

TXF GLOBAL 2018

THE LEADING CONFERENCE FOR THE EXPORT, AGENCY & PROJECT FINANCE INDUSTRY!



PROJECT FINANCE DAY,
5 JUNE
+
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6 & 7 JUNE
HILTON PRAGUE HOTEL, PRAGUE

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WILL YOU JOIN THE PRAHA SUPERSTARS?

This 6 & 7 June, TXF Global 2018 is coming to Prague for an export & project finance extravaganza. With 1000 guests expected to grace the scene, will you be part of the bright lights and dark nights of TXF Global 2018?

With an agenda and format that promises new ways of thinking, a fresh approach to solving common problems and a welcoming and inclusive networking environment, there's plenty of fun to be had.

Here are just a few reasons why you should empty your calendar of prior engagements and sign up to join your industry:



TXF Global: Project Finance Day (5 June)

One day to rule them all... This separately bookable event is your chance to network with senior developers, government personnel, MFIs/DFIs, insurers and all those who make PF deals happen.



Meet with many potential business partners all under one roof, with multiple networking opportunities each day

Your exclusive ticket will include informal ice-breaker drinks before the party starts, all-night cocktail reception on the 6th June, and an abundance of smaller discussion sessions to really get you talking. (please note activities included may differ if you only attend the Project Finance Day on the 5th June)



Closed door meetings for Borrowers, Private Insurance, Exporters and ECAs

If you would like to express your interest in joining a behind-the-scenes meeting with your fellow guests, please contact hesham.zakai@txfmedia.com



SOEs and borrowers from fast-growing regions and sectors



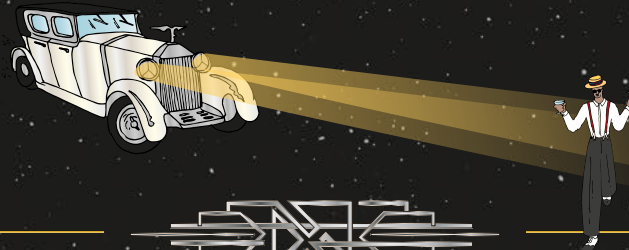
An ideal demographic with an even split between corporates and financiers and large multinationals to smaller SMEs

We know how important it is to get a healthy mix of attendees to keep discussion balanced, productive and worthwhile. That's why we are offering a limited number of exporter and borrower tickets at just €100 each. All proceeds from these will go to charity.



Keynotes from export and project finance heavyweights: CEOs of ECAs, DFIs and large corporates

Last year's keynote speakers included representatives from the biggest names in Global Export & Import; ECAs from across Europe, the Americas, Middle East, Africa and Asia-Pacific; PLUS DFIs/ MFIs including MIGA, Asian Infrastructure Investment Bank, Asian Development Bank and European Investment Bank.



Multiple session types and dynamic networking formats to review product effectivity, innovation, and new markets

Including real-time audience response surveys, workshops, idea labs, TXF Quiz Show, Industry Duel, Deal or No Deal and Industry All Play. All will be revealed...



Expert sessions on ECA direct lending, alternative lending and the changing role of commercial banking future

Mediocre? We've never heard of the word! We will bring you an agenda that encourages you to answer difficult questions, discuss the future of the industry with your peers and clients, and provide relevant content that will help move the industry forward.



ECA Finance Training Programme (separately bookable) - Enjoy a discount when booked with TXF Global

The crème de la crème in ECA Finance Education on 4 & 5 June. This 2 day boot camp has been around the world more times than a jumbo-jet, and the reaction is always the same: "A brilliant course that delivers 'what's on the tin.'" Become an ECA aficionado - visit the course website here.

KEY SPEAKERS & PARTICIPANTS

They've got their ticket, have you got yours? Key speakers and participants set to join in 2018 include:

Ondrej Landá
Deputy Minister of Finance
Czech Republic

Martin Tlapa
Deputy Minister of Foreign Relations
Czech Republic

Esteban Pérez Andrich
National Director for Renewable Energy
Ministry of Energy & Mining, Argentina

Basil El-Baz
CEO
Carbon Holdings

Ilya Krasnov
Head Of Corporate Finance & Financial Risk Management
Metalloinvest

Mouhammadou Makhtar Cissé
Director General,
Senelec

Mikhail Sychev
Head of Loans and Structured Finance
Gazprom Neft

Geetha Muralidhar
Chairman and Managing Director
ECGC Limited

Teguh Harsono
Senior Manager, Fund Raising
PLN Persero

Qaisar M Zaman
General Manager - Investments,
Nogaholding

Shukri Almehrouf
Former Deputy CEO, Planning & Finance
Kuwait National Petroleum Company

Elena Beketova
Head of Documentary Operations & Export Finance
PSJC LUKOIL

Rani Şelwanes
Managing Director & Head of Investment Banking
NBK Capital

Sun Xingjian
Vice General Manager, International Department,
China Exim Bank

Elena Palei
Global Head, Infrastructure, MIGA - Multilateral Investment
Guarantee Agency

Patrice Caporossi
Senior Infrastructure Finance Specialist - Project Finance & Guarantees
World Bank Group

Vineyesh Sawhney
Head of Financial Resources & Senior, Vice President
Reliance Industries

Tor-Ove Horstad
SVP, Head of Energy Commercial
Norsk Hydro

Katerina Tsimpa
Head of Corporate Finance
National Grid plc

Alessandro Decio
Chief Executive, Officer
SACE

Jan-Pascal Pham-Ba
Secretary General & Spokesperson
Terrawatt Initiative

Maxim Subbotin
Head of Corporate Projects Support Department
Uralkali

Catrin Fransson
CEO
Swedish Export Credit Corporation (SEK)

Anna-Karin Jatko
Director General
EKN

Peter Gisler
CEO
SERV - Swiss Export Risk Insurance

Louis Taylor
Chief Executive
UK Export Finance

Mo Zhilan
Division Chief
Sinasure

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

Beatriz Reguero Naredo
COO, State Account Business
CESCE Credit Insurance

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

Maşaru Kanke
Chief Representative For Europe, Russia/CIS, Middle East and Africa Region
NEXI

Guto Davies
Managing Director, Europe, Russia/CIS, Middle East and Africa Region
GE

Janusz Władyczak
President
KUKA SA

James Cruse
Senior Vice President
US EXIM Bank

Vinco David
Secretary General
Berne Union

Kutoané Kutoane
CEO
ECIC SA

Jan Prochazka
CEO
EGAP

Brunno Maradei
Senior Investment Officer, Project Finance & Guarantees
European Investment Bank

Topi Vesteri
Deputy CEO, Group Chief Credit Officer,
Finvera

Carmen Vara Martin
Deputy Director, Underwriting, Int'l Relations, State Account
CESCE Credit Insurance

Pablo Otin
VP, Emerging Markets
8minutenergy

Gernot Bruch
Head of Export & Project Finance
Linde AG

Guto Davies
Managing Director, Europe, Russia/CIS, Middle East and Africa Region
GE

Eric Bjonerud
VP
Green Investment Group

Eduardo Oliveira
CEO
H Oil Group

Luca Boetti
Head Of Project & Structured Finance
SMS INNSE S.p.A

Marcus Dolman
Vice President - Customer Finance
Rolls Royce

Shyam Sankar
Global Capital Advisory, Energy Financial Services
GE Capital

James Meffen
Director, Project Finance, Europe & Asia
The AES Corporation

Cécile Obin
Head of Financing
Neoen

Marika Toikka
Director Trade And Export Finance
Valmet

Allard van Hoeken
CEO
Oceans of Energy

Thomas Thomsen
European Sales Leader
GE Renewables

Caine Bouwmeester
SVP
Green Investment Group

Eric Bjonerud
VP
Green Investment Group

Richard Hodder
MD, Global Head of Export & Specialised Finance
HSBC

Marianna Scaltriti
Trade, Export and Project Finance Manager
Saipem

Anne Landry
Vice-President, International & Multilateral Financing
SNC-Lavalin

Heidi Vasala
Director Project Financing
Andritz

Maëlia Dufour
Director - International Relations, Products Development
Bpifrance

Erwin Boon
Business Development Manager
FMO Development Bank

Hacına Py
Global Head of Export Finance
Société Générale

Paul Richards
Global Head, Structured Export Finance
ANZ

Sam Taylor
Senior Portfolio Manager
NN Investment Partners

Marco Appolloni
VP Finance & Treasury
GE

Richard Hodder
MD, Global Head of Export & Specialised Finance
HSBC

Valentino Gallo
Managing Director, Global Head Export and Agency Finance
Citi

Yasser Henda
Global Head of Export Finance
BNP Paribas

Matthieu Jamin
Director Structured Export Finance
Natixis

Simon Sayer
MD, Structured Trade and Export Finance EMEA
Deutsche Bank

Antje Rigó
Director Export Finance
Ferrosaal Equipment Solutions

Ángela Pérez
Head of Finance
Elecnor

Jorjathan Joseph-Horne
Managing Director, Structured Export Finance
SMBC

Dr. Sebastian Hofert von Weiss
Head of Project Finance
EY/AHB

Hans-Peter Busson
Global ECA Coordination Leader
EY/AHB

Anna Ponomareva
Managing Director Head of Structured ECA & EXIAR Finance
VTB

Rupert Boyle
Executive Director
Arthur J. Gallagher

Eriks Atvars
Global Head of Structured Trade & Export Finance
UniCredit

Simon Lee
Managing Director, Head of International Trade and Transaction Banking, MENA
Crédit Agricole CIB

Michiel de Vries
Global Head of Structured Export Finance
ING Bank

Rodolphe de Lambertye
Head of Strategy & Business Origination, Export & Agency Finance
Santander Bank

Peter Sprent
Head of Global and Political Risk
Liberty Group

Derek Halpenny
European Head of Global Markets Research
MUGG

Cathrin Karpinski
Head of International Markets, Export & Agency Finance
Commerzbank

Besseling
Executive Director
EXX AFRICA

Ulrich Schulte Lünzum
Head Of Project Finance
Euler Hermes

Olivier Paul
Head of Policy
ICC Banking Commission

Nils Driemeyer
Head of Origination
HSH Nordbank

Michael Maurer
Global Head Export Finance
LBBW

Giulio Dal Magro
Head of International Financing
CDP

Inal Henry
Head Export Financing
Rand Merchant Bank

Anne Crepin
Deputy Head, Export Credit
SFIL

John Greenwood
Managing Director Project, Infrastructure & Principal Finance
Goldman Sachs

John Schuster
President
LS Capital Strategies

Dr. Robert
Executive Director
EXX AFRICA

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Head of Policy
ICC Banking Commission

Rupert Boyle
Executive Director
Arthur J. Gallagher

Richard Hodder
MD, Global Head of Export & Specialised Finance
HSBC

Ralph Lerch
Senior Manager - International Trade & Export Finance
DZ Bank

Andrew Underwood
Regional Product Leader - Political Risk & Trade Credit Insurance
XL Caitlin

Eva Ohlsson
Director, Structured Finance & Corporate Lending
SEK

Marc Partridge
Managing Director, Co-Head of Project & Structured Finance
Gazprombank

Michiel Matthijssen
Portfolio Management Treasury
BNG Bank

Gabriel Buck
Managing Director
GKB Ventures

Simon Jones
Head of Export & Agency Finance EMEA
TD Bank

Ashley McDermott
Senior Associate
Clifford Chance

Charles Berry
Chairman
BPL Global

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

Richard Hodder
MD, Global Head of Export & Specialised Finance
HSBC

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

Faruq Muhammad, MD & Head Structured Export Finance, Americas, EMEA, South & South East Asia
Standard Chartered

Clare Dawson
Chief Executive
Loan Market Association

Lillian Labbat
Global Head Trade Credit & Political Risk
Zurich

Heiko Lentge
Director, ECA Advisory and Modelling
PwC

David Albagli
Head Global Trade Finance Italy & Middle East
BBVA

Marck Wengrzik
Executive Director
AKA Bank

Shinebayer Bat
CEO
Batseer LLC

Andreas Back
Senior Manager, Financial Services
Wartsila Corporation

PRE-CONFERENCE TIMETABLE

4 & 5 JUNE | ECA FINANCE TRAINING WITH CC SOLUTIONS (SEPARATELY BOOKABLE)

Maximise your time in Prague by joining this **2 day expert-led training**. Become an ECA Financing aficionado, with full question and answer follow up after each carefully crafted module. A “brilliant course that delivers ‘what’s on the tin’” – email lucy.morris@txfmedia.com for more details and exclusive TXF Global attendee discount.

5 JUNE | TXF GLOBAL 2018: PROJECT FINANCE (SEPARATELY BOOKABLE)

Kick-off TXF Global with this **one day conference** dedicated to project and infrastructure financing. It’s your chance to hear from and network with senior developers, government personnel, MFIs/DFIs, insurers and all those who make PF deals happen. Guests of the main event on the 6 & 7 June can grab a discounted ticket to attend – email marketing@txfmedia.com or visit the website for more details.

5 JUNE | WALKING TOUR (7PM) & ICE BREAKER DRINKS (8PM) – OPEN TO ALL GUESTS

Walking Tour Host

WHITE & CASE

Ice-Breaker Drinks Sponsor



Join our relaxing and enlightening walking tour hosted by White & Case, all whilst sipping a glass of bubbly. Then from 8pm, the ice-breaker drinks begin, courtesy of Reliance Industries. Perfect if you are arriving the evening before and want to start the networking and make the most of your trip.

6 & 7 JUNE | THE CONFERENCE BEGINS!



08:00	NETWORKING COFFEE AND REGISTRATION
	CONGRESS HALL II - PLENARY
08:50	CHAIRMAN'S OPENING REMARKS
09:05	<p>OPENING KEYNOTE: THE CZECH SHAKE-UP</p> <p><i>We welcome you to Prague with an opening keynote presentation from the Deputy Minister of Finance of the Czech Republic, who will outline the country's biggest change to the set-up of the Czech ECAs in 20 years. What do these changes tell us about the changing environment for export finance? Mr Landa will also talk about growing market opportunities, a governmental-level outlook, and developing public and private sector collaboration.</i></p> <p>Ondrej Landa, Deputy Minister of Finance, Czech Republic</p>
9:20	<p>AUDIENCE RESPONSE SURVEY - CAN WE MOVE FORWARD?</p> <p><i>We kick off the day with a survey of delegates' thoughts on key issues that will be highlighted and debated over the next two days with a focus on how can the export finance industry come together to learn, progress and be relevant over the long-term</i></p> <p>Co-moderator: Paul Richards, Global Head, Structured, Export Finance, ANZ</p> <p>Co-moderator: Katy Rose, COO, TXF</p>
9:40	<p>STIMULATING MANUFACTURING GROWTH: THE ECA PERSPECTIVE</p> <p><i>Learn how ministerial departments, regulating authorities and ECA leaders in key manufacturing nations plan to use their export credit systems to drive growth in their capital industries:</i></p> <ul style="list-style-type: none"> • Accepting globalisation: With increased multinationalism of companies how flexible will OECD ECAs become on national content? Where will they draw the line between job creation and competing with more flexible ECAs and their non OECD counterparts? • Given the importance of project sponsors and borrowers give to the financial package, how can ECAs ensure that they are competitive enough for their exporters not to lose out to inferior products? • Documentation is often cited as over extensive, but flexibility a deciding matter for the end client, how do you decide between a standardized easy to replicate approach and a complex bespoke approach? • Changing times: How will digitisation and the necessary integration of multiple platforms from each actor change the business procedures? Will the millennial shift towards the sharing economy reshape business models? How do we respond to the drive for a cleaner world and support our industries? <p>Martin Tlapa, Deputy Minister of Foreign Relations, Czech Republic</p> <p>Geetha Muralidhar, Chairman and Managing Director, ECGC Limited</p> <p>Alessandro Decio, Chief Executive Officer, SACE</p> <p>Catrin Fransson, CEO, Swedish Export Credit Corporation (SEK)</p> <p>Louis Taylor, Chief Executive, UK Export Finance</p> <p>Beatriz Reguero Naredo, COO, State Account Business, CESCE Credit Insurance</p> <p>Moderator: Jonathan Joseph-Horne, Managing Director, Structured Export Finance, SMBC</p>
10:25	<p>TXF EXPORT FINANCE EVANGELISTS: WHERE DO WE GO FROM HERE?</p> <p><i>After two years of presenting in front of 1000s of export credit practitioners and broadcasting export credit podcasts to the world from the TXF South London Studios, we bring together the leading minds in commercial banking to debate their visions of what the future holds for the ECA industry</i></p> <p>Anna-Karin Jatko, Director General, EKN</p> <p>Thomas Baum, Head of Division Underwriting & Risk Management, Euler Hermes</p> <p>Simon Jones, Head of Export & Agency Finance, EMEA, TD Securities</p> <p>Simon Sayer, Managing Director, Global Head of STEF, Deutsche Bank</p> <p>Gabriel Buck, Managing Director, GKB Ventures LTD</p> <p>Moderator: Dan Sheriff, Managing Director, TXF</p>
11:20	NETWORKING BREAK

	CONGRESS HALL II - PLENARY	CONGRESS HALL I	CONGRESS HALL III
12:15	<p>KNOW YOUR CUSTOMER? AND WE ARE NOT TALKING COMPLIANCE: KEYNOTE BORROWERS' PANEL</p> <p><i>This session gathers borrowers from different industries across the globe to discuss the role of various debt instruments in meeting their investment objectives while maintaining balance sheet health:</i></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>Jacqueline Woodhouse, Treasury Manager, Corporate Finance, National Grid</p> <p>Mouhamadou Makhtar Cissé, Director General, Senelec</p> <p>Vineyesh Sawhney, Head of Financial Resources & Senior Vice President, Reliance Industries</p> <p>Teguh Harsono, Senior Manager, Fund Raising, PLN Persero</p> <p>Moderator: Yasser Henda, Gobaal Head of Export Finance, BNP Paribas</p>	<p>THE MARRIAGE OF ECA BACKED PROJECT FINANCING AND BOND ISSUING</p> <p><i>The combination of ECA backed project financing with bond issuing clearly opens doors to financiers which have not yet been involved in ECA backed project financing. It is therefore providing additional market capacity for the funding of large ventures especially in the infrastructure sector. However, new opportunities are accompanied by new challenges - 'our experienced panel will assess these, sharing first-hand observations from their direct involvement with these innovations.</i></p> <p>John Greenwood, Managing Director Project, Infrastructure & Principal Finance, Goldman Sachs</p> <p>Ralph Lerch, Senior Manager - International Trade & Export Finance, DZ Bank</p> <p>Dario Liguti, Chief Underwriting and Business Innovation Officer, SACE</p> <p>Peter Gisler, CEO, SERV - Swiss Export Risk Insurance</p> <p>Co-moderator: Hans-Peter Busson, Partner, Global ECA Coordination Leader, EY/AHB</p> <p>Co-moderator: Dr Sebastian Hofert von Weiss, Head of Project Finance, EY/AHB</p>	<p>FROM RUSSIA WITH LOVE: UNLOCKING THE OPPORTUNITY</p> <p><i>Strengthened by recent oil price rises and a strong borrower community, Russia has continued to offer exciting opportunities for those willing to brave the uncertainties:</i></p> <ul style="list-style-type: none"> • From continued tensions over Ukraine to the development of the Eurasian Economic Union, what are the current geopolitical trends affecting financing for Russian borrowers? • Who is willing to lend and what structures are being employed? Is unsecured lending sustainable? • What are the requirements of Russian borrowers when structuring their balance sheets and how can banks and agencies meet these? <p>Dina Merkulova, Managing Director, Trade & Export Finance, Alfa-Bank</p> <p>Maxim Subbotin, Head of Corporate Projects Support Department, Uralkali</p> <p>Ilya Krasnov, Head Of Corporate Finance & Financial Risk Management, Metalloinvest</p> <p>Anna Ponomareva, Managing Director Head of Structured ECA & EXIAR Finance, VTB</p> <p>Moderator: Marck Wengrzik, Executive Director, AKA Bank</p>
12:55	<p>LEADING THE CHARGE: PROSPECTS FROM MENA</p> <p><i>According to TXF Data, the Middle East has been the largest ECA market for the last two years running. We examine if this trend will continue:</i></p> <ul style="list-style-type: none"> • With the price of oil rising, will the need for ECA backed investment be as pertinent as other forms of balance sheet lending? Conversely has the success of various energy and infrastructure projects led to a new paradigm for SOEs and private borrowers? • What's the latest on Saudi privatisations and the outlook for international investors? • Will the UAE continue to offer exciting opportunities in ECA backed real estate and construction projects not often seen from other regions? • 2017 was a quiet year for Egypt - will 2018 see the highs of 2015/16, or at least increased volumes? • Project finance once dominated ECA deals flows, but was relatively quiet the last 2 years. Will the advent of Duqm and Bapco change this? <p>Qaisar M Zaman, General Manager - Investments, Nogaholding</p> <p>Rani Selwanes, Managing Director & Head of Investment Banking, NBK Capital</p> <p>Shukri Almahrous, Former Deputy CEO, Planning & Finance, Kuwait National Petroleum Company</p> <p>Heiko Lentge, Director, ECA Advisory and Modelling, PwC</p> <p>Moderator: Richard Hodder, MD, Global Head of Export & Specialised Finance, HSBC</p>	<p>CRUCIAL PROJECTS: THE DEVELOPMENT ANGLE</p> <p><i>Development banks are the lifeblood of projects that are deemed un-bankable. They play a vital role in funding infrastructure projects in developing markets alongside emerging and developed markets. We ask:</i></p> <ul style="list-style-type: none"> • Which industries and regions are highest priority for each bank? What environmental and sustainable factors have to be met to secure funding? • What are the roles of Chinese development banks across OBOR, Africa and Latin America, which other lenders can work with them and how do environmental considerations differ? • Where do ECAs fit into the picture? How do bilateral DFIs and ECAs differ in terms of national interest? • How can commercial and private lenders play a part in the global development picture? <p>Michael Barrow, Director General, Private Sector Operations Department, Asian Development Bank</p> <p>Erwin Boon, Business Development Manager, FMO Development Bank</p> <p>Elena Palei, Global Head, Infrastructure, MIGA - Multilateral Investment Guarantee Agency</p> <p>Patrice Caporossi, Senior Infrastructure Finance Specialist - Project Finance & Guarantees, World Bank Group</p> <p>Moderator: John Schuster, President, JLS Capital Strategies</p>	<p>A GROWING PRESENCE: FINANCING BANGLADESH'S POWER AND INFRASTRUCTURE APPETITE</p> <p><i>With the World Bank expecting the Bangladesh economy to grow 6.4% in the current fiscal year, we look at key drivers of growth in the market, and what this means for projects going forward:</i></p> <ul style="list-style-type: none"> • Power has been the major driver over the last 2 years- what can we expect after the recent \$2 billion PT Pertamina and Bangladesh Power Development Board transaction? • From the Payra Port to projects in textiles and petrochemicals, what does the investment landscape look like? • China's belt and road initiative saw the financing of Chittagong Port, and Bangladesh is seen as a strategic location, how does this impact international competitors? <p>Marco Appolloni, VP Finance & Treasury, GE</p> <p>Andreas Back, Senior Manager, Financial Services, Wartsila Corporation</p> <p>Cathrin Karpinski, Head of International Markets, Export & Agency Finance, Commerzbank</p> <p>Antje Rigó, Director Export Finance, Ferrostaal Equipment Solutions</p> <p>Jan-Philipp Apking, Head of Underwriting & FIs, Euler Hermes</p> <p>Moderator: Sun Jung Lee, Head of Export & Agency Finance, Korea, Santander</p>

CONGRESS HALL II - PLENARY

PAVING THE WAY TO A MODERN AFRICA

While Africa has long been an attractive investment destination, a few shining stars are truly leading the way with the creation of modern metropolises, successful agricultural exchange programs, power, telecoms and increased digitalisation. Although resource rich, the continent is still rife with poverty, and a staggering 600 million citizens are living without power.

- What can we learn from power and infrastructure success stories to roll out similar projects across the continent? What is the role of renewable energy in the future of power generation? How can we finance the growing trend for off the grid solutions?

- How can natural resources be developed profitably and sustainably?

- Can Eastern and Western ECAs, development banks, private equity investors and developers work together to be powers of positive change across Africa?

Marc Partridge, Managing Director, Co-Head of Project & Structured Finance, **Gazprombank**

Brunno Maradei, Senior Investment Officer, Project Finance & Guarantees, **European Investment Bank**

Pedro Novo, Head of Export Finance, **Bpifrance**

Kutoane Kutoane, CEO, **ECIC SA**

Inal Henry, Head Export Financing, **Rand Merchant Bank**

Moderator: Faruq Muhammad, MD & Head Structured Export Finance, **Standard Chartered**

15:05

CONGRESS HALL I

GREEN HORIZONS: RENEWABLE ENERGY FINANCING

With increased international support, government policy, better technology and lower costs, renewables are becoming increasingly commercially viable year on year. Here we address the key aspects of these projects across a variety of issues:

- How practical is local currency financing in places such as Latin America, Asia and Africa, with high demand for new power generation and sometimes volatile economies?
- How are changing patterns of electricity use and production creating financing opportunities in the generation, transmission and storage infrastructure of renewable energy?
- How do we mitigate regulatory uncertainty, including changes in import tariffs, production tax credits and feed in tariffs? What are the impacts of measures recently agreed by EU ministries?

- With falling prices and margins, how bankable are renewables projects in emerging markets?

- How can ECAs take a more pro-active role supporting sustainable development and renewables project?

Katerina Tsimimpa, Head of Corporate Finance, **National Grid plc**

James Meffen, Director, Project Finance, Europe & Asia, **The AES Corporation**

Allard van Hoeken, CEO, **Oceans of Energy**

Matthieu Jamin, Director Structured Export Finance, **Natixis**

Pablo Otin, VP - Emerging Markets, **8minutenergy**

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

CASE STUDY: MARKBYGDEN- EUROPE'S LARGEST ONSHORE WIND-FARM

Establishing a new benchmark of how to successfully structure and finance European renewables projects in a non-FIT landscape:

- Negotiating and developing a corporate PPA - a vision of the future for the European renewables market
- The importance and challenges of developing revenue and finance structures in parallel
- The challenges and inter-plays in bringing together ECA, DFI and commercial debt for a European project
- How replicable is this deal in other markets, and what can we learn from this deal that we can take elsewhere?

Nils Driemeyer, Head of Origination, **HSH Nordbank**

Thomas Thomsen, CSO Europe & SSA, **GE Renewables**

Caine Bouwmeester, SVP, **Green Investment Group**

Eric Bjonerud, VP, **Green Investment Group**

Ulrich Schulte-Lünzum, Head of Project Finance, **Euler Hermes**

Tor-Ove Horstad, SVP, Head of Energy Commercial, **Norsk Hydro**

Moderator: Shyam Sankar, Global Capital Advisory, **GE Capital Energy Financial Services**

CONGRESS HALL III

BORROWERS' CLUB:

Join our exclusive roundtable in Prague to discuss the borrowing landscape, talk about your experiences and look at the latest themes in your space. The content of the Borrowers' Roundtable will be private and confidential - all borrowers welcome, no registration needed!

Facilited by Sean Keating,
News & Features Editor, **TXF**

THE FEX FACTOR: FUTURE OF EXPORT OF FINANCE

We gather the leading young minds in export finance to plot how we want the industry to be in 20 years:

- How can we bring new and maintain existing talent in the industry? Do we have a generation issue within our industry and if so what can we do to overcome it?
- The role of FEX as the platform for young talent in the industry with chapters around the world
- How to adapt and modernize export finance to reflect changing times?

Eriks Atvars, Global Head, Structured Trade & Export Finance, **UniCredit**

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

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

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

16:25

NETWORKING BREAK

CONGRESS HALL II - PLENARY

16:55

SOLAR ENERGY: A FORCE FOR POSITIVE CHANGE BUT A CHALLENGE TO FINANCE

Advances in solar power, energy storage and off grid solutions are rapidly making development in impoverished and remote areas possible. In this session we discuss the outlook for such developments, what we can learn from pioneers in these industries, and what are the solutions to make these projects bankable?

Cécile Obin, Head of Financing, **Neoen**

Esteban Pérez Andrich, National Director for Renewable Energy, Ministry of Energy and Mining, **Argentina**

Jean-Pascal Pham-Ba, Secretary General & Spokesperson, **Terrawatt Initiative**

Moderator: Hacina Py, Global Head of Export Finance, **Société Générale**

17:35

DEAL OR NO DEAL

A TXF favourite, this innovative session sees panellists going through a series of hypothetical deal proposals for transactions, discussing their various merits and challenges, and then concluding by answering two questions: 1) Whether they would do each of the deals; 2) How they would price each of the deals.

Team Captain 1: Michiel de Vries, Global Head of Structured Export Finance, **ING Bank**

Team Captain 2: Rodolphe de Lambertye, Head of Strategy & Business Origination, Export & Agency Finance, **Santander Bank**

Jan Prochazka, CEO, **EGAP**

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

18:15

CONFERENCE ENDS

18:45

COCKTAIL DRINKS RECEPTION

sponsored by MUFG  **MUFG**

DAY 2 - JUNE 7

07:30

TXF MORNING RUN

A chance to take in the sights of Prague and arrive energised for Day 2 of the conference

CONGRESS HALL I

08:15

BREAKFAST BRIEFING SESSION - AFRICA

Discover new export and project finance opportunities in Africa- kick off the day with an informal and interactive session looking at Africa's most exciting growth markets and weigh up options to mitigate political risk

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

CONGRESS HALL II - PLENARY

09:05

CHAIRMAN'S OPENING REMARKS

09:15

FOREIGN POLICY - THE ECONOMIC PICTURE

We discuss three of the biggest variables in the balance of power and which is likely to have the most significant impact on the export & project finance industry:

- The Trump effect: The US politics of protectionism, isolationism and what this means for trade
- Hydrocarbons and geopolitics: With oil markets rising and Iran tensions furthering, what is the outlook?
- Crisis what Crises? Italy and the latest Eurozone picture

Dr. Rebecca Harding, CEO, **Equant Analytics**

Lee Hardman, Vice President, Global Markets Research, **MUFG**

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

09:45

FROM LONDON TO LOUBETSI: GLOBAL PRI COVERAGE

Unshackled by government mandate, the private insurance market is playing an increasingly important role in bringing projects over the line in far flung corners of the globe. We catch up with leading thinkers to debate the pertinent issues affecting the private insurance market:

- What has been the impact of the USD 100 billion extra-ordinary catastrophe losses at the end of 2017 on the specialty insurance market as a whole? And the CPRI market in particular? How does this compare to losses paid out by Berne Union members?
- The increasing trend towards ECA reinsurance within the private market and how both parties can benefit from this growing line of business
- The growing call for increased transparency and standardisation when it comes to claims data
- How can the private market do a better job at marketing itself to potential buyers and improve client origination?
- When multi-sourcing big ticket contracts, how can ECAs, MFIs and commercial insurers work together on a deal? What pitfalls need to be avoided? Who leads a discussion when it's being put together or when it goes wrong? What happens to subrogation rights?
- What are the key geopolitical trends affecting Africa, Asia, Latin America, Europe and which regions provide a good risk reward proposition?

Peter Sprent, Head of Global and Political Risk, **Liberty Group**

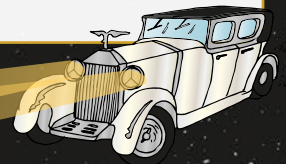
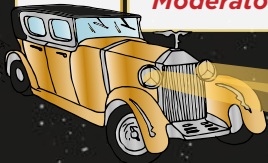
Rupert Boyle, Executive Director, **Arthur J. Gallagher**

Topi Vesteri, Deputy CEO, Group Chief Credit Officer, **Finnvera**

Charles Berry, Chairman, **BPL Global**

Lillian Labbat, Global Head Trade Credit & Political Risk, **Zurich**

Moderator: Andrew Underwood, Regional Product Leader - Political Risk & Trade Credit Insurance, **XL Catlin**



10:35

BREAK

CONGRESS HALL II - PLENARY

TITANS OF INDUSTRY: EASTERN SPOTLIGHT

Our panel of speakers with an Eastern European and CIS base give their view on the ECA market:

- An analysis of key export markets in Russia, Belarus, Ukraine and Uzbekistan, and growth prospects
- Lessons learnt from the landmark Lukoil transaction in Uzbekistan
- What can be learnt from dealing with complex markets prone to rolling crisis? How can we better process claims and losses?
- What are Eastern European ECAs doing to support their exporters' interests in the CIS, Africa and the Middle East?

Janusz Władyczak, President, **KUKE SA**

Marek Dlouhý, Deputy CEO, **EGAP**

Elena Beketova, Head of Documentary Operations & Export Finance, **PSJC LUKOIL**

Moderator: Eriks Atvars, Global Head, Structured Trade & Export Finance, **UniCredit**

11:45

TALKING HEADS, CHANGING FACES: WHERE'S THE MONEY COMING FROM?

This session explores the liquidity needs of the export finance industry as it continues to develop, with particular focus on project bonds, ECA bonds, export finance securitisations, institutional investors and sovereign entities as debt providers, and the future of secondary market distribution

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

David Craig, Head of Project & Structured Finance Team, **UKEF**

Guto Davies, Managing Director, Global ECA Leader, EFS Global Markets, **GE**

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

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

12:30

CONGRESS HALL I

SOAP BOX OPERA: AN ECA PRODUCT UPDATE

This double session brings a global cast of ECAs to update exporters, lenders and borrowers interacting with the ECA product. Each ECA representative takes to the stage to give an overview on key issues:

- How will their ECA maintain relevance and develop products to match changing times?
- Will fast growing regions in need of cover see an increase to help exporters and development?
- What is their ECAs stance on underwriting risk? What will change in terms of local content?
- Will ECAs continue to increase direct lending?
- Are ECAs getting better at collaborating with each other, as well as harmonising their offer, in the interests of efficiency for end-users of the product?

James Cruse, Senior Vice President, **US EXIM Bank**

Dario Liguti, Chief Underwriting and Business Innovation Officer, **SACE**

Maëlia Dufour, Director - International Relations, Products Development, **Bpifrance**

Carmen Vara Martin, Deputy Director Underwriting (America) & International Relations, **CESCE**

Masaru Kanke, Head of Paris Office - Chief Representative for Europe, Russia - CIS, Middle East and Africa Region, **NEXI**

Topi Vesteri, Deputy CEO, Group Chief Credit Officer, **Finnvera**

Ulrich Schulte Lünzum, Head of Project Finance, **Euler Hermes**

Co-moderator: Abbey Sturrock, Public Agency Head, **Marsh**

Co-moderator: David Albagli, Head Global Trade Finance Italy & Middle East, **BBVA**

CONGRESS HALL III

DON'T GET CAUGHT OFF GUARD: A REGULATORY UPDATE

As the Basel committee continue to fine tune regulatory policy and frameworks, we catch up with central figures to determine what these amendments will mean for export credit:

- The Ghost of Christmas Past: Basel III ongoing implementation and what needs to be fine tuned by 2019?
- New kid on the block: What do the key pillars of Basel IV, mean for your business?
- Sovereign exposure: Will ECAs be defined as 'sovereign entities' or 'other sovereign entities' with a significant disparity between the applicable RWAs?
- Free at last: Will export credits get leverage ratio relief without caveats?
- Clearwater Revival or Muddy Waters: KYC, AMLand compliance, what can we do better and how do we make the processes easier?

Bruno Cloquet, Chair, **EBF Export Credit Working Group**

Olivier Paul, Head of Policy, **ICC Banking Commission**

Ralph Lerch, Senior Manager - International Trade & Export Finance, **DZ Bank**

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

NEW CHALLENGES AND OPPORTUNITIES - THE FIRST LOAN MARKET ASSOCIATION EXPORT FINANCE DOCUMENTATION

- Why was there a demand for export finance specific documents and what was the background to this project?
- What were the working assumptions and what are the main features of the template?
- How have discussions between the export credit agencies, law firms and banks in the working group progressed and where have views diverged?
- It's only documentation: why do I care?
- What are the hopes for the future?

Ashley McDermott, Senior Associate, **Clifford Chance**

Clare Dawson, Chief Executive, **LMA**

13:15

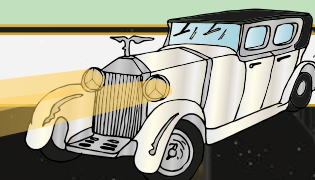
LUNCH

	CONGRESS HALL II - PLENARY	CONGRESS HALL I	CONGRESS HALL III
15:00	<p>PUBLIC SERVICE ANNOUNCEMENT</p> <p><i>More and more public banks are active in supporting the ECA credits from their home countries. We get the low down:</i></p> <ul style="list-style-type: none"> • What are their respective mandates? • How do they cooperate with commercial banks? • What do they bring to this market? <p>Michiel Matthijssen, Portfolio Management Treasury, BNG Bank</p> <p>Anne Crepin, Deputy Head, Export Credit, SFIL</p> <p>Eva Ohlsson, Director, Structured Finance & Corporate Lending, SEK</p> <p>Giulio Dal Magro, Head of International Financing, CDP</p> <p>Moderator: Henri D'Ambrières, Advisory Services - Export, Trade & Project Finance, HDA Conseil</p>	<p>PRIVATE MARKET INSURANCE</p> <p><i>Join this exclusive group to plot the continued growth of private market insurance in the export and agency space</i></p> <p>Facilitated by Dominik Kloiber, Co-founder, TXF</p>	<p>EXPORTERS' CLUB:</p> <p><i>Rub shoulders with fellow exporters and discuss common challenges faced with the ECA product, changing regulations and financing structures in this closed door meeting - all exporters welcome!</i></p> <p>Facilitated by Max Thompson, Reporter, TXF</p>

CONGRESS HALL II - PLENARY

15:45	<p>CONSENSUS, CONVERSION AND COMPETITION: WHERE DO WE GO FROM HERE?</p> <p><i>After 2 days of debate we finish with self-appraising summary of the market, backed up by the combined might of TXF and Berne Union data...</i></p> <ul style="list-style-type: none"> • Consensus, what consensus? How have international efforts to encourage non OECD ECAs to agree to the rules panned out? Who is winning and who is losing out? • Do OECD consensus data black holes and loopholes affect our ability to self-analyse and grow? • What are the data trends in OECD and non-OECD ECA backed export finance and how is this expected to continue? • Is the current OECD consensus on export purpose fit post-crisis? Where do other agencies, development banks and MFIs fit in to the picture? What role for the IWG? • Are OECD member exporters flourishing or floundering and what could be changed? • What do we think of the current CIRR and pricing stipulations? <p>Vinco David, Secretary General, Berne Union</p> <p>Michal Ron, Managing Director, Head of International Business, SACE</p> <p>Andreas Back, Senior Manager, Financial Services, Wartsila Corporation</p> <p>Dominik Kloiber, Co-founder, TXF</p> <p>Moderator: Jonathan Bell, Editor in Chief, TXF</p>
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16.45	CONFERENCE CLOSE
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2018 COMPANIES

From Government Ministers to ECAs, Borrowers to Banks, find out who you will be meeting at this year's epic event!

8minutenergy	CNH Industrial	FMO Development Bank	Linde AG	Rolls-Royce plc
Aarsleff	Columbia Threadneedle	Gazprom Neft	Linklaters	Royal IHC
ABN AMRO	Company	GE Energy Financial Services	LLC Gazprom pererabotka Blagoveshchensk	SACE
Acciona	CREDENDO Single Risk Insurance AG	General Electric	Loan Market Association	Saipem
ACWA Power	Credit Agricole CIB	General Electric Renewable Energy	Lukoil	Salalah Methanol Company
AKA Export Finance Bank	Crédit Agricole CIB	Getinge Group	Macquarie Capital	Santander Bank
Alexander Dennis	Credit Agricole Corporate and Investment Bank	GKB Ventures LTD	Maveg	SERV - Swiss Export Risk Insurance
Alfa-Bank	Credit Suisse	Global Infrastructure Hub	Metalloinvest	SG Export Finance
Andritz	Crescent Group	Green Investment Group	Métlife	Siemens
ANZ (Australia and New Zealand Banking Group)	Czech Infrastructure Association	HDA Conseil	MIGA - Multilateral Investment Guarantee Agency	Skanska Infrastructure Development
AON	Czech Republic	Helaba	Ministry of Energy and Mining, Argentina	SMS INNSE S.p.A
Asian Development Bank	Danske Bank	Herbert Smith Freehills LLP	Mitsubishi UFJ Financial Group (MUFG)	SNC-Lavalin Capital
Atkins Global	Dekabank	HFW	MV Werften	Société Générale
BAM Nuttall	Deutsche Bank	Hitachi	Natixis	Standard Chartered
Banco Santander, S.A	DLA Piper	Hochtief Solutions	NEXI - Nippon Export Investment Insurance	STX France
BBVA	DZ Bank	HOMT ESPANA SA	NN Investment Partners	Sumitomo Mitsui Banking Corporation (SMBC)
Besix	EBF	HSBC	Norsk Hydro	Swedish Export Credit Corporation (SEK)
Blend Financial Services (Blend Finance)	EBRD	ICC Banking Commission	Norton Rose Fulbright	SZA Schilling, Zutt & Anschutz
BNP Paribas	ECIC SA - Export Credit Insurance Corporation SOC LTD	IFC World Bank Group	Oceans of Energy	TD Bank
Bouygues	EGAP - Export Guarantee and Insurance Corporation	IHS Markit	Perusahaan Listrik Negara (PLN) (Persero)	UK Export Finance - Export Credits Guarantee Department
Bpifrance	EKN - The Swedish Export Credit Agency	Infrastructure and Projects Authority	Petersen Matex Trading GmbH	UniCredit
BPL Global	Eltel Networks	ING Bank	PricewaterhouseCoopers GmbH	Uralkali
Burmeister & Wain Scandinavian Contractor (BWSC)	Euler Hermes	International Finance Corporation (IFC)	Primetals Technologies Austria GmbH	Valmet
Carbon Holdings	Euler Hermes Aktiengesellschaft	John Deere Financial Services	Rabobank	Vinci Construction Grand Projects
Centrum PPP Poland	Eurofinsa	JP Morgan	Raiffeisen Bank International	Voith Financial Services
CESCE Credit Insurance	European Commission	KfW IPEX-Bank	Rand Merchant Bank	Volvo Construction Equipment
Ceskoslovenska Obchododni Banka (CSOB)	EXX AFRICA	Konecranes Oyj	Reliance Industries Limited	XL Catlin
Citi	EY/AHB	Landesbank Baden - Wurttemberg (LBBW)		Zuercher Kantonalbank
Clifford Chance	Finnvera plc	Legal & General Investment Management		Zurich
CMI Group		Liberty Specialty Markets		

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EVENT REPORT 2017

With over 800 guests from more than 60 countries in attendance, 2017 was a blockbuster. With exceptional audience participation, forward-looking discussion and networking opportunities at every turn, here's what happened in a nutshell:

WHAT THE CRITICS SAID:

Fantastic gathering of the industry leaders and a great place to find partners and future deals

Leslie Maruziva, BAM Nuttall

Great moment to meet all the key players of export finance

Daniel Geistodt-Kienerl, Thales

A real opportunity to reach potential partners

Thierry de Longuemar, Asian Infrastructure Investment Bank

My first full immersion in the export finance... simply amazing!

Cristiana Ciani, Sacmi Imola

Definitely the place to be in the export finance industry

Thierry Eisenstein, Bouygues Construction

The Oscar goes to TXF Venice -- Fabulous event at a magnificent location

Felix Strange, EY/AHB

THE RESULTS...

39% of our audience expect their business to grow between **1 and 10%** over the next year.

27% thought that Africa is the region to watch for business opportunities over the next two years. In addition, **35%** thought that the infrastructure sector would be the most lucrative during the same period.

50% thought that ECA pricing had lowered in the last year and **41%** expected this trend to continue into 2018.

We had some dissension in the ranks - **35%** of our audience thought that ECA direct financing complements a bank's balance sheet capacity while **34%** thought that it was directly competing with it.

DELEGATE BREAKDOWN:

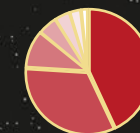
800 guests

60+ countries

376 companies

136 speakers

- **43% Financial Institutions**
- **33% Corporates**
- **10% ECAs**
- **5% Law firms**
- **4% Insurance**
- **3% Other**
- **2% Government**



TOP COMPANIES REPRESENTED

Adani Global
Asian Development Bank
Asian Infrastructure Investment Bank
China EXIM Bank
Crescent Group
Dubai World Trade Centre
ENEL
Essar Group
European Investment Bank
EXIAR - Export Insurance

Agency of Russia
Export Import Bank of Korea- KEXIM
French Treasury
Gazprom Neft
General Electric
Government of Sharjah
Hoegh LNG
Huawei
Italian Ministry of Foreign Affairs and Economic Cooperation

Japan Bank for International Cooperation (JBIC)
Lukoil
Maersk
Maersk Tankers
Mainstream Renewable Power
Metalloinvest
Ministry of Finance Brazil
Ministry of Finance of Ghana
Ministry of Finance of Vietnam

Mitsubishi Corporation
Mubadala Development Company
National Grid
NN Investment Partners
Oman Shipping Company
OPIC - Overseas Private Investment Corporation
Orpic
Petrobras

Petrovietnam (Vietnam Oil and Gas Group - PVN)
Power China
Power Generation Corporation 3
Reliance Industries Limited
SACE
Saudi Aramco
Siemens
Sinosure

US EXIM BANK - Export-Import Bank of the United States
Vietnam Oil and Gas Group
Virgin Voyages
Vitol
Yapi Kredi Leasing

TXF GLOBAL 2018 PROJECT FINANCE

5 JUNE
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Network with market leaders, examine the latest trends and learn from the experts.

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Christopher Heathcote
CEO
G20 Global Infrastructure
Hub

Philip Hall
Head of Structured Finance
EMEA
MUFG

Matthew Vickerstaff
Deputy CEO
Infrastructure and Projects
Authority, UK

Elena Palei
Global Head for
Infrastructure
MIGA
World Bank Group

Tomáš Janeba
President
Czech Infrastructure
Association

Arun Kumar Sharma
Chief investment Officer
IFC

Olga Davydava
Partner Project Finance
Herbert Smith Freehills

Neeraj Agrawal
Group CFO
Crescent Group

Teguh Widhi Harsono
Senior Treasury Manager
PLN

Michael Barrow
Director of Private Sector
Operations
ADB

Verner Ayukegba
Principal Analyst for
Sub-Saharan African
IHS Markit

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