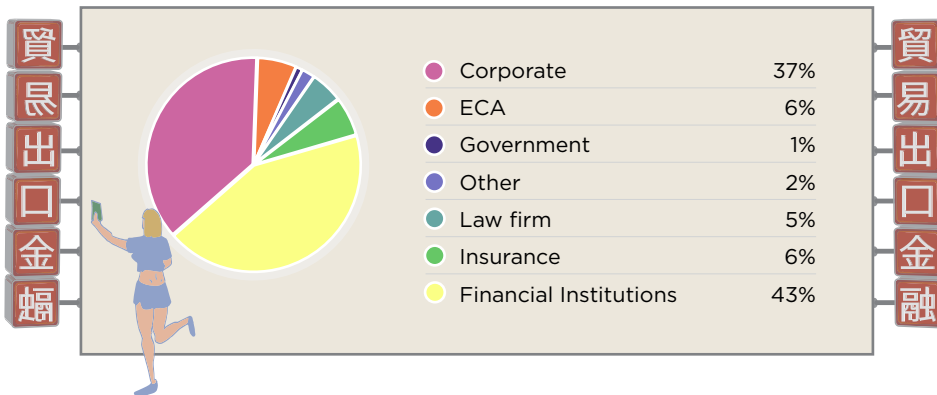
Biggest concerns were the China slowdown and global economic growth. Commodity prices and the US election outcome were also notable issues.

Most agreed that exporters can differentiate themselves competitively based on their ECA. **19%** expected Sinosure to be their most important ECA partner.

64% were not involved in any loan defaults in 2016. However, **7%** were involved in four or more.

Substantial business growth was reported by **24%** over the past twelve months. For the coming year a quarter believed their business would grow over **10%**.

WHO ATTENDED LAST YEAR?



Agenda

Please note that this is a draft agenda which will evolve in line with market feedback. For more information on the agenda and speaking opportunities, please contact judith.fagelson@txfmedia.com

KEY

Plenary: Traditional panel discussions and presentations.

Workshop: Interactive, educational session designed to give you the competitive edge.

Idea lab: Small roundtable-style discussion group focused on a particular industry concern. Everyone is invited to take part in the conversation.

DAY ONE - 11th October

08:15

Coffee & Registration

Sign in, grab some coffee and meet your next business partner

09:00

Chairperson's opening remarks

Jonathan Bell, *Editor-in-Chief, TXF*

A geo-economic snapshot of Asia-Pacific

Our keynote economist analyses geopolitical events in the region and their economic implications. With the US seemingly relinquishing its position as a global leader of international trade, will China step into the gap? Will Indonesia and Malaysia continue on their current trajectory of progress? What are the implications of ongoing territorial disputes over the South China Sea? How great is the threat from North Korea? And how will all these factors impact the development of exports and projects in the region?

Michael Spencer, *Chief Economist & Head of Research - Asia, Deutsche Bank*

Keynote corporate panel: Meeting the needs of Asian borrowers, exporters & sponsors

We bring together borrower and exporters from Asia and beyond to compare and contrast their financing needs and challenges. What do they want from their ECAs, lenders and one another? Which products work best for them? Where do they see the most activity in their pipelines?

Dharma Djojonegoro, *Deputy CEO, Adaro Power*

Teguh Harsono, *Senior Manager, Fundraising, PLN*

Francis Ho, *Executive Secretary - Group Treasury & Project Finance, CLP Holdings*

Moderator: Young Joon Kim, *Partner, Milbank*

Audience Response Survey

Make your voice heard and find out what your peers think by taking part in TXF's traditional industry survey. Results will be both shown anonymously in real-time and sent to participants after the conference.

Senior representative, ANZ

10:45

Coffee & networking

Delegate lists are sent out one week before the conference to help your networking experience. Please ask us if you would like to be put in touch with another delegate.

Making Asian ECAs Count

An open dialogue between Asian ECA and Exim bank leaders and users of their product. This keynote panel will give you the chance to:

- Hear directly from leaders at Asian ECAs about their current strategies, which risks they are able and willing to take and what support they can offer.
- Start a conversation between exporters and ECAs on the competitiveness of the product: what do exporters want from their ECAs, and what are ECAs able to offer? From more flexible policies and pricing, to securitisation programmes, to anti-corruption strategies and compliance policies.

Yong Jin Oh, Investment & Coordination Department - Project, Planning Team Senior Manager, **K-Sure**

Sunjung Lee, Senior Vice President, Export & Agency Finance – Asia, **Banco Santander**

Jed Lim, Head of Project Business Regulatory Department, **Sinosure**

DFIs, ECAs and Private Insurers: Three's a crowd...isn't it?

With the project and export finance worlds coming into ever closer contact, this panel explores the interplay between ECAs, private insurers, commercial banks and development banks. Are the rates that DFIs can offer crowding ECAs and commercial lenders out of the market? Or are the segments that they cover – including social infrastructure and more difficult frontier markets – fundamentally different from the home ground of the commercial market? On a similar note, what do trends in Asian ECAs lending directly and in public refinancing mean for both private insurers and commercial banks?

Ralph Lerch, Global Head of Export Finance, **Commerzbank**

Mark Houghton, Regional Manager – Asia Pacific, **XL Catlin**

Bart Raemaekers, Head of Guarantees & Syndications, **Asian Development Bank**

Jae Hyun Kwon, Head of North Asia, **MIGA**

Pierre-Marie Debreuille, Head of Export Credit, **SFIL**

Geoffrey Tan, Managing Director Asia Pacific, **OPIC**

Moderator: William Shaw, Director, **Texel Asia**

13:00

Networking lunch

ACCESS TO INFRASTRUCTURE FINANCE

Making non-power infrastructure projects bankable

Infrastructure - including rail, healthcare facilities, roads, water provisions and ports - is vital. However, past approaches have not always been successful. Public-private partnerships (PPPs) seemed ideal, but have often resulted in financial failures and dampened investor appetite. So what more can be done to ensure the success of these projects? What role can or should commercial lenders play? How effective is blended finance as a solution? How can capital markets participants assist?

Pranav Chandna, Director Global Project Development & Structured Finance, **Phillips Capital**

Allard Nooy, CEO, **InfraCo Asia**

Frederic Pergay, VP Business Development Asia Pacific, **Bouygues Construction**

Moderator: Andrew Kinloch, Specialist on infrastructure finance Asia, **Logie Group**

Going Local

We have seen: strengthening local bond markets; governmental initiatives promoting use of local currencies in intraregional trades; a stronger USD (and weakening RMB); and growing activity from local banks offering longer terms. This has made it easier to finance deals in local currencies. What are the best strategies for firms seeking local currency financing and which structures best suit their offshore exporter counterparties? How far can ECAs support these deals? What are local banks' capacities and how do they compare with international counterparties?

Kyoshi Nishimura, CEO, **Credit Guarantee and Investment Facility**

Robert Wallin, Executive Director Customer Financing, **Huawei**

Luca Tonello, Head of Project Finance Asia, **SMBC**

Jenny Koh, Regional Director, **Asia, GuarantCo**

Moderator: Kai Preugschat, Head of Cofinancing Operations, **Asian Development Bank**

SHIPPING: OPPORTUNITIES AND CHALLENGES

Deal case studies: Floating Storage and Regasification Units

Floating Storage and Regasification Units (FSRU) are one of the brightest spots in the global shipping market and Asia is one of the world's fastest-growing LNG import markets. If coal stays out of favour with lenders, LNG to power could be a major asset class. This panel will look at the drivers of interest in FSRUs, financing considerations, and how lessons from recent financings like Moheshkhali might be applied elsewhere.

Parth Jindal, General Manager, **Hoegh LNG Asia**

Protecting against default

This session looks at lessons to be learnt from high-profile defaults, explaining possible implications (including bank appetite for the affected sectors in general) and what both exporters and lenders can do to mitigate future risks.

Evert-Jan Zondag, Head of Structured Trade & Export Finance Asia, **Deutsche Bank**

Nitin Mathur, Managing Director, **Wallem Singapore**

ENERGY & POWER: CONVENTIONAL AND NEW

Overcoming credit obstacles

This session tries to overcome barriers to financing crucial power projects in order to make sure that Asia's energy needs are met, particularly when the offtaker is a State-Owned Enterprise (SOE). In these instances, what can ECAs and MLAs do to enable bank financing and mitigate risks? Does the situation differ depending on the kind of project and is it slowing the development of solar and wind projects, which are typically much smaller - and therefore less lucrative than coal and gas plants?

Sen Gao, Commercial & Financing Head

Australia, Envision Energy

Hungdai Kang, General Manager - Project Finance, **GS Engineering & Construction**

Jan-Phillipp Apking, Head of Underwriting & Fls, **Euler Hermes**

Moderator: Stefan Robertsson, Principal, **The Lantau Group**

Winds of change: Replacing coal

Wind and solar have taken longer to take off in Asia than elsewhere. But with costs falling and offtakers more receptive, activity is likely to increase. This session will look at the technologies and markets that have worked and the extent to which ECAs and green bonds will contribute to that process.

Suan Hwee Song, Director of Structured Finance - Asia Pacific, **Vestas Wind Systems**

Seth Munday, Senior Director, Project & Structured Finance, **Canadian Solar**

Jørgen Kragh, Head of Team Offshore

Project Finance - Large Corporates, EKF

Lionel Steinitz, CEO, **LYS Energy**

Mark Leslie, DIRECTOR OF ASIA AND OCEANIA, **AES Energy Storage**

Moderator: Kim Hock Ang, Associate Principal, **Baker & McKenzie**

16:30 **Coffee & Networking**

Risk Distribution & Decision-Making: Deal or No Deal

This distribution session sees industry experts analyse a series of hypothetical deal proposals and debate:

- Whether they would finance each deal;
- Whether they would then distribute or hold onto it, and whether it's a deal they would buy in the secondary market;
- How they would price the deal and what impact distribution has on pricing.

The audience then gets to vote on whether or not they agree with the panellists view, as well as price the deal themselves.

James Kim, *Managing Director, Head of Structured Finance Korea, ING*

Charles Lataillade, *Head of Export Finance Asia Pacific, BNP Paribas*

Sumanta Panigrahi, *Managing Director Head of Asia Export & Agency Finance, Citi*

Paul Richards, *Global Head of Structured Export Finance, ANZ*

Moderator: Hesham Zakai, *Associate Director, TXF*

Is Export Finance competitive enough?

It's a perfect storm: banks and corporates alike are flushed with liquidity; interest rates are at record lows; banks and ECAs are facing squeezed profit margins; and competition is high in all the key markets. With all this, is ECA still a relevant and competitive product?

Katharina Jacoby, *Regional Head Export Finance, Crédit Agricole CIB*

Anna Mareschi Danieli, *Financing & Contracting VP, Danieli*

Laure Duvernay, *Director - Project Finance Business Development, Alcatel Submarine Networks*

Eriks Atvars, *Global Head of Structured Trade & Export Finance, UniCredit*

Moderator: Dominik Kloiber, *Director, TXF & tagmydeals*

18:00 **Networking drinks**

DAY TWO - 12th October

08:15 **Coffee & Registration**

09:00 **Chairperson's opening remarks**

Jonathan Bell, *Editor-in-Chief, TXF*

Meeting Asia's needs

An update on opportunities for inbound investments across Asia. Where are the greatest infrastructure needs and how can they be met? Which structures are proving successful and popular in South East Asia? How can we meet the growing power needs in India and in Southeast Asia, and which kinds of plants are most likely to be successful? Can structured export finance contribute to providing better transport infrastructure?

How can international suppliers benefit from the Belt and Road Initiative?

China is expected to pour \$900bn of investments estimated into projects under the Belt and Road Initiative (BRI). But who do these investments benefit? Can international suppliers be part of the action? Sinosure-backed deals and projects need to be 60% Chinese-sourced; but what happens to the remaining 40%?

Charles Xu, *Managing Director Commercial Financing & Capital Markets, GE China*

Hai Hai Yuan, *Head CF China and Head SEF Greater China, Export Finance, Standard Chartered*

Antje Rigo, *Executive Manager Export Finance, Ferrostaal Equipment Solutions*

Arnaud Cachard, *Export & Project Finance Expert*

10:45

Coffee & networking

PLENARY STREAM

Looking beyond ECAs: Risk management for non-vanilla deals.

This session examines the size and scope of the specialist credit and political risk insurance (CPRI) market and looks at the type of deals where the private market is the better option - or the only option.

Charles Berry, *Chairman, BPL Global*

Serene Soo, *Regional Director, JLT*

Dennis Eucogco, *Senior Underwriter, Credit & Political Risk, Zurich*

Moderator: Jonathan Bell, *Editor-in-Chief, TXF*

ROUNDTABLES

By invitation only. Contact judith.fagelson@txfmedia.com

MANDARIN LANGUAGE: A guide to non-Asian ECAs

This comprehensive workshop explains the products, policies, application and disbursement processes of various European and American export credit agencies and helps you understand what they can help you do. Attendance to this workshop is capped - please contact us if you would like to join.

非亚洲出口信贷机构指南

本次演讲将会综合介绍西方国家出口信贷机构的产品·政策·申请方式·资格分析和贷款发放流程·进而帮助您了解出口信贷机构可能给您提供的帮助。

本次演讲名额有限·报名请从速·

请注意·本次演讲将以普通话进行

Lauren Liu, *Analyst (刘越 分析员), CC Solutions*

Antje Rigo, *Executive Manager, Project Finance, Ferrostaal Equipment Solutions GmbH*

Please note - this session is conducted in Mandarin

PLENARY STREAM

ROUNDTABLES

By invitation only. Contact judith.fagelson@txfmedia.com

Government involvement in projects: How much is enough?

This session discusses the extent to which governments can, or should, get involved in financing projects across South East Asia. What are the implications on the availability of Vietnamese sovereign guarantees (MOF guarantees) for the financing of sovereign owned entities under Decree 04? What does MEMR Reg 10 in Indonesia mean for new power projects? Are other countries likely to follow suit? This briefing will update you on the changes and indicate what similar changes might be afoot in other countries.

Borrowers & Project Sponsors Roundtable

Over the last couple of years, TXF has created a true borrowers' community - an exclusive forum where end-users of ECA and project finance from across the globe can informally share best practice tips, exchange advice, request help from others, and network with their peers and counterparts. Join this exclusive roundtable to discuss the borrowing and project development landscape, talk about your experiences and look at the latest themes in your space.

12:45 **Networking lunch**

Speed troubleshooting

Choose one of the following stations, each hosted by an industry expert, and spend 20 minutes discussing the difficulty presented and trying to solve it. We will ring a bell after 20 minutes, at which point you are invited to move to a different station. You can visit 3 stations in total:

14:45

- How can I access local capital markets?
- Is insurance an effective way of hedging trade credit and political risks?
- What are the most important banking regulations and how do they affect me?
- What do I need to know before doing deals in frontier markets?
- How can I effectively multisource financing and cover for my projects?
- Can you help me understand OECD guidelines on ECA lending and does this affect the competitiveness of different ECAs
- What is the role of data & digitisation in the ECA financing market?

16:45

Closing remarks

Jonathan Bell, *Editor-in-Chief, TXF*



SPOTLIGHT SESSIONS: ROUNDTABLE DISCUSSIONS

We want to enhance your experience by complementing the main presentations with small, focused roundtable discussions. Attendance to these is capped at 30 participants and is by invitation only. You can, however, request an invitation by contacting

judith.fagelson@txfmedia.com

MANDARIN LANGUAGE: A guide to non-Asian ECAs

This comprehensive workshop explains the products, policies, application and disbursement processes of various European and American export credit agencies and helps you understand what they can help you do. Attendance to this workshop is capped - please contact us if you would like to join.

Please note - this session is conducted in Mandarin

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本次演讲名额有限·报名请从速·

请注意·本次演讲将以普通话进行

Lauren Liu, Analyst, (刘越 分析员), CC Solutions

Antje Rigo, Executive Manager, Project Finance, Ferrostaal Equipment Solutions GmbH

ENGLISH LANGUAGE: Borrowers & project sponsors' roundtable

Over the last couple of years, TXF has created a true borrowers' community - an exclusive forum where end-users of ECA and project finance from across the globe can informally share best practice tips, exchange advice, request help from others, and network with their peers and counterparts. Join this exclusive roundtable to discuss the borrowing and project development landscape, talk about your experiences and look at the latest themes in your space.

The content of all our roundtables will be private and confidential



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