

TXF
Germany
2017

EXPORT FINANCE

19TH & 20TH SEPTEMBER

CAPPED ATTENDANCE EVENT, 2 GUESTS PER INSTITUTION
BOOK EARLY TO AVOID DISAPPOINTMENT

#txfgermany

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TXF Germany 2017

19th & 20th September | AKA Bank headquarters,
Große Gallusstraße 1-7, Frankfurt

Excellent forum
in a workshop
atmosphere

RALF PEPMOLLER

Director, Maveh GmbH

PLEASE NOTE
THIS EVENT
WILL BE
CONDUCTED IN
GERMAN.

Best one ever, better than
everything else in the market and
also from TXF

SMS GROUP

Attendance will be capped at 120 delegates, with a 50/50 split of corporates and non-corporates. That way, the networking is balanced and our guest list is full of senior industry decision-makers.

In 2017 we will be running the event for two days. This means more time to network in between sessions and the chance to learn at a more relaxed pace.

Join us from 11am on the 19th September (a later start time for those who have to travel in) and enjoy a networking lunch at 1.45pm on the 20th before heading back to the office.

Excellent mix of topics
and very good size.

DR DANIEL REICHERT-FACILIDES

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TXF Germany!

Key experts confirmed to speak include:

Christoph Herfarth, Head of Export Finance and Export Credit, Guarantee Department, **German Federal Ministry for Economic Affairs and Energy**

Tobias Behringer, Head of Finance Advisory, Project & Export Finance, Power and Gas, **Siemens Financial Services**

Thorsten Kubatzki, Geschäftsfhrer, **Homag Finance**

Ralf Schwarzhaupt, Managing Director, **Ferrostaal Equipment Solutions GmbH**

Jens Haupt, Vice President - Head Financial Division, **SMS Group**

Johannes Nagler, Head of Finance and Export Credit Insurance Dept., **STRABAG International GmbH**

Reimund Felderhoff, Managing Director, Wirtgen Jochen Anton-Boicuk, Director, **Commerzbank**

Carsten Brzeski, Chief Economist, **ING Bank**

Antonio Sala, Executive Director Global Export & Agency Finance, **Banco Santander**

Dietrich Stiller, Partner, **SZA**

Georgi Karaivanov, Director, Structured Export Finance, **Standard Chartered**

Gabriele Freifrau von dem Bussche, Head of ECA Finance, **Deutsche Pfandbriefbank**

Tilo Klinner, Commissioner for international trade promotion and technology policy, **Federal Foreign Office of Germany**

Jan-Henrik Rufer, Managing Director - Commercial & Project Financing, **General Electric**

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

Christian Bockler, Head of Project and Structured Finance, **MV WERFTEN Wismar GmbH**

Axel Schaefer, Head of Corporate Finance, **Herrenknecht Group**

Marck Wengrzik, Executive Director, **AKA Bank**

Solveig Pape-Hamich, Head of Department Sustainability, **Euler Hermes**

Gerhard Forster, Senior Manager Export Finance, **GEA Deutschland**

Beate Bischoff, Executive Director, **AKA Bank**

Werner Schmidt, Managing Director Head of Structured Trade & Export Finance Germany (STEF) Global Transaction Banking, **Deutsche Bank**

Gina Fitzgerald, Director, **BPL**

Julia Pfeil, Partner, **Baker McKenzie**

Dorothee Schneider, Deputy Head of the Office for Strategic Projects Abroad, **BMW**

Chiara-Felicitas Otto, Managing Director, **Exficon**

Anna Ponomareva, Managing Director Structured ECA Finance, Trade & Export Finance, **VTB**

Sissi Gerstenkorn, Head of Unit Africa/China, **Euler Hermes**
Oliver Roth, Director STEF, **ING**

Michael Maurer, Head of Relationship Management Trade & Export Finance, **LBBW**

Heiko Lentge, Director, **PwC**

Udo Raab, Executive/Coverage, **Standard Bank**

Now for the networking...

18th September | Evening

It's time for some food and drink. Come and enjoy a beverage with us at the ice-breaker drinks and meet your fellow guests before the event.

20th September | Lunch

After the day's sessions end we'd like you to stick around for a relaxed networking lunch. Catch up with a colleague or take a seat next to your new client, just make sure to enjoy the food!

19th September | Evening

And for the main event, AKA Bank will be hosting a cocktail reception for all of our guests of TXF Germany. Make those new connections and discuss the days' events.

Thank you to you and the rest of the team for an excellent conference. From the macro-economic overview to the "nuts-n'-bolts" discussions, the conference was refreshingly to the point.

CHRISTIAN ETZEL

Executive Director Head of Export Finance
Dekabank

Germany has one of the biggest export finance markets worldwide and deserves a premier summit for its major decision makers. TXF has again set up a new benchmark with the German export finance conference!

RALPH LERCH

Global Head of Export Finance,
Commerzbank

Meet exporters at the top of the pile

Previous corporate attendees include:

Andritz Hydro

Asea Brown Boveri

Brueckner

Daimler

Exficon

Federal Ministry for Economic Affairs and Energy

Ferrostaal Equipment Solutions

GEA Group Aktiengesellschaft

General Electric

**German Federal Ministry for Economic Affairs and
Energy**

German Foreign Office

Getinge Group

Heidelberger Druckmaschinen

Herrenknecht Group

Homag Finance

Jebsen & Jessen

John Deere Financial Services

Krones

Linde

MAN Diesel

Maveg

MV Werften

PRIMETALS Technologies

Proman

Siemens Financial Services

SMS Group

SSP Group

STEAG

STRABAG International

Wirtgen

Agenda

Day 1: 19th September

Please note that all timings are approximate

10:15 **Registration, coffee & networking**

11:00 **Chairman's opening remarks**
Marck Wengrzik, Executive Director, AKA Bank

11:15 **An economist's guide to exporting**
A geo-economic overview of key trends and areas of risk, focusing on how they might affect your business; observed and predicted activity from central banks across Europe; and expectations for FX and interest rates.
Carsten Brzeski, Chief Economist, ING-DiBa

11:45 **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.
Dominik Kloiber, Co-Founder, TXF & tagmydeals

12:00 **Keynote presentation: Government policy on export finance**
An update from the BMWi on where export credits sit within the department's overall strategy and changes in policy for 2017, as well as updates on Germany's relations with Turkey and on the current sanctions situation with Russia.
Dr. Christoph Herfarth, Head of Export Finance & Export Credit Guarantee Department, BMWi

12:30 **Networking lunch**

WORKSHOPS AND BRIEFINGS

IDEA LAB DISCUSSIONS

13:45

What if things go wrong?

This workshop examines the size and scope of the private trade credit and political risk market by looking both at whole-market statistics and individual case studies of placements and claims. Including a close examination of how placements are made and of the claims process in the event of a default, force majeure, or other insured eventuality. How are claims assessed, and what is the application process like? How many claims are currently being paid and what does this tell us about the robustness of both the market and the process?

Gina Fitzgerald, Director, **BPL Global**

Chiara-Felicitas Otto, Managing Director, **Exficon**

Country focus: Russia

Russia has traditionally been a strong market for German exports, but have trade relations been impacted by Russia's recent push for increased local production, coupled with sanctions on exports of certain goods, financial instruments and services from the EU (extended until January 2018) and limited counter-sanctions? How are current EU and US sanctions affecting deals into Russia and what strategies are exporters employing to keep doing business? What are the prospects for German exporters supplying to strategic Russian projects such as Nord Stream 2?

Jochen Anton-Boicuk, Director - Export Finance, **CEE/CIS, Commerzbank**

Anna Ponomareva, Managing Director Structured ECA Finance, Trade & Export Finance, **VTB**

Dietrich Stiller, Partner, **SZA**

14:30

Where have all the EPCs gone?

German exporters traditionally had a strong profile as EPC contractors, but many seemed to have stopped offering that service, allowing Chinese EPC contractors to fill the gap. Why has that happened, and are any German exporters looking into EPC contracting again? What does the German EPC contracting market look like in 2017, and what are current contractors' financing strategies?

Jens Haupt, Vice President - Head of Financial Division, **SMS Group**

Ralf Schwarzhaupt, Managing Director, **Ferrostaal Equipment Solutions GmbH**

Heiko Lentge, Head of ECA Advisory Project Finance, **PwC**

Moderator: Stefan Eitel, Director, Metals & Mining, **KfW IPEX**

Country focus: Turkey

Have recently strained relations between Germany and Turkey had any effect on trade between the two countries? What are the difficulties to be aware of when exporting into Turkey, and what are the possible returns? How readily available is bank financing for deals in Turkey in the current climate?

Oliver Roth, Director Structured Export Finance, **ING**

Michael Maurer, Head of Relationship Management, Trade & Export Finance, **LBBW**

15:15

Coffee & networking

15:45

Keynote panel: Creating bankable deals in Africa

Despite a huge need for investment into core infrastructure in Sub Saharan Africa, the number of projects which are actually bankable is notably low. The German government recognised this and unveiled in January 2017 a "Marshall Plan for Africa", aimed at supporting development in the region while promoting German exports. How successful has the plan been so far in getting projects from inception to a stage where bank financing becomes viable? And what options - whether state or private - are available for the initial down payments to help in the process?

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

Udo Raab, Coverage/Executive, **Standard Bank**

Sissi Gerstenkorn, Head of Unit Africa/China, **Euler Hermes**

Moderator: Antonio Sala, Executive Director Global Export & Agency Finance, **Banco Santander**

16:30

Euler Hermes: An update on policies and products

Annual update from the German ECA on its current policies, products and strategy for H2 2017-H1 2018. What cover is Hermes currently open for in Sub Saharan Africa, Turkey, Argentina and Russia/CIS? Which new products are available, and how can they be used?

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

17:00

Exporters' Priorities

German exporters of varying sizes and profiles compare their financing needs and challenges. What do they want from Euler Hermes, lenders and government? Which products work best for them, and how do the various ECAs they work with compare? Where do they see the most activity in their pipelines? Including case studies of recently closed, innovative deals.

Christian Bockler, *Head of Project & Structured Finance*, **MW Werften**

Jan-Henrik Rufer, *Managing Director - Commercial & Project Financing*, **General Electric**

Tobias Behringer, *Head of Financial Advisory, Project & export Finance, Power & Gas*, **Siemens Financial Services**

Moderator: Georgi Karaivanov, *Director Structured Export Finance*, **Standard Chartered**

17:45

Cocktail reception



Day 2: 20th September

Please note that all timings are approximate

08:30

Coffee & Networking

09:15

Briefing: Government policy on strategic international projects

An update on government policy towards exports and export finance in 2017. How does the government define "strategic international projects" and what support is available for large-scale projects which are not considered strategic? Which instruments are available under the strategic support programme?

Dorothee Schneider, *Deputy Head of the Office for Strategic Projects Abroad*, **BMWi**

09:45

ECA Comparison

What products are offered by various European and worldwide ECAs, and how do they compare with Euler Hermes' offering?

Werner Schmidt, *Managing Director Head of STEF Germany*, **Deutsche Bank**

Gabriele Freifrau von dem Bussche, *Head of ECA Finance*, **Deutsche Pfandbriefbank**

| | |
|-------|--|
| 10:30 | <p>Sanctions update</p> <p>An overview of current sanctions affecting German exports, with a particular focus on Iran: what does the snap back clause entail and what mechanisms are in place in the event of a snap back? Which ECAs have a snap back guarantee, and which may consider introducing one? Which other sanctions should exporters and financiers be aware of?</p> <p>Julia Pfeil, Partner, Baker & McKenzie</p> |
| 11:00 | <p>Coffee & Networking</p> |
| 11:30 | <p>Why aren't more Midcaps using export finance, and does it matter?</p> <p>An open discussion about the position of Mittelstand enterprises and export finance. Why so few of them using export finance – is it because they are unable to access it, or because they don't feel the need for it? Do smaller companies understand the product fully, and is export finance well suited to their needs anyway? If it isn't, then which products are best suiting the needs of this mid-market segment, and what reforms could be made to the ECA product?</p> <p>Gerhard Förster, Senior Manager Export Finance, GEA Group Axel Schaefer, Head of Corporate Export Finance, Herrenknecht Group Thorsten Kubatzki, Managing Director, Homag Finance Reimund Felderhoff, Managing Director, Wirtgen Moderator: Beate Bischoff, Executive Director, AKA Bank</p> |
| 12:15 | <p>Briefing: Germany's National Action Plan on Business and Human Rights</p> <p>A National Action Plan (NAP) was announced in December 2016. This briefing will update you on what the plan contains, how you need to react, and what levels of due diligence are required</p> <p>Dr. Tilo Klinner, Commissioner for international trade promotion and technology policy, Federal Foreign Office of Germany Dr. Solveig Pape-Hamich, Head of Department Sustainability, Euler Hermes</p> |
| 12:45 | <p>Chairman's closing remarks</p> <p>Marck Wengrzik, Executive Director, AKA Bank</p> |
| 13:00 | <p>Lunch & open networking session</p> |
| 14:00 | <p>Invitation-only roundtables: GTB and Talent in Trade</p> <p>We will be running two invitation-only roundtables to complement this conference. Please see the following pages for further details.</p> |

GTB: Trade & Supply Chain Finance Afternoon

20th September, 14.00-16.00

AKA Bank, Große Gallusstraße 1-7, 60311 Frankfurt

TXF will be running an exclusive workshop for practitioners and users of trade and supply chain finance, beginning with a keynote treasurers' presentation on developments in working capital optimisation. This close-knit session will bring together community members to discuss how better to bring financiers' offerings in line with corporate treasury departments' needs, through educational workshops and interactive roundtables.

Attendance is limited to maximum 30 participants, and is by invitation only.

This event will give you a chance to network and share ideas with your peers and clients to shape the future of trade finance in Europe.

13:00

Networking Lunch

Kick off the afternoon with a relaxed networking lunch and get to know your fellow delegates

14:00

Keynote presentation: What's in the treasurers' toolbox?

An overview from a corporate treasurer on his/her strategies for placing cash in a negative-interest rate and high liquidity environment, and explains which financing tools are the most interesting – from LCs, to supply chain finance, to capital markets placements – and why.

14:30

Workshop: Comparing different tools and approaches

This constructive, diagnostic working capital surgery examines corporates' positions and identifies which tools might be helpful. Learn from what different banks, investors and supply chain finance platform providers offer, how their products can be onboarded, and how they differ from one another.

15:00

Open discussion

Suggested topics for discussion include:

- The interplay between banks and third-party platform providers
- The role of ethics and accountability in supply chains, including case studies of innovative structures combining the two
- The evolution of supply chain finance – what is unbilled receivables finance and how can it be used?
- The anticipated effect of MIFiD II on corporate finance portfolios

Chaired by: Eugenio Cavenaghi, Head of Trade, Export & Supply Chain Finance, Germany, Switzerland & Austria, **Banco Santander**

For more information, please contact judith.fagelson@txfmedia.com

Invitation-only Roundtable: Developing Talent in Trade

20th September, 14.00-16.00

AKA Bank, Große Gallusstraße 1-7, 60311 Frankfurt

This invitation-only roundtable brings together the brightest and most promising export finance professionals under the age of 40 to discuss what it's like starting out in the industry today, how to make the most of their careers and what innovations could improve the status quo.

Chairperson: Dominik Kloiber, Co-Founder, *TXF & tagmydeals*

Attendance is limited to maximum 20 participants, and is by invitation only. For more information, to request an invitation, or to put forward a member of your team for attendance, please contact dominik.kloiber@txfmedia.com

ECA Finance Training Course

21st & 22nd September

Do you need to refresh your knowledge of ECA finance? Does your team need help navigating the process?

Every year we collaborate up with CC Solutions to produce an interactive course which covers everything you need to know about ECA Finance. How to work with ECAs, how to apply for financing and how to stay ahead of all the industry changes.

Our instructors, Francisco and Valerie, have over 50 years of combined experience in the industry and they only teach small groups. So you can directly benefit from all of their expertise, both in the classroom and back in the office with all of our course documentation.

To book your place, or to find out more about the course, please email us at marketing@txfmedia.com. And if you want to attend the course and the conference, you can get 10% off of the price of both when you book together (quote the code SKOOLED to access your discount).

“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

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