

COMING JUNE 2016...

# TXF-ROME-2016

EXPORT, AGENCY AND PROJECT FINANCE

## CALLING ALL EXPORT FINANCE SUPERHEROES



8TH, 9TH & 10TH JUNE, 2016  
CAVALIERI WALDORF ASTORIA, ROME





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Without their combined power and strength, TXF Rome 2016 would not be possible...

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# Caped crusaders for TXF Rome 2016

## Their secret identities revealed...

### SPEAKERS INCLUDE

**Alessandro Castellano**, Chief Executive Officer, **SACE**

**Benoit Daignault**, President And Chief Executive Officer  
**Export Development Canada**

**Dr. Christoph Herfarth**, Head of Export Finance and Export Credit, Guarantee Department,  
Chairman of the Inter-ministerial Committee (IMC), **German Federal Ministry of Economic Affairs  
and Energy**

**Acc. Nadia Abd ElAziz Katry**, Board Member, Financial, Commercial and Financing, **Egyptian  
Electricity Holding Company**

**Tadashi Maeda**, Senior Managing Director, **JBIC**

**Keiko Honda**, Executive Vice-president And CEO, **MIGA**

**Alessandro Canta**, Head Of Finance And Insurance, **ENEL**

**Tobias Behringer**, Energy Finance EMEA - Department Head, **Siemens Financial Services**

**Vineyesh Sawhney**, Head Of Financial Resources And Senior Vice President, **Reliance Industries  
Limited**

**Mandla Maleka**, Chief Economist - Treasury, **Eskom Holdings**

**Hazam Al Haddad**, Vice President For Business Development & Corporate Treasury, **Elsewedy  
Electric**

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

**Christian Ølgaard**, Deputy CEO, **EKF**

**Cristiano Pasanisi**, Vice President - Group Treasury & Corporate Finance, **Fincantieri S.p.A**

**Oussama Kaissi**, CEO - ICIEC, **ISDB**

**Tadaharu Uehara**, Vice-Chairman, **NEXI**

**Philipp Rossberg**, Director & COO, Federal Export Credit Guarantee Division, **Euler Hermes**

**Beatriz Reguero**, Chief Operating Officer, State Account Business, **CESCE Credit Insurance**

**Arun Kumar Sharma**, Chief Investment Officer, Global Financial Markets, **International Finance  
Corporation (IFC)**

**Lorenz Jorgensen**, Head Of Syndications, **EBRD**

**Giorgio Milite**, CFO, **Ansaldo Energia**

**Fabio Fritelli**, Finance Director, **Maire Tecnimont**

**Dorus Everwijn**, Director Project Finance, **CB&I**

**Said Bakhache**, Deputy Division Chief Strategy, Policy And Review Department, **International  
Monetary Fund**

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

**Michael Whalen**, Vice-president Of Project And Structured Trade Finance Us Exim Bank, **US Ex-Im**

**Gordon Welsh**, Head of Business Division, **UKEF**

**Riccardo Puliti**, Managing Director, Head Of Energy And Natural Resources, **EBRD**

**Maëlia Dufour**, Head Of International-organisation-expertise Department, **COFACE**

**Margherita Cioffi**, Director Group Finance, **Finmeccanica**

**Tuukka Andersén**, Vice President and Head of Underwriting, **Finnvera Oyj**

**Luca De Angelis**, Head - Project Administration, **Technip Italy**

**Bernd Rieck**, Head of Export & Project Finance, **Voith Financial Services GmbH**

**Paolo Frascarolo**, Head of Finance, **Tenova Group**

**Tommaso Garzelli**, Finance Director, **Astaldi**

**Marianna Scaltriti**, Trade and Export Finance Manager, **SAIPEM**

**Larry Schwartz**, Chairman & Chief Executive Officer, **Seaborn Networks**

**Animesh Ranjan**, Director Investments, **Yard Energy Group**

**Anne Aufrere**, Head of Financing & Insurance Department, **Arianespace**

**Johan Henningsson**, Head of Sustainability, **SEK**

**Derek Halpenny**, European Head of Global Markets Research, **MUFG**

**Hacina Py**, Global Head Of Export Finance, **Société Générale**

**Jonathan Joseph-Horne**, Global Coordinator, Export & Agency Finance, Global Trade Finance,  
Smbce, **SMBC**

**Luca Lunari**, Head of Export Finance - Italy, **BNP Paribas**

**Stefano Porro**, Head of Export & Trade Finance, **CA-CIB Italy**

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

**Erik Hoffmann**, Global Head of Export & Agency Finance,  
**Banco Santander**

**Richard Hodder MD**, Europe & Sub-Saharan Africa, Project and Export Finance, **HSBC**

**Eugène Kock**, Director Structured Export Finance, **ING Bank**

**Hans-Peter Busson**, Global ECA Coordination Leader, **EY/AHB**

**Kutoane Kutoane**, CEO, **ECIC**



## GUESTS INCLUDE

**Sudki Jad**, Head of Corporate Finance, **Saudi Aramco**

**Abel Martins Alexandre**, Chief Development Officer Simandou Project, **Rio Tinto**

**Elena Beketova**, Head Of Documentary Operations and Export Finance, **Lukoil**

**Stanislav Popkov**, Head of Lending and Structured Finance, **Gazprom Neft**

**Etienne Boreau de Roine**, Vice President, **Airbus**

**Gaetano Massara**, CEO South Europe, **GE**

**Javier de Souza Ferreira**, Director de Desarrollo de Negocios, **Odebrecht Latinvest**

**Takaki Nakamura**, Structured Finance Dept., **Sojitz Corporation**

**Robert Rafferty**, Manager, Debt - Capital Markets, **SABIC**

**Dario Liguti**, Managing Director - Head of International Export Finance, **GE Capital EFS Global Markets**

**Alejandra Hidalgo**, Head of Export Finance, **ABB Asea Brown Boveri**

**Diego de la Vina Ruiz**, Head of Supply Chain Financing (Trade and Export Financing), **Abengoa**

**Billy McFie**, Finance Director (Falkirk), **Alexander Dennis**

**Janin Baumgartner**, Vice President Global Financing & Guarantees, **Andritz Hydro**

**Andrew Patterson**, Region President for Africa, **Bechtel**

**Thierry Eisenstein**, Head of Trade & Export Finance, **Bouygues Construction**

**Tina Ørum Myler**, Export Finance Manager, **BWSC**

**Tim Gaul**, Global Mining Area Manager, **Caterpillar**

**Bastiaan Kooistra**, Manager Customer Finance, **Damen Shipyards Group**

**Pietro Amico**, Director Financing & Contracting, **Danieli**

**Ángela Pérez**, Head of Finance, **Elecnor**

**Bo Eskesen**, Director, Marketing & Sales, **Eltel Networks**

**Robin Christen**, Director Customer Finance EMEA, **Huawei International**

**Gernot Bruch**, Head of Export & Project Finance, **Linde AG**

**Ralf Pepmöller**, Director, **Maveg**

**Ilya Krasnov**, Head of Corporate Finance, **Metalloinvest**

**Virpi Gustafsson**, Director, Trade and Project Finance, **METSO**

**Naohiko Nishi**, Deputy General Manager, **Mitsui & Co**

**Olivier Utz**, CFO, **Promar Shipping Services**

**Marcus Dolman**, Assistant Vice President - ECA Finance, **Rolls Royce**

**Adrian Jones**, Project Finance Manager, **Royal Boskalis Westminster**



**Guido Fieret**, Manager Treasury & Customer Finance, **Royal IHC**

**Jens Haupt**, Head of Financial Services, **SMS Group**

**Maxim Subbotin**, Legal Adviser, Strategic projects, **Uralkali**

**Marlies Janssen**, Managing Director Corporate Treasury, **Van Oord**

**Henrik Guldbæk Welch**, Formerly Senior Vice President Head of Group Treasury at Vestas Wind Systems, **Vestas Wind Systems**

**Caroline Glass**, Director of Trade & Export Finance, **Degrémont**

**Svetlana Egorova**, Head of Corporate Finance Division, **United Metallurgical Company**

**Janin Baumgartner**, Vice President Global Financing & Guarantees, **Andritz Hydro**

**Bruno Schambacher**, Chief Operating Officer, **Ellipse Projects SAS**

**Fredrik Wikner Ericsson**, President, **Ericsson Credit**

**Christian Bockler**, Head of Export & Project Finance, **GAUFF GmbH & Co. Engineering KG.**

**Tony Wonfor**, Head of Sales Financing Western Europe, **Huawei Technologies**

**Ralf Pepmoeller**, Director, **Maveg**

**Paolo Frascarolo**, Head of Finance, **Tenova Mining & Minerals**



# Is it a bird, is it a plane? No... it's TXF Rome 2016!

## FROM THE FOUR CORNERS OF THE GLOBE, EXPORT AND PROJECT FINANCE SUPERHEROES WILL ASSEMBLE FOR TXF ROME 2016.

More than 700 of the mightiest corporate and sovereign borrowers, exporters, project sponsors, developers, ECAs, DFIs, underwriters, financiers, brokers and lawyers will converge on June 8, 9 & 10 for a conference of epic proportions.

In perhaps the most beautiful and historic city in Europe, join your peers as they share leadership insight, challenge each other and most importantly, get down to business.

"TIMELY, EXPERT DISCUSSIONS OF CURRENT ECA/DFI AND COMMERCIAL BANKING ISSUES. I HIGHLY RECOMMEND THIS CONFERENCE."

ARTHUR PILZER  
VP FINANCE  
BECHTEL ENTERPRISES

"VERY INTERESTING CONFERENCE WITH MAJOR ACTORS OF THE SECTOR AND GOOD NETWORKING."

FLORENCE ELISABETH  
FOMENTO DE CONSTRUCCIONES Y  
CONTRATAS

"THE BEST CONFERENCE I'VE EVER SEEN IN EXPORT FINANCE! THE AGENDA AND EXCELLENT CONTENT MAKE THIS THE GO-TO CONFERENCE FOR ALL EXPORT FINANCE"

RALPH LERCH  
GLOBAL HEAD OF EXPORT FINANCE  
COMMERZBANK

"PERFECT TIME, PERFECT PLACE, AND PERFECT PEOPLE. THE BORROWERS' BREAKFAST IS A RARE OPPORTUNITY FOR BORROWERS TO SHARE PRECIOUS SECRETS AND TIPS."

ELENA BEKETOVA  
HEAD OF ECA FINANCING  
LUKOIL



JOIN US

To book visit [www.txfnews.com](http://www.txfnews.com) or email [max.carter@txfmedia.com](mailto:max.carter@txfmedia.com)



# Why attend?

At TXF, we understand the benefits of attending events.

We understand you need to justify both the financial and opportunity costs attached to your attendance.

Our guarantee: Every single aspect of TXF Rome 2016, from sessions to outside activities, have been thought out to ensure you can maximise the benefits for you and your team.

## The 3 core pillars of TXF Rome 2016:

### 1. NETWORKING. DOING BUSINESS

#### INTIMATE NETWORKING OPPORTUNITIES

It's not just about great content. TXFs small meeting areas, pre-conference drinks, extended cocktail receptions, walking tour, running clubs plus other activities are all included in your ticket



### 2. LEARNING

#### CASE STUDY WORKSHOPS

Corporate borrowers and exporters share genuine success stories, discuss their financing strategies for projects and present potential pitfalls

#### TRAINING

Technical training workshops for more in-depth knowledge on the subjects and topics discussed

#### GOVERNMENT AND INDUSTRY LEADER KEYNOTES

Ministers and major borrowers reveal insight on their strategic investment, development plans and where opportunities lie

### 3. LIVELY AND CONFIDENTIAL DEBATE

#### AUDIENCE RESPONSE SURVEYS

Your opinion counts. We include short audience surveys on the state of the market. Listen out to a few of your favourite songs too

#### CHATHAM HOUSE RULE

We know discussing issues off the record guarantees honest debate and fosters strong relationships

# What's new for 2016?

## 1. NETWORK AND DO BUSINESS

### NETWORKING APP

Arrange meetings in real time using this online meeting app

### BUSINESS CARD ROULETTE

Think speed dating but without the bell.  
Throw your business card in a pot and meet someone you have never spoken to before

### TXF BREAKFAST ROOM

For those of you staying in the hotel, networking begins at breakfast! TXF has put aside a room for you to begin the conversations early

### WINE TASTING

Wine is always an easy conversation starter. Find out which region, grape you prefer and discuss it with possible future business partners

## 2. LEARN

### CORPORATE KNOWLEDGE EXCHANGE

This corporates-only workshop creates time and space for borrowers and exporters to discuss best practice and gain advice from senior representatives in the market - in an open, honest and confidential environment



## 3. LIVELY AND CONFIDENTIAL DEBATE

### INDUSTRY DUEL

The battle begins. A unique session designed to debate the most critical - and contested - questions in the industry. Speakers will argue for opposing sides on a key question in the market, allowing for a frank and open debate on future developments in the industry

### DEAL OR NO DEAL

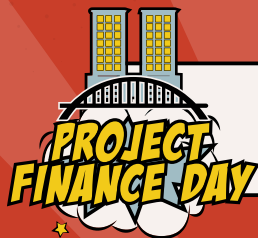
A fun and engaging way to wrap up the discussion. This pricing session sees industry experts go through a series of hypothetical deal proposals and debate

### GROUP THERAPY: FEEDBACK FORUM

Be prepared for some home truths! This feedback forum is an opportunity for all institutions in the export finance chain to be candid about their experience of dealing with other institution types

Separately bookable\*

Price: £3199 (when booked together with TFX Rome 2016)



## PROJECT FINANCE DAY

8<sup>TH</sup> JUNE 2016

**VS**

Which will you choose?



## ITALIAN EXPORT FINANCE DAY

8<sup>TH</sup> JUNE 2016

The TFX Project Finance Day will give you a chance to meet the key players with the ideas, expertise and resources to make these new approaches work. Despite the looming challenges in commodity and financial markets, this event will bring together senior developers, government personnel and new sources of capital who have managed to make deals happen, no matter where in the economic cycle.

### Key themes include:

- Adapting energy finance models to new realities
- Integrating energy and transport infrastructure procurement
- National and international oil companies - new priorities and funding requirement
- Is there life left in the global independent power producer model?
- Will COP21 have any tangible impact on project finance markets?
- Project bonds as a tool for greenfield investments and much more...

HOSTED BY



Host Sponsor SACE is delighted to welcome you to this special edition Italian export finance day.

### The briefing day will look at:

- Latest policies and innovations
- Position on Iran and Russia and impact on future business
- Open discussion on areas for improvement
- Getting more liquidity into the sector
- Italy as a player in a competitive global environment

This one day briefing is designed for exporters, banks and advisors involved in Italian export finance, and all borrowers and international counterparts looking to secure a greater level of Italian support.

*\*Please note both Project Finance Day and Italian Export Finance Day are not included in the standard ticket for TFX Rome 2016.*





08:45

#### CHAIRMAN'S OPENING REMARKS

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

#### KEYNOTE ADDRESS: SUPPORTING INDUSTRY

Understand the importance of agency and government support in building credible industrialisation for the 21st century. Hear how manufacturing nations can drive international growth by leveraging the support of their systems, and what can be done to increase the effectiveness of these.

#### KEYNOTE PANEL: GOVERNMENT & ECA LEADER'S OUTLOOK

Hear Government and ECA heads from crucial manufacturing nations discuss what they are doing to help their exporters, investors and the market. How they are developing products, and the areas they expect to see increased cover. What innovations have come to the fore?

**Alessandro Castellano**, CEO, **SACE**

**Martin Tlapa**, Deputy Minister of Foreign Relations of the **Czech Republic**

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

**Benoit Daignault**, CEO, **Export Development Canada**

**Tadashi Maeda**, Senior Managing Director, **JBIC**



#### AUDIENCE RESPONSE SURVEY

Delegates thoughts and forecasts on the 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.

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

10:45

#### NETWORKING COFFEE BREAK

#### INDUSTRY ALL PLAY: WHAT KEY INNOVATION WILL MOVE THE MARKET FORWARD?

This interactive, TXF-style idea lab sees delegates split into small, pre-defined groups where they will work together to identify gaps in the project and export finance offering. Through a group discussion structured by TXF questions, guests will collaborate on solutions that will help to take the industry forward: what single innovation can help to transform the market?

13:15

#### LUNCH



## BORROWERS ROUNDTABLE

Over the last couple of years, TXF has created a true borrowers' community - an exclusive forum where end-users of ECA and project finance from across the globe can informally share best practice tips, exchange advice, request help from others, and network with their peers and counterparts.

Join our borrowers roundtable to get involved at TXF Rome, swap notes on services received from banks, agencies and exporters - and discuss what solutions and products work best, in a private and confidential manner.

### Confirmed participants include:

Ilya Krasnov, Metalloinvest | Mandla Maleka, Eskom | Noel Morris, KAR Company | Vineyesh Sawhney, Reliance Industries | Maxim Subbotin, Uralkali | Alexey Voronov, Metalloinvest

To join the roundtable, please email [hesham.zakai@txfmedia.com](mailto:hesham.zakai@txfmedia.com)



### PLENARY

#### BORROWERS AND SPONSORS PERSPECTIVES

Key borrowers and project sponsors from across the globe discuss their financing strategies. They will address common challenges to gaining ECA and DFI support, best practices to structuring multi-tranche deals, and how to work with local, regional and international banks, agencies, DFIs/MFIs and other institutions in order to achieve funding. They will also discuss what is needed to speed up transactions/projects to get them over the line..

**Vineyesh Sawhney**, Senior Vice President of Finance, **Reliance Industries**

**Alessandro Canta**, Head of Finance and Insurance, **ENEL**

**Mandla Maleka**, Chief Economist - Treasury, **Eskom**

#### AGENCY PRODUCT REVIEW

Honest appraisal on how the ECA and agency products are working with different market segments. What is the risk profile? Where will changes be made? The challenges of local content rules and working with the OECD. Coverage of the growth of direct lending and an assessment of where and when it is needed

**Beatriz Reguero**, Chief Operating Officer, **CESCE**

**Maëlia Dufour**, Head of International-Organisation-Expertise Department, **COFACE SA**

**Tuukka Andersén**, Vice President and Head of Underwriting, **Finnvera Oyj**

**Keiko Honda**, EVP & CEO, **MIGA**

**Moderator: Guillermo Hombravella**, Managing Director, Head of Structuring and Product Development, **Santander**

### STREAM 2 - INSURANCE

#### ANALYSIS OF BPL'S CPRI GLOBAL PORTFOLIO IN COMPARISON TO THE ECA MARKET

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

#### ANALYSES OF THE INTERSECTION BETWEEN ECAS AND THE PRIVATE MARKET, RISK APPETITE AND COLLABORATION

**Nick Robson**, CEO Credit, Political & Security Risks Division, **JLT Specialty Limited**

**Price Lowenstein**, Division President, **Sovereign Risk Insurance Limited**

**Patrick Nimander**, Director of Finance, **EKN**

**Piergiorgio D'Ignazio**, Chief Risk Officer, **SACE**

**Tadaharu Uehara**, Vice-Chairman, **NEXI**



### IDEA LAB

#### MASTERING COMPLEX MULTI-SOURCING PROJECTS; CASE STUDIES AND DISCUSSION ON EFFICIENT ECA COORDINATION

**Hans-Peter Busson**, Global ECA Coordination Leader **EY/AHB**

**Dr Sebastian Hofert von Weiss**, LL.M./RSA, Head of Project Finance, **EY/AHB**

**Stefan Budzinski**, Head of Oil, Gas, & Petrochemicals - Advisory, EMEA, **SMBC**

**David Craig**, Head of Project and Structured Finance Team, **UK Export Finance**

**Mark Castillo-Bernaus**, Partner, **White & Case**

**Victor Hoek**, Head of Project Finance, **Atradius**

#### WHAT ARE EXPORT FINANCE BUYERS ACTUALLY BUYING?

What attracts investors to look at export finance, and what concerns do they have before investing in greater volumes? Is an investment into export finance assets an opportunity to buy well priced government paper, or is it something else? What role does the arranging bank play, and what is the bank risk for the investor? What do different ECA cover policies mean in practice to investors? Will assets continue to be attractive if interest rates rise and assets in other sectors become more attractive? What is the role of private equity and pension funds?



## PLENARY

**COLLABORATION BETWEEN ECAS AND DFIS**

This exciting panel explores how co-funding structures can be set up to enable funding for crucial projects from a combination of ECA and DFI support

**Riccardo Puliti**, Managing Director, Head of Energy and Natural Resources, **EBRD**

**Arun Kumar Sharma**, Chief Investment Officer, Global Financial Markets Department, **IFC**

**Michal Ron**, Vice President, **Berne Union**

**Oussama Kaissi**, CEO - ICIEC, **ISDB**

## STREAM 2

**CASE STUDY: POWER IN NORTH AFRICA**

Learn how Siemens and the Egyptian government successfully financed a \$9billion transaction, creating 1000 new jobs and increasing Egypt's power generation capacity by 50%. Now this landmark project is over the line... what comes next

**Tobias Behringer**, Energy Finance EMEA - Department Head, **Siemens Financial Services**

**Hazam Al Haddad**, Vice President for Business Development & Corporate Treasury, **Elsewedy Electric**

**Peter Purkl**, Team Head Power, Renewables and Water, **KfW IPEX-Bank**

**Manav Futani**, Managing Director, Head of Export Finance - Middle East & North Africa, **HSBC**

**Werner Schmidt**, Managing Director and Head of Structured Trade & Export Finance Germany, **Deutsche Bank**

**Acc. Nadia Abd ElAziz Katry**, Board Member, Financial, Commercial and Financing, **Egyptian Electricity Holding Company**



## IDEA LAB

**ECAS AND SME FINANCING**

The Exim reauthorization debate put SMEs front and centre. Support for SMEs is no longer a hope, but an expectation of export finance. Is the industry ready to deliver? Which ECAs are leading the charge with SME financing and what assistance should be expected from banking partners? Many regular deals are deemed too small to be attractive for some of the big international lenders, but many ECAs now have an obligation to better service the SME community – and this will only get more pronounced. Get the latest financing techniques exporters and borrowers are using with the private market and ECA backing. Which banks are stepping up? Should this be the role of traditional export finance departments, or be taken on elsewhere?

**Florian Seitz**, Head of Trade & Export Finance, **Bayern LB**

**David Graham**, Executive Director, Corporate, Sovereign and Project Finance, **Efic**

**Dina Merkulova**, Director - Financial Institutions & ECAs, **ALFA-BANK**

**IMF PRODUCT UPDATE**

Debt policy revisions and what this means for sovereign guarantees in ECA transactions

**Said Bakhache**, Deputy Division Chief Strategy, Policy and Review Department, **International Monetary Fund**

**CASE STUDY: CAPITAL MARKETS AND TRANSPORTATION**

Lima Metro Line 2 and part of Line 4 - Overall \$5 billion project. This was the largest ever RPI CAO - based transaction and the first bank-funded scheme with ECA support. Hear from the vested parties how this project was successfully financed

**Margherita Cioffi**, Director, Group Finance, **Finmeccanica**

**Laurent Eurin**, Managing Director, Export Finance, Head of Americas, **Societe Generale**

**Thomas Innocenzi**, Vice President, **Astris Finance**

**Antonella Coppola**, Senior Underwriter – Corporate and Investment Finance Division, **SACE**

**SUSTAINABILITY PANEL**

Banks and exporters gather to discuss environmental and social responsibilities, as well as focus on sustainable transactions that relate to renewable energy, and new technologies designed to save the environment

**Eugène Kock**, Director Structured Export Finance, **ING**

**Johan Henningsson**, Head of Sustainability, **SEK**

**Bernd Rieck**, Head of Export & Project Finance **Voith Financial Services**

**Christian Ølgaard**, Deputy CEO, **EKF**

## PLENARY

### AFRICAN LEADERS PANEL:

Hear from key African players on how commercial banks ECAs and DFIs can help fund much needed projects

**Luca Lunari**, Head of Export Finance - Italy, **BNP Paribas**

**Terry Makhubele**, Principal: Export Credit Finance, **Nedbank**

**Kutoane Kutoane**, CEO, **ECIC**

**Andrew Patterson**, Region President for Africa, **Bechtel**

## STREAM 2

### CASE STUDY: LIWA PLASTICS: A MULTISOURCE ECA FINANCED TRANSACTION

An analysis of the successful framework put in place to finance Orpic's \$6.4 billion Liwa Plastic Industries Complex (LPIC) in Oman. How a multitude of ECAs and banks were able to collaborate and the challenges that were overcome to allow this

**David Bonnefoy**, Head of SEF, **Natixis**

**Julie Lemonnier**, Director, Structured Export Finance Team, **Natixis**

**David Craig**, Head of Project and Structured Finance Team, **UK Export Finance**

**Fabio Fritelli**, Finance Director, **Maire Tecnimont**

**Dorus Everwijn**, Director Project Finance, **CB&I**

**Giulio Dal Magro**, Director Heavy Industries, **SACE**

18:00 - 20:00

Networking cocktail

Sponsored by:



20:00 till Late

BBQ and TXF Awards show



## What to expect...

This action-packed cocktail reception continues on into the evening with a BBQ and informal awards ceremony.

With wine tasting, live entertainment, great food and industry awards, it's the perfect way to round off day one and let your hair down.





### THE TXF MORNING RUN

As is tradition, our very own Managing Director Dan Sheriff will be leading the morning run on day two. Shake off the cobwebs, sweat out the coffee and cakes, meet new people, and take in the panoramic views of the Eternal City. Don't forget to pack your trainers and heroic lycra uniform, and we'll see you at 7.15am at the entrance of the Rome Cavalieri...

### MUFTI DAY - DRESS DOWN ON DAY TWO FOR €1

Since TXFs inception, day two of our conference is always a chance to leave the uniform at home, and dress down for charity.

All proceeds from the mufti day will go to our nominated charity AbleChildAfrica, which works to improve access to education and facilities for disabled children in Africa. There is also a method behind this - less formal attire leads to a less formal atmosphere, improving openness, honesty and dialogue at the conference.

Visit [www.ablechildafrica.com](http://www.ablechildafrica.com) to find out more



09:00

### CHAIRMAN'S OPENING REMARKS

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

### EXPORTERS: OPPORTUNITIES AND CHALLENGES LAID BARE

Exporters dealing with different sectors and nations reveal common challenges and opportunities. This setting will serve as a forum to address these issues head on, including the debate regarding rules that might advantage non-OECD exporters in contrast to potential favouritism that might benefit their OECD equivalents. We will also address the role of the exporter in modern export finance. Concluding with results from the TXF Exporter Survey

**Cristiano Pasanisi**, Vice President - Group Treasury & Corporate Finance, **FINCANTIERI S.p.A.**

**Giorgio Milite**, CFO, **Ansaldo Energia**

**Luca De Angelis**, Head - Project Administration, **Technip Italy**

**Moderator: Stefano Porro**, Head of Export & Trade Finance, **CA-CIB Italy**

**Dario Liguti**, Managing Director - Head of International Export Finance, **GE Capital EFS Global Markets**

### KEYNOTE: GLOBAL FINANCIAL MARKET RISKS - HOW MIGHT THESE SHAPE THE ECONOMIC OUTLOOK?

Could 'Brexit' destabilise the global economy? Has China managed to avoid a hard landing and is the emerging market economies' adjustment complete? How will commodity price volatility impact the outlook ahead? Is the Federal Reserve sowing the seeds of the next US recession? Central banks' engagement in currency wars - is that true? And if so, who is winning?

**Derek Halpenny**, Executive Director, European Head of Global Markets Research, **MUFG**

10:45

### NETWORKING COFFEE

## PLENARY

### SYNDICATION LOANS MARKET REVIEW

**Lorenz Jorgensen**, Head Of Syndications, **EBRD**

### LIQUIDITY, ALTERNATIVE FUNDING OPTIONS AND THE CAPITAL MARKETS

A key panel that will analyse and assess the need for increased liquidity within the sector, what funding options are available, and the developing role of capital market instruments within ECA-backed projects. Leading institutions will discuss what alternative funding options are available. Panellists will also discuss where capital market tools have been used to date, what success they have had on particular transactions and in which sectors we can expect to see them being used going forward. Is this the way of modern export finance? Can banks build a book if they are distributing large amounts? Are ECAs all ready? Does export finance make sense for the investor community?

**Hacina Py**, Managing Director, Head of Export Finance, **Societe Generale**

**Jonathan Joseph-Horne**, Global Coordinator and EMEA Head, Export & Agency Finance, Global Trade Finance Department, **Sumitomo Mitsui Banking Corporation Europe Limited**

**Gabriele Freifrau von dem Bussche**, Director Head of ECA Finance Origination / Analysis & Underwriting, **pbb Deutsche Pfandbriefbank**

**Sonja Schoentag**, Director, Commodity & Structured Trade Finance, **MUFG**

**Philipp Rossberg**, Director & COO, **Euler Hermes Aktiengesellschaft**

## STREAM 2

### ECA PERSPECTIVES ON PROJECT AND EXPORT FINANCE IN AFRICA

**Chairman**, John Dewar, Partner, **Milbank**

**David Ludlow**, Head of International Business Development, **UKEF**

**Gert Van Melkebeke**, JDirector - Head of Export Finance Benelux & France, **Commerzbank**

### SHIPPING FINANCE AND THE ECA MARKET

An examination of the state of the cruise and shipping markets. What has been done through 2015 and could this be a key growth area in 2016-17? What are the needs of the major customers for cruise and ship finance? What are the market prospects going forward? What can commercial banks, ECAs and associated entities do to help propel growth?

**Juergen Wienes**, Senior Vice President Global Head Structured Trade & Export Finance Financing & Advisory, **UniCredit**

**Alex Taylor**, Head of Export Agency Finance Europe, ME & Africa, **Citi**



## IDEA LAB

### REFINANCING AND COMPARABLE ECA TOOLS

As ECA products continue to evolve, learn the latest in refinancing tools, what these mean for importers and which entities you can work with to employ them.

**Anne Crepin**, Deputy Head of Export Credit, **SFIL**

### ECA FINANCING IN ASIA

An examination of key initiatives including, AIIB, Silk Road, One Belt One Road and how will these help the market





### THE FUTURE FOR EXPORT FINANCE:

What will the industry look like in a decade. Will banks play the same role? What will be the mandate of agencies, and what role will DFIs, private insurance and policy banks play? How will the needs of exporters and buyers changed and will export finance be fit for purpose? Are there enough new people coming into the sector, and does the industry have a prominent enough role to grow? Who will be the winners and losers in 10 years' time?

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

**Simon Jones**, Head of Export & Agency Finance, EMEA, **TD Securities**

**Richard Hodder**, MD Director, Sub-Saharan Africa, Project and Export Finance, **HSBC**

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

**Gordon Welsh**, Head of Business Division, **UKEF**

13:15

### LUNCH

### DEAL OR NO DEAL PRICING SESSION

An engaging way to wrap up the two days of discussions, this pricing session sees industry experts go through a series of hypothetical deal proposals and debate: Whether they would finance each deal? How they would price each deal? The audience then gets to vote, influencing the final verdict of the panellists

### PRESENTATION OF IDEAS FROM THE INDUSTRY ALL PLAY

16:15

### CONFERENCE ENDS



# Testimonials

HERE'S WHAT OUR HEROES PAST AND PRESENT HAD TO SAY:

VERY INTERESTING CONFERENCE WITH MAJOR ACTORS OF THE SECTOR AND GOOD NETWORKING.

FLORENCE ELISABETH  
FOMENTO DE CONSTRUCCIONES Y CONTRATAS

CONGRATULATIONS FOR A VERY SUCCESSFUL 3RD EDITION! YOU REMAIN THE BEST NETWORKING EVENT. CONTENT COVERAGE WAS ALSO VERY INTERESTING.

A GREAT OPPORTUNITY FOR NETWORKING.

RICKY SHAH  
RBS

A GREAT OPPORTUNITY TO MEET THE INTERNATIONAL PLAYERS IN EXPORT FINANCE.

BIRGITTA HEINZE  
BHF BANK

VERY INTERESTING CONTENT AND PEOPLE ATTENDING.

VIRGINIE LENEK  
KOMERCNI BANK

I REALLY LOVED THE CONFERENCE AND IT WAS A GREAT OPPORTUNITY TO INTRODUCE ATLANTICO TO THE MARKET AND MEET WITH ECAS, BANKS AND COMPANIES

ANA SILVA CORREIA  
BANCO PRIVADO ATLANTICO EUROPA

ONE TO REVISIT AND FIRMLY DIARISE.

GABRIELE VON DEM BUSSCHE  
PBB DEUTSCHE PFANDBRIEFBANK

GREAT, WONDERFUL PLACE, PERFECT ORGANISATION.

ELISABETH HUEFFER  
KfW IPEX-BANK

IT HAS IT ALL AND PERFECT ORGANISATION.

EVERT-JAN ZONDAK  
DEUTSCHE BANK

GREAT OPPORTUNITY TO MEET THE EXPORT FINANCE COMMUNITY AND EXCHANGE OF VIEWS AND EXPERIENCE.

JOERG REDEKER  
LBBW

THE BAR IS RAISED IN THE EXPORT FINANCE CONFERENCE MARKET WITH EXCELLENT MICRO BREAKOUT SESSIONS, AND MACRO KEYNOTE SESSIONS AND NETWORKING.

SIMON SAYER  
DEUTSCHE BANK

THE BORROWERS' CLUB DISCUSSION WAS ONE OF THE MOST USEFUL FOR US, AS WE WERE ABLE TO SHARE OUR EXPERIENCE ABOUT THE BANKS AND PROJECTS.

STEVEN MULDER  
ANZ

THE GOLD STANDARD OF ECA CONFERENCES!

MATTHIAS WIETBROCK  
NORTHSTAR EUROPE

OUTSTANDING NETWORKING EXPERIENCE.

THIERRY EISENSTEIN  
BOUYGUES CONSTRUCTION

ONE OF THE BEST EVENTS I HAVE BEEN TO IN MY 20 YEARS IN THE INDUSTRY.

AN EXCELLENT OPPORTUNITY FOR UP TO DATE INDUSTRY INSIGHT AND NETWORKING.

KAZUYOSHI KAWAKAMI  
MITSUBISHI CORPORATION

ROCIO URIARTE  
CESCE

ISABEL GALDIZ  
US EX-IM

MAXIM SUBBOTIN  
URALKALI

THE BLEACHER REPORT IS THAT YOU HIT IT OUT OF THE PARK, ONCE AGAIN!

PERFECT TIME, PERFECT PLACE, AND PERFECT PEOPLE. THE BORROWERS' BREAKFAST IS A RARE OPPORTUNITY FOR BORROWERS TO SHARE PRECIOUS SECRETS AND TIPS.

ELENA BEKETOVA  
LUKOIL

TIMELY, EXPERT DISCUSSIONS OF CURRENT ECA/DFI AND COMMERCIAL BANKING ISSUES.

ARTHUR PILZER  
BECHTEL ENTERPRISES



## Heroes! Register here for TXF Rome 2016...

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(8<sup>TH</sup> June)

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**£3199**

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**PLUS**  
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(8<sup>TH</sup> June)

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