



JUNE  
2017

# TXF VENICE 2017

THE GLOBAL BORROWERS' SUMMIT  
PROJECT, INFRASTRUCTURE, EXPORT & AGENCY FINANCE

HILTON  
Molino  
Stucky Hotel  
VENICE

## LIGHTS, CAMERA, ACTION!

7-9 June 2017

HILTON MOLINO STUCKY HOTEL, VENICE

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# TXF VENICE 2017

LIGHTS, CAMERA, TRANSACTION! JOIN US FOR THE SEQUEL TO TXF ROME 2016...

Premiering on the 7-9 June 2017  
Hilton Molino Stucky Hotel, Venice

In 2016, TXF Rome played host to over **700 guests** and **130 speakers** from more than **300 companies** and **50 countries** around the world

Now on the 7-9 June 2017, we're rolling out the red carpet for TXF Venice 2017. The world is watching and A-listers from across the industry are preparing for the world premiere of our flagship export, agency and project finance blockbuster...

**Be there to meet with over 1000 of the leading ladies and gentlemen of this dynamic industry**



"The TXF Rome event was the best I've seen in my career."

*Paul Anderson - HPI LLC*



"The blockbuster of the industry!"

*Jens Gmelin - KfW IPEX-Bank*



"Outstanding networking experience."

*Thierry Eisenstein - Bouygues Construction*



"This was by far the best conference during my 30 years of banking history. Congratulations!"

*Michael Sobl - DZ Bank*



"It was my first TXF conference and the quality is just superior."

*Margherita Cioffi, Trade Finance,  
Director - Leonardo Company*



"Your event was perfect from the beginning to the end. Young, dynamic, participative, inspiring....Really a good job for & by Super Heroes."

*Pedro Novo - Bpifrance*



# THERE'S NO SESSION LIKE A TXF SESSION

We want your experience to be one-of-a-kind. That's why you'll find plenty of unique session formats to help you learn, debate and network.

## GET OUT OF YOUR SEAT AND GET TALKING TO THE INDUSTRY

### SPOTLIGHT SESSION: AUDIENCE RESPONSE SURVEY

Speak your mind in this anonymous real-time survey and find out what the market really thinks.



### SPOTLIGHT SESSION: DEAL OR NO DEAL

Watch the experts price hypothetical deals and vote on the end result. Did they get it right?

### SPECIALISTS IN SMALL BREAK-OUTS

Our smaller case study workshops, idea labs and discussion groups mean more face-time and lively debate with your peers.



### INTRODUCING... A QUESTION OF TRADE: TXF QUIZ SHOW

Two teams go head to head to be the stars of the industry. The experts will battle over the year in review, Venetian trade history and their areas of expertise. Fingers on buzzers...



### SPOTLIGHT SESSION: INDUSTRY ALL PLAY 2.0

How will you navigate the future of the industry? Team up with your peers and work out the solutions to the problems of tomorrow.



# STARRING 2017 SPEAKERS

## Vincenzo De Luca

Director General for Cultural and Economic Promotion and Innovation  
**Italian Ministry of Foreign Affairs and Economic Cooperation**

## Guilherme Laux

Head of Export Credit & Guarantees Ministry of Finance  
**Federal Government of Brazil**

## Thierry de Longuemar

Vice President, CFO  
**Asian Infrastructure Investment Bank**

## David Nason

President and CEO  
**GE Energy Financial Services**

## Alessandro Decio

CEO & General Manager  
**SACE**

## Keiko Honda

Executive Vice-President and CEO  
**MIGA - Multilateral Investment Guarantee Agency**

## Ilya Krasnov

Head of Corporate Finance and Financial Risk Management  
**Metalloinvest**

## Vineyesh Sawhney

Head of Financial Resources and Senior Vice President  
**Reliance Industries**

## Paolo Munini

Head of Corporate Lending Asia, Latin America, Africa, Caribbean & Pacific  
**European Investment Bank**

## Nicolas Dufourcq

CEO  
**Bpifrance**

## Charles J. Hall

Acting Chairman and President  
**Export-Import Bank of the United States**

## Jiang Guodong

Division Chief, Strategy and Planning Department  
**China Exim**

## He Shenyuan

Chief Representative London Rep. Office  
**Sinosure**

## YoungKee Kim

Director General  
**KEXIM**

## Wu Wenhao

President MENA  
**POWERCHINA**

## Katerina Tsirimpa

Head of Corporate Finance  
**National Grid**

## Johannes Nagler

Head of the Finance and Export Credit Insurance Department  
**STRABAG International GmbH**

## Kelly Thomson

Head of Structured Finance and Capital Markets  
**Mubadala Development Company**

## Zeynep Küçüköner

Treasury and Foreign Relations Manager  
**Yapı Kredi Leasing A.O.**

## Sam Taylor

Senior Portfolio Manager  
**NN Investment Partners**

## James Meffen

Director, Project Finance - Europe and Asia  
**The AES Corporation**

## Dorus Everwijn

Director Project Finance  
**CB&I**

## Anna-Karin Jatko

Director General  
**EKN**

## Antje Rigo

Executive Manager Export Finance  
**Ferrostaal Industrieanlagen GmbH**

## Beatriz Reguero Naredo

Chief Operating Officer State Account Business  
**CESCE**

## Elena Beketova

Head of Documentary Operations and Export Finance  
**Lukoil**

## Agnès Brault

VP Treasury, Financing & Risk  
**TechnipFMC**

## Tim Treharne

Chief Operating Officer  
**Meridiam**

## Olav Einar Rygg

EVP Director of Lending - Shipping & Offshore  
**Export Credit Norway**

## Moriyuki Aida

Executive Officer for Europe, The Middle East and Africa  
**JBIC**

## Tracey Webb

Vice President, Structured Finance  
**OPIC- Overseas Private Investment Corporation**

## Richard Gruenhagen

CFO  
**MV WERFTEN**

## Rani Selwanes

Managing Director & Head of Investment Banking  
**NBK Capital**

## Venugopal Venkatesh

CFO  
**Oman Shipping Company**

## Pablo Otin

Vice President, Emerging Markets  
**8minutenergy**

## Esam El-Makkawy

Head of Treasury  
**Dubai World Trade Centre**

## Ángela Pérez

Head of Finance  
**Elecnor**

## Graham Porter

Chairman  
**Tiger Group Investments**

## Neeraj Agrawal

Group Chief Financial Officer  
**Crescent Petroleum**

## Klaus R. Michalak

CEO  
**KfW IPEX-Bank**

## Munawer Shafi

Head of Structured Finance  
**Aviva Investors**

## Kai Preugschat

Head, Office of Cofinancing Operations  
**Asian Development Bank**

## Michael Emery

Head of Syndications - Europe, Middle East & Africa  
**International Finance Corporation (IFC)**

## Gert Dijkstra

Chief Strategy & Communication, Member of the Board  
**APG Asset Management**

## Alessandro Castellano

Global Head of Credit Lines  
**Zurich**

## Dr. Claudio De Eccher

Director  
**De Eccher Group**

## Jürgen Nowicki

Managing Director  
**Linde Engineering**

## Tom Koczvara

Director, Debt Management Office, Government of Sharjah  
**UAE**

## Frank Vanwingh

Deputy CEO  
**Credendo**

## Topi Vesteri

Deputy CEO  
**Finnvera**

## Dario Liguti

Managing Director, Head of International Export Finance  
**GE Energy Financial Services**

## Stefano Fissolo

Vice President, Energy Efficiency  
**Susi Partners**

## Jean-Philippe Neau

Global Head of Financing & Treasury  
**STX France**

## Adrian Swift

Investment Relations Manager  
**Mainstream Renewable Power**

## Matthias Doehrn

Department Head ECAs & Investment Guarantees  
**Siemens Financial Services**

## Daniel Borrego

Senior Banker, Loan Syndications  
**European Bank for Reconstruction and Development (EBRD)**

## Thomas Baum

Head of Division Underwriting & Risk Management  
**Euler Hermes**

## Guy Morgan

Treasurer  
**Efic**

## Bessem Soua

Head of Business Acquisition  
**The Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC)**

## Andreas Back

Financial Services Manager  
**Wärtsilä**

## Isabel Galdiz

Vice President International Relations  
**Export Import Bank of the United States**

## Maëlia Dufour

Director  
**Bpifrance**

## Pierre-Marie Debreuille

Head of Export Credit  
**SFIL**

## Pedro Novo

Head of Export Finance  
**Bpifrance**

## Anne Crepin

Deputy Head of Export Credit  
**SFIL**

## Phillip Hall

Head of Structured Finance for EMEA  
**Mitsubishi UFJ Financial Group (MUFG)**

## Edward Nicholson

Senior Partner  
**JLT**

## Charles Berry

Chairman  
**BPL Global**

## Vlad Bobko

Head of Crisis Management  
**Aon**

## Andrew Underwood

Regional Product Leader UK & Ireland, Political Risk & Trade Credit  
**XL Catlin**

## Hacina Py

Global Head of Export Finance  
**Société Générale**

## Simon Sayer

MD, Structured Trade and Export Finance  
**EMEA Deutsche Bank**

# STARRING 2017 SPEAKERS

## André Gazal

Global Head of Export Finance  
**Credit Agricole CIB**

## Derek Halpenny

Executive Director, European  
Head of Global Markets  
Research  
**Mitsubishi UFJ Financial  
Group (MUFG)**

## Nathalie Wlodarczyk

Vice President, Consulting EMEA  
Economics and Country Risk  
**IHS Markit**

## Jonathan Joseph-Horne

Global Coordinator and  
EMEA Head Export & Agency  
Finance  
**Sumitomo Mitsui Banking  
Corporation (SMBC)**

## David Albagli

Managing Director Head of  
Global Trade  
**BBVA**

## Yasser Henda

Global Head of Export Finance  
**BNP Paribas**

## Paul Richards

Global Head, Structured  
Export Finance  
**ANZ**

## Valentino Gallo

MD, Global Head of Export and  
Agency Finance  
**Citi**

## Ralph Lerch

Global Head of Export Finance  
**Commerzbank**

## Giulio Dal Magro

Export Finance  
**CDP**

## Richard Hodder

Managing Director - Global  
Head of Export & Specialised  
Finance  
**HSBC**

## Laura Galvin

Managing Director, Export  
Finance Asia  
**HSBC**

## Ulrich Schulte Lünzum

Head of Project Finance  
**Euler Hermes**

## Cristina Morelli

Managing Director, Export Finance  
**SACE**

## Michal Ron

Managing Director, Head of  
International Business  
**SACE**

## Raffaele Cordiner

Investment Officer  
Corporate Lending - Africa,  
Asia and Latin America,  
**European Investment Bank**

## Kristian Flaten

Senior Vice President, Oil &  
Gas Projects / Ocean Industries  
**Export Credit Norway**

## Alessandra Ricci

Chief Underwriting Officer  
**SACE**

## Dr. Rebecca Harding

Co-Founder & CEO  
**Equant Analytics**

## Patrick Nimander

Director, Finance  
**EKN - Exportkreditnämnden**

## Surya Bagchi

Managing Director & Global  
Head of Project & Export  
Finance  
**Standard Chartered**

## Olivier Paul

Head of Policy  
**ICC Banking Commission**

## Marc Partridge

Managing Director, Co-Head of  
Project & Structured Finance  
**Gazprombank**

## Michiel de Vries

Global Head of Structured Export  
Finance  
**ING Bank**

## Sidd Bhati

Vice President, UK Solution Sales  
**Citi**

## Thomas Berkes

Head of Structured Solutions  
**Santander Brazil**

## Michael Creighton

Head: Export Credit Finance  
**Nedbank**

## Simon Jones

Head of Export & Agency Finance,  
EMEA  
**TD Securities**

## Luca Lunari

Chairman  
**AIBE Committee on Export  
Finance**

## Arnaud Sarret

Global Head of Structured  
Export Finance  
**Natixis**

## Mark Norris

Partner  
**Sullivan & Worcester**

## Fabrizio Mazza

Partner, Credit, Political and  
Security Risks  
**JLT Specialty**

## Dina Merkulova

Director, FIs & ECAs  
**Alfa-Bank**

## Stephan Cors

Director Public Investment  
Finance  
**Deutsche Pfandbriefbank**

## Dr Robert Besseling

Executive Director  
**EXX AFRICA**

## Hans-Peter Busson

Global ECA Coordination  
Leader  
**EY/AHB**

## Dr. Sebastian Hofert von Weiss

Head of Project Finance  
**EY/AHB**

## Francesca Beomonte

Head of Structured Trade &  
Export Finance, Italy  
**UniCredit**

## Marck Wengrzik

Executive Director  
**AKA BANK**

## Peter Luketa

Managing Director  
**CB Advisors**

## Gabriel Buck

Chair  
**British Bankers' Association -  
Export Finance &  
Trade Committee**

## Kathrin Marchant

Partner  
**Baker McKenzie**

## Henri D'Ambrières

Advisory Services - Export,  
Trade and Project Finance  
**HDA Conseil**

## Laurent Valentin

President & Founder  
**Accolade Advisors**

## Andreas Klasen

Professor of General and  
International Business  
**Offenburg University**

## Andrew Grant

Partner  
**Clyde & Co**

## Margaret Curzon

Associate General Counsel  
Claims  
**XL Catlin**

## Nikolai Eatwell

Partner  
**Clifford Chance**

## Valerie Colville

Principal  
**CC Solutions**

## Alastair Hensman

Vice President, Energy &  
Chemicals Advisory  
**Nexant**

## Alessandra Lanza

Partner  
**Prometeia S.p.A.**

## Karen Westall

Executive Director  
Political Risk & Structured  
Credit  
**Aon Risks**

## Riccardo Rossitto

Senior Partner  
**Arcus Financial Advisors**

# YOUR TICKET FOR TXF VENICE HAS FINALLY ARRIVED.

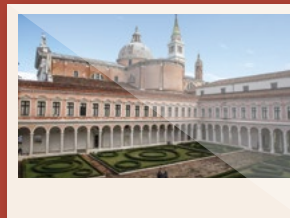
Now all you have to do is wait until June to enjoy all of this...



## GALA DINNER & COCKTAIL RECEPTION

Think you can give the Oscar's 'best dressed' list a run for its money? You are officially invited to join us on the 7<sup>th</sup> June for an evening at the CINI Foundation to celebrate the success of your industry in style.

Boats will take you from the Hilton Molino to a secluded renaissance courtyard for an evening of live entertainment and fine food. Relax and enjoy a welcome drink before joining your peers on our red carpet. It's guaranteed to be a night to remember...



### ICE-BREAKER DRINKS

An informal occasion, our ice-breaker drinks are a chance to unwind and meet future business partners before the conference. We're holding it in a secret location on the 6th June. Details to be revealed...



### WALKING TOUR

Sunshine. Site-seeing. Maybe even some ice-cold gelato. Enjoy la dolce vita on our informal walking tour of the city, where you can take in all of the views of Venice alongside your friends and colleagues.





# — 2 & 1/2 DAY CONFERENCE —

— Featuring the best of TXF's innovative and interactive session formats, senior speakers and topics that makes you sit up and listen. —



## PRE-REGISTRATION DESK

Apparently the early bird catches the worm. For all of our early birds, we've arranged a pre-registration desk in the hotel for the 6<sup>th</sup> June. Save yourself some time and check into the hotel at the same time so you can avoid the morning rush.



## AIRPORT 'WATER TAXI' PICK-UP

A fleet of TXF water taxis will be anticipating your arrival at the airport. Nothing to pay or organise, all you have to do is relax on a cruise through the islands of the floating city and enjoy a no hassle trip to the hotel.





# ECA TRAINING AND MASTERCLASS

CC Solutions

5- 6 June 2017

**Become the star of the show with our ECA Finance Training. Choose from our two courses to suit your level of experience.**



For newcomers and those that want to refresh the core elements, this course offers an interactive and thorough appraisal of the process of ECA financing.

Learn in small groups from professionals with over 60 years of combined experience. Then take what you've learnt outside the classroom and into your role with our course documentation.



For our ECA finance experts. Join us on the afternoon of the 6th June to cover advanced practices, regional trends and cash flow.

This is included in all ECA training bookings but it can also be booked separately.

## HERE'S WHAT THE CRITICS HAD TO SAY:



"Everything makes much more sense now! Thanks again for the useful, practical and on-point training session."

*Reza Nikfarjam, Loan Specialist, US EXIM BANK - Export-Import Bank of the United States*



"Very useful course. I can say this is the best course I have ever attended"

*Ali Al Aradi, CPA Specialist Insurance & Financial Risk Management, Bahrain Petroleum Company*



"Practical ECA financing course, highly recommended for Project and Export finance practitioners."

*Samuel Mugoya, Head, Syndications & Specialised Finance, Afreximbank*

Book a training course with TXF Venice and save 10% off of the price of both. Enter the code: **SKOOLED** on our online booking page, or email [marketing@txfmedia.com](mailto:marketing@txfmedia.com)

## AGENDA AT A GLANCE

## DAY 1: JUNE 7

**07:30** Registration, Coffee and Networking

**08:30** Chairman's Introduction

The chairman welcomes delegates to the conference and outlines the programme's core themes and discussions.

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

**09:00** Italian Ministerial Welcome Address

As an exporting nation with home grown infrastructure requirements, discover the opportunities for international business investment and collaboration as seen by the government.

**Vincenzo De Luca**, Director General for Cultural and Economic Promotion and Innovation, **Italian Ministry of Foreign Affairs and Economic Cooperation**

**09:15** The DFI & MFI Leaders Panel: Making a Real Difference in Improving Liquidity

Key questions:

- How much liquidity are DFIs injecting into the market and who are the chief beneficiaries of their activity?
- Is infrastructure spending a key contributor to, or distraction from, efforts to reduce inequality?
- Can DFIs now convincingly argue that they are not crowding out private capital?
- What sectors do DFIs typically not serve well enough?
- Will political uncertainty lead to the same spike in demand for DFI services that the 2008 crisis did?

**Thierry de Longueмар**, Vice President & CFO, **Asian Infrastructure Investment Bank**

**Keiko Honda**, Executive Vice-President and CEO, **MIGA - Multilateral Investment Guarantee Agency**

**Paolo Munini**, Head of Corporate Lending, Asia, Latin America, Africa, Caribbean & Pacific, **European Investment Bank**

**Kai Preugschat**, Head, Office of Cofinancing Operations, **Asian Development Bank**

**Moderator: Surya Bagchi**, Managing Director & Global Head of Project & Export Finance, **Standard Chartered**



**10:00** Q+A: The \$5 trillion Question: How do we Make Infrastructure Projects Bankable?

GE discusses its approach to infrastructure financing in this exclusive keynote, designed to answer critical questions:

- Where are the available pools of capital and how can the industry attract capital to projects?
- What are the bottlenecks we need to overcome to get more projects over the line? How do we do it?
- What can project developers, policy makers and financiers learn from GE's approach?

**David Nason**, President and CEO, **GE Energy Financial Services**

**Moderator: Valerie Colville**, Principal, **CC Solutions**

**10:30** Audience Response Survey

Delegates' thoughts and forecasts on the Project Finance & ECA sector for 2017/2018.

A chance to have your say: this anonymous, real-time survey gauges the opinion of the audience on the key issues in the industry.

**Co-moderator: Paul Richards**, Global Head, Structured Export Finance, **ANZ**

**Co-moderator: Dominik Kloiber**, Co-founder, **TXF**

10:45

COFFEE BREAK

## PLENARY

## IDEA LAB

11:30

**Keynote ECA Panel: Promoting Export Finance**

Hear government and ECA heads from crucial manufacturing nations discuss what they are doing to help their exporters, investors and the market.

- How will ECAs maintain relevance, and develop products to match changing times?
- Will fast growing regions in need of cover see an increase to help exporters and development?
- How do ECAs differ on underwriting risk? What will change in terms of local content? Is there a change in the OECD Consensus?
- Will ECAs continue to increase direct lending? Will banks be disintermediated or serve a new purpose?
- Are ECAs getting better at collaborating with each other, as well as harmonising their offer, in the interests of efficiency for end-users of the product?

**Beatriz Reguero Naredo**, Chief Operating Officer State Account Business, **CESCE** & Head of Middle and Long Term Committee, **Berne Union**

**Alessandro Decio**, CEO & General Manager, **SACE**

**Anna-Karin Jatko**, Director General, **EKN**

**Nicolas Dufourcq**, CEO, **Bpifrance**

**YoungKee Kim**, Director General, **KEXIM**

**Charles J. Hall**, Acting Chairman and President, **Export-Import Bank of the United States**

**Moderator: Klaus R. Michalak**, CEO, **KFW IPEX-Bank**

**Infrastructure Financing: Unlocking Emerged and Emerging Market Opportunity**

With ambitious infrastructure programmes appearing in many election manifesto's, can the challenges to assembling bankable infrastructure deals be overcome?

- With equity and debt interest in infrastructure high, can ambition meet appetite?
- What challenges exist in allocating construction, operations and revenue risk mitigation?
- What risk mitigation structures for revenue and operational risk exist to enhance lender security? What can be learned from financing middle-income infrastructure in Colombia, Turkey and the Philippines?

**Tracey Webb**, Vice President, Structured Finance, **OPIC- Overseas Private Investment Corporation** **Moderator: Tom Nelthorpe**, Contributing Editor, **TXF**

12:20

**Key Industry Trends in Export Finance**

An essential briefing on the key trends influencing the export and project finance market today, drawn from a wide range of analysis.

**Laurent Valentin**, President & Founder, **Accolade Advisors**

**Gabby Buck**, Chair, **BBA Export Finance Committee**

**Andreas Klasen**, Professor of General and International Business, **Offenburg University**

**Moderator: Dan Sheriff**, Managing Director, **TXF**

**Mining & Metals: More Debt Options, Less Room to get it Wrong**

- From iron ore, to coal, to base metals and precious metals, which resources have the best prospects?
- How is the regulatory environment evolving for developers, including managing permitting and environmental and social risk?
- What can be learnt from past mega-projects in coordinating DFIs, ECAs, commercial banks, and diverse contractor groups?
- How can small to mid-size developers secure financing by utilising mine finance funds, streams, equipment finance and ECA support?

**Moderator: Tom Nelthorpe**, Contributing Editor, **TXF**

13:00



## PROJECT FINANCE STREAM

## EXPORT FINANCE STREAM

## ITALIAN AFTERNOON

14:45

**Conventional Power: A Continued Relevance**

Power drove the market in 2016 and left many exporters with full order books, half way through 2017 we look at the pertinent issues:

- With the Middle East and Asia leading the charge for gas-fired power, will the tightening of terms slow growth in new projects?
- In the wake of COP21 what opportunities are left for large-scale coal development?
- How can commercial banks and DFIs collaborate to fund small-scale IPPs in frontier markets? Will banks and ECAs be more active in Nuclear construction?
- Are concession structures robust enough in transmission and storage and what have lenders' experiences been with battery and pumped storage?

**Katerina Tsimpa**, Head of Corporate Finance, **National Grid**

**Vlad Bobko**, Head of Crisis Management, **Aon**

**Johannes Nagler**, Head of the Finance and Export Credit Insurance Department, **STRABAG International GmbH**

**Moderator: Kathrin Marchant**, Partner, **Baker McKenzie**

**Leading Lights: Global Exporters' Panel**

Industry-leading exporters reveal common challenges and opportunities:

- Has the debate surrounding OECD and non-OECD exporters evolved? What would be an ideal balance in the eyes of exporters?
- Geographically, where will we see meaningful growth? Does the rise in protectionism concern exporters who pride themselves on going overseas?
- What ECA bank products are favoured by exporters, and how can the industry evolve to suit the modern exporter?

**Dario Liguti**, Managing Director, Head of International Export Finance, **GE Energy Financial Services**

**Matthias Doehrn**, Department Head ECAs & Investment Guarantees, **Siemens Financial Services**

**Jean-Philippe Neau**, Global Head of Financing & Treasury, **STX France**

**Ángela Pérez**, Head of Finance, **Elecnor**

**Moderator: Yasser Henda**, Global Head of Export Finance, **BNP Paribas**

**The Latest and Greatest: Italian Agency Update**

Hear from CDP, SACE and SIMEST on what the new structure means for the Italian export finance community.

**Alessandra Ricci**, Chief Underwriting Ofcer, **SACE**

**Giulio Dal Magro**, Export Finance, **CDP**

## PROJECT FINANCE STREAM

### Oil & Gas: Positioning for the Rebound

With crude prices rebounding is now the time for developers to reconsider their capex decisions – and banks their financing models?

- What evidence is there that investment decisions are now picking up? Which sub-sectors are benefiting?
- Which reserve-based loan borrowers should see the biggest improvement in terms? Large corporates or smaller non-recourse?
- Drill-ships and FPSOs: Are there signs of slack in the charter market?
- Trends in LNG: A permanent shift from large export projects towards floating regasification? What opportunities lie in LNG to power projects in Africa and the Americas?
- Pipelines: Looking for life in North American north south and Eurasian east-west prospects, and for how politics meets commercial and ECA capacity.

**Vineyesh Sawhney**, Head of Financial Resources and Senior Vice President, **Reliance Industries**

**Dorus Everwijn**, Director Project Finance, **CB&I**

**Agnès Brault**, VP Treasury, Financing & Risk, **TechnipFMC**

**Kristian Flaten**, Senior Vice President, Oil & Gas Projects, **Export Credit Norway**

**Moderator: Alastair Hensman**: Vice President, Energy & Chemicals Advisory, **Nexant**

15:30

## EXPORT FINANCE STREAM

### Plugging the Gap: Optimising Non-Bank Liquidity

How can collaboration with NBFIs help banks optimise their scarce liquidity and balance sheet capacity to support clients and bottom line?

- How can non-bank investors make banks more efficient in providing loans to clients? How is this structured and what roles do different parties play?
- What impact is regulation having on liquidity and balance sheets? What might the future look like as a result of the changes this is driving?
- Do different market participants price the same risk differently and can this benefit the market as a whole?

**Sam Taylor**, Senior Portfolio Manager, **NN Investment Partners**

**Arnaud Sarret**, Global Head Structured Export Finance, **Natixis**

**Guy Morgan**, Treasurer, **Efic**

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

**Gert Dijkstra**, Chief Strategy & Communication, Member of the Board, **APG Asset Management**

**Moderator: Sean Keating**, Editor, **TXF**

## ITALIAN AFTERNOON

### Overview of Key Export Markets

As a global exporting hub, our panel of banks, exporters look at business opportunities in:

- Africa; how has the shift from West to East changed the outlook for exporters and what is the potential of nations including Kenya, Tanzania and Ethiopia?
- Iran; will it happen? Can Italy mirror Germany by providing indemnity for its banks and allowing business to begin?
- Will ECA business to the Middle East continue to be a growth opportunity and what sectors will this be in?
- Cruise shipping, power and defence have led the way in 2015/2016, is this trend expected to carry on for the next few years?

**Fabrizio Mazza**, Partner, Credit, Political and Security Risks, **JLT Specialty**

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

**Andreas Back**, Financial Services Manager, **Wärtsilä**

**Moderator: Riccardo Rossitto**, Senior Partner, **Arcus Financial Advisors**

16:15

## COFFEE BREAK



16:35

### The Project Financiers Guide to the Galaxy

Project sponsors and borrowers from the largest global industries and investment destinations gather to strategise future growth opportunities and discuss how to structure the perfect deal:

- Will Africa and the Middle East continue to offer exciting growth potential?
- What one thing could banks do to help deals close more smoothly?
- Would cross-border project finance survive a lurch towards protectionism in world trade?
- Is there more room for capital markets products to evolve in project finance?

**Phillip Hall**, Head of Structured Finance for EMEA, **Mitsubishi UFJ Financial Group (MUFG)**

**Kelly Thomson**, Head of Structured Finance and Capital Markets, **Mubadala Development Company**

**Tim Treharne**, Chief Operating Officer, **Meridiam**

### Back to the Future: Innovation in Export Finance

This session delves in to the latest significant developments in export finance, and explores what's next:

- Overview of the agile insurance product, with examples from mega projects, and the plethora of different financing options available
- Across project bonds, green bonds, MLA bonds and ECA bonds, are capital markets the new frontier of export finance?
- How will changing needs in emerging markets and new technologies push banks to reinvent their financing tools again?

**Daniel Borrego**, Senior Banker, Loan Syndications, **European Bank for Reconstruction and Development (EBRD)**

**Moderator: Hacina Py**, Global Head of Export Finance, **Société Générale**

### Collaborative Panel: Evolution of the Italian Export Credit System

Following the integration of the Italian system, this panel comprised of exporters, agencies and international banks delve into the key questions posed by the changed:

- How has the Italian system evolved and what can we expect from CDP, SACE and CIMEST? What does this mean for CIRR rates?
- How has the Italian Export Finance community adapted to the changes? How can we respond to the high cost of USD funding for European banks?
- What are the views of the international banking community and Italian Banking Association on the latest developments?
- Will the proposed decrease of cover to 95% and current country ratings make it difficult for Italian exporters to compete with their German and French counterparts?

**Francesca Beomonte**, Head of STEF Italy, **UniCredit**

**Cristina Morelli**, Managing Director, Export Finance, **SACE**

**Dr. Claudio De Eccher**, Director, **De Eccher Group**

**Moderator: Luca Lunari**, Chairman, **AIBE Committee on Export Finance**

## PROJECT FINANCE STREAM

### Renewables: Clean Energy and Carbon Promises

New and capital-intensive technologies and low-carbon promises may lead to a boom in financings for the renewables sector:

- How are changing patterns of electricity use and production creating financing opportunities in the generation, transmission and storage infrastructure of renewable energy?
- Which renewable technologies are poised for growth (wind, solar, geothermal, biomass, tidal)?
- What investors – financial, strategic, or utility – are best placed to make this happen? Under what circumstances will institutional investors provide debt to emerging renewables technologies? When are ECAs useful?
- Which governments have been most successful in assembling financeable renewables programmes and why?

**Stefano Fissolo**, Vice President, Energy Efficiency, **Susi Partners**

**Pablo Otin**, Vice President, Emerging Markets, **8minutenergy**

**James Meffen**, Director, Project Finance - Europe and Asia, **The AES Corporation**

**Moderator: Tom Nelthorpe**, Contributing Editor, **TXF**

## EXPORT FINANCE STREAM

### Restructuring ECA Covered Financings – What are the Challenges?

The latest Berne Union suggests a claims peak, with 2015 and 2016 at the highest since the global financial crisis. With payment defaults coming from private borrowers not countries, restructuring of ECA covered financing in the private sector has become more frequent and challenging.

- How to deal with the different class of creditors and ECAs? Do ECAs coordinate between themselves?
- What are the specific constraints for an ECA compared to a bank?
- What are the ECAs' expectations vis à vis banks? And those of banks as insured parties? Crucial role of other creditors.
- Are general terms and conditions well adapted to the most difficult cases?
- What best practices should be promoted to facilitate and give more chances to restructuring?

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

**Nikolai Eatwell**, Partner, **Clifford Chance**

**Olav Einar Rygg**, EVP Director of Lending - Shipping & Offshore, **Export Credit Norway**

**Moderator: André Gazal**, Global Head of Export Finance, **Credit Agricole CIB**

## ITALIAN AFTERNOON

17:20



18:05

**Boats will transport all guests from the Hilton Hotel Pier to the CINI Foundation for the Cocktail Reception & Gala Dinner**

All guests are invited to attend a special evening of food, drink and entertainment at a star-studded reception to rival the Oscars! The gala dinner is included in the ticket price and takes place at the magnificent CINI Foundation





08:00

**Breakfast Briefing Session - Africa**

Discover new export and project finance opportunities in Africa – start off the day with an informal and interactive session looking at Africa’s most exciting growth markets and weigh up options to mitigate political risk.

*Dr Robert Besseling, Executive Director, EXX AFRICA*

*\*By Invitation Only*

09:00

**Chairman’s Opening Remarks**

09:10

**Unfunded Risk Distribution: Mixing Public and Private to Make Projects Work**

This discussion will aim to move the discussion forward on the interplay between agencies and private insurance. How has the relationship changed and what are the possibilities and limitations? More importantly, what does this mean for the end client?

*Edward Nicholson, Senior Partner, JLT*

*Andrew Underwood, Regional Product Leader UK & Ireland, Political Risk & Trade Credit, XL Catlin*

*Charles Berry, Chairman, BPL*

*Frank Vanwingh, Group Deputy CEO, Credendo – Export Credit Agency*

*Simon Sayer, MD, Structured Trade and Export Finance, EMEA, Deutsche Bank*

*Patrick Nimander, Director, Finance, EKN - Exportkreditnämnden*

*Moderator: Alessandro Castellano, Global Head of Credit Lines, Zurich*

10:00

**Essential Listening: Keynote Borrowers Panel**

Key borrowers and project sponsors from Asia, Europe, Africa, Middle East and the Americas gather to discuss their financing strategies. What’s covered:

- Latest strategies
- Common challenges to gaining ECA and DFI support
- Best practices to structuring multi-tranche deals, and how to work with local, regional and international banks, agencies, DFIs/MFIs and other institutions
- How to speed up transactions/projects to get them over the line

*Ilya Krasnov, Head of Corporate Finance and Financial Risk Management, Metalloinvest*

*Kelly Thomson, Head of Structured Finance and Capital Markets, Mubadala Development Company*

*Zeynep Küçüköner, Treasury and Foreign Relations Manager, Yapı Kredi Leasing A.O.*

*Peter Luketa, Managing Director, CB Advisors*

*Moderator: Jonathan Joseph-Horne, Global Coordinator & EMEA Head, Export & Agency Finance, Sumitomo Mitsui Banking Corporation (SMBC)*

10:45

**COFFEE BREAK**



## PLENARY

## IDEA LAB

11:25

### Political and Economic Outlook in a New Age of Uncertainty

This panel gathers 3 top economists to forecast political risk and economic trends up to the end of the decade. Delegates will then vote for the forecast they believe is most likely to materialise, using the audience response system. The discussion centers around some key issues:

- How will the Trump administration continue to change global trade and what opportunities and challenges arise from this?
- What impact will Brexit have on Europe, and will Eurozone crises continue into 2020 and beyond?
- Will China's commodity consumption see a return to old levels and what does this mean for commodity prices going forward?
- Can oil recover to prices seen before the slump? What does this mean for new projects and investment in renewables?

**Derek Halpenny**, Executive Director, European Head of Global Markets Research, **Mitsubishi UFJ Financial Group (MUFG)**

**Nathalie Wlodarczyk**, Vice President, Consulting EMEA, Economics and Country Risk, **IHS Markit**

**Alessandra Lanza**, Partner, **Prometeia S.p.A.**

**Moderator: Dr. Rebecca Harding**, Co-Founder & CEO, **Equant Analytics**

12:10

### Middle East & North Africa: Insights from the Fastest Growing ECA Market

TXF Data shows the MENA region accounting for 30% of global Export Finance volumes after 3 consecutive years of rapid growth. The panel seeks to explore this phenomenon further and debate if this a temporary shift as the region adjusts to lower oil prices, or if this trend is likely to be sustained. The panel will explore the experiences of new and experienced borrowers in the region, sharing actionable insights on:

- How has the involvement of ECAs in the MENA region evolved over the past 5 years from their previous role in primarily providing liquidity to large Project Finance transactions? Will this change in the near future?
- What can borrowers learn from the recent transactions that have been concluded in the region, and how can they benefit from growing ECA appetite for the region?
- Why is ECA financing for construction / real estate projects been limited to the MENA region and can borrowers elsewhere seek to replicate this success?
- From a Borrowers perspective, what factors need to be considered while selecting a supplier, an ECA, and the banking group for a successful transaction?

**Neeraj Agrawal**, Group Chief Financial Ofcer, **Crescent Petroleum**

**Rani Selwanes**, Managing Director & Head of Investment Banking, **NBK Capital**

**Esam El-Makkawy**, Head of Treasury, **Dubai World Trade Centre**

**Tom Koczwar**, Director, **Debt Management Office, Government of Sharjah, UAE**

**Moderator: Manav Futnani**, Head of Export Finance MENA, **HSBC**

### Collaboration Between ECAs and DFIs

This session explores how co-funding structures can be set up to enable funding for crucial projects, from a combination of ECA and DFI support. Drawing from case studies and lively debate we answer the question, how can the agencies collaborate to get more projects over the line?

**Daniel Borrego**, Senior Banker, Loan Syndications, **European Bank for Reconstruction and Development (EBRD)**

**Isabel Galdiz**, Vice President, International Relations, **Export Import Bank of the United States**

**Ulrich Schulte Lünzum**, Head of Project Finance, **Euler Hermes**

**Michael Emery**, Head of Syndications - Europe, Middle East & Africa, **International Finance Corporation (IFC)**

**Raffaele Cordiner**, Investment Officer Corporate Lending - Africa, Asia and Latin America, **European Investment Bank**

**Bessem Soua**, Head of Business Acquisition, **The Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC)**

**Moderator: Tom Nelthorpe**, Contributing Editor, **TXF**

### Moving Forward: ECA Regulation

2016 saw a genuine move in the right direction in terms of advocacy efforts, we delve into the latest for the industry.

- Is the industry close to a significant regulatory breakthrough?
- Will the European Commission give banks capital relief?
- What has the ICC and Berne Union achieved since TXF Rome 2016 that will help to push more deals through?

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

**Henri D'Ambrières**, Advisory Services - Export, **Trade and Project Finance, HDA Conseil**

**Kai Preugschat**, Head, Office of Cofinancing Operations, **Asian Development Bank**

**Olivier Paul**, Head of Policy, **ICC Banking Commission**

12:55



## ASIA EXPORT & PROJECT FINANCE STREAM

### China Outbound: Making the Belt & Road Initiative a Reality

- How will the One Belt One Road Initiative see China increase its role in developing and financing intercontinental trade infrastructure? What is the role of its policy lenders and AIIB?
- What can be learnt from the past Chinese experience with resources financings and direct government infrastructure development? Is host government support enough to get the mega-infrastructure network of ports, canals and rail built?
- How can priorities in private infrastructure support and invest in renewable assets and utilities be realised?
- Are there co-investment opportunities for the international community and what is the role of Chinese commercial banks in outbound financing efforts?

**He Shenyuan**, Chief Representative London Rep. Office **Sinosure**  
**Jiang Guodong**, Division Chief, Strategy and Planning Department, **China Exim**

**Graham Porter**, Chairman, **Tiger Group Investments**

**Wu Wenhao**, President MENA, **POWERCHINA**

**Antje Rigo**, Executive Manager Export Finance, **Ferrostaal Industrieanlagen GmbH**

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

14:25

## EXPORT FINANCE STREAM

### Searching for Buoyancy: Appraisal of the ECA Shipping Market

An examination of the state of the offshore, cruise and shipping markets. What has been done through 2016 and could this be a key growth area in 2017-18?

- Will cruise continue to be the shining star in the shipping industry? Is there movement outside of this?
- What opportunities do offshore wind farms offer shipyards in building new vessels for maintenance and construction?
- What are the market prospects going forward, for the oil and gas markets, specialised vessel LNG carriers, FPSOs and FLNG vessels, as well as general lighters, tankers, bulkers, container vessels?

**Richard Gruenhagen**, CFO, **MV WERFTEN**

**Venugopal Venkatesh**, CFO, **Oman Shipping Company**

**Moderator: Francesca Beomonte**, Head of STEF Italy, **UniCredit**

### Stake Your Claim: A Private & Public Briefing

Our panel of experts in the public and private market debate how to keep ahead of the game in the world of claims:

- The ongoing question: How will the Insurance Act 2015 impact claims?
- Fame or shame? Is arbitration, mediation or court the best course of action?
- The lowdown on the latest trends in public vs private obligor claims
- What can be learned from past claims and what pitfalls can be avoided to ensure claims are paid?
- Which geographies are private and public insurers giving adequate cover to? Who needs to be doing more, and where?

**Margaret Curzon**, Associate General Counsel Claims, **XL Catlin**

**Andrew Grant**, Partner, **Clyde & Co**

**Moderator: Karen Westall**, Executive Director, Political Risk & Structured Credit, **Aon Risks**

## PROJECT & EXPORT FINANCE IDEA LABS

### High Flying Birds: Aviation Finance and the ECA market

This session brings airlines and manufacturers to express financing requirements, opportunities and challenge for the export and aviation finance community

- The future of aircraft capacity and supply, will there be capacity discipline by airlines, financiers and OEMs?
- Where will the financing environment head in 2017? Will it continue to be a sellers' market?
- How will the rise of capital market and institutional investors impact traditional models?
- What does the oil price outlook mean for profitability and how can this be mitigated?

**Moderator: Stephan Cors**, Director Public Investment Finance, **Deutsche Pfandbriefbank**

### Iran: Who will Lead the Charge?

ECAs appear to be queuing up to support Iran trade. Will the market be dominated initially by direct loans and will certain countries be more proactive such as the Chinese?

- Which sectors of industry are regarded as key by Iran?
- What new measures can banks take to deal with the sanctions process?
- Will short term trade finance structures kick start financial support?
- Will the Ministry of Finance take on the most active role or will there be scope for Iranian commercial banks to carve a niche?

**Moderator: Peter Luketa**, Managing Director, **CB Advisors**



### Asian Leaders: Increasing Japanese and Korean Presence in Frontier Markets and Asia

Japan and Korea have been powerhouses in global export and project financings. Will they continue to stay ahead of their Asian rivals, and what role will their financing clout play?

- As Korean and Japanese sponsors turn to Africa, will lenders follow or a mix of DFIs and ECAs direct lending become more important?
- Has there been a shift in focus from export-driven to ownership-driven financings?
- Will we see continuing interest in North and South American power and energy development?
- Where will be the biggest drive in investment for each nation?

**YoungKee Kim**, Director General, **KEXIM**

**Min Kyu Lee**, Director, Specialised Finance/Structured Export Finance, **ANZ**

**Moriyuki Aida**, Executive Officer For Europe, The Middle East And Africa, **JBIC**

**Co-moderator: Hans-Peter Busson**, Partner, Global ECA Coordination Leader, **EY/AHB**

**Co-moderator: Dr Sebastian Hofert von Weiss**, Head of Project Finance, **EY/AHB**

15:10

15:55

COFFEE BREAK



## KEY EXPORT & PROJECT FINANCE MARKETS

### The French Connection: Update on the French Export Credit Set-up

The French export credit has experienced an unprecedented evolution in the last 2 years

- Direct guarantee from French State to the Export Credit Agency and transfer from Coface to Bpifrance Assurance Export
- SFIL's mission of refinancing large size export credits
- Bpifrance's mission to develop small size export credits for SMEs

16:15

**Pedro Novo**, Head of Export Finance, **Bpifrance**

**Anne Crepin**, Deputy Head of Export Credit, **SFIL**

**Maëlia Dufour**, Director, **Bpifrance Export Insurance**

**Moderator: Alexandre de Vathaire**, Head of French Export Finance, **BNP Paribas**



## KEY EXPORT & PROJECT FINANCE MARKETS

### Latin America: Rising Like a Phoenix

How can a once strong reputation for energy and infrastructure procurement recover?

- After Lava Jato and Odebrecht, can faith be restored in Brazilian infrastructure procurement?
- What does the Trump admiration and future of NAFTA mean for Mexican prospects going forward?
- Which countries still offer promising returns to commercial banks?
- What did Colombia get right on the 4G roads program and where do the opportunities lie next?

**David Albagli**, Managing Director, Head of Global Trade, **BBVA**

**Guilherme Laux**, Head of Export Credit & Guarantees, **Ministry of Finance, Federal Government of Brazil**

**Moderator: Thomas Manning S. Berkes**, Head of Structured Solutions, **Santander Brazil**

## PROJECT & EXPORT FINANCE IDEA LABS

### Russia: Known Knowns, Known Unknowns, and Unknown Unknowns

With much promise in Russia, this session looks at what is getting done, what could get done, and the role you are likely to be able to play:

- What is the economic and political outlook for the country, in terms of growth and potential sanctions alleviation - or deterioration?
- What deals are still being done in the country, and in which denomination?
- Which structures are being used to help keep business moving and to what extent is Exiar's flexibility helping to facilitate this?

**Marck Wengrzik**, Executive Director, **AKA BANK**

**Dina Merkulova**, Director, FIs & ECAs, **Alfa-Bank**

**Jürgen Nowicki**, Managing Director, **Linde Engineering**

**Marc Partridge**, Managing Director, Co-Head of Project & Structured Finance, **Gazprombank**

**Moderator: Thomas Baum**, Head of Division Underwriting & Risk Management, **Euler Hermes**



### The TXF Quiz Show

Two teams, two captains, one quest: to be the game show champions of the export and project finance community. This is a fun new TXF session that quizzes panelists on the industry number of rounds. Panelists can expect questions on everything from the most recent developments, deals and themes in the industry to Venetian trade history!

**Michiel de Vries**, Global Head of Structured Export Finance, **ING Bank**

**Richard Hodder**, Managing Director - Global, Head of Export & Specialised Finance, **HSBC**

**Elena Beketova**, Head of Documentary Operations and Export Finance, **Lukoil**

**Isabel Galdiz**, Vice President International Relations, **Export Import Bank of the United States**

**Co-moderator: Dominik Kloiber**, Co-founder, **TXF**

**Co-moderator: Hesham Zakaj**, Associate Director, **TXF**

17:00

17:45

## END & NETWORKING





09:30

## Africa: Competition for Well-Structured Projects Heats up

African governments are making efforts to attract private capital to energy and infrastructure projects, but sovereign financing still present temptations.

- Tweaking and improving the African IPP template: What do recent deals in Rwanda, Sierra Leone, Nigeria and Ghana show?
- To what extent can Morocco's and South Africa's successes influence their neighbours?
- Opportunities for oil and gas export projects in Western, and now increasingly Eastern Africa?
- Are we working towards a usable and replicable template for transport finance in Africa?
- As Asian ECAs stake out their ground in the region, and DFIs continue to be instrumental in funding projects, where do commercial banks and European investors fit in?
- What will the continued impact on China be going forward?

**Michael Emery**, Head of Syndications – Europe, Middle East & Africa, **International Finance Corporation (IFC)**

**Adrian Swift**, Investment Relations Manager, **Mainstream Renewable Power**

**Michael Creighton**, Head: Export Credit Finance, **Nedbank**

**Moderator: Mark Norris**, Partner, **Sullivan & Worcester**

10:00

## 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 driving factors behind each of the above

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

**Laura Galvin**, Managing Director, Asia Head of Export Finance, **HSBC**

**Moderator: Hesham Zakai**, Associate Director, **TXF**

10:45

## Industry All Play 2.0: The Sequel

In 2016, delegates at the TXF Rome conference plotted the future of the industry. In 2017, we plan to put those ideas into practical action. This dynamic and fun networking session will partner corporates, agencies, FI's and lawyers into pre-selected groups to deal with each of the predictions the delegation made at TXF Rome 2016.



11:45

## COFFEE BREAK

12:15

## The Global View: A Berne Union Perspective

A look into Berne Union member data and survey results to give a synopsis of the latest trends in claims, MLT business, SME finance and what this means for the future of export finance.

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

12:30

## Project Enablers: The Alternative Perspective

At a time when alternative investment is having a greater impact than ever, this session gives delegates the lowdown on private equity, alternative finance and pension fund investment.

- Which sectors and markets are proving to be most attractive?
- How can counterparties actively seek early stage financing to move projects over the line?
- To what extent is the appetite of alternative lenders determined by macroeconomic conditions and factors?
- What more can be done by the industry to facilitate a smoother flow of financing?

**Munawer Shafi**, Head of Structured Finance, **Aviva Investors**

**Sidd Bhati**, Vice President, UK Solution Sales, **Citi**

**Moderator: Sean Keating**, Editor, **TXF**

13:15

## Deal Session: Is My Project Bankable?

A series of exporters and developers will present a project they are experiencing challenges with. Our seasoned team of experts within the project and export finance space, give advice on whether these projects are currently bankable, and if not what could be done to get them over the line?

**Simon Sayer**, MD, Structured Trade and Export Finance, EMEA, **Deutsche Bank**

**Simon Jones**, Head of Export & Agency Finance EMEA, **TD Bank**

**Gabriel Buck**, Chair, **British Bankers' Association - Export Finance & Trade Committee**

**Moderator: Dan Sheriff**, Managing Director, **TXF**

14:00

## END & NETWORKING

# SPOTLIGHT SESSION: BORROWERS' ROUNDTABLE DISCUSSION



Join our exclusive roundtable in Venice to discuss the borrowing landscape, talk about your experiences and look at the latest themes in your space. **The content of the Borrowers' Roundtable will be private and confidential.**



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.



To register for this session, please email:  
[hesham.zakai@txfmedia.com](mailto:hesham.zakai@txfmedia.com)



## BORROWERS ATTENDING TXF VENICE INCLUDE:

**Kelly Thomson**  
Head of Structured Finance  
and Capital Markets  
**Mubadala Development  
Company**

**Ilya Krasnov**  
Head of Corporate Finance  
**Metalloinvest**

**Olga Kirichenko**  
Head of Corporate Finance  
**Gazprom Neft**

**Elena Beketova**  
Head Of Documentary  
Operations and  
Export Finance  
**Lukoil**

**Michael Auflick,**  
Administrator, Corporate  
Finance & Project  
Development Department,  
**Saudi Aramco**

**David Olsen**  
Senior Funding Officer  
**Maersk**

**Alexey Voronov**  
Head of Treasury  
**Metalloinvest**

**Umesh Pandit**  
Senior Manager  
**Adani Global**

**Vineyesh Sawhney**  
Head of Financial Resources  
and Senior Vice President  
**Reliance Industries**

**Mikhail Sychev**  
Head of Loans and  
Structured Finance  
**Gazprom Neft**

**Venugopal Venkatesh**  
CFO  
**Oman Shipping Company**

**Katerina Tsirimpa**  
Senior Treasury Manager,  
Corporate Finance  
**National Grid**

**Neeraj Agrawal**  
Group Chief Financial Officer  
**Crescent Petroleum**

**Rafael Delgado**  
ECA & Corporate Finance  
Manager  
**Petrobas**

**Sincedile Shweni**  
Corporate Specialist Funding  
Execution  
**Eskom**

**Zeynep Küçüköner**  
Treasury and Foreign  
Relations Manager  
**Yapı Kredi Leasing A.O.**



# TXF

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AGENCY & PROJECT  
FINANCE  
OCTOBER  
HONG KONG**

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**TXF MIDDLE EAST 2017:  
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EXPORT & AGENCY FINANCE  
7 & 8 NOVEMBER  
DUBAI**

**NOVEMBER**

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FINANCE  
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7 SEPTEMBER  
MADRID**

**SEPTEMBER**

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