

# TXF Asia 2019

EXPORT, AGENCY & PROJECT FINANCE

 5 & 6 NOVEMBER 2019  
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# Event overview

Asia Pacific soared ahead in 2019, comfortably topping the charts when it comes to overall borrowing volumes. This, combined with Japan and China's dominance of the international lending countries, shows that the region is even more active than ever before.

Make the most of everything the continent has to offer at TXF Asia 2019, an interactive gathering of the export, agency and project finance community making deals in Asia. This 2 day event is your chance to get to grips with everything occurring in this expanding region and position yourself right next to new opportunities in the market.

400 senior experts will be networking, learning and discussing future plans and industry changes on the 5 & 6 November, so make sure you join them to make significant connections across local borrowers, exporters, DFIs/MFIs, banks, law firms and insurers.

**And make those deals fly!**

**400  
Delegates**

**40%  
Corporates**

**75+  
Speakers**

**190  
Companies**

## What's new



### INTEGRATED NETWORKING

More time worked into the agenda for structured networking sessions save you time and money



### INDUSTRY BATTLE

Global heads battle it out with the latest hot topics in an oxford-style debate that can only have one winner!



### COUNTRY FOCUSED ROUNDTABLES

Get insider info on Vietnam, India/Bangladesh, Indonesia & the Philippines



### TXF COMMUNITIES

Hear the latest from our future focused initiatives, FEX (Future of Export Finance) and Stages for Change (tackling gender equality and sustainability), to have your say on how we can make this industry thrive



### GLOBAL HEADS LUNCH MEETING

Global leaders from around the world gather for this invitation-only behind closed doors summit.



### PRIVATE INSURERS MEETING

An exclusive behind closed doors meeting for the private insurance market.  
Email [eavie.burnett@txfmedia.com](mailto:eavie.burnett@txfmedia.com) to apply for your place

# Testimonials

*"Remains the premier project & export finance event in Asia"*

**Leo Kirby, GE**

*"Excellent opportunity to meet industry experts and financiers"*

**Robert Wallin, Huawei**

*"A great ability to network amongst a diverse group of market practitioners"*

**David Maule, Miller Insurance Services**

*"Variety of topics and format of the conference keeps audience engaged"*

**Prabaljit Sarkar, InfraCo Asia**

*"Clear, tight focus on structured export finance"*

**Shuohan Dai, Euler Hermes**

*"Great opportunity to connect with the players in the industry and to get valuable insights"*

**Klaus Houben,  
Export Development Canada**

# Who you could meet?

Get a sense for who else will be in the room this November.  
Here are some of the great corporates we welcomed last year.

ABB Pte Ltd Singapore  
Adaro Power  
ADM International  
AET Tankers  
Ansaldo Energia  
ANZ  
Asian Development Bank  
AXA XL  
B Grimm Power  
Baker McKenzie  
Banco Sabadell  
BNP Paribas  
Bombardier Transportation  
BP  
Bpifrance  
BPL Global  
British Embassy  
Business Connection  
Canadian Solar  
Cargill  
Cathay United Bank  
Chaucer  
China Navigation  
Chiyoda Corporation  
Chubb  
Citi  
CITIC Environment Investment Group  
Commerzbank  
Credendo  
Credit Agricole CIB  
CGIF  
Credit Suisse  
Daewoo Engineering & Construction  
Daimler AG  
Dekabank  
Deutsche Bank  
Diamond Generating Corporation  
DLA Piper  
Dtec Industries  
DZ Bank  
ECGC Limited  
EDC - Export Development Canada  
EDF Energy  
EKF - Denmark's Export Credit Agency  
Enel Green Power  
Engie  
Entrepose Group  
Euler Hermes  
Euro Exim Bank  
EVN HCM  
Export Finance Australia  
EY/AHB

Ferrostaal Equipment Solutions  
GIEK  
GS E&C  
HAMON & CIE Internatinal  
Hatton National Bank  
Helaba  
HSBC  
Huawei  
Hyundai  
IDSUD Energies  
IFC  
ING Bank  
Intesa Sanpaolo  
ITOCHU  
Jan De Nul  
JBIC  
JERA Asia  
JGC Corporation  
JP Morgan  
Jurong Engineering Limited  
Kawasaki heavy industries  
KfW IPEX-Bank  
Korea Development Bank (KDB)  
K-sure  
LBBW  
Linklaters  
Lloyds Bank  
Logie Group  
Marsh JLT Specialties  
Marubeni  
Mercuria Energy Trading  
Metal One Corporation  
MEXIM  
MIGA  
Milbank LLP  
MISC Berhad  
Mitsubishi Corporation  
Mitsui  
Mizuho  
MODEC  
NEC Corporation  
NEXI - Nippon Export Investment Insurance  
Northland Power  
Nuri Telecom Vietnam Company  
Oerlikon  
OPIC - Overseas Private Investment Corporation  
Perusahaan Listrik Negara (PLN)  
Petrovietnam  
Philips Capital  
Posco Daewoo  
PT Inka  
Pupuk Indonesia

PV Gas  
RATCH Group  
Reliance Industries Limited  
SACE  
Samsung C&T  
San Miguel Corporation  
Santander  
Scottish Development International  
SEPCO3  
SERV - Swiss Export Risk Insurance  
SFIL  
Shanghai Electric Group  
Sidel Group  
Siemens  
SIMAT  
Sinland Development  
Sinochem  
Sinasure  
SK E&C  
Societe Generale  
Sojitz Corporation  
Sovereign Risk Insurance  
Standard Chartered  
SUMEC  
Sumitomo Corporation  
SMBC  
Summit Power International  
TBEA  
TD Bank  
Thales  
Toshiba Corporation  
Total  
Trafigura  
UK Export Finance  
UniCredit  
Usaha Tegas  
VAPCO  
Varian Medical Systems Pacific  
Vena Energy  
Vestas  
Viaccess-orca  
Vietnam Oil and Gas Group  
Vitol  
Vopak  
VPOWER Group  
Willis Towers Watson  
World Bank Group  
wpd AG  
Zodiac Milpro  
Zurich

# Top Speakers



**Arun Sen**  
Chief Operating Officer  
Summit Power Group



**Vineyesh Sawhney**  
Senior Vice President  
Reliance industries



**Jacky Yang**  
General Manager  
SUMEC



**Nguyen Xuan Hoa**  
Vice President  
PetroVietnam Group



**Teguh Widhi Harsono**  
Vice President of Funding  
PLN



**Björn Nullmeyer**  
CFO  
wpd AG



**Mari Oi**  
Executive Officer, Senior General  
Manager, Corporate Planning and  
Policy Office,  
NEXI



**Claudia Scheuerl**  
Senior Syndications Officer IFC  
Syndications Asia,  
IFC



**Antje Rigo**  
Director Export Finance  
Ferrostaal Equipment Solutions GmbH



**Nan Fang**  
Senior Vice President  
Commercial Finance  
and Capital Markets  
GE China



**Munetaka Horiguchi**  
Vice President, Business  
Development Division  
Chiyoda Corporation



**Herry Cho**  
Head of Sustainable Finance  
Asia Pacific  
ING



**Maëlia Dufour**  
Director - International Relations,  
Business Development, Rating  
Bpi france



**Sun Jung Lee**  
Head of Export & Agency Finance  
Santander



**Cathrin Karpinski**  
Head of Russia, CEE & CIS  
Commerzbank



**Johanna Wissing**  
Director, Global Trade Sales, GTB,  
Lloyds Bank



**Marianne Wlassewitch**  
Area Manager ASEAN  
Bpifrance



**Tao Yi**  
Deputy General Manager  
Liaoning Branch  
Sinosure



**Yasuki Kominami**  
Chief Representative - Singapore  
JBIC



**Edward Hui**  
Director, Head of Structured Trade  
and Export Finance Asia Pacific,  
Deutsche Bank

Start the networking early!

SouthBridge Rooftop Bar  
From 19:00 on 4th November



# Reliance

## Industries Limited

Growth is Life

Icebreaker drinks sponsor

TXF and Reliance Industries invite you to join this pre-conference cocktail reception open to all guests of TXF Asia 2019.

Meet at the stunning rooftop bar  
SouthBridge, 80 Boat Quay,  
Level 5 Rooftop, Singapore 049868  
from 19:00 and mingle with your fellow  
attendees.



# AGENDA DAY 1: NOVEMBER 5TH

## 8.30 REGISTRATION & NETWORKING

### 9.00 OPENING REMARKS

Welcome to TXF Asia 2019! We'll be keeping you on your toes with two days of discussion, digital workshops, interactive sessions and networking.

*Hesham Zakai, Managing Director, TXF*

### PRESENTATION

### 9.10 A GAME OF RISK: MAPPING ECONOMIC OUTCOMES

This macroeconomic perspective provides up-to-date analysis of the latest geopolitical situations affecting Asia

- What forecasts does the Asian Development Bank outline for regional economies across Asia?
- Will RMB internationalisation displace dollar dominance in the region and what is the outlook for local currency markets?

*Dr Arief Ramayandi, Senior Economist, Asian Development Bank*

### PANEL

### 9.40 ECA LEADERS' PANEL: VISIONS FROM ASIA

An exclusive report by TXF Data showed that Asia & Asia Pacific together made up 15% of ECA backed deal volume in 2018. We gather senior leaders from the ECA market to discuss:

- Which ECA products are most popular throughout Asia Pacific and why?
- Which regions are Asian ECAs looking to expand their cover to?
- Which ECAs are leading the way in providing tangible SDG linked products?

*Yasuke Kominami, Chief Representative - Singapore, JBIC*

*Tao Yi, Deputy General Manager, Liaoning Branch, Sinosure*

*Shin Seung Bum, Manager, Project Planning Team, K-Sure*

*Mari Oi, Executive Officer, Senior General Manager, Corporate Planning and Policy Office, NEXI*

*Moderator: Sun Jung Lee, Head of Export & Agency Finance, Asia Pacific, Santander*

### PANEL

### 10.25 INTERNATIONAL LEADERS: THE WORLD'S LARGEST BORROWING REGION

TXF Data shows that Asia Pacific is the top borrowing region for the first half of 2019, accounting for 26.7% of overall export finance volumes. We gather some of the key borrowers who've contributed to these impressive volumes to discuss their performance across the year, and their unique financing needs

- What do Asian borrowers seek from their international ECA, DFI and banking partners? How can players in export finance deals work on their products to best support importers?
- Which regions are our borrowers working with at the moment and what makes their products attractive?
- What projects are in the pipeline for 2020 and how could your organisation get involved?

*Arun Sen, COO, Summit Power*

*Björn Nullmeyer, CFO, wpd AG*

*Teguh Widhi Harsono, Vice President of Funding, Perusahaan Listrik Negara PLN*

*Vineyesh Sawhney, Head of Financial Resources and Senior Vice President, Reliance Industries Limited*

*Moderator: Zia Azeez, Deputy Head of Asia, Global Structured Finance Asia, SMBC*


### SLI.DO SESSION

### 11.10 THE LITMUS TEST: TXF'S AUDIENCE SURVEY

Our real-time audience survey will give you a sense of the opinions in the room. Find out how your peers are preparing for growth, get a consensus of the regions and sectors piquing interest, and more.

*Shylene Tan, Associate Director, ANZ*

*Hesham Zakai, Managing Director, TXF*

BROUGHT TO YOU BY 

## 11.20 NETWORKING COFFEE BREAK



# AGENDA DAY 1: NOVEMBER 5TH

## PLENARY STREAM

### SLI.DO SESSION

12.05

#### AN ALTERNATIVE VIEW: PRI SOLUTIONS

In a world where many ECAs are hamstrung by the OECD consensus, the CPRI market can offer an attractive alternative. This session gives you clarity on the PRI market's inner workings, demonstrating how your company can benefit from its services:

- How can the PRI market complement the ECA market?
- Is the PRI market seeing the fruits of the belt and road initiatives yet? Where will the opportunities arise?
- How does the claims process work, and does the PRI market pay out when things go wrong?

**Bonnie Chow**, Senior Underwriter, **AXA XL**

**Peter Gilbert**, Head of Asia Pacific, **BPL Global**

**Tim Warren**, Regional Head Asia Pacific, **Credit & Political Risk, Zurich**

**Moderator: Gary Lowe**, Managing Director & Head, Global Credit Insurance Group, **Standard Chartered**

### PANEL

12.50

#### TAKING ON ASIA: THE INTERNATIONAL ECA PERSPECTIVE

Asia is an exciting region for international exporters, necessitating often unique forms of ECA support. We gather the world's leading ECAs to discuss:

- Which Asian countries are particularly interesting for specific international exporters?
- How can international ECAs ensure that their cover competes with those who aren't bound by the OECD consensus?
- How can international ECAs simplify their products

**Maëlia Dufour**, Director - International Relations, Business Development, Rating, **Bpifrance**

**Gautam Bhansali**, Head - India & South Asia, **SACE**

**Klaus Houben**, Chief Representative Southeast Asia, **EDC**

**Khalil Khiran**, Director, Corporate, Sovereign & Project Finance, **Export Finance Australia**

**Frank Vanwingh**, Deputy CEO, **Credendo**

**Moderator: Andre Gazal**, Global Head of Export Finance, **Credit Agricole CIB**

## CHINA STREAM

### WORKSHOP

#### INSIDE CHINA: AN INTERNATIONAL'S GUIDE FOR INVESTING INTO CHINA

Whereas BRI has brought many opportunities for China's outbound activities, the country has strong potential in its inbound market as well. Manufacturers, investors, suppliers and banks have to navigate safely through a challenging business environment nonetheless affected by global trade tensions. We discuss how financing solutions help support transactions:

- Why is it so important to have a well-established Chinese importer?
- What existing ECA products bridge the gap between international exporters and customer's in China's inbound market?
- What are the expectations, challenges and advantages of long term financing solutions from an exporter's perspective?
- What have been the practical cross-border experiences with credit documentation and regulation?
- How can banks manage the timely structuring and execution of financings in China?

**Jacky Yang**, General Manager, **SUMEC**

**Miroslav Panek**, Head of Finance, **Oerlikon Barmag**

**Markus Leichum**, Senior Manager - German Export Finance, **Singaporean-German Chamber of Industry and Commerce (SGC)**

**Kerstin Rogowski**, SVP Export Finance, **DZ BANK**

**Matthias Schemuth**, Partner, **DLA Piper**

**Moderator: Ralph Lerch**, Senior Vice President International Trade & Export Finance, **DZ Bank**

### WORKSHOP

#### THE 'PANDA IN THE ROOM': ADDRESSING BRI

Since it was proposed in 2013, China's belt and road initiative has been making waves. Six years on, we assess the initiative's peaks and troughs, taking on the effect of cheap debt in partner countries:

- Do BRI projects offer any scope for international private sector involvement, or are they purely government to government?
- How do we tell which infrastructure projects are viable and which are 'pie-in-the-sky'?
- Will there be any clarity on which projects fall under BRI's remit?
- How can non-Chinese entities get involved?

**Nan Fang**, Senior Vice President Commercial Finance and Capital Markets, **GE China**

**Munetaka Horiguchi**, Vice President, **Business Development Division, Chiyoda Corporation**

**Moderator: Blake Curtis**, Director: Export Finance Asia **HSBC**

13.35

## NETWORKING LUNCH

# AGENDA DAY 1: NOVEMBER 5TH

15.00

## INDUSTRY ALL- PLAY

Join one of our focus groups on one of Asia's key regions to workshop your ideas on the future of this industry. We'll structure the discussions around your thoughts.

### FOCUS GROUP

#### SOUTH ASIAN SPECIAL: UPDATES FROM INDIA AND BANGLADESH

With considerable opportunities in power, infrastructure, manufacturing, textiles, food and more, India and Bangladesh are incredibly diverse markets. Our focus groups will:

- Deliver an economic overview of India and Bangladesh and how their current statuses impact international business
- Consider opportunities the region from the perspectives of both inbound and outbound business to show how your company can capitalise on opportunities
- Explore the nuances of ECGC's product offerings and how international companies can work with the ECA

**Abhishek Kumar Jain**, Deputy General Manager, **ECGC Ltd**

**Antje Rigó**, Director Export Finance, **Ferrostaal Equipment Solutions, GmbH**

### FOCUS GROUP

#### SPEEDING AHEAD: GROWTH PROSPECTS FROM VIETNAM

Vietnam is now one of the fastest growing economies in the world.

We discuss:

- Vietnam's position in the Asian regasification and gas to power sectors.
- Investment needs and the impact of retracted sovereign guarantees
- Challenges and opportunities for gas to power projects in Vietnam
- What needs to be done to maximize financing for development of oil and gas sector in VN in the new context.

**Loïc Le Saché**, Head of Export Finance - Asia Pacific, **BNP Paribas**

**Nguyen Xuan Hoa**, Vice President, **PetroVietnam Group**

**Steven Mulder**, Head of Structured Export Finance Asia, **ING**

### FOCUS GROUP

#### PROMISING POWER PROJECTS: LOOKING TO INDONESIA

Despite recent elections slowing deal closure, Indonesia remains a ripe market for export and project finance. We take on:

- New MEMR regulations on IPP projects and their impacts on type and number of IPP deals
- Challenging PPAs on renewables causing problems for lenders and equity investors
- Projects lined up to help PLN reaching ambitious targets
- How can Indonesia capitalise on initiatives like BRI and Japan's ambitions to broaden its influence across Asia Pacific?

**Teguh Widhi Harsono**, Vice President of Funding, **PLN**

**Kim Hock Ang**, Principal, **Baker McKenzie**

**Narendra Widjajanto**, President Director, **Kilang Pertamina Balikpapan**

### FOCUS GROUP

#### BREAKING NEW GROUNDS: ACCELERATING GROWTH IN CENTRAL ASIA

Central Asia boasts many opportunities for international corporations - Japanese and Korean exporters have already jumped at the chance to work on major power projects in the region, and China's BRI is increasingly present. We discuss:

- How ECAs provide comfort to lenders and exporters working in the region
- Working with high political risk and slow project progression
- The growth of the central Asian power sector and opportunities for international involvement
- How are BRI related projects - particularly in transport and trans-shipment - changing the region

**Cathrin Karpinski**, Head of CEE, Russia & CIS, **Commerzbank**

**Arnaud Cachard**, Head of International Export Finance, **Credit Suisse**

**Lars Ponterlitschek**, CFO, **SERV**

16.00

NETWORKING COFFEE BREAK

16.45

**PANEL**

## FUNDING THE FUTURE: THE DEVELOPMENT ANGLE

Development finance is a crucial part of the funding mix for many Asian projects. Hear from the region's leading DFIs on:

- In its first two years, AIIB approved \$4.3 billion of funding for Asian infrastructure projects, and 2019 has seen them considerably upping capacity. Is this enough to meet significant demand and increased appetite? Where can we expect project prioritisation over the next year?
- How will the upped capacity coming from OPIC's regeneration into DFC open up previously untapped regions; how can this help you extend your remit across new emerging markets?
- How blended finance can mobilise capital towards sustainable development in emerging markets
- The competitive advantages DFIs can offer using local currency products
- DFIs are taking more equity on projects in Asia - will we see this trend reflected in the ECA market?

*Timothy Histed, Head, South & South East Asia, MIGA*

*Geoffrey Tan, Managing Director, Asia-Pacific, OPIC*

*Pramod Vijayasankar, Principle Investment Officer, AIIB*

*Adolfo Dindo Abueg, Co-Head Project Finance, Asia Pacific, KDB*

*Moderator: Laurent EURIN, Managing Director, Export Finance, Head of Asia, Middle-East & Turkey, Société Générale*

17.30

**SLI.DO SESSION**

## HEAD-TO-HEAD: OXFORD-STYLE DEBATE

We pit industry heads against each other to tackle some of today's hottest debates:

- Does China's investment into Africa drive economic growth, or does it burden the developing market with unmanageable debt?
- Are we doing enough to make the industry sustainable, or are we seriously lagging behind?
- Is the OECD consensus fit for purpose?
- Should ECAs be strictly beholden to certain standards to level the playing field?

*Marc Schlatter, Executive Director: Head of Export Finance, Asia Pacific, LBBW*

*Sumanta Panigrahi, Managing Director & APAC Head - Export & Agency Finance, CITI Bank*

*Edward Hui, Director, Head of Structured Trade and Export Finance Asia Pacific, Deutsche Bank*

*Tim Lamey, Senior Director, Head of Export Finance, EMEA, Mizuho*

*Ashutosh Singh, Associate Director, ANZ*

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

*Moderator: Abbey Sturrock, Senior Vice President - Public Agency Head, APAC Political Risk & Structured Credit, Marsh-JLT Specialty*

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

18.00

**COCKTAIL RECEPTION** • Get to know your fellow delegates with a few relaxed drinks. More details to follow!

# AGENDA DAY 2: NOVEMBER 6TH

## BREAKFAST BRIEFING

### 08.00 UNLOCKING ASIA: OPPORTUNITIES FOR INTERNATIONAL EXPORTERS

Looking ahead to 2020, UKEF is setting its sights on projects that focus on clean energy, healthcare, and social development. In this interactive briefing, we discuss:

- UKEF's plans for 2020, including how the ECA will support exporters to bolster trade between the UK and Asia
- What role can ECAs play in financing ESG compliant projects?

*Richard Michael, International Export Finance Executive, UKEF*

### 09.00 WELCOMING REMARKS

Having covered Asian and international ECAs; focused on specific Asian countries; and pitted industry leaders head-to-head on Day 1, join us for a second day to think about the industry's future. We start by taking a look at TXF's sustainability benchmarking report, assessing the industry's progress in making SDGs tangible components of export finance deals.

*Hesham Zakai, Managing Director, TXF*

## PANEL

### 09.15 IT'S NOT THAT EASY BEING GREEN: SHIFTING TO A CLEAN FUTURE

The global trend to shift to a climate-conscious future has firmly established itself in Asia Pacific – and the market is responding accordingly. We take a forward-looking approach, discussing:

- The shift towards clean energy and the move away from financing coal
- Banks are already taking steps to go green – how are the ECA and corporate markets following in their footsteps?
- Which policy initiatives in Asia will be most effective in accelerating the decarbonisation agenda across the region, and which are unlikely to gain support?

Gunvor, Louis Dreyfuss, Cofco, Wilmar and Ecom all completed ESG tied debt transactions over 2019. Should the export and project finance markets be taking inspiration from the commodities sector?

*Johanna Wissing, Director, Global Trade Sales, GTB, Lloyds Bank*

*Dominic Gregory, Partner, Bryan Cave Leighton Paisner*

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

*Herry Cho, Head Sustainable Finance Asia Pacific, ING*

*Moderator: Claudia Scheuerl, Senior Syndications Officer IFC Syndications Asia, IFC*

## PANEL

### 09.45 A CHAIN REACTION: THE IMPACT OF TARIFF WARS ON PROJECT & EXPORT FINANCE

Whilst it may have been triggered in the west, the use of Tariffs as policy tools has become a global phenomenon. Reactive measures are becoming increasingly drastic in the wake of nationalistic policy goals. This panel discusses the impact of reactionary tariffs on export finance, covering:

- Tariff impacts on Cross Border Capital investment trends
- Implications for the transportation and logistics sector
- Impact on Financial instruments, sources and markets and the emergence of new agencies and changing objectives for support programs
- Geopolitical influence on regulatory guidance, market dynamics and financing objectives

*Jeff Ng, Chief Economist - Asia, Continuum Economics*

*Moderator: Sumanta Panigrahi, Managing Director & APAC Head - Export & Agency Finance, CITI Bank*

### 10.40 NETWORKING COFFEE BREAK

## LIVE PODCAST

11.20

### Ugly truths: The live podcasts

You've heard the buzzwords, but where is the industry really heading? Listen to our live podcast recording where industry experts discuss:

- The extent to which sustainability is a factor when considering which deals to participate in
- How we can push companies to invest in green projects
- The industry's continued efforts to diversify its talent pool
- Is digitisation a necessity or is it just a distraction from dealmaking?

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

**Dominik Kloiber**, Director, **TXF**

**Vineyesh Sawhney**, Head of Financial Resources and Senior Vice President, **Reliance Industries Limited**

**Isabel Galdiz**, Vice President of International Relations, **US EXIM**

## SECTOR SPOTLIGHT

### Powering the future: Asian energy finance

Asia and Asia Pacific were the top two regions for Sustainable Deals according to a recent report from TXF Data. Partly due to the nature of the industry, deals in the power sector contributed significantly to this. Our workshop looks into renewable energy opportunities across Asia, from offshore wind to floating solar:

- After Van Phong, Japan has claimed that it will no longer back any coal projects other than the ultra super-critical. How likely is this, and how is the market responding to the trend away from coal?
- How will new technologies such as floating solar, already going strong in Japan, and floating wind shape the future of the renewables market?
- What will be the impacts of rapidly developing battery technologies?
- This year, solar will become cheaper than coal in 11 Chinese provinces. How can we use this success as a template for future cost-effective solar?
- Which regions will follow in Taiwan's footsteps after the close of Formosa II?

**Jørgen Kragh**, Head of Project Finance, **EKF**

**Anton Conradie**, General Manager & Head of Project & Structured Finance Debt AA, **Siemens**

**Kevin Liu**, Head of Greater China and Energy Sector Lead for Asia Pacific, **Scottish Development International**

**Moderator: James McLaren**, Partner, **Linklaters**



# AGENDA DAY 2: NOVEMBER 6TH

## REGIONAL ROUNDTABLE

### 11.50 Revitalising road & rail: Opportunities from Africa

With an insatiable appetite for infrastructure & energy projects, Africa represents a wealth of opportunities for Asian firms. Our briefing workshop examines:

- Audiences polled at TXF Africa consistently vote geopolitical risk as the top challenge they face when doing business in the region. Which risks are at play in specific countries, and how can Asian firms mitigate them?
- How should Asian investors approach Africa's large infrastructure financing gap? Which projects would benefit from Asian capital and what pitfalls should investors look out for?
- Which BRI projects are likely to see completion; how can Chinese companies capitalise on African investment opportunities without jeopardising local economic empowerment?

*Graham Bright, Head, Compliance & Operations, Euro Exim Bank*

## SECTOR SPOTLIGHT

### Smart cities: The future of Asian infrastructure?

As Asian markets continue to develop at speed, we look at the directions in which infrastructure projects are headed and how they'll be financed.

- Consider specific examples of projects underway to learn best practice from case studies
- Different regions take different approaches to developing smart cities
- whereas India takes a country wide approach, Malaysia and Indonesia tend to take a more local angle. How do these different approaches change financing needs?
- How can international companies link with smart city initiatives and where will we see the most exciting opportunities over the coming years?

*Marianne Wlassewitch, Area Manager - ASEAN, Bpifrance*

*Nicolas Sohier, Head of Asia Pacific, Flowbird*

### 12.20 CLOSING REMARKS

Join us for a brief summary of TXF Asia 2019 before jumping in to an afternoon of networking and community focus

*Hesham Zakai, Managing Director, TXF*

### 12.30 NETWORKING LUNCH



# AGENDA DAY 2: NOVEMBER 6TH

## TXF COMMUNITIES

At TXF, we're committed to change. We've created a series of communities which do exactly this. Join one of our drop-ins to learn more about how we're using content to drive diversity and inclusion across export & project finance.

13.30

### WORKSHOP

#### Preventing the brain drain: Powered by FEX

How do we encourage new talent to join the industry and, crucially, to stick with it? The Future of Export Finance is a platform that aims to do exactly this. We bring together young and junior professionals from across the community to expand their networks, learn from each other, and discuss fresh approaches to the industry.

*Marc Schlatter, Executive director: Head of Export Finance, Asia Pacific, LBBW*

*Blake Curtis, Director: Asia Head of Export Finance, HSBC*

*Prem Raj Suman, Global Structured Finance Asia, SMBC*

*Dominik Kloiber, Director, TXF*

14.30

### WORKSHOP

#### The future of industry: Powered by Stages for Change

The future is now. The trade & export finance communities are gearing themselves up for change by introducing innovative financial structures that really push the envelope. We host an open conversation with you, the leaders and future of our industry. What are your main concerns at the moment? What direction do you see the industry heading?

- The TXF Stages for Change initiative: a platform that celebrates diversity in our industry by foregrounding expert women and minority speakers. If you're interested in promoting gender equality; economic diversity; and ethnic representation in finance, we recommend you drop into this session to support this fast growing community.

*Abbey Sturrock, Senior Vice President - Public Agency Head, APAC Political Risk & Structured Credit, Marsh-JLT Specialty*

## INTEGRATED NETWORKING

### It's all about the network: The TXF meeting zone

Log-in to our networking tool before the event and pre-book meetings with key clients from the guest list. We'll have dedicated meeting spaces ready for you to make new connections and get deals done. Didn't get a chance to book anything in advance?

No problem - drop into our networking zone and we'll set you up.

# Register today

(and avoid disappointment!)



## Meet the team



**Lucy Morris**

For media partnerships and promotional material, speak to Lucy.

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**Eavie Burnett**

Speak to Eavie about speaking slots, corporate passes and our spectacular agenda.

[eavie.burnett@txfmedia.com](mailto:eavie.burnett@txfmedia.com)



**Grace Jackson**

Head of on-site logistics, accommodation and Singapore know-how – get in touch with Grace for all of the above.

[operations@txfmedia.com](mailto:operations@txfmedia.com)



**Alexandra Shatova**

Looking to sponsor or bring your whole team? Ask Alex about the best possible group bookings.

[alexandra.shatova@txfmedia.com](mailto:alexandra.shatova@txfmedia.com)

[Click here to register](#)

We all look forward to seeing you in Singapore

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