

# TXF EXPORT FINANCE DEALMAKERS ASSEMBLY



ORIGINATE, INNOVATE, COLLABORATE  
BERLIN, 26-27 OCTOBER

# MEET THE FOUNDING SPONSORS

## FOUNDING ECA PARTNERS



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**WELCOME TO A CONFERENCE TURNED UPSIDE-DOWN, WITH MEETING ROOMS GALORE, WIDE-OPEN NETWORKING SPACES, AND FUN EXHIBITIONS.**

## HOW WAS THE IDEA BORN?

After the huge success of TXF Global 2022 in Lisbon, June 2022, where we were overrun with requests for meetings and meeting rooms - and after receiving feedback from some of the key stakeholders in the industry - we have decided to organise one more large-scale networking-driven event in Berlin this October. The event will feature an all-new concept that puts meetings and networking first, and we have christened it the TXF Export Finance Dealmakers Assembly! It's clear that the market really thrives on these larger gatherings with the industry that help to originate business, and we are delighted to deliver just that.

Come together with key-players from across the export finance deal-making spectrum, from borrowers and exporters, to financial institutions and ECAs and enjoy a space which is 100% geared up for networking.

## EXPORTERS AND IMPORTERS ALREADY SIGNED UP TO ATTEND INCLUDE:

Airbus	HOMT España S.A.	Reliance Industries Limited
Alcatel Submarine Networks	Imagro Spa	Rieckermann GmbH
AME International	Ineos Quattro	Saudi Aramco
ASGC UK	Jan De Nul	Scania
Batseer LLC	JG & Polo Infrastructure	Siemens Energy
Bechtel	JMC Projects	Siemens Gamesa Renewable Energy
Calik Enerji	Kalpataru Power Transmission Ltd. (KPTL)	SMS Group
Ciner Group	Kastamonu Entegre Agac Sanayi Ve	SPG Steiner GmbH
Commit Group	Ticaret A.S.	STRABAG SE
Crescent Group	Kipas Group	Teixeira Duarte
Dogus Construction & Energy Group	Linde Engineering	TGE Marine Gas Engineering GmbH
Elecnor	Linxon	The Arab Contractors
Ellipse Projects SAS	Magil	Thies GmbH & Co. KG
Elof Hansson International AB	Mercedes-Benz Group AG	Trafigura Group Pte
Elsewedy Electric	Mitras Energy	Vamed Engineering
ERG International	Mota Engil	Vanderlande Industries
Eurocar PrJSC	Mota-Engil Africa	Vietnam Oil and Gas Group
Garant Maschinenhandel GmbH	NMS International	VINCI Energies
GAUFF GmbH & Co. Engineering KG.	Nordex	Wabtec Corporation
GE Capital	Northvolt AB	Wärtsilä Financial Services
General Electric	Oerlikon	We Soda
Hayat Kimya	Orascom Construction (OCI)	Windmüller & Hölscher
Hedmenn Strauss	Powertis	Zagope
Heidelberger Druckmaschinen	Proman Holding AG	

# TXF DEALMAKERS ASSEMBLY AT A GLANCE

DAY ONE - 26 OCTOBER

## PLENARY ROOM

<p><b>9AM - 10.30AM</b></p>	 <p><b>Brave New World: War, Energy and Security of Supply</b> In this keynote address, the BBC's Security Correspondent <b>Frank Gardner</b> assesses the impact of the Russia-Ukraine conflict thus far; outlines what we might expect to see in the next stages as the battles draws on; and reflects on how this may impact geopolitical dynamics and the business landscape.</p>	  <p><b>ECA Finance Veterans &amp; Debutants: In Conversation with Reliance and Trafigura</b> In this conversational session with Reliance's SVP <b>Vineyesh Sawhney</b> and Trafigura's Head of Non-Banking Distribution <b>Suresh Mistry</b>, we talk about the drivers behind utilising ECA financing today, the evolution of the product, how it compares to other financial solutions, and how it can be improved to further appeal to existing and new borrowers alike.</p>	 <p><b>Through the Looking Glass: The Weaponisation of Trade</b> In the geoeconomic keynote, <b>Rebecca Harding</b>, CEO at <b>Coriolis Technologies</b>, revisits her prescient prediction from 2017 that trade would increasingly be used as a tool of foreign policy aggression. How did the spirit and language of trade shift from that of collaboration, growth, opportunity and integration - to barriers, walls, protectionism and trade wars?</p>
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## 10.30AM - 11.30AM Networking Break

	WORKSHOP	ROUNDTABLE 1	ROUNDTABLE 2
<p><b>11.30AM - 1PM</b></p>	<p><b>ECA Speakers Corner: Product &amp; Policy Updates</b></p> <p>This is a one-stop workshop bringing you up to date with all the latest developments from a range of ECAs on their latest products and policies. You'll also have a chance to quiz the ECAs as they each give a 10-minute presentation.</p> <p>ECAs speaking include Bpifrance, Euler Hermes, US EXIM, SACE, SERV and more</p>	<p><b>Industry Roundtable Discussions</b></p> <p>These interactive, intimate roundtable discussions give you a chance to introduce yourself to your market peers before joining a discussion aimed at finding ideas to pressing issues:</p> <p>11:30am: How to appeal to new ECA borrowers (<b>Gernot Bruch, Head of Export &amp; Project Finance, Linde</b>)</p> <p>12:15pm: The Role of ECAs in building Energy &amp; Agri autonomy (<b>John Marcovechio, CEO, Magil</b>)</p>	<p><b>Industry Roundtable Discussions</b></p> <p>These interactive, intimate roundtable discussions give you a chance to introduce yourself to your market peers before joining a discussion aimed at finding ideas to pressing issues:</p> <p>11:30am: Recruiting &amp; Nurturing New Talent (<b>Eddy Veenstra, Customer Finance Director, Vanderlande</b>)</p> <p>12:15pm: Solutions for SMEs and smaller-ticket deals (<b>Naci Can, Project Finance &amp; Treasury Director, Çalık Enerji</b>)</p>

## 1PM - 2.30PM Networking Lunch

	WORKSHOP	ROUNDTABLE 1	ROUNDTABLE 2
<p><b>2:30PM-4PM</b></p>	<p><b>Consultancy Corner: Dealmaking Masterclasses</b></p> <p>In this segment our experts offer their advice and best practice guide on two key components crucial to successful dealmaking, based on lessons learned from past transactions:</p> <p>2:30pm: Best practices in deal structuring</p> <p>3:15pm: Best practices in content eligibility</p>	<p><b>Industry Roundtable Discussions</b></p> <p>These interactive, intimate roundtable discussions give you a chance to introduce yourself to your market peers before joining a discussion aimed at finding ideas to pressing issues:</p> <p>2:30pm: Impact of inflation and pricing (<b>Juan Jimenez Perez, Project Finance Manager, ERG International</b>)</p> <p>3:15pm: Updates to the OECD Arrangement</p>	<p><b>Industry Roundtable Discussions</b></p> <p>These interactive, intimate roundtable discussions give you a chance to introduce yourself to your market peers before joining a discussion aimed at finding ideas to pressing issues:</p> <p>2:30pm: ECAs as originators</p> <p>3:15pm: EU Green Taxonomy</p>

## 4PM - 4.30PM Networking Break

## PLENARY ROOM

<p><b>4.30PM - 5.15PM</b></p>	<p><b>Leaders in Export Finance: Deal or No Deal</b></p> <p>Our classic dealmaking gameshow is back! We present three hypothetical deals to our industry panel and ask them which factors they would take into account when deciding whether or not they would do those deals. Before they give their final answer, we ask the audience to vote on 'Deal or No Deal' too. The session is a great way to get insights into what makes a deal bankable in today's market.</p> <p><b>Nanette Bubik, Head of Export Finance, LBBW</b> <b>Francesca Beomonte, Global Head of Structured Trade &amp; Export Finance, UniCredit</b></p>
<p><b>5.15PM - 5.30PM</b></p>	<p><b>Sustainability Scorecard: Measuring Export Finance Performance Against ICC Whitepaper Recommendations</b></p> <p>The ICC Whitepaper on Sustainability in Export Finance is a benchmark work in the industry. It took stock of where the market is today when it comes to sustainability and laid out a series of recommendations for how to further the market's green goals. In this session, we score the market's performance against the recommendations since the report's release to see what is going well and what still needs work.</p> <p><b>Chris Mitman, Head of Export Finance at Investec and Co-Chair of the ICC-SWG</b></p>
<p><b>5.30PM</b></p>	<p>Drinks Reception</p>

# TXF DEALMAKERS ASSEMBLY AT A GLANCE

## DAY TWO - 27 OCTOBER

7.30AM				Morning Run			
8:00AM				Breakfast Meetings			
PLENARY ROOM							
9.30AM - 11AM		<ul style="list-style-type: none"> <li>Welcome To Day 2</li> <li>Exporters Keynote: <b>Tobias Behringer, Vice President - Treasury &amp; Corporate Finance - Projects &amp; Regions, Siemens Energy</b></li> <li>West-China Keynote</li> <li>Panel: Protecting Trade in Testing Times</li> </ul>					
11AM - 11:45AM				Networking Break			
		WORKSHOP		ROUNDTABLE 1		ROUNDTABLE 2	
11:45AM - 1.15PM		11.45am: Transport & Infrastructure <b>(Laure Duvernay, Director- Project Finance and Business Development, Alcatel Submarine Networks)</b>  12.30pm: Middle East & Africa		11.45am: Energy & Renewables  12.30pm: Asia		11.45am: Health & Social <b>(Carlos Pérez Serrano &amp; Ramón Villagrasa Martínez, Makiber)</b>  12.30pm: Americas	
PLENARY ROOM							
1.15PM - 2PM		<ul style="list-style-type: none"> <li>Climatologist Closing Keynote: Where are we heading and how do we stave off ecological collapse?</li> <li>Closing Remarks</li> </ul>					
2PM-3.30PM				Networking Lunch			

### WHAT ELSE CAN YOU LOOK FORWARD TO ACROSS THIS TWO DAY EVENT?



Enjoy an event that is dedicated to facilitating introductions and meeting with current clients



Make the most of private meeting rooms galore, dedicated for your team with bespoke appointment planner via our virtual event platform



Spacious networking areas with casual seating - ideal for grabbing a coffee and a chat with clients current and new



A fun networking space with activities, games and experiences - the perfect ice-breaker to interact with potential business partners



Slide from the main event into a cocktail reception with canapes, drinks and live entertainment. Plus join the pre-event ice-breaker drinks the evening before day one!



Forget dashing from one panel session to another. An open-theatre style main stage will bring you a small and carefully curated set of headline-acts and networking-led workshops in a central location. This is about meeting up and mingling with your industry in a more fluid and relaxed atmosphere!



Access that all-important delegate list so you can reach out, arrange meetings and book rooms well in advance

## JOIN YOUR INDUSTRY

### \*DELEGATION BOOKING

One Delegate

### RATE

€ 3,799

Two Delegates

€ 6,999

Three Delegates

€ 9,299

\*NEW: Delegation bookings are available in limited numbers. Please secure your tickets ASAP.

## MEET THE TEAM



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The fountain of all knowledge for the TXF Export Finance Dealmakers Assembly. Ask about sponsoring this event, or anything else that's on your mind.



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Get in touch to find out more about the venue spec and on-site logistics.



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Ask about special passes for exporters and borrowers, booking a delegate place, media partnerships or social media assets for this event.

