



EXPORT FINANCE LEADERS' THINK TANK

MEMBERS
EXCLUSIVE

WEDNESDAY MAY 5
3PM-5PM CEST

A TXF MEMBERSHIP EVENT FEATURING SENIOR INDUSTRY
LEADER SPEAKERS AS WELL AS A BIG PICTURE KEYNOTE.

THE BIG PICTURE: ADAPTING YOUR ORGANISATION TO THE NEW PARADIGM

There is little doubt that 2020 is going to have a lasting impact on the world of work. Working remotely will become more commonplace, but how can it be tailored to also work for newer recruits and those without a dedicated home office? What training is needed to allow teams to maximise their productivity in this paradigm? How will all of these changes affect recruitment and retention strategies? What impact will 'Zoom-free Fridays' and commitments to net zero have on creating a different work environment in an industry renowned for its hardworking hours?

Ebru Pakcan, Global Head of Trade, **Citi (TTS)**
Moderator Hesham Zakai, Managing Director, **TXF**

This keynote presentation will give you ample food for thought on organisational changes and challenges for your export finance team.

HEADS TOGETHER: EXPORT FINANCE'S LEADING VOICES

We gather global heads from banking institutions, CEOs from the world's leading ECAs, and CFOs from top corporates for a high-level overview of export finance today:

- Hard hit industries: when will sectors such as cruise and transport return, and what are banks and ECAs doing to support them in the meantime?
- How have corporates' financing requirements changed and what are the key constraints they currently find themselves under?
- A sustainable outlook: what policies do our leaders' organisations have in place, and what does transition look like on a day-to-day basis? Are deal teams incentivised to generate more sustainable business, and how does this fit into an organisation's entire portfolio - which includes oil and gas?
- Looking at the funding mix: how important are DFI collaboration and blended finance solutions in the future of export finance? With ECA direct lending on the rise, what role do banks play going forward?

Kathrin Eich, Global Head of Export & Agency Finance, **Commerzbank**
Erik Hoffmann, Global Head of Export & Agency Finance, **Santander**
Beatriz Reguero Naredo, COO, State Account Business, **CESCE**
Massimo Falcioni, CEO, **Etihad Credit Insurance**
Moderator Hesham Zakai, Managing Director, **TXF**

This session will feature an extended Q&A to give you ample time to put your questions to our leaders