

TXF GLOBAL

EXPORT, AGENCY & PROJECT FINANCE

12-14 JUNE 2019, BERLIN



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8.50 Opening drum roll and TXF MTV greatest hits

9.15

Headline act: keynote ministerial address

The world of export & agency finance is assembled to hear the strategic bigger picture from the German ministry of economic affairs and energy:

- How does the ministry see the evolution of manufacturing and exporting?
- Which locations top national interest, and what will the government do to aid export, trade and international development? How will their plans support energy security?
- How do export, agency and project finance asset classes fit into the bigger economic picture?
- Africa as an investment destination for Germany and the Eurozone, and how politicians can align to ensure growth in the face of competition from other continents
- The importance of trade and collaboration in an era where fragmentation and protectionism are increasing

Dr Ulrich Nussbaum, State Secretary, **German Federal Ministry for Economic Affairs and Energy**

9.30

Rock n roll supergroup: the Industry leaders' panel

Industrial and manufacturing leaders gather to discuss purposeful industrial leadership in the age of innovation and rapid geopolitical change:

- How are multinational industrials gearing their organisations to be purpose driven, sustainable and digitally nimble?
- Shifting consumption patterns and the sharing economy, technological innovations, digital disrupters and the effects of 3D printing
- A new generation of tech savvy talent attracted to soft manufacturing
- Chinese and Indian production: where next?
- What steps are they taking to modernise traditional manufacturing lines and green projects to align with Sustainable Development Goals (SDGs) and Environmental Social Governance (ESGs)?
- How are they utilising the tools of agency finance to bring these projects over the line? What more can commercial partners, agencies and governments do to work towards a common goal?

Dr. Christian Bruch, Member of the Executive Board, **LINDE AG**

Jose Pedro Freitas, CFO, **Mota-Engil Group**

Maria Ferraro, CFO Digital Industries, **Siemens**

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

10.15

Rockin in the Free World: Trade is Not a Four-Letter Word

Our national identity in a globally interconnected world: After concluding eight years at the helm of the Export-Import Bank of the United States in 2017, Fred Hochberg spent the last 18-months engaging with thought leaders across labor, political circles, economists and global business leaders on how trade has become increasingly toxic in our public discourse. In this session, Hochberg will preview findings from his upcoming book "Trade is Not a Four-Letter Word" to be published by Simon & Schuster in January 2020. Including: myths surrounding trade and globalism, some of the sources that lead to the toxic environment we now face, and what we need to do in the future to ensure that we do not repeat history with the rise of automation.

Fred Hochberg, Chairman & President, **Export-Import Bank of the United States (2009-2017)**

Interviewed by: Dr Rebecca Harding, Co-founder & CEO, **Coriolis Technologies Limited**

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VW 'Bull' Tour Bus - rides
available 10am-4pm

10.45 Networking Break

11.45

Keynote: For whom the bells toll - the importance of international collaboration for the future of industry

Dieter Kempf, President, **Federation of German Industries**

12.00

Round 1: So you want to be a rock and roll star? The Export Finance 'Battle of the Bands'

Over the course of the 3-day conference, two teams (The Mods and The Rockers), will battle it out for export finance intellectual superiority. Throughout the agenda will be placed a series of "mini-bouts" where representatives from each team will battle head on in an "Oxford-style debate" on a key industry topic.

For each bout, both contestants will be shown a statement and one contestant will be asked to prepare a statement in favour, and one against. The audience will then use voting pads to decide the winner (based on the best argument, rather than necessarily the statement they most agree with), and the winning team will be the one that wins the most individual bouts over the three days.

Some of the key statements to be debated include:

- The ECA mandate is supporting exporters, not promoting sustainability at all costs
- ECAs can win trade wars
- The OECD consensus is the framework that keeps export finance alive, and it must continue to survive at all costs
- SME support and export finance are simply not compatible
- Export financiers are project financiers by proxy
- Failure to engage institutional investors will render export finance less relevant to corporates and banks alike

The winning team will be crowned at the end of the conference.

Confirmed participants include:

Erik Hoffman, MD, Global Head of Export & Agency Finance, **Santander**

Michael Maurer, Global Head Export Finance, **LBBW**

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

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

Richard Hodder, Global Head of Export and Specialised Finance, **HSBC**

Gabriel Buck, Managing Director, **GKB Ventures LTD**

Simon Sayer, Managing Director, Global Head, Structured Trade and Export Finance, **Deutsche Bank**

Faruq Muhammad, Managing Director, Structured Export Finance, **Standard Chartered Bank**

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

Moderator: Klaus Michalak, CEO, **KfW IPEX-Bank**

12.30 US Exim back in business: A keynote address
Kimberly Reed, President and Chairman of the Board of Directors, US Exim

12.45 Lunch

14.15 Stage 1: (Ballroom A) Silent disco arena:
 Export financiers grab your headsets, walk back into the main plenary, select your stage, tune into the channel you want to listen to - feel free to browse

Stage 3: Proximo powered project & infrastructure finance stream (Renzo Piano)
 Project finance aficionados follow the signs to our blues stage and prepare to join the debate

Zone 1: All the young dudes: sustainability and impact investing
 Bubbling under the surface in our industry over the last few years and now at the forefront of conversation, has been sustainability, a multifaceted term that means different things to different people. How do we define and measure sustainability within the content of export and agency finance and the transactions we close? What is impact investing, who is leading the charge and is this a space for our industry? Has the business case for sustainability become critical? Can developing countries be expected to meet the same standards as developed countries? We evaluate the roadmap at ratings for Sustainable Development Goals (SDGs) and Environmental Social Governance (ESGs).
Hacina Py, Global Head of Export Finance, Société Générale
Leonie Schreve, Head of Sustainable Finance, ING
Elizabeth Kurtz, Head of Sustainable Finance, BBVA
Paul Richards, Head of Structured Export Finance, ANZ
Hussein Sefian, Founding Partner, Acre Capital
Moderator: Daniel Sheriff, CEO, TXF

Zone 2: Tie your finance down: untied products & national interest
 Untied lending has benefits for ECAs and exporters as it allows more flexibility than the OECD Consensus, while borrowers can seal tight ECA pricing as a result. Untied ECA debt, coupled with development aid, is tipped to be an interesting new growth area that allows national interest projects to open up a multitude of infrastructure and supply chain projects. Traditionally non-OECD ECAs like Sinosure have been proponents of this. However recently European ECAs such as Euler Hermes and Bpifrance have been offering such products, marking a shift from an exclusively export driven market for challenging risk situations, to nationally strategic projects. We bring together ECAs, bankers, government and corporates alike to discuss the possibilities and risks borne out of this interesting area.
Sven Uwe Schulz, Leiter Rohstoffpotenzialbewertung, Deutsche Rohstoffagentur (DERA)
Marc Partridge, Vice President Project Finance Advisory & International Cooperation, Gazprombank
Myriam Crosnier, Head of Unit -International, Expertise, Products -Export Insurance, Bpifrance
Moderator: Thomas Baum, Head of Division Underwriting & Risk Management, Euler Hermes

Zone 3: ECA cooperation with China - Chances and Challenges
 ECA financing, the all-time favourite hit for mega and giga projects is seeing a new kid on the block that does not want to play solo anymore. China is conquering the stage in strong efforts to partner with other nations (for example most recently Italy, China signing “New Silk Road” pact). The topic has become very much the focus of attention of other ECAs and is part of an important and controversial political discussion. True ECA cooperation could add a lot to future mega projects both for China and the rest of the world. We take a look at chances and challenges: Will China join the band and rock the stage?
Yang Tianfu, Chief Financial Officer, PowerChina Intl
Michal Ron, Head of International Business, SACE
Ralph Lerch, Senior Vice President - International Trade & Export Finance, DZ Bank
Lars Ponterlitschek, Head of Finance & Risk, SERV
Moderator: Dr. Sebastian Hofert von Weiss, Head of Project Finance, EY/AHB
Moderator: Hans-Peter Busson, Global ECA Coordination Leader, EY/AHB

Zone 4: Small faces: financing SME & Midcap business
 SMEs and midcaps are taking centre stage for many forward thinking ECAs. Growth can come from these companies, but the product has to be simplified, costs reduced, and awareness increased if we are to achieve these aims. We take a look at how simplifying documentation, increasing standardisation, digitisation, and response times can boost SME engagement with export credit.
Carl-Johan Karlsson, Director, EKN
Rocio Uriarte, Deputy Director - Strategy and International Relations. State Account Division, CESCE
Anne Spreuwers, UAM Specialist Underwriting & Account Management, Credendo
Luisa Rebolledo, Chief Representative, EDC- Export Development Canada
Moderator: Eve Hall, Associate Director, Berne Union

Howlin’ Wolf: InfraTech – delivering intelligent infrastructure assets and managing tech risk
 Technological innovation is reshaping infrastructure and transforming traditional assets, such as roads and power grids into ‘smart’ infrastructure. InfraTech is rapidly evolving to deliver data to asset owners and users to enable greater efficiency in everything from bridges, ports, to solar plants and electric cars. Here are the key features of InfraTech and the new risks and opportunities that technologies bring to traditional project finance.

- What is Infratech and how is it impacting the development of infrastructure assets especially in the transportation and energy sectors?
- Technological innovation can be a great enabler but can also rapidly become obsolete – what credit risks do technologies in infra development present?
- How can asset owners harness data to provide greater asset efficiency?
- What challenges does Infratech present to ECAs in evaluating, lending and covering project technology?
- Will transformative technologies shape infrastructure (such as hyperloop) or is tech over-hyped?

Michael Whalen, Managing Director, Berkeley Research Group
Kashif Khan, Infrastructure & Project Finance, Metlife

Stage 1: Silent disco arena (Ballroom A)

Export financiers grab your headsets, walk back into the main plenary, select your stage, tune into the channel you want to listen to - feel free to browse

Zone 1: Gimme shelter - why regulation will change the face of your business

The leading advocates for rigorous yet appropriate regulation gather to give corporate and financial institutions the tools to navigate this ever changing and critical subject matter:

- Role of trade associations and a rallying cry for better industry collaboration
- The multifaceted face of financial regulation, including, Basel III & IV, MIFID, IFRS
- Analysing the work of the IWG and the challenges of regulation from an OECD point of view
- The impact of data, how we regulate and use it for positive change
- Basel IV's Impact on leverage ratio requirements and sovereign risk exposure

Bruno Cloquet, *Chairman, EBF*

Jonathan Joseph Horne, *Managing Director, Structured Export Finance, SMBC*

Henri d'Ambrieres, *Manager, HDA Conseil*

Olivier Paul, *Director, Finance for Development, ICC*

Jens Oliver Haupt, *Head of Financial Services, Senior VP, SMS Group*

Nathalie Berger, *Head of Unit, Directorate-General for Financial Stability, Financial Services and Capital Markets Union, Bank Regulation and Supervision, European Commission*

Moderator: Vinco David, *Secretary General, Berne Union*

Zone 2: Stairway to Heaven: export finance as an asset class for institutional investors and liquidity providers

Bank credit spreads and covered bond spreads have been doing a jive amid global market jitters. With cheap funding for ECA loan origination drying up, liquidity may be affected. These same conditions make ECA cover a more attractive proposition for borrowers, particularly lower rated ones. Financial markets and economic factors point to an increased amount of ECA funding required globally, in excess of what export banks can support efficiently, especially with the implications of regulation on long dated, illiquid loans. Institutional investors and liquidity providers, such as public banks, insurance and pension funds with longer dated liabilities are well placed to pick up the slack here. Liquidity providers such as public banks are already comfortable - now can also institutional investors get more comfortable with construction risk, ECA backed debt and lower yields from projects?

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

Michiel Matthijssen, *Portfolio Management Treasury, BNG Bank*

Kathrin Marchant, *Partner, Baker & McKenzie*

Sabrina Borlini, *Global Head of Syndications, IFC*

Moderator: Ahmet Bekçe, *Head of Global Export & Agency Finance, Citi*

Zone 3: Talking Heads: Speakers corner (15:05)

"Marketable" and "non-marketable" are terms no longer fit for purpose.

Countries are either "Fully marketable"
"Marketable, but not fully marketable" Or, just possibly, "non-marketable" This session asks questions about the second, overlooked category, where private insurers are active, but where ECA support remains essential.

Charles Berry, *Chairman, BPL Global*

(15:35) In the words of Nat King Cole:

"...there may be trouble ahead ... but let's face the music and dance...". ECA data and survey analysis for the year 2018.

Gabriel Buck, *Managing Director, GKB Ventures LTD*

Zone 4: AC/DC - DFI & ECA competition, national interest and blended finance

With the political and commercial drive towards a greener project landscape, ECAs and DFIs increasingly find themselves in competition, with DFIs often swallowing sustainable development projects which could be suitable for ECA finance. Are ECAs restricted to conventional infrastructure projects which wouldn't meet DFIs' rigorous environmental and sustainability criteria? Or can DFIs and ECAs work together towards a more sustainable future? With bilateral development agencies and ECAs vying for similar projects, how can governments better clarify their national interest intentions?

Christopher Millward, *Regional Head Europe Middle East & Africa, MIGA*

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

Rudolf Putz, *Head of Trade Facilitation Programme, EBRD*

Dario Liguti, *Chief Underwriting Officer, SACE*

Dario Liguti, *Chief of Underwriting and Business Innovations Officer, SACE*

Moderator: Kai Preugschat, *Researcher of Lost Time.*

Stage 3: Proximo powered project & infrastructure finance stream (Renzo Piano)

Muddy Waters: stalling on the Road from Paris? Strategies for accelerating the decarbonisation of global Infrastructure

What is the progress of the global infra industry in meeting UN COP21 climate change targets and what needs to be done to accelerate the climate agenda in project finance?

- Can infra decarbonise transport and energy fast enough to meet Co2 goals with emissions still rising?
- Multilateral development agencies have agreed frameworks to meet Paris Agreement targets, but spending commitments were just \$35 billion in 2017. How will this help decarbonisation in the developing world?
- Coal is being shunned by many western banks. Germany recently announced it will ban coal use by 2038. How can green financing be accelerated?
- CESCE recently took the lead in backing green loans for hydro in Colombia. Will other ECAs be taking on green lending to combat climate change?
- Will lower prices, tighter margins and falling subsidies stall renewable power growth?

Thomas Barrett Chairman, *OECD Infrastructure Governance Forum, Global Economy and Development (nonresident), Brookings Institution*

Aaron Konrad, *Director Project Finance Ratings, Scope Ratings*

Pablo Otin, *CEO, Powertis*

TXF Record Label Hunt
Get your record label stamp collection and win a prize when you complete the following:

- Photo booth rock star pose
- Hitch a ride in the AKA Bank tour Bus
- Headline in band hero
- Complete an evaluation form and get your TXF gig T-shirt
- Hang out at the sponsor record shops

15.05

16.05

Break

	Stage 1: Plenary Sessions (Ballroom A)	Stage 2: Project Finance (Ballroom B)	Stage 3: (Renzo Piano)
16.50	<p>How soon is now? The macroeconomic weather report</p> <p>Returning TXF fans who remember the epic export finance concert in Rome, will also remember accurate insights from our returning guest economist Derek Halpenny. Now three years later what will the macro-economic and financial market forecasts look like today, and what key indicators do financial professionals need to be aware of?</p> <p>Derek Halpenny, European Head of Global Markets Research, MUFG</p>	<p>Stage 2: Ballroom B: Born to run - LNG to power project case study</p> <p>We bring together key players to discuss the stage 1 financing of the \$1.2bn, 1,338MW LNG fuelled thermoelectric plant at Açú Port, São João da Barra, Brazil. Built by Gás Natural Açú (GNA), a JV formed by Prumo Logística, BP and Siemens. Drawing our focus on the Euler Hermes backed BNDES and KfW Ipx-Bank financing of the project and innovative solutions in dealing with local currency issues through a new product – the credit guarantee cover.</p> <p>Tobias Behringer, Head of Finance Advisory, Project & Export Finance, Power & Gas, Siemens</p> <p>Peter Purkl, Director, KfW</p> <p>Ulrich Schulte Lünzum, Department Project Finance and Untied Loans, Head of Department, Euler Hermes</p> <p>Moderator: Sanja Udovicic, Partner, Shearman & Sterling</p>	<p>Stage 3: Let's dance: exporters' & borrowers forum</p> <p>Powered by tagmydeals data, we invite the most active exporters & borrowers using ECA finance to take part in this closed-door roundtable debate. We'll address the ECA product offerings and how the industry can better support homegrown manufactures. This gathering will act as an exchange for best practices and innovation in export finance.</p> <p>Moderator: Mark Norris, Partner, Sullivan & Worcester</p> <p>Co-moderator: Max Thompson, Deputy Editor, TXF</p>
17.15	<p>ECA CEO forum</p> <p>Beatriz Reguero Naredo, COO, State Account Business, CESCE</p> <p>Anna-Karin Jatko, Director General, EKN - The Swedish Export Credit Agency</p> <p>Catrin Fransson, CEO, Swedish Export Credit Corporation (SEK)</p> <p>Edna Schoene, Member of the Board of Management responsible for the Federal Export Credit Guarantees, Euler Hermes</p> <p>Alessandro Decio, CEO & General Manager, SACE</p> <p>Pauli Heikkilä, CEO, FINNVERA PLC</p> <p>Shri. M Senthilnathan, Executive Director of the Board, ECGC</p> <p>Jan Vassard, Deputy CEO, EKF Denmark</p> <p>Pedro Novo, Executive Director, Bpifrance</p> <p>Nabil Jijakli, Deputy CEO, Credendo</p> <p>Janusz Wladyczak, CEO, KUKE</p> <p>Wenche Nistad, CEO, GIEK The Norwegian Export Credit Guarantee Agency</p> <p>Swati Dave, Managing Director & CEO, EFIC</p> <p>Moderator: Vlad Bobko, AON</p> <p>Moderator: Jonathan Bell, Editor in Chief, TXF</p>		
18.10	<p>Closing remarks</p> <p>Philip Roberts, Head of Investment Banking EMEA, MUFG</p>		
19.00	<p>Awards party and drinks reception</p> <p>Sponsored by </p>		
20.30 - 21.15	<p>Awards ceremony</p>		

7.00	<p>TXF Rock-n-Run sponsored by UniCredit Start the second conference day with the right rhythm by joining our 5k fun-run at the Tempelhofer Airfield. Bus-Shuttle will leave at 7:00 am in front of the hotel (Grand Hyatt, Berlin). Every finisher will receive an exclusive 2019 Rock-n-Run Finisher Jersey! For details please contact Thomas.mair.extern@avantgarde-experts.de</p>
8.00	<p>Stage 2 (Ballroom B)Tequila Sunrise: UKEF for Breakfast *Invitation only, for details please contact ruby.parker@txfmedia.com</p>
9.00	<p>Stage 1: Plenary Sessions (Ballroom A) TXF Opening Remarks</p>
9.05	<p>Smoke on the Water: The PRI showdown The private CPRI market accounts for 25% of the market, with approximately USD 250 billion of MLT exposure, digging deeper into this important component we gather underwriters, brokers and product users to examine the following topics:</p> <ul style="list-style-type: none"> • What is the CPRI market capable of today: capacity; tenor; financial strength. • Trade, non-trade and project finance: what is the product mix and how is it expanding? • Where is the private market on claims? • Credit insurance and bank regulation: Basel 3/4; the PRA; EBA; BAFIN and others. • ECA reinsurance within the private market and growth predictions on the business line • Data, transparency and standardisation in the digital age <p>Ramona Homfeld, Director Risk Distribution & Secondary Markets, KfW IPEX-Bank GmbH Charles Berry, Chairman, BPL Global Nuria Gorog, Senior Vice President & Regional Manager Continental Europe, Zurich Andrew Underwood, Head of Political Risk, Credit and Bond, UK/Ireland, AXA XL Tim Gaul, Global Export and Agency Finance Director, Caterpillar Daniel Geistodt-Kiener, VP International Financing, Thales Moderator: Daniel Sheriff, CEO, TXF</p>
10.00	<p>All along the watchtower: visions of export finance within trade & banking Heads of units that include export, project and trade finance, contextualise how they see export finance evolving within their group strategies, plotting the course for banking in 2030 and beyond:</p> <ul style="list-style-type: none"> • The future of ECA financing including new technical developments for next generation export finance • Digitisation and innovation in trade and export finance • In the face of alternative liquidity provision from institutional investors, and ECA direct lending, how will advisory and structuring as a banking product evolve? • The evolution of trade, infrastructure and energy finance and the tools used to structure deals in these markets • The strive towards sustainability and the role of banks as a vehicle for change <p>John Ahearn, Global Head of Trade, Treasury and Trade Solutions, Citi Philip Roberts, Head of Investment Banking EMEA, MUFG Christina Tonkin, Managing Director, Loans & Specialised Finance, ANZ Moderator: Gabriel Buck, Managing Director, GKB Ventures LTD</p>
10.45	<p>Movin' on up: Guardians of export credit Government export credit departments delve into their national visions for ECA support, discussing how these fit into their export strategies:</p> <ul style="list-style-type: none"> • International regulatory framework for export financing - regaining a level playing field. • How are they working with ECAs to develop new product suites? Will exposures be increased? • Can the product fit new sectors including solar, data centres and smart cities? • How would they like ECAs and development agencies to collaborate in supporting projects of national interest? • Will we see continued growth in government-backed untied finance and other lines of credit? <p>Dr. Christoph Herfarth, Head of Export Finance & Export Credit, Guarantee Department, German Federal Ministry for Economic Affairs and Energy Louis Taylor, CEO, UK Export Finance Gabriel Cumenge, Deputy Assistant Secretary, Ministry of Finance of France - DG Trésor Alessandro Decio, CEO, SACE Moderator: Beatriz Reguero Naredo, President, Berne Union</p>

World music stages: key regions

Pick your region and follow the signs to your corresponding stage. Over the next hour you will share ideas, analyse success cases, project pipelines and product innovations with CEOs, borrowers, exporters, agencies and financial institutions active in each region. Our discussion leaders will set the topics - but please have your say and contribute to the debate!!

** All data supplied by Tag My Deals*

**Stage 1 (Ballroom A):
Start me up: financing the MENA region**

Across infrastructure, power, oil & gas, desalination, renewables and waste management, how do we plan to meet the demands of a growing population? Saudi showed great promise outlining ambitious targets, but will these ever be realised? The expectation that institutional investors would start to play a significant role via the bond markets has yet to deliver in MENA. ACWA tapped ECA debt for the first time with the AI Dur 2 IWPP, which is set to close in 2019, will this set a new precedent, and where else will we see growth?

Khalid Shareef, Head of Alternative Funding, Debt Management Office, Ministry of Finance, **Kingdom of Saudi Arabia**

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

Rajit Nanda, CIO, **ACWA POWER**

Myriam Crosnier, Head of Unit - International, Expertise, Products - Export Insurance, **Bpifrance**

Moderator: Simon Lee, Managing Director, Head of International Trade & Transaction Banking, **Credit Agricole**

12.15

**Stage 2 (Ballroom B):
To the beat of the drum: mapping Africa's infrastructure and energy demands**

As an investment destination, Africa continues to offer growth opportunities to all sectors, with 2018 seeing the export and project finance market worth \$15bn*. If obstacles can be successfully overcome the growth could be exponential. As the continent modernises in pace to the demand of rapidly growing populations, we address:

- The re-emergence of West Africa as an investment destination amidst the risk surrounding oil price volatility
- Continued growth of Côte d'Ivoire and neighbouring French speaking West African nations
- Our panels shares initiatives on how to foster growth in Africa, bridge gaps, increase support and get access to the local markets

Simone Andrae, CEO, **Andrae Project Finance GmbH**

Dr Robert Besseling, Executive Director, **EXX AFRICA**

Anne Spreuwers, Underwriting and Account Management, **CREENDO**

Judith Helfmann-Hundack, Head Foreign Trade & Development Policy, **Afrika-Verein**

Dr Ernst Roder Messell, Co-Chairman, **BMW**

Diao Wei, CFO, **China National Aero-Technology Engineering Corporation**

Jessica Stang, Fellow, **Germany Africa Business Forum**

Moderator: Kathrin Eich, Global Head Export Finance, **Commerzbank**

**Stage 3 (Renzo Piano):
Tchaikovsky chimes: navigating pitfalls when unlocking Russian and CIS project pipelines**

In 2018 the region saw 38 deals accounting for \$4.3bn in volume*. Across oil & gas, metals and mining, manufacturing, power and infrastructure, there are plenty of projects still needing finance. The risks associated with the region has led to a wealth of borrowers familiar with the ECA product. Savvy exporters and bankers have a lot to gain from this huge region provided they do their due diligence, navigate sanctions, compliance and KYC. Factor in the ever-changing geopolitical climate, and the scene is set for a lively debate.

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

Anna Ponomareva, Head of Export & Agency Finance - Vice President, **VTB Bank**

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

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

Moderator: Dina Merkulova, Managing Director Trade & Export Finance, **Alfa-Bank**

**Stage 4 (Jose R):
Eye of the tiger: South East Asia & India**

We cast our eyes at the South East Asian and Indian infrastructure, power and textiles project market. Outbound Indian ECA financing into neighbouring countries and Africa is now an exciting growth area, and we catch up with these projects and assess what's next in the pipeline.

Shri. M Senthilnathan, Executive Director of the Board, **ECGC**

Jens Oliver Haupt, Head of Financial Services, Senior VP, **SMS Group**

Moderator: Dr. Manuel Probst, Head of Export Finance, **Ferrosaal Equipment Solutions**

Heavy metal stages: key industries

Pick your industry of choice and follow the signs to your corresponding stage. As before this is a chance to network and contribute to the debate with your peers pushing projects over the line in these industries

14.40

14.40	<p>Stage 1 (Ballroom A): Electric Ladyland: Oil, gas & conventional power</p> <p>In 2018 oil and gas (\$31.3bn), and power (\$23.9bn) topped the tagmydeals data charts. We examine financing requirements and nuances of these ever-important global sectors, with a particular focus on upstream, midstream and downstream oil & gas, LNG, electricity transmission, clean fuels and coal technologies:</p> <ul style="list-style-type: none"> • Collaborating with Chinese contractors and financiers on major projects • The impact that trade uncertainty has on investment decisions when it comes to movement of commodities • Impact of waste issues on commodity material demand and how to recreate an industry with recycling/reuse embedded in the value chain • Project pipeline, growth regions and sectors in Asia, Africa, Europe, Latin America, Middle East <p>Stephanie Hudson, Head of Project Finance, Trans Adriatic Pipeline AG</p> <p>Dorus Everwijn, Director Project Finance, McDermott</p> <p>Vineyesh Sawhney, Head of Financial Resources and Senior Vice President, Reliance Industries</p> <p>Moderator: Alastair Hensman, Vice President, Energy & Chemicals Advisory, Nexant</p>	<p>Stage 2 (Ballroom B): Blowing in the wind: renewables financing</p> <p>The first wave of European wind farms was mostly subsidised by local governments, giving banks the comfort of taking uncovered risk without the need for ECA financing. But with zero-subsidy tariffs just around the corner in Europe, the market is starting to be driven by the economics of the industry rather than the government subsidy that founded it. The market is poised for increased ECA and project finance backing, accounting for \$10.4bn in volume over 2018*. We bring together the players involved in this exciting and dynamic market to discuss structuring deals and projects needing finance. We also cast our eye to other growth areas in renewable energy including floating solar panels.</p> <p>Katerina Tsirimpa, Head of Corporate Finance, National Grid</p> <p>Nils Driemeyer, Head of Origination International Energy & Utilities, Hamburg Commercial Bank AG</p> <p>Jan-Henrik Rufer, Managing Director Structured Finance, Senvion</p> <p>Jens Hagen, Vice President, Origination and Structuring Power, Renewables and Water, KfW IPEX</p> <p>Marco Wedemeier, Senior Director, Structured Finance Europe - Energy Origination, NordLB</p> <p>Moderator: Heiko Lentge, Director, Global Head Export Credit Agency Advisory Practice, PwC</p>	<p>Stage 3 (Renzo Piano): The Ace Of Spades: Financing the mid-cap machine</p> <p>Our focus is not government guarantees, nor is it blue chips and it's certainly not SMEs! In this session we bring together key exporters, banks and ECAs to discuss financing the growing segment of large privately-run companies in emerging economies with deals ranging from 10-100 million euros; hidden champions across sectors like textiles, pharmaceuticals, healthcare, petrochemicals, energy, construction, food processing and packaging; examining the diversification of sourcing and innovations in ECA finance borne out of this.</p> <p>Oliver Steigerwald, Vice President, Finance & Administration, Bosch Packaging</p> <p>Moderator: Antje Rigó, Director Export Finance, Ferrostaal Equipment Solutions</p> <p>Participating companies: ING, DZ Bank, Euler Hermes, Commerzbank, SERV</p>	<p>Stage 4 (Jose R) Seven Seas of Rhye: financing cruise shipping</p> <p>The cruise sector continues to delight the ECA industry, offering up multiple transactions for shipyards and liquidity providers alike, accounting for a considerable portion of \$17bn shipping market in 2018*. Recently the Asian market boomed, keeping shipyards busy and the competition healthy amongst international builders. We examine the market outlook, credit risk considerations and the continued relevance of ECA finance in the space.</p> <p>Carsten Haake, Managing Director and CFO, MV WERFTEN</p> <p>Gilles Pinot de Villechenon, Global Head of Financing & Treasury, Chantiers de l'Atlantique</p> <p>Colin Au, Group President, Genting Hong Kong</p> <p>Moderator: Chris Conway, Managing Director, Global Head of Shipping, Offshore and Logistics - Export Agency Finance, Citibank</p>
15.30	Networking break			
Stage 1: Plenary Sessions (Ballroom A)				
16.15	<p>Top of the pops 2: ECA soapbox</p> <p>Back by popular demand, this session allows ECAs from across the world to update exporters, lenders and borrowers on their latest products and innovations. We invite the panel to cross examine each other and the audience to ask probing questions on coverage, direct lending, national interest, the OECD consensus, shopping lines, untied finance and sustainability.</p> <p>Marie Aglert, Director for Large Corporates Business Area, EKN</p> <p>Dario Liguti, Chief Underwriting Officer, SACE</p> <p>Luisa Rebolledo, Chief Representative, EDC- Export Development Canada</p> <p>Jae-Yeon PARK, Deputy Director, Project Planning Team, KSURE</p> <p>Swati Dave, Managing Director & CEO, EFIC</p> <p>Maëlia Dufour, Director - International Relations, Products Development, Bpifrance</p> <p>Louis Taylor, Chief Executive, UK Export Finance</p> <p>Edna Schoene; Member of the Board of Management Responsible for the Federal Export Credit Guarantees, Euler Hermes</p> <p>Moderator: Eriks Atvars, Global Head of Structured Trade & Export Finance, UniCredit</p> <p>Moderator: Abbey Sturrock, Deputy Global Public Agency Leader, Marsh</p>			

17:30	Round 2: So you want to be a rock and roll star? The Export Finance 'Battle of the Bands' Come and watch the champions of round one battle it out
17:50	End of Day 2

DAY 3 JUNE 14
PLENARY SESSIONS
(BALLROOM A)

8.00 - 9.00	Breakfast Briefing - Break on through (to the other side): Sustainability in export & agency finance
9.10	Final round 3: So you want to be a rock and roll star? The Export Finance 'Battle of the Bands'
9.30	<p>Emotional Rescue: Politics and economics, a turbulent couple</p> <ul style="list-style-type: none"> • Current situation: Economic policy uncertainty is on the rise and it is causing a generalized slowdown. Uncertainty involving trade policy, political settings on a global scale hitting investment. De-globalization at play? • A snapshot by area: US: a time inconsistent economic policy. Europe: Brexit, Italy and May elections. Chinese slowdown: are there reasons to be worried about? • A turning point: Monetary policy is ready to change orientation again, but what does it mean that "40% of the inflation rate is determined by global factors" (World Bank) ? <p><i>Pedro De Lima, Head of Economics Studies Division, European Investment Bank</i></p>
9.55	<p>Shelter form the storm: a macroeconomic picture</p> <p>In this session, Philippe Mills, in an interview by Alex Taylor, will give his view on the situation in Europe, in terms of monetary policy, access to liquidity, political turbulence factors , effective and potential public policy tools.</p> <p><i>Philippe Mills, CEO, SFIL</i> <i>Interviewer: Alex Taylor, Managing Director Export & Agency Finance, Citibank</i></p>
10.20	Networking break

	Stage 1 (Ballroom A): Plenary Sessions	Stage 2 (Ballroom B): Workshops
11.00	<p>Alright Now: It's the SOE and government borrowers' panel</p> <p>This session gathers borrowers from different industries and governments across the globe to discuss the role of various debt instruments in meeting their investment objectives while maintaining balance sheet health:</p> <ul style="list-style-type: none"> • What considerations are taken when opting for ECA-supported debt, capital markets, bonds, bank loans and other products? • How can ECAs and exporters better serve borrowers by shaping products to suit their needs? • How do borrowers like to work with local, regional and international banks, agencies, DFIs/ MFIs and equity investors to structure multi-tranche deals? <p><i>Hernan Barros, Vice Chairman, Petroperu</i> <i>Mubarak Al Naamani, CFO, Duqm Refinery</i> <i>Moderator: Max Thompson, Deputy Editor, TXF</i></p>	<p>Purple Rain: Digitisation in export finance</p> <p><i>Dr. Dirk Siegel, Partner, Deloitte Digital</i> <i>Frank Helmert, Head of Digitalisation, Euler Hermes</i> <i>Bernhard Napiontek, Expert Consultant, Cognitive Banking Practice, IBM Services</i> <i>Harmut Giesen, Business Development, Sutor Bank</i> <i>Armin Wittemer, Head of Platform - Business and Product Development, AKA Bank</i> <i>Moderator: Marck Wengrzik, Co-Chairman, AKA Bank</i></p>

Closing debate: Shine on you crazy diamond- OECD Consensus and the IWG

Rules work when everyone plays ball, the absence of the major BRIC economies from the Consensus has given ECAs and exporters from these nations an advantage over their OECD counterparts. At TXF Global in Prague, the OECD Consensus was severely called to question on stage in a fiery debate. One year on and in tune with growing calls for modernisation we review the OECD Consensus from the perspectives of key stakeholders. How can we level the playing field for OECD and non-OECD countries? Will the International Working Group on Export Credits and their guidelines form an alternative to the OECD, or be complimentary to it? And will they be legally binding for non-OECD countries?

11.45 All delegates are invited to team up to tackle the OECD debate in working groups - each team will nominate a captain to share their conclusions with the audience at the end

Punk rockers: Future of Export Finance (FEX)

In the late 1970s prog rockers were disturbed from their wailing guitar solos and futuristic musings by the new kids on the block, punk rockers determined to tear up the rule books with three chord DIY garage rock. We catch up with the next generation of export finance practitioners to see how they will lead us forward. The TXF FEX initiative in various countries is reviewed and road mapped.

Patricial De Valle, VP Export & Agency Finance UK, **Santander**

Marc Schlatter, Executive Director, **LBBW**

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

Myrna Baadjou, Associate Structured Export Finance, **ING Bank**

Erik Beekmans, Director Export & Project Finance, **Ballast Nedam**

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

Christine Jordan, Director, International Trade & Transaction Banking Germany, **Credit Agricole**

Patrick Kupitz, Co-founder & CFO, **HandEX**

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

12:45

Closing remarks and conference ends

**All data supplied by tagmydeals for H1 & H2 2018*

A GUIDE TO TXF GLOBAL 2019

SEPARATELY BOOKABLE.

Mon 10 & Tue 11

JUNE

9AM – 5PM

ECA Finance Training: Our tried and tested programme is simply the best. Discounts available for main event-goers.

Pre registrations will be from 14:30-20:00

Tuesday 11

JUNE

6:00PM

Pre-registration will be from 14:30- 20:00.

Walking Tour: Take in the sights of Berlin with your fellow guests. This complimentary activity is the perfect way to enjoy a summer night.

7:00PM



Pre-Conference Drinks Sponsored by Reliance: Open to all guests the pre-drinks give the ideal opportunity to get networking early and ease yourself into the main event
Axica Convention Center, Pariser Platz 3, 10117 Berlin, Germany

Wednesday 12

JUNE

REGISTRATION FROM 8:00AM

The Main Event Begins: Three days, three streams, 130 speakers, 900 attendees, networking app, complimentary concierge service, 1-to-1 meeting zone. We've said enough.

7:00PM



Cocktail Reception & Awards Ceremony: Make magic happen at the official cocktail reception & Perfect 10 Deals of the Year awards ceremony. Last entry @ 7:45pm.

Thursday 13

JUNE

9:00AM - 5:50PM

Day 2: Another day of inspiring content and plenty of networking.

Friday 14

JUNE

9:10AM - 1:00PM

Day 3: No tears please, all good things must come to an end. Full presentation slides plus Audience Response Survey results will be emailed to you. And don't forget to fill in an evaluation form!