

# TXF ASIA

## 2016

EXPORT, AGENCY & PROJECT FINANCE

ALSO TAKING PLACE AT THE W HOTEL:  
THE SCHOOL OF ECA FINANCE, 10 & 11 OCT  
YOUR QUINTESSENTIAL GUIDE TO ECA FINANCING.

 **OCT 12 - OCT 13, 2016**  
**W HOTEL, HONG KONG**

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PLACE WORTH GOING.”

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## WELCOME TO TXF ASIA 2016

**W**e're back at the **W Hotel** in **Hong Kong** on the **12 & 13 October**, and once again, you are all invited to meet with the who's who of the export and project finance worlds!

**N**ow in its 3rd year, TXF Asia 2016 will welcome over 350 leading corporate borrowers, SOEs, exporters, sponsors, regulators, politicians, financiers, ECAs, DFIs, MFIs, financial advisers, insurers and lawyers – the ideal opportunity to network with the most senior decision-makers in the industry.

**T**his year's event will have you digging deeper, challenging the industry's preconceptions and asking the questions that will really get you talking to each other. From expert case-study analysis to interactive idea labs; real time audience response surveys to intimate networking cocktails, TXF Asia is a meeting of minds not to be missed...

## MEET THE KEY SPEAKERS AND PARTICIPANTS FOR TXF ASIA 2016!

**Michael Barrow**, Director General,  
Private Sector Operations Department,  
**Asian Development Bank**

**Adolfo Dindo Abueg**  
Co-Head Project Finance, Asia Pacific  
**Korea Development Bank**

**Mr. Jiang Shaohua**, Division Chief of  
Project Business Dept. **Sinosure**

**Yang Tianfu**  
Chief Accountant  
**PowerChina International Group  
Limited**

**Aashish Pitale**  
Group Treasurer  
**Essar Services India**

**Yong Jin Oh**  
Senior Manager, Project Planning Team  
**K-sure**

**Kisu Lee**, Deputy Director, Natural  
Resources Finance Dept. **KEXIM**

**Dario Liguti**  
Managing Director, Head of International  
Export Finance, **GE Capital**

**Ju Lin**  
Deputy Chief Executive  
**China Construction Bank Corporation**

**Han-Kyu Lim**, Vice President, Global  
Business Development, **SK E&C**

**Hua Guanglin**, Assistant General  
Manager, Director-Marketing  
Department, **Sinosteel Equipment &  
Engineering Co Ltd**

**Robert Wallin**, Executive Director  
Customer Financing, **Huawei  
Technologies Company**

**Adrian Lembong**  
Chief Business Development Officer  
**P.T. Adaro Power**

**Andrew Sutherland**  
COO and Partner, Indonesia  
**UPC Renewables**

**Ram Mahidhara**, Chief Investment  
Officer & Client Service Leader, **IFC**  
**Markus Kluczka**, Head of Financial  
Advisory & Structuring APAC, **Siemens**  
**Federica Dal Bono**, Senior Underwriter,  
Energy and Extractive Industries, **MIGA**  
**Geoffrey Tan**, Managing Director, Asia  
Pacific, **OPIC**

**Allard Nooy**, CEO, **InfraCo Asia**  
**Topi Vesteri**, Deputy CEO, **Finnvera**

**Maria Hultén**  
Director, Export Finance, **Svensk  
Exportkredit**

**Zenda Kuo**, Director - Investment  
Analysis, **CLP Holdings**

**Zhenjiang Zhang**, Vice President, **Harbin  
Electric International Company Limited**

**Sean Tan**, Director, Treasury & Project  
Financing, Strategic Project Operations,  
**China Telecom**

**Munetaka Horiguchi**  
Executive Officer for Asia and Pacific,  
**JBIC**

**Yasukazu Irino**, Head of Singapore  
Office Chief Representative for Asia and  
Oceania, **NEXI**

**Khalil Khiran**, Director, Corporate,  
Sovereign & Project Finance, **Efic**

**Litie Wang**  
General Manager Assistant, Offshore  
& Ship Credit Insurance Department,  
**Sinosure**

**David Ludlow**, International Business  
Development, Director, **UK Export  
Finance**

**John Groesbeek**  
Head of Syndications, Asia, **IFC**

**Khoo Kah Jin**, Head Of Structured Trade  
Credit and Political Risk Insurance,  
**MEXIM**

**Charles Berry**, Chairman, **BPL Global**

**Dennis Eucogco**, Senior Underwriter,  
AVP Credit & Political Risk, **Zurich**

**Arnaud Cachard**, Head of Export &  
Specialised Finance, Asia, **HSBC**

**Sylvie Leclercq**, Head of Export  
Finance, Hong Kong, **SG**

**Bill Brown**, Regional Vice-President,  
Asia International Business  
Development, **Export Development  
Canada**

**Paul Richards**, Global Head, Structured  
Export Finance, **ANZ**

**Zia Azeez**, Head of Infrastructure and  
Renewables, Project Finance Asia,  
**SMBC**

**Eric De Jonge**, Global Head of Export  
Finance, **ING Bank**

**Charles Lataillade**  
Head of Export Finance APAC  
**BNP Paribas**

**Cathrin Karpinski**, E&AF Head of  
International Markets, **Commerzbank AG**

**Evert-Jan Zondag**  
Managing Director, Head of Structured  
Trade & Export Finance Asia  
**Deutsche Bank**

**Ivan Leung**, Head of Export & Agency  
Finance Asia, **Santander**

**Peter Purkl**, Director, **KfW IPEX-Bank**

**Matthias Schemuth**, Partner, **Ashurst  
Goldman Sachs**

**Rohan Doctor**, Managing Director  
**Tiger Group Investments**

**Gregory Smith**  
Partner, US Co-Chair, Projects and  
Infrastructure, **DLA Piper**

**Sam Ladbury**, Senior Underwriter,  
Political Risks & Credit, **Chubb**

**Timothy Chen**, Chief Financial Officer  
**Asia Maritime Pacific**

**Lee Ka Sing**  
Managing Director, Head of Debt,  
Capital Markets & Regional Project  
Finance, **Maybank**

**Sergio Panday**, Head of Structured  
Finance Asia, **ABN AMRO**

**Natalie Venturina**, Head, Corporate  
Budget Program Review and Monitoring  
Division, **National Grid Corporation of  
the Philippines**

**Parth Jindal**  
General Manager, **Hoegh LNG Asia**

**Joyce Tan**  
CFO, **Genting Hong Kong**

**Francis Ho**  
Director Group Treasury, **CLP Holdings**

**Andy Shi**  
Head of Project & Export Finance, **Asia  
Alstom**

**Luigi Torriano**, Head of China Office  
**D'appolonia**

**Karen Li**, Managing Director, **RUSAL**

**Suan Hwee Song**  
Director of Structured Finance - Asia  
Pacific, **Vestas Wind Systems**

**Jae Kyun Im**, Director, **Kexim Asia**

**Hiroyasu Kaihara**  
General Manager, Project Finance  
Department, **Hitachi**

**Antonio Tan**, CEO, **I.P.E. Asia**  
**Nalin Sachdeva**, Finance and Business  
Development, **Philips Capital**

**Adolf Fraczek**  
Senior Finance Manager, **Andritz Hydro**

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

**Danny Liu**  
Principal Executive Director, Customer  
Financing, **Huawei**

**Fiona Wen**, Senior Financing Manager,  
**ZTE Corporation**

## THE TXF ASIA GUEST EXPERIENCE:

Meet the institutions who joined Asia's most innovative export and project finance party last year:

Innovative and engrossing- Best in class. Way to go!

**VINEYESH SAWHNEY**, *Reliance Industries*

Congratulations to the very well organised and successful event. I am already in talks with the institutions I met at the TXF conference

**MICHAEL SEE**, *Otto Marine*

One of the best financial conferences I've attended. Very diverse participants.

**SHINEBAYAR BAT**, *Batseer*

Good both for content and networking. A very comprehensive programme.

**EVA OHLSSON**, *Svensk Exportkredit (SEK)*

Best ECA Finance conference in Asia

**TOPI VESTERI**, *Finnvera*

A good event with a nice mix of attendees. I look forward to future events.

**MICHAEL BARROW**, *Asian Development Bank*

Wonderful event. Good panel of expert speakers.

**SAMEET PAI**, *Bharat Petroleum Corporation*

Very diverse participants discussing highly relevant topics from different angles- very recommendable for ECAs.

**ROBERT SUTER**, *SERV - Swiss Export Risk Insurance*

Essential analysis and networking opportunity for the Asia trade and export finance community.

**SIMON SAYER**, *Deutsche Bank*

Exceptional gathering of senior ECA representatives and very insightful and open discussions.

**GABRIELE VON DEM BUSSCHE**, *pbb Deutsche Pfandbriefbank*

Good organisation, fantastic networking, I learned a lot.

**JEF VINCENT**, *The African Trade Insurance Agency*

Indeed the conference was great and I enjoyed every minute in Hong Kong!

**DONG KYU LEE**, *DBS*

I have been to a fair few conferences over the years and I really felt that this was one of the very best, in terms of the high proportion of relevant EF practitioners (be it borrowers, exporters, banks), the mix of plenary sessions and smaller break out groups, and the interactive sessions.

**TIM LAMEY**, *BNP Paribas*

**DAY ONE - 12 October**

|       |   |
|-------|---|
| 08:45 | <b>Chairman's Opening Remarks</b><br><i>Jonathan Bell, Editor in Chief, TXF</i>   |
| 09:15 | <b>Asian Overview – The Lay of the Land</b><br>Economist overview on the medium to long term view for Asia. Key markets opening up and their political risk factors. A focus on the effect of China's economy on the region. Pan Asian and Asian outbound investment and the latest outlook on commodity prices.<br><b>Khoon Goh, Head of Asia Research, ANZ</b>  |
| 09:45 | <b>Keynote Panel: Asian ECA Leaders</b><br>Hear from ECA heads from Japan, India and China, on what they are doing to help their exporters and investors to grow in Asian markets. Get the low-down on how foreign manufacturers and financiers can work with them on much needed projects. The panel gives insight on how they are providing cover in key markets across China, Korea, Vietnam, Indonesia, Thailand, and the risks they will take in smaller markets such as the Philippines, Myanmar, Bangladesh and Sri Lanka.<br><b>Munetaka Horiguchi, Executive Officer for Asia and Pacific, JBIC</b><br><b>Yasukazu Irino, Head of Singapore Office Chief Representative for Asia and Oceania, NEXI</b><br><b>Mr. Jiang Shaohua, Division Chief of Project Business Dept. Sinosure</b><br><b>Mr Kisu Lee, Deputy Director, Natural Resources Finance Dept. KEXIM</b><br><b>Moderator: Matthias Schemuth, Partner, Ashurst</b> |
| 10:30 | <b>CLEVIS Report Findings:</b><br>Presentation based on 4 key findings:<br>1.) Exporters report a decrease in bank risk appetite.<br>2.) Borrowers let the exporters do the work and don't have much of an idea on product execution themselves<br>3.) Report on performance of banks.<br>4.) Report on performance of ECAs<br><b>Simon Fischer, Managing Director, CLEVIS Research GmbH</b>  |
| 10:45 | <b>Audience Response Survey</b><br>Delegates' thoughts and forecasts on the Asian ECA sector for 2016/2017. Have your say, an anonymous, real-time survey of the audience on the key issues in the industry. An annotated industry report will be sent to all guests following the survey.<br><b>Paul Richards, Global Head, Structured Export Finance, ANZ</b>   |
| 11:00 | <b>Coffee Break</b>   |

|       |  |
|-------|--|
| 12:00 | <p><b>Deal or No Deal Pricing Session</b><br/>An engaging and interactive pricing session that sees industry experts go through a series of hypothetical deal proposals and debate: Would they finance each deal? How they would price each deal? The audience then gets to vote, influencing the final verdict of the panellists...</p> <p><b>Evert-Jan Zondag</b>, <i>Managing Director, Head of Structured Trade &amp; Export Finance Asia, Deutsche Bank</i><br/><b>Arnaud Cachard</b>, <i>Head of Export &amp; Specialised Finance, Asia, HSBC</i><br/><b>Charles Lataillade</b>, <i>Head of Export Finance APAC, BNP Paribas</i><br/><b>Moderator: Hesham Zakai</b>, <i>Associate Director, TXF</i></p>  |
| 12:45 | <p><b>Crucial Projects: Power and Energy</b><br/>With complexities existing in converting projects, and land rights an issue, how can we get more crucial power projects over the line? What is the role of renewables? Asia needs power to develop and coal is cheap and in abundance, with COP21 in clutching distance, who is still doing coal projects, and where will new coal technology power stations appear? What asset class will they be in? Are O&amp;G companies realising that low prices might be the new norm, and will they start new projects? Where are the opportunities in Australia, SE Asia and Asia?</p> <p><b>Aashish Pitale</b>, <i>Group Treasurer, Essar Group</i><br/><b>Michael Barrow</b>, <i>Director General, Private Sector Operations Department, Asian Development Bank</i><br/><b>Moderator: Gregory Liu</b>, <i>Regional Head of Export &amp; Agency Finance, Asia Pacific, SMBC</i></p> |
| 13:30 | <p><b>Networking Lunch</b></p>   |

|       | PLENARY: INSURANCE STREAM  | PROJECT FINANCE STREAM  | IDEA LAB  |
|-------|--|---|---|
| 15:00 | <p><b>Structured Credit Risk, PRI and Intersection with ECAs</b><br/>An analysis of the growing structured credit risk and PRI markets, in contrast to collaboration and competition with Asian and global ECAs. We continue the debate on where ECAs should and shouldn't provide cover in relation to the private market. What is the appetite of PRI? What is the private market view on specific countries, tenors and risk ratings? Are frontier markets such as Bangladesh, Sri Lanka, Myanmar, Cambodia, Mongolia showing significant activity? How is Asian outbound activity being served by the mix of ECA and the private market? With political risk products for SOEs in Asia and China, who are making investment in the US and EU, how do you sell zero risk?</p> <p><b>Dennis Eucogco</b>, <i>Senior Underwriter, AVP Credit &amp; Political Risk, Zurich</i><br/><b>Charles Berry</b>, <i>Chairman, BPL Global</i><br/><b>David Graham</b>, <i>Executive Director, Corporate, Sovereign &amp; Project Finance, Efic</i><br/><b>Khoo Kah Jin</b>, <i>Head Of Structured Trade Credit and Political Risk Insurance, MEXIM</i><br/><b>Moderator: Daniel Sheriff</b>, <i>Managing Director, TXF</i></p> | <p><b>Connecting the Region: Infrastructure Financing</b><br/>Roads, rail, ports and airport financing opportunities are discussed and highlighted across Asia. What are Myanmar's infrastructure needs? How will China's new silk road and one belt one road initiatives connect the region, and who will be involved? Where are the opportunities in South East Asia? How can the financial community work with DFIs and MFIs to get more project over the line?</p> <p><b>Allard Nooy</b>, <i>CEO, InfraCo Asia</i><br/><b>Lee Ka Sing</b>, <i>Managing Director, Head of Debt, Capital Markets &amp; Regional Project Finance, Maybank</i><br/><b>Moderator: Jonathan Bell</b>, <i>Editor in Chief, TXF</i></p> | <p><b>The Impact of Regulation on the Export Finance Industry</b><br/>This session explores the efforts of the ICC Export Finance Committee and the Berne Union in mitigating the impact of regulation, as well as harmonization and standardization practices to make the industry more efficient</p> <p><b>Eric De Jonge</b>, <i>Global Head of Export Finance, ING Bank</i><br/><b>Topi Vesteri</b>, <i>Deputy CEO, Finnvera</i></p> |



15:45

### Commercial Banks and the Private Market

This session provides a latest update on what the private market is doing to provide structured credit risk for commercial banks, in the form of pure non-payment and loan insurance. Risk appetite and ratings will be examined, and product innovations discussed.

**Gary Lowe**, Head, Credit Insurance, Corporate Finance, **Standard Chartered Bank**

**Andrew Beechey**, Head of Global Financial Risks - Asia Pacific, **Liberty International Underwriters**

**Erwan Stervinou**, Director - Structured Finance Debt Optimisation & Distribution, **Credit Agricole CIB**

**Sam Ladbury**, Senior Underwriter, Political Risks & Credit, **Chubb**

**Moderator: William Shaw**, Managing Director, **Texel Asia Pte Limited**

### Arrived or Nascent? Honest Appraisal of Renewables Market

A hotly anticipated market, with all governments, regulators and utilities talking about it, but has Asian renewables arrived, or is it nascent? Where are the mega projects? Will regulatory policy continue to act as a barrier to getting projects over the line? Can Asia finally move away from coal? How can banks and sponsors factor in political risk in new countries? India, Vietnam and China are showing strong signs, is Indonesia going to step up as well? Will onshore and offshore wind lead the charge, or is there life left in solar? Where are the best geothermal opportunities? What is needed to make projects attractive to investors in the sector?

**Suan Hwee Song**, Director of Structured Finance, Asia Pacific, **Vestas Wind Systems**

**Adolf Fraczek**, Senior Finance Manager, **Andritz Hydro GmbH**

**Andrew Sutherland**, COO and Partner, Indonesia, **UPC Renewables**

**Moderator: Gregory Smith**, Partner, US Co-Chair, Projects and Infrastructure, **DLA Piper**

### Commercial Bank Financing- The Financiers Forum

This session discusses how banks will deal with continued low pricing, and how international banks can compete with highly liquid Chinese banks? Will the growth of local banks impact business or can they collaborate together? The flight to quality - what is the impact of international bank retrenchment? Where are the deals coming from? How is unstructured lending in India, Indonesia, Vietnam and China changing the game? Is restructuring of distressed energy assets a key area for new opportunity? How can syndications present attractive propositions and options? The elephant in the room - over-compliance - can anything be done? What impacts will Basel 3 & 4 have going forward?

**Peter Purkl**, Director, **KfW IPEX-Bank**

**Cathrin Karpinski**, E&AF Head of International Markets, **Commerzbank AG**

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

16:30

### Coffee Break

17:00

### Global ECAs

US EXIM has led the way with ECA bonds, who will offer these going forward? With long-term lending banks only wanting to work with ECAs, will there continue to be a growth in ECA-backed project finance? How will direct lending evolve? As Asian market consolidation and outbound investment continues to grow, can more EU ECAs interact with Asian companies here? Can they compete with Asian pricing?

**Maria Hultén**, Director, Export Finance, **Svensk Exportkredit (SEK)**

**Bill Brown**, Regional Vice-President, Asia International Business Development, **Export Development Canada**

**David Ludlow**, International Business Development, Director, **UK Export Finance**

**Khalil Khiran**, Director, Corporate, Sovereign & Project Finance, **Efic**

**Moderator: Sylvie Leclercq**, Head of Export Finance, Hong Kong, **SG**

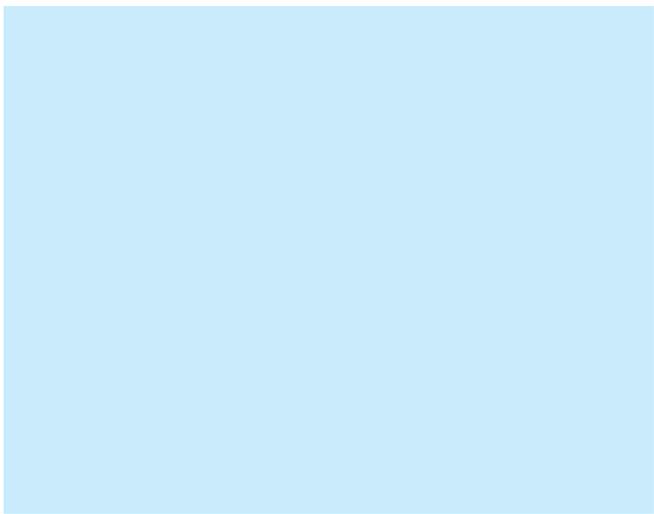
### CLEVIS Report Findings

A chance to discuss the findings of the CLEVIS borrowers and exporters report in further depth

**Simon Fischer**, Managing Director, **CLEVIS Research GmbH**



|       |  |
|-------|--|
| 17:45 | <p><b>Panel: Floating Hopes - Shipping in Asia</b></p> <p>With few new orders and deals drying up, can shipyards facing a huge challenge on growth meet their cash flow obligations? What will be the continuing effect of decreased commodities demand and low pricing on the offshore and bulk carrier shipping sector? What is the future for the container shipping sector, and how are Chinese yards being impacted by developments? How are Asian ECAs responding to financing requirements?</p> <p>What is the view of SINOSURE here? Is the cruise sector the great hope it promises to be, will the Asian market start to compete with Europe in the cruise sector, and what opportunities are presented?</p> <p><b>Julian Proctor</b>, <i>Managing Director, Tiger Group Investments</i></p> <p><b>Litie Wang</b>, <i>General Manager Assistant, Offshore &amp; Ship Credit Insurance Department, Sinosure</i></p> <p><b>William Fairclough</b>, <i>Director, Mandarin Shipping</i></p> <p><b>Moderator: Sergio Panday</b>, <i>Head of Structured Finance Asia, ABN AMRO</i></p> |
|-------|--|



|       |                   |
|-------|-------------------|
| 18:15 | Networking Drinks |
|-------|-------------------|

**DAY TWO - 13 October**

|       |   |
|-------|---|
| 09:30 | <p><b>Chairman's Opening Remarks</b></p> <p><b>Jonathan Bell</b>, <i>Editor in Chief, TXF</i></p> |
|-------|---|

|       |  |
|-------|--|
| 09:45 | <p><b>Exporters Panel: A Global Perspective</b></p> <p>Industry leading exporters from different sectors across Asia, North America, Latin America and Europe reveal common challenges and opportunities in key Asian markets. They evaluate working with the different ECAs, rules regarding OECD and non-OECD exporters, and their financing requirements to capitalise on growth opportunities</p> <p><b>Yang Tianfu</b>, <i>Chief Accountant, PowerChina International Group Limited</i></p> <p><b>Dario Liguti</b>, <i>Managing Director, Head of International Export Finance, GE Capital EFS Global Markets</i></p> <p><b>Markus Kluczka</b>, <i>Head of Financial Advisory &amp; Structuring APAC, Siemens</i></p> <p><b>Robert Wallin</b>, <i>Executive Director Customer Financing, Huawei Technologies Company</i></p> <p><b>Moderator: Steven Mulder</b>, <i>Head of Structured Export Finance - Asia Pacific, ANZ</i></p> |
|-------|--|



10:30

### Project Lifeline: DFI & MFI Intentions

This collaborative session examines the scope and strategy of policy institution funds, including the Silk Road Fund, AIIB, Brics New Dev Bank, ADB, KDB, and how they interplay, collaborate and compete with the World Bank, IFC and MIGA. Out of the plethora of institutional initiatives, what makes sense for borrowers, exporters and international banks? What part do the various players have in 1 belt 1 road? What role will they play in places like Myanmar, Vietnam, Laos, Bangladesh and Sri Lanka? Will they provide support in countries no longer offering sovereign guarantees?

**Federica Dal Bono**, Senior Underwriter, Energy and Extractive Industries, **Multilateral Investment Guarantee Agency, The World Bank Group**

**Adolfo Dindo Abueg**, Co-Head Project Finance, Asia Pacific, **Korea Development Bank (KDB)**

**Michael Barrow**, Director General, Private Sector Operations Department, **Asian Development Bank**

**John Groesbeek**, Head of Syndications – Asia, **International Finance Corporation (IFC)**

**Moderator: Jonathan Bell**, Editor in Chief, **TXF**

11:15

### Coffee Break

12:00

#### Korean ECA Financing

How can large global companies work with Korean ECA financing? What are the advantages and challenges from the borrower/ sponsor's perspective? How do Korean ECAs evaluate feasibility and desirability of proposed export/project financing? What challenges exist in the ECA financing-relevant industries globally? What are the broader policy objectives and commercial dynamics of particular transactions from the perspective of KEXIM and K-sure?

**Kisu Lee**, Deputy Director, Natural Resources Finance Dept. **KEXIM**

**Han-Kyu Lim**, Vice President, Global Business Development, **SK E&C**

**James Hyunsoo Kim**, Managing Director, Korea, **ING**

**Yong Jin Oh**, Senior Manager, Project Planning Team, **K-sure**

**Moderator: Young Joon Kim**, Partner, Representative Foreign Legal Consultant, **Milbank, Tweed, Hadley & McCloy**

#### Panel: Crouching Tiger, Hidden Dragon - Liquidity and Alternative Financing

This panel compares and contrasts the relevance of alternative funding vehicles and institutional investors in contrast to commercial banks in the ECA space. Who can do what? Who are ECA products designed for? Where a bank will finance to maintain a relationship, is it possible for a fund do this? What capital markets instruments exist for corporates?

**Adeline Kow**, Head of STEF Asia,

**UniCredit**

**Rohan Doctor**, Managing Director,

**Goldman Sachs**

**Jonathan Joseph-Horne**, Global

Coordinator and EMEA Head, **Export & Agency Finance, SMBC**

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

#### Idea Lab- Asia Outbound Investment

This discussion group examines the Asia outbound market to CIS, Latin America, the Middle East, Europe, US and Africa, to isolate hot markets from the perspective of key global banks. Will Asian companies continue to consolidate market share by buying EU, American and Asian companies? Which ECAs are most active, and where? Will Korea and Japan continue to invest in US infrastructure? How will the US election impact Asia investment to the US? Will today's oil prices see a continued pattern of national oil companies going overseas to develop petro assets in US and Latin America? The Middle East?

**Cathrin Karpinski**, E&AF Head of International Markets, **Commerzbank AG**

**Arnaud Cachard**, Head of Export & Specialised Finance, Asia, **HSBC**

**Niiko Watanabe Nakajima**, Senior Vice President, Team Leader Structured Trade Group, **SMBC**



12:45

**Panel: Super Power Prowess - China Outbound**

A huge opportunity that needs to be carefully navigated, this session seeks to uncover key questions around working with Chinese banks so you can evaluate good deals. What does the Chinese Government-backed One Belt, One Road initiative mean for the international community? Western banks' risk ratings and acceptance of working with SINOSURE, in contrast to Chinese Governmental restrictions. What markets and industries present the largest opportunities for Chinese investment? How to access brownfield and M&A Activity? The lowdown on projects in Africa and South-East Asia, the Gulf, Egypt, and offshoring into Vietnam, Cambodia and Bangladesh. Will China continue to buy distressed petro assets in Europe, US and Latin America? Get the inside track on cross-border RMB markets becoming de-regulated, and uncover private, syndicated and bilateral deals.

**Zenda Kuo**, Director - Investment Analysis, **CLP Holdings**

**Eugene Lau**, Deputy General Manager & Head of Syndication, **Products Division, China Construction Bank**

**Sean Tan**, Director, Treasury & Project Financing, Strategic Project Operations, **China Telecom**

**Hua Guanglin**, Assistant General Manager, Director-Marketing Department, **Sinosteel Equipment & Engineering Co Ltd**

**Moderator: Ivan Leung**, Head of Export & Agency Finance Asia, **Santander**

**PPP Best Practices Workshop**

How can successful public-private partnerships be established in emerging markets? What considerations need to be taken in to account? How is the Indonesian PPP model working and financed across syndications, bi-lateral and club deals? What lesson can be learnt from the Philippines model?

**Ramamohan Mahindra**, Chief Investment Officer & Global Client Leader, Infrastructure, **IFC**

**Idea lab - Where Have the Deals Gone?**

We use TXF data to create an open forum debate, where we examine key Asian markets and industry players to work out where there has been activity, and how this can be translated into opportunities going forward.

**Dominik Kloiber**, Co-Founder, **TXF**

13:30

**Networking Lunch**

15:00

**Industry All Play: How Can We Drive Growth in Asia?**

An innovative session that sees all delegates split into predetermined groups and collaboratively try to answer a key question in the market today: How can we drive growth in Asia? This networking-friendly, final session leverages the collective experience at the conference and allows attendees to draw on insights from the two days of debate and discussion.

16:00

**Industry All Play Results & Closing Remarks**

16:30

**Chairman closing remarks**

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



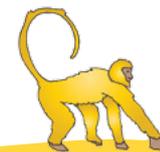


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– *Kutoane Kutoane, ECIC SA*

“Comprehend the export credit facilities once and for all!”

– *Nikola Bertucci, Acrow Bridge*

“A well-worth 2 days spent. Great delivery of materials, very relevant topics.”

– *Lin Lin Ho, Trimble*

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SOMETHING READYMADE.  
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Surname

Invoice address

Tel

Job title

Post code

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