

TXF AMERICAS

PROJECT, EXPORT, COMMODITY & TRADE FINANCE

2017



| Also taking place that week |

Two-days of Supply Chain Finance
training with Siemens' Doug Schoch

30 & 31 January, Miami

More details inside!



1 & 2 FEBRUARY 2017
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TXF Trade Finance Awards 2016




TXF Americas

Trade, Commodity & Export Finance

February 1-2, Palms Hotel & Spa, Miami

TXF kicks off 2017 with a bang! TXF Americas will attract 200 leading trade figures to Miami for 2 days of networking, learning and as always, animated debate. Export and project finance experts, commodity finance aficionados and trade finance gurus will rub shoulders in this exclusive gathering of SOEs, corporates, agencies, financiers, insurers and lawyers!



A unique event format: As well as holistic sessions designed to examine the macro environment, the event will also split out into three distinct streams which take place simultaneously. Customise your experience by choosing the stream which focuses on your area of finance: Trade, Commodity or Export & Project Finance.



"This event was the best I've seen in my career."
- Paul Anderson, Director of Marketing, HPI LLC



"I have been to a fair few conferences over the years and I really felt that this was one of the very best, in terms of the high proportion of relevant EF practitioners (be it borrowers, exporters, banks), the mix of plenary sessions and smaller break out groups, and the interactive sessions."
- Tim Lamey, Head of Export Finance, BNP Paribas

Can you afford to miss it?

✓ Confirmed Speakers

We are delighted to confirm the following speakers will be joining us in February:

Victor Luque
Managing Director for
State Owned Enterprises,
Ministry of Energy, Mexico

Marcello Estevão
Secretary for International
Affairs
Ministry of Finance, Brazil

**Regina García Cuellar
Céspedes**
Chief of Staff to Pemex
CEO

**PEMEX- Petróleos
Mexicanos**

Josh Weinstein
Treasurer
Carnival Corporation

Antje Gibson
VP and Treasurer
Royal Caribbean Cruises

Aashish Pitale
Group Treasurer
Essar Services India

Sabrina Borlini
Global Head of
Syndications Asia and LAC
**International Finance
Corporation (IFC)**

Sarvesh Suri
Director of Operations
**MIGA - Multilateral
Investment Guarantee
Agency**

Fabio Jose Fagundes
Chief, Financial Products &
Services Division
**Inter-American
Investment Corporation
IDB**

Satheesh Kumar
Sundararajan, Senior
Infrastructure Finance
Specialist, Project Finance
and Guarantees, **World
Bank Group**

Nick Haslett
Senior Managing Director
and Chief Strategy Officer
**Castleton Commodities
International (CCI)**

Chris Patterson
Executive Director of
Structured Finance
(Americas)

**Caterpillar Financial
Services Corporation**

Jeffrey Cain
Sr. Vice President, Project
& Export Finance Americas
Siemens

Samuel Lauretti
Commercial Director
Padtec

Marcos Hepp
Director, Structured
Trade Finance & Credit
Management
Volvo

Suzanne Gaboury
Director, Agribusiness
FMO

Terry Pierce
VP, Customer Strategy
Hijro Network

Rob Morgan
President
Agile Energy, LLC

Lenny Floria
Head of Regional Treasury
and Structured Finance for
the Americas
Nokia

Thilo Tecklenburg
Chief Operating Officer -
North America
Meridiam

Christophe Petit
President and Managing
Partner
**Star America
Infrastructure Partners**

Larry Schwartz
CEO
Seaborn Networks

Pietro Amico
Director
**Financing & Contracting
Danieli**

Hai Pontez
President and CEO
HPI LLC

Julio Varela
Treasurer
Nidera Sementes

Doug Schoch
Vice President, Captive
Business
Siemens

Leandro Alves
PHD, Principal
Falvez Energy

Alejandro Fernandez
Finance Manager
Bunge Latin America

David Hanna
Executive VP and CFO
BroadGrain

Topi Vesteri
Deputy CEO
Finnvera plc

Michal Ron
Head of International
Business
SACE

Paula Swain
Managing Director -
Downstream, Structured
Finance
**Structured and Project
US EX-IM**

Maria Hultén
Director, Export Finance
Svensk Exportkredit (SEK)

Jens Kruse
Head of Underwriting,
Latin America
Euler Hermes

J. Michael Brown
Partner Energy & Natural
Resources
Reed Smith

Valentino Gallo
Managing Director, Global
Head Export and Agency
Finance
Citi

Carlos Sagaón-Garza
Partner
Baker & McKenzie

Bart Pattyn
CEO and President
COFACE Latin America

Daniel W. Riordan
President
Global Political Risk and
Trade Credit
XL Catlin

Willem Sutherland
Managing Director, Head
Infrastructure Finance &
Advisory Americas
ING

Jean Baptiste Piette
Head of Export & Agency
Finance, USA- Global
Banking & Markets
Santander

Piers Constable
Head of the Americas,
Structured Trade & Export
Finance
Deutsche Bank

Julio Garcia
Head of Infrastructure -
North America
IFM Investors

Marcial Nava
Principal Economist
BBVA Research

Mark Schaltupper
Global Head of Country
Risk
BMI Research

Zaki Manian
Founder
Skuchain

Igor Zax
Managing Director
Tenzor

Tony Smith
CEO Americas
HPD Software

Alejandro Figari Alzamora
Director General
Oleana

Kitt Carswell
Vice President & Senior
Offering Manager, Trade
& Supply Chain Solutions,
CGI

Michael Oka
Managing Director -
Commodities & Structured
Trade Finance
MUFG

Deputy Managing Director

Rafael Cervantes
Vice President, Export &
Agency Finance
SMBC

Angel Merino
Torrealba
Executive Director - Global
Trade Finance USA
BBVA

Alan Beard
Managing Director
**Interlink Capital
Strategies**

Volker Helms
Managing Director
LBBW Mexico S.A

Christophe Spoerry
Co-founder
**Euler Hermes Digital
Agency**

James Brache
Deputy Managing Director
**Zurich Credit & Political
Risk**

Alexander Borisoff
Partner, Milbank, Tweed
Hadley & McCloy LLP

Suzanne Durney
Managing Director, Head
of Commodity Structured
Debt - North America,
BNP Paribas

Georges Romano
Latin America Head,
Export and Agency
Finance
Citi

Sergio Robredo
Director Export & Agency
Finance México
Banco Santander (México)

Day 1 - Holistic Keynote Sessions

08:45	<p>Chairmans Opening Remarks <i>Jonathan Bell, Editor in Chief, TXF</i></p>
09:05	<p>Weathering the Storm: A Global Outlook on Commodity Prices A combination of China's continued slowdown, US interest rate rises, rolling crises in Europe, increased global political risk and the glut in oil supply, has led to a prolonged commodities bear market. Are we likely to see an oil price stabilisation, and at what price? Can new life be injected into natural resources industries and what form will this take? How does this affect the Americas? <i>Marcial Nava, Principal Economist, BBVA Research</i></p>
09:30	<p>Comeback Tour: Brazil in 2017 and Beyond Understand the latest political situation and the stance of the new administration. How friendly will the landscape be for international business? What is the outlook for commodity prices and exports of Brazil's key raw materials? Where are the new opportunities and trends in oil and gas, mining, agribusiness and natural resources? With liquidity down, local banks struggling, BNDES not lending on the same level, how can Brazil fund itself now? <i>Marcello Estevão, Secretary for International Affairs, Ministry of Finance, Brazil</i></p>
10:00	<p>Global Trade Under Trump Administration What are the implications of the US election and new administration for world trade? What does this mean for US imports and exports? How will this affect the future of TPP? Will this change OFAC financial embargoes and sanctions in Cuba, Iran, Russia? How will the US, Central and Latin American relationships change? <i>Mark Schaltuper, Global Head of Country Risk, BMI Research</i></p>
10:30	<p>Audience Response Survey Delegates' thoughts and forecasts on the Americas sector for 2017. Have your say, an anonymous, real-time survey of the audience on the key issues in the industry. An annotated industry report will be sent to all guests following the survey.</p>
10:45	<p>Coffee Break</p>

Export & Project Finance Stream

Commodities Finance Stream

11:30

Connecting the Americas: Transportation and Infrastructure Financing

From Latin American mass-urban transportation projects such as the Lima Metro and Santiago Metro and the construction of mega cities in Colombia. To road, rail, air and port infrastructure projects in the US, this panel brings to light successful projects and pits them against failures.

Christophe Petit, *President and Managing Partner, Star America Infrastructure Partners*

Julio Garcia, *Head of Infrastructure - North America, IFM Investors*

Thilo Tackenberg, *Chief Operating Officer North America, Meridiam*

Moderator: Willem Sutherland, *Managing Director, Head Infrastructure Finance & Advisory Americas, ING*

Sowing the Seed: Agribusiness in the Americas

The vast spaces of land between Argentina and Canada present huge prospects for new and ongoing agricultural production. Can supply meet current levels of demand? How can producers ensure this is integrated in to sustainable supply chains? What are the key environmental challenges that can impact the market, such as global warming's effect on supply of food or cotton production?

Julio Varela, *Treasurer, Nidera Sementes*

Alejandro Figari Alzamora, *Director General, Oleana*

Moderator: Suzanne Gaboury, *Director, Agribusiness, FMO*

12:15

Next Steps: Project Financed-Telecom, Lessons Learnt and Future Opportunities

In the wake of last year's TXF Best Americas ECA Finance Deal of the Year, the US\$500M Seabras-1 Cable Project between Sao Paulo and NY, we look at the lessons learnt, and beyond to financeable projects that lie ahead.

Manuel Andrade, *CEO, Padtec S/A*

Larry Schwartz, *CEO, Seaborn Networks*

Moderator: Alexander Borisoff, *Partner, Milbank, Tweed, Hadley & McCloy LLP*

Specialists: The Rise of US domestic traders

The last ten years has seen an increase in US domestic traders. This panel will discuss their financing requirements and plans for the medium to long term. How do they see growth in the US and Latin American market? Will new trading houses enter the space left by bigger banks leaving the market?

Nick Haslett, *Senior Managing Director and Chief Strategy Officer, Castleton Commodities International (CCI)*

Suzanne Durney, *Managing Director, Head of Commodity Structured Debt - North America, BNP Paribas*

Moderator: J. Michael Brown, *Partner Energy & Natural Resources, Reed Smith*

13:00

Lunch & Networking



Export & Project Finance Stream

Trade Finance & Fintech Focus

15:00

Out to Sea: Shipping in North America

The shipping market has slowed in response to the commodities slump, but it remains a crucial industry in need of ECA solutions. Will the cruise market continue to be buoyant? How will commodity prices continue to affect shipping? What are the needs of the major customers for cruise and ship finance? What are the market prospects going forward?

Antje Gibson, VP and Treasurer, **Royal Caribbean Cruises**
Josh Weinstein, Treasurer, **Carnival Corporation**
Moderator: Valentino Gallo, Managing Director, Global Head Export and Agency Finance, **Citi**

Treasurers' Toolkit: Working capital solutions from SCF to ABL

What tools are most attracting corporates today and what do they want from trade and supply chain finance solutions (SCF)? How are they optimising their liquidity and what has the take-up and success of SCF been in North and South America? What developments and innovations are banks and providers bringing to the table to assist corporates in meeting their working capital goals in a more efficient and cost-effective process? And are large buyers adequately leveraging their credit rating in support of smaller suppliers? This session takes a holistic look at working capital optimisation to get guests up to date with the latest tools at their disposal.

Doug Schoch, Vice President, Captive Business, **Siemens**
David Hanna, Executive VP and CFO, **BroadGrain**

15:45

International Players: Exporters Panel

Industry leading exporters from different sectors across Asia, North America, Latin America and Europe reveal common challenges and opportunities in key markets across the Americas.

Jeffrey Cain, Sr. Vice President, Project & Export Finance Americas, **Siemens**
Pietro Amico, Director, Financing & Contracting, **Danieli**
Lenny Floria, Head of Regional Treasury and Structured Finance for the Americas, **Nokia**
Moderator: Piers Constable, Head of the Americas, Structured Trade & Export Finance, **Deutsche Bank**

Idea Lab: Blockchain- Separating Fact from Fiction

Are customers ready for blockchain solutions in the US? Do they want it? Is it mobile ready? Is it even possible in Latin America? Do we have legitimate proof of concepts? How will these save time and increase efficiency?

Zaki Manian, Founder, **Skuchain**
Terry Pierce, VP, Customer Strategy, **Hijro Network**
Kitt Carswell, Vice President & Senior Offering Manager, Trade & Supply Chain Solutions, **CGI**

16:30

Coffee Break & Networking



Export & Project Finance Stream

Trade Finance & Fintech Focus

17:00

Global Voices: ECA perspectives on Latin America

How are European and Asian ECAs providing coverage for their nations exporters and investors across Latin America. What is the role of Brazilian agencies, BNDES, ABGF and also Bancomext in Mexico? Who is doing local currency financing and where? What is the current position of US EXIM?

Topi Vesteri, Deputy CEO, **Finnvera plc**

Maria Hulten, Director, Export Finance, **Svensk Exportkredit (SEK)**

Michal Ron, Head of International Business, **SACE**

Paula Swain, Managing Director - Downstream, Structured Finance, **US EX-IM**

Jens Kruse, Head of Underwriting, Latin America, **Euler Hermes**

Moderator: Carlos Sagaón-Garza, Partner, **Baker & McKenzie**

Idea Lab: Technocrats - FinTech in 2020

As financial technology increases its foothold on corporate management of cash, supply chains and credit, we examine what benefits FinTech can offer corporates in the run up to 2020. The latest and greatest is pitted against the tried and tested across the evolution of letters of credit, digitisation of documents, distributed ledger, blockchain SCF solutions and data driven decision making.

Tony Smith, CEO Americas, **HDP Software**

Christophe Spoerry, Co-founder, **Euler Hermes Digital Agency**

Moderator: Igor Zax, Managing Director, **Tenzor**

17:45

Private Market Insurance and Intersection with ECAs

Private risk insurance, what can they do that ECAs can't? Venezuela and Argentina? Learn which deals the private market are doing and why? Where is the private market going that ECAs are reluctant to tread? What tenors are available from the private sector for projects? When to go ECA first, when to go private first, and when to blend between them?

Bart Pattyn, CEO and President, **COFACE Latin America**

Marcos Hepp, Director, Structured Trade Finance & Credit Management, **Volvo Group**

James Brache, Deputy Managing Director, **Zurich Credit & Political Risk**

Moderator: Rafael Cervantes, Vice President. Export & Agency Finance, **SMBC**

Idea Lab: TXF Data and SME Advocacy

Using TXF data, this session analyses the trends in SME transactions, to form a debate around solving the issues that make deals less than \$10 million less attractive to some commercial banks in the ECA finance space

Alfonso Olivas, Head of Data and Analytics, **TXF**

18:30

Networking Drinks



Day 2 - Holistic Keynote Sessions

09:05	<p>Reformed and Liberalized: Mexico's Energy Sector</p> <p>Mexico's energy reform continues to offer opportunities for the international community, but how stable is the oil economy and what political factors need to be considered? How will Pidiregas and its specialty financing requirements play out? What are the latest infrastructure requirements? Where are the opportunities in connecting the US and Mexico?</p> <p>Victor Luque, <i>Managing Director for State Owned Enterprises, Ministry of Energy, Mexico</i> Regina García Cuellar Céspedes, <i>Chief of Staff to Pemex CEO, PEMEX- Petróleos Mexicanos</i> Moderator: Jonathan Bell, <i>Editor in Chief, TXF</i></p>
09:45	<p>Big Fish: Global Traders Panel</p> <p>Major global trading houses gather to speak about trends in the US, Latin America, Asia and Europe. How will global demand effect the Americas? Will we see continued growth of lending to the producer and hedging? What aspects are positive and negative in the US market? What are their financing needs? What can be done to weather challenging times?</p> <p>Aashish Pitale, <i>Group Treasurer, Essar Services India</i> Alejandro Fernandez, <i>Finance Manager, Bunge Latin America</i> Moderator: Michael Oka, <i>Managing Director - Commodities & Structured Trade Finance, MUFG</i></p>
10:30	<p>Industry all play</p> <p>An innovative session that sees all delegates split into predetermined groups and collaboratively try to answer key questions in the market today: How can we mitigate risk in Latin America? How will the Trump administration change the business landscape in North America? What is the outlook for the trade, commodity, export and project finance industries across the Americas? This networking-friendly, session leverages the collective experience at the conference and allows attendees to draw on insights from the two days of debate and discussion</p>
11:30	<p>Break</p>



	Financiers Stream	Project Finance Stream
12:00	<p>Crucial Partners: DFIs and MFIs This panel examines the development finance initiatives of global and Latin American institutions and how they aim to get more projects of the ground. Which industries and countries are highest priority? What environmental and sustainable factors have to be met to ensure funding?</p> <p>Sabrina Borlini, <i>Global Head of Syndications Asia and LAC, International Finance Corporation (IFC)</i> Sarvesh Suri, <i>Director of Operations, MIGA- Multilateral Investment Guarantee Agency, World Bank Group</i> Satheesh Kumar Sundararajan, <i>Senior Infrastructure Finance Specialist, Project Finance and Guarantees, World Bank Group</i> Fabio Jose Fagundes, <i>Chief, Financial Products & Services Division, Inter-American Investment Corporation</i> Daniel W. Riordan, <i>President, Global Political Risk and Trade Credit, XL Catlin</i> Moderator: Jean Baptiste Piette, <i>Head of Export & Agency Finance, USA- Global Banking & Markets, Santander</i></p>	<p>Saving Grace - Renewables Financing Are renewable projects in Latin America financeable or too small? What role can green bonds play? Is this interesting to capital markets? Where are the primary opportunities in the US and Canada for renewables projects, and what can banks do to ensure profitable involvement?</p> <p>Rob Morgan, <i>President, Agile Energy, LLC</i> Leandro Alves, <i>PHD, Principal, Falvez Energy</i> Moderator: Alan Beard, <i>Managing Director, Interlink Capital Strategies</i></p>
12:45	<p>Banks perspective on Latin America International and regional banks gather to discuss financing across Latin America. How can they compete and collaborate to get more projects over the line? Which markets are adequately supplied by local banks? Which require international funding?</p> <p>Volker Helms, <i>Manager Director, LBBW Mexico S.A.</i> Georges Romano, <i>Latin America Head, Export and Agency Finance, Citi</i> Sergio Robredo, <i>Director Export & Agency Finance México, Banco Santander (México)</i> Moderator: Angel Merino Torrealba, <i>Executive Director - Global Trade Finance USA, BBVA</i></p>	<p>South and Central American Project Finance Growth areas This panel examines growth markets for project finance across the region, with a focus on what borrowers are looking for, their attitudes to ECA and agency financing. Opportunities for international exporters, and how these can be financed?</p> <p>Hal Pontez, <i>President and CEO, HPI LLC</i> Chris Patterson, <i>Executive Director: Structured Finance (Americas), Caterpillar Financial Services Corporation</i> Moderator: Jonathan Bell, <i>Editor in Chief, TXF</i></p>
13:30	Lunch and Networking	
15:00	Close	



“One of the best events I have been to in my 20 years in the industry.”
 - Matthias Wietbrock, Managing Director, Northstar Trade Finance

TXF Education: Join an ECA or Supply Chain Finance training course in the two days prior to TXF Americas

Miami, 30 & 31 January

| Book TXF Americas and add a training package (either ECA or SCF) and save more than 15% (\$899) when booked together. |

Before TXF Americas kicks off on 1 & 2 February the TXF team and our training partners will be heading to Miami early to deliver two separate, comprehensive **ECA** and **Supply Chain Finance** training courses.

School of ECA Finance

TXF is teaming up with CC Solutions once again. Our ECA schools deliver a core understanding of the fundamentals of ECA finance with **real-life case studies**, **practical sessions** and **vital updates** on different agencies.

The syllabus includes:

- Buyer credits - Corporate, sovereign and bank-to-bank
 - Buyer credits - project and structured finance
 - Supplier credits and other products
 - Content eligibility analysis
 - ECA application process
 - Disbursing ECA loans
 - Estimating ECA cash flows
 - Capstone case study
 - Online follow-up test with full certification

“Very useful course. I can say this is the best course I have ever attended”
Ali Al Aradi, Bahrain Petroleum Company

School of Supply Chain Finance

With Siemens' Doug Schoch

The school is ideal for anyone looking to **understand how SCF works**, how best to **approach on-boarding** and other technical aspects, how to **get consensus** across a corporation for an effective SCF programme.

The syllabus includes:

- How SCF has matured over the years and how it will continue evolving
 - How SCF programmes differ across the globe
 - Who the key stakeholders are
 - How to put together a strong business case for on-boarding SCF
 - What different SCF programmes exist and how to choose the one that's best for your business
 - How to choose a provider
 - Best practice in launching your SCF programme
 - How to understand common risks and pitfalls
- How to measure the results of your SCF programme

“Great walkthrough of SCF theory and possibilities coupled with really valuable practical experience from Siemens”
Daniel Pederson, AP Moller Maersk

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