

# TXF Americas 2019

*Structured Trade & Export Finance*



FEB 20-21, 2019

THE ROYAL PALM SOUTH BEACH HOTEL, UNITED STATES

# Agenda - Day 1

8:15

Registration and welcome coffee

9:00

**Chairman's opening remarks**

*Dominik Kloiber, Co-founder, TXF*

9:05

**Argentina: The investment conundrum**

Argentina's PPP program has been viewed optimistically from the start but with the devaluation of the peso and the country having to take on a \$57 billion USD loan from the IMF, its future remains uncertain. This session aims to answer:

- What can we expect from the restructuring Argentina's PPP Unit and BICE's role?
- What is the status of the country's PPP program?
- What does the project pipeline look like for 2019 and beyond?

*Pablo López, Head of Transport, Communications and Technology Projects, Banco de Inversión y Comercio Exterior (BICE Argentina)*

9:30

**New horizons in Mexico**

With Andres Manuel Lopez Obrador now occupying Los Pinos, what's next for Mexico? Will the country's role in Latin America evolve, particularly as a part of the Pacific Alliance? What does the project pipeline look like? How will the new USMCA agreement impact the supply chain? Dive into the AMLO administration's policies.

*Thomas Ankele, Vice President, KfW IPEX-Bank, Mexico*

*Jorge Lucero, Deputy Director General of Restructuring, Secretary of Electricity, Mexico*

*Volker Helms, Managing Director, LBBW Mexico*

*Oscar del Cueto Cuevas, CEO, Kansas City Southern de Mexico*

*Moderator: Jenaro Laris-Vazquez, Head of Office, Mexico and Central America, SACE*

10:15

**The export finance global heads extravaganza**

Five export finance heads take to the stage to answer some of the most burning questions that the industry is asking today.

*Simon Sayer, Global Head of STEF, Deutsche Bank*

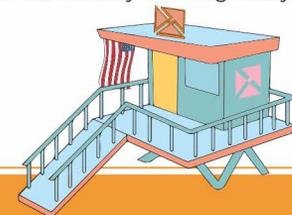
*Richard Hodder, Global Head of Export Finance, HSBC*

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

*Michael Stockton, Head of Export & Agency Finance, TD Bank*

*Erik Hoffman, Global Head of Export Finance, Santander*

*Hosted by: Dominik Kloiber, Co-founder, TXF*



11:00

Networking coffee break and the beginning of the 1-to-1 meetings

## STRUCTURED TRADE, EXPORT & PROJECT FINANCE STREAM - ROOM 1

11:45

### The ECA think tank

European, Asian and Latin American ECAs pitch an overview of their activities in the Americas ranging from new products and the actions taken to better support exporters in a changing macroeconomic climate. They also address BNDES' makeover, US Exim's absence, and Bancomext's role in Mexico. The audience will have a chance to share their views on the products and coverage increases suggested.

**Yoshitaka Fukushima**, Representative New York Office, **NEXI**  
**Alex Fadani**, Account Manager - Mexico, Central America and the Caribbean Region, **SACE**

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

**Nathan Andrew Nelson**, Regional Vice-President - Latin America & Caribbean, **Export Development Canada (EDC)**

**Richard Simon-Lewis**, Head of Origination, Client Coverage, Marketing & Communication, **UK Export Finance (UKEF)**

**Moderator: Gemma Bae**, Managing Director & Head of Structured Export Finance, Americas, **ING Capital**

12:30

### The race to 5G

Globally, within the telecommunications sector there is fierce competition to obtain 5G wireless technology. Some telecoms companies have merged to maximise their research and development potential:

- Will the joined efforts take the US telco market to the finish line?
- How will it be rolled out, and what are the prospects for export finance?
- Why has the ECA market proved attractive over other forms of finance, will this continue to be the case?

**Lenny Floria**, Head of Regional Treasury and Structured Trade Finance, Americas, **Nokia**

**Kjell Forsberg**, Deputy Director Large Corporates Head of Infrastructure & Telecom, **EKN**

**Antti Saviaho**, Head of Telecom, Structured Finance, **Finnvera**

**Moderator: Jean-Baptiste Piette**, Head of Export and Agency Finance, USA - Corporate and Investment Banking, **Santander**

## TRADE & COMMODITY FINANCE STREAM - ROOM 2

### Shifting trade flows - The traders panel

Leading commodity traders discuss the trending opportunities and main challenges across the Americas. Will the demand of LatAm commodities increase if the US-China trade war continues? Are traders' financing needs being met? What can we expect in the long term?

**Olivier Boujol**, Vice President & Global Head of Structured Trade Finance, **Archer Daniels Midland**

**Sergio Marazita**, CFO, **Altis Group International**

**Juan Carlos Uribe**, Director of Latin America - Structured Trade & Customer Solutions, **COFCO International**

**Moderator: Matt Petrillo**, Partner, **Reed Smith**



### Trade war survival kit: Adapting commodity supply chains

The increasing US protectionist measures, bundled with the trade war has led to traders and producers adapting their supply chains. We analyse the evolution of commodity supply chain routes from a multinational and regional perspective.

- What has been the impact of new regulations and tariffs?
- What lessons can we take away from the challenges brought forth by the US-China trade wars?
- How are producers implementing sustainable practices within the supply chain?
- What steps have been taken to minimise costs and risks?

**Discussion leaders:**

**Alejandro Fernandez**, Finance Manager, **Bunge Latin America**

**Sunil George**, Head of Structured Trade Finance North America, **Louis Dreyfus**

13:15

Networking lunch

**STRUCTURED TRADE, EXPORT & PROJECT FINANCE STREAM - ROOM 1**

15:00

**Local answers to regional problems: Harnessing currency markets**

There is great uncertainty across the region caused by a number of factors including presidential elections and the declining value of currencies. This panel examines those who prefer to work in local currencies rather than US dollars.

**Jeffrey Cain**, Senior Vice President Project & Export Finance, **Siemens Financial Services**

**Georges Romano**, Managing Director & Head of Export and Agency Finance Latin America, **Citi**

**Bruce Drossman**, Senior Vice President - Export Credit Agency Deal Advisory, **GE Capital**

**Lars Hickey**, Managing Director of Trade Finance, **GE Transport**

**Moderator: Piers Constable**, Managing Director & Head of the Americas - Structured Trade & Export Finance, **Deutsche Bank**

**STRUCTURED TRADE, EXPORT & PROJECT FINANCE STREAM - ROOM 1**

15:45

**“Show me the money!” - Exporters have their say**

With the current state of instability surrounding certain key markets in the Americas, how are exporters approaching increased costs?

- Where are they seeing opportunities and in which sectors?
- Are ECA guidelines and OECD regulations fit for purpose, or hindering growth?
- Have there been enough ECA products available in the changing climate?
- Is Asian funding helping to fill the void US Exim has left in the region?

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

**Ralf Schwarzhaupt**, Managing Director, **Ferrosstaal Equipment Solutions**

**John Masterson**, Global ECA Leader & Senior Director of Financial Derivatives, **McDermott**

**Joseph Andris**, Region Finance Manager, Treasurer, Global Dealer Performance, **Caterpillar**

**Moderator: Anne Marie Thurber**, Executive Director & Group Head of Export & Agency Finance, **SMBC**

**TRADE & COMMODITY FINANCE STREAM - ROOM 2**

15:00

**Future of trade finance**

This panel of experts provides us an overview of the trade finance landscape, emphasizing key factors in innovation.

- Are banks and corporates taking the right steps towards digitalisation?
- What has been the impact of digitalisation of the supply chain?
- How are big data, blockchain, IoT, and AI beginning to change the industry?

**Discussion leaders:**

**Jérôme Pezé**, CEO, **Tinubu Square**

**Marie Torres**, International Trade Finance Manager, **Ellicott Dredges**

**James Coombes**, CEO, **Vector AI**

**Tod Burwell**, President & CEO, **BAFT**

**TRADE & COMMODITY FINANCE STREAM - ROOM 2**

16:00

**Alternative finance & the supply chain**

Basel regulations are driving change, pushing many traditional financial institutions out of the region.

- Who will fill the void? Are smaller traders gaining greater access to financing?
- How are institutions avoiding foreign exchange risks and how important to get financing that matches its revenue stream?

**Discussion leader:**

**Ann Rutledge**, CEO, **CreditSpectrum**

16:30

Networking coffee break

ROOM 1

17:00

**Staying green: Financing renewables in the Americas**

The need for renewable energy is bigger than ever with the demand for green investments pushing for sustainable energy to mitigate the effects of climate change but what opportunities are on the horizon for 2019 with the macro volatility of the region?

- How are ECAs entering the market in a sector dominated by commercial players?
- Can we expect the use of more corporate PPAs in the region?
- Is dollar financing in domestic markets for national transactions?

*Luis Arizaga, Founding Partner, EIRA Capital*

*Elliot Titman, President, Alpha-Renovables*

*Jørgen Kragh, Head of Project Finance, Denmark's Export Credit Agency (EKF)*

*Moderator: Corina Monaghan, Head of Political Risk & Credit, Americas, Validus Specialty*

17:30

**Family Feud: Audience response survey game show**

We gather 2 teams (Banks vs. Corporates). Attendees will vote on the most important trends and topics in the market. Team members will then have the chance to guess the top 3 answers for each question. Guests will receive the breakdown of the answers after the event.

**Team Bank:**

*Piers Constable, Managing Director & Head of the Americas - Structured Trade & Export Finance, Deutsche Bank*

*Volker Helms, Managing Director, LBBW Mexico*

*Anne Marie Thurber, Executive Director, Group Head of Export and Agency Finance, Americas, SMBC*

*Susana Sedano Núñez, Executive Director - Global Export & Agency Finance, Americas, Santander*

*Gemma Bae, Managing Director and Head of Structured Export Finance, ING Capital*

**Team Corporate:**

*Juan Carlos Uribe, Director of Latin America - Structured Trade & Customer Solutions, COFCO International*

*Santiago Lynch, Head Americas - Structured Trade Finance, Archer Daniels Midland*

*Lenny Floria, Head of Regional Treasury & Structured Finance for the Americas, Nokia*

*Hosted by: Dominik Kloiber, Co-founder, TXF*

18:00

POOLSIDE COCKTAIL RECEPTION

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# Agenda - Day 2

9:00

Chairman's introduction

9:10

## Agency of enterprise: DFI finance in LatAm

With elections, economic challenges, and trade wars in North and South America, this session discusses:

- How DFIs and Multilaterals have changed their strategies to accommodate the increased risks.
- What lessons can we learn from the World Bank in Argentina? Will other DFIs follow suit in providing a backstop for governments in relation to PPAs?
- Has the use of framework agreements grown in Colombia and Peru?

**Juan Jose Garcia**, Regional Head of Syndications Sub-Saharan Africa, Latin America & Caribbean, IFC

**Jozef Henriquez**, Head of Syndications Structured And Corporate Finance, IDB Invest

**Sarvesh Suri**, Director of Operations MIGA

**Moderator: Margarita Oliva Sainz de Aja**, Partner, Baker McKenzie



9:50

## Navigating transactional risk in LatAm

While plentiful in opportunities and projects, investors are having to adapt to recent changes ranging from the US down to Argentina. This session will consider:

- How investors have managed the issues related to sub-sovereign involvement?
- Have there been regulatory challenges? If so, how have they been addressed?
- What measures can financial institutions take to mitigate the increasing regional risks?
- How important are new sources of liquidity, and where will they come from?
- What sorts of deal structures are being used?

**Bruno Soares**, Partner, Allen & Overy

**Douglas Sloan**, President - Latin America, TD International

**Moderator: Juan Carlos Mealla**, Senior Vice President, BPL Global



10:20

## Risky business: Private risk insurance

Basel regulations are being implemented differently in the Americas and in Europe due to varying risk levels. Have deal timelines been altered because of these regulations? Are the interpretations of these regulations unfavourable to private risk insurers when compared to ECAs, especially in relation to ratings? Have private insurers continuously managed to mitigate risks?

**Jared Kotler**, Head of Political Risk and Credit, The Hartford

**Suzanne Garrod**, Head of the Americas, Credit & Political Risk, Zurich

**Daniel Riordan**, President of Political Risk, Credit and Bond, AXA XL

**Moderator: David Anderson**, Senior Adjuster, Leadenhall Ltd.

11:00

Networking coffee break and the beginning of the 1-to-1 meetings

11:45

### Seas the day: An update on the cruise ship industry

The cruise ship industry witnessed a drop in deal volume in 2018 but remains an important part of the ECA financing business. This session takes us from shipyards to maiden voyages.

- What does the shipping industry need from financial institutions to stay buoyant?
- How long will ECA finance remain a good fit for the sector?
- What is the deal pipeline like for 2019 and beyond?

*Topi Vesteri, Deputy CEO, Finnvera*

*Antje Gibson, Vice President & Treasurer, Royal Caribbean Cruises*

*Moderator: Mauricio Gonzalez, Head of Export Finance North America, BNP Paribas*

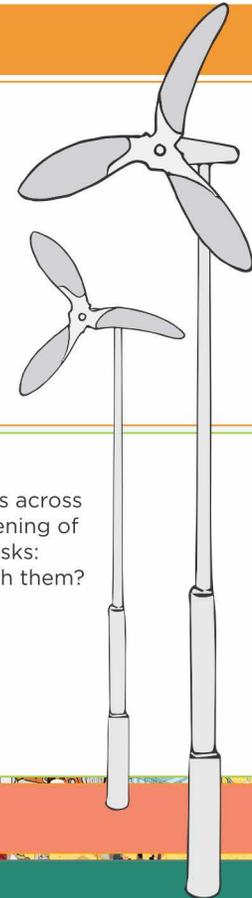
12:15

### The great debate: Trade wars

The on-going trade wars are having profound impacts to cross border trade and new projects across the Americas. Producers in countries with weak currencies have benefited from the strengthening of the US dollar, while exporters dealing in local currency have not. This debate-based session asks:

- How have players in South America managed to mitigate the economic risks associated with them?
- What effect have US tariffs had within the commodities sector for corporates based in the US, particularly for the agri-sector?
- What can we expect from the USMCA and will it impact the Pacific Alliance? Which sectors will be affected the most?
- Have trade wars changed supply chains? If so, how have companies adapted?

*Rebecca Harding, Co-founder & CEO, Coriolis Technologies*



12:45

Closing ceremony and top take-aways

13:00

Extended networking lunch

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