



# ITALY

2019

—

EXPORT  
FINANCE



Conducted in Italian  
with English translation



15 October 2019,  
Museum of the  
Ara Pacis, Rome

# Thank You To Our Sponsors

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# Why Attend

With more interactive sessions, more senior leaders and more intimate idea labs, TXF Italy is returning this year, ready to bring more value to the Italian export finance community. This 1 day event is a chance to meet all of the key players in the market and get all of those tough questions answered by expert deal-makers. You'll leave with handfuls of business cards, insider updates from SACE SIMEST and its Head Group CDP, gaining a detailed understanding of where the Italian export finance industry is headed over the next year.

Get ready to mingle and don't forget your sunnies (the stage will be bright at TXF Italy 2019).

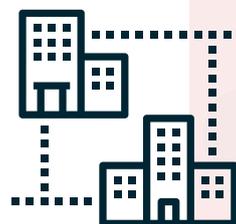
Key topics include: Global outlook for Italian business, opportunities for exporters, alternative financing, private insurance and SMEs.



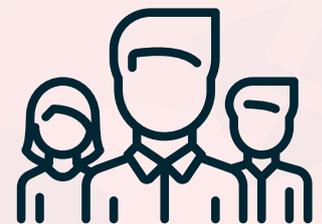
**25+ Speakers**



**70+ Companies**



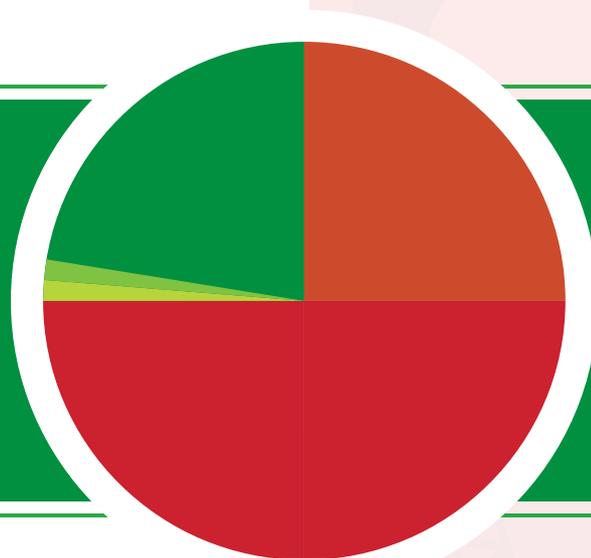
**50% Corporates**



**130+ Guests**



## 2018 Delegate Breakdown



**50%**  
**Corporates**

**25%**  
**Financial Institutions**

**21%**  
**ECAs**

**2%**  
**Insurers**

**2%**  
**Law Firms**

**Rated 9/10 for networking, content and overall quality in 2018**



# Testimonials

'Well organized and entertaining'

**Andrea Martina, Chiomenti**

'Very interesting content, good speakers and clear presentations'

**Marco Minutii, Hitachi Rail**

'Interesting dynamic and linked to everyday business activity with a worldwide view'

**Paola Secco, Maire Tecnimont SPA**

'Lots of time for networking'

**Carolyn Ritchie, Northstar Trade Finance**

'Export excellence and competitive scenario'

**Francesco Pin, ABC International Bank**

# What's New



## Interactive idea labs

More sessions where you can speak up and get involved.



## Big picture analysis

Covering regulation, Italian economics and more market trends that can affect your bottom line.



## What are your options?

How else can you access financing – our new session helps you find out what else is available.



## Sli.do with our speakers

Use our new tool Sli.do to ask questions of our panels of speakers as the discussion unfolds.



## SME Panel

With more megadeals in the market are they getting the attention they deserve?



## Advice on insurance

When is it best to go private? Find out in our focused session.



# Top Speakers



**Alessandro Decio**  
Chief Executive Officer  
**SACE**



**Michal Ron**  
Managing Director -  
Head of International  
Business  
**SACE**



**Stefano Bellucci**  
Head of SMEs  
**SACE**



**Dario Liguti**  
Chief Underwriting Officer  
**SACE**



**Alessandro Terzulli**  
Chief Economist  
**SACE**



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



**Carolina Lonetti**  
Head of Export Credit &  
Internazionalization  
**Simest**



**David Albagli**  
Head of Structured Trade  
Finance Europe & Middle East  
**BBVA**



**Fabrizio Mazza**  
Partner,  
Global Public Agency Leader,  
**Credit Specialties,**  
**Marsh JLT Specialty**



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



**Massimo Falconi**  
Chief Financial Officer  
**Emirates Credit**  
**Insurance**



**Mariana Scaltriti**  
Corporate Head of Trade  
Export and Project Finance  
**Saipem**



**Donatella Valentini**  
Managing Director - Head  
of Trade, Export and  
Supply Chain Finance Italy  
**Santander**



**Alessio Gambino**  
Chief Executive Officer  
**IBS Italia**



**Pasquale Caimano**  
Head of Treasury  
and Finance  
**Leonardo S.p.A.**



**Pierfrancesco Gaimberti**  
Head of Project Finance  
**Hitachi Rail Europe**



**Alberto Pelizza**  
Deputy Group Finance Director,  
Head of Corporate &  
Trade Finance  
**Maire Tecnimont**



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



**Matteo Primicerio**  
Senior Underwriter  
International Financing  
**Cassa Depositi e Prestiti**



**Fabiano Aletto**  
Export Manager  
**Tuxor**



**Ken Lomas,**  
Senior Advisor, Structured  
and Export Finance  
**Imagro, S.p.A.**



# Agenda

Please note this event will be conducted in Italian with simultaneous English translation.

**8.00**

## Registration and morning refreshments

Grab your badge, your coffee and a cornetto. Make sure to bring your business cards and your most provocative questions – you'll be able to submit them throughout the day anonymously using Sli.do, even before the speakers take the stage! Happy networking!

**8.50**

## Government Keynote

**Ivan Scalfarotto, Undersecretary of the Italian Ministry of Foreign Affairs**

**9.00**

## Chairman's Opening Remarks

**Alessandro Decio, Chief Executive Officer, SACE**

**9.10**

## The missing piece of the puzzle: Italy's place on the global stage

We look at the uncertain macroeconomic and geopolitical climate impacting investors and exporters alike. What can we expect following the European elections and how will this impact Italian economic policies, industry, trade and export outlook? Will the gloomy outlook for the country's risk rating improve in 2020?

**Alessandro Terzulli, Chief Economist, SACE**

**9.30**

## The ECA Showcase

SACE SIMEST faces an increasingly aggressive global marketplace, particularly when it comes to competition from non-OECD ECAs.

- How is SACE SIMEST working with other ECAs to improve their risk appetite and flexibility for their clients?
- How does SACE SIMEST's product set and ability to be flexible compare to its counterparts, especially in Europe?
- How is SACE SIMEST feeling the competition from non-OECD ECAs at home and what are they doing to safeguard themselves from it?
- What difference will the renewed impetus from US Exim have on SACE SIMEST and the Italian export drive?

**Speakers: Massimo Falcioni, CEO, Etihad Credit Insurance**

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

**Michal Ron, Managing Director - Head of International Business, SACE**

**10.15**

## Exporters to the stage

Instability and recession have dogged Italy in 2018 and 2019. How are exporters coping? Do they have the right support and tools to seek out new opportunities overseas to the benefit of the domestic Italian economy?

- Where are exporters seeing opportunities and in which sectors?
- What is the impact of competition from non-OECD countries on the global playing field?
- With the resurgence of the oil and gas sector, how are players navigating sanctions, particularly with regards to Russia and Iran?
- What else do exporters need from the supporting agencies and commercial banks?

**Speakers: Mariana Scaltriti, Corporate Head of Trade, Export and Project Finance, Saipem**

**David Albagli, Head of Structured Trade Finance Europe & Middle East, BBVA**

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

**Pasquale Caimano, Head of Treasury and Finance, Leonardo S.p.A.**

**Pierfrancesco Garimberti, Vice President Strategies & Project Financing, Hitachi Rail Europe**



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**11.00**

### Morning networking break

**11.45**

### Industry Snapshot: Audience Response Survey

You'll have the chance to anonymously cast your vote on the most pressing and trending topics within the Italian export finance world using Sli.do. The results will be shared with delegates after the event.

**12.00**

### The Italian hub: SACE SIMEST, and CDP Group

This session provides an overview of the workings of SACE SIMEST, the export hub under the CDP Group. We dive into:

- How are they working to meet the demands of the Italian export finance market?
- In the promotion of its efforts, how is it managing to stay economically sustainable?
- What strategy is it using to get deals across the finish line?

**Carolina Lonetti**, Head of Export Credit and Internationalization, **Simest**

**Matteo Primicerio**, Senior Underwriter International Financing, **Cassa Depositi e Prestiti**

**Cristina Morelli**, Head of Export Finance, **SACE**

**Moderator: Donatella Valentini**, Managing Director - Head of Trade, Export and Supply Chain Finance Italy, **Santander**

**12.45**

### Networking lunch

## Plenary Stream

**14.15**

### Expanding the horizons: private risk insurance

The use of PRI continues to grow in the Italian market, but with profit margins decreasing, will this be the case in 2020 and beyond?

- PRI is closing the gap left open by public institutions, what steps is it taking to make those deals possible?
- How are insurers making sure their product is fit for purpose?
- In what situations is it best to use non-ECA coverage? What lessons can we take-away from successful executions of PRI in the market?

**Speaker: Fabrizio Mazza**, Partner, Global Public Agency Leader, **Credit Specialties**, **Marsh JLT Specialty**

## Idea Lab Stream

**14.15**

### A step away from tradition: Alternative sources of financing

We analyse the available sources of financing available outside traditional methods, bringing together alternative and institutional investors. How are they helping get deals to the finish line?



14.50

### All eyes on SMEs

Italy has traditionally keenly fostered the growth of its SMEs, but with the increase in the number of megadeals in the market, and greater attention being paid to big corporations, are SMEs still getting the attention they deserve?

- What products are available to SMEs and are they being utilized? How can they be improved?
- How are deals being packaged to make SME-involvement more desirable and profitable?
- Is SACE SIMEST's push strategy successfully serving the needs of its market? How are international banks working with ECAs to provide SMEs with the proper coverage?
- What steps are public and private institutions taking to help increase SME efficiencies through programmes that are helping standardisation and digitisation of the supply chain?

**Speakers:** **Ken Lomas**, Senior Advisor, Structured and Export Finance, **Imagro S.p.A.**  
**Stefano Bellucci**, Head of SMEs, **SACE**  
**Alessio Gambino**, Chief Executive Officer, **IBS Italia**  
**Fabiano Aletto**, Export Manager, **Tuxor**

14.50

### From start to finish: the evolution of export finance transactions

With global and domestic uncertainty continuing, we unveil the evolution of deal structures as they continue to become more complex.

- What are the key trends that have emerged from new deal structures?
- What are the lessons to take-away from failed and successful deals?
- Are SACE SIMEST and other ECAs able to adapt to the challenging situation?
- What are some of the innovative solutions being introduced to the market, especially in emerging markets?

**Speaker: Alberto Pelizza**, Deputy Group Finance Director, Head of Corporate & Trade Finance, **Maire Tecnimont**

15.25

### Networking break

16.00

### The regulatory tempest: Navigating Basel 4, OECD, and CIRR

Key figures in the market tackle the most pressing topics surrounding the regulatory scene, from Basel 4 to CIRR and the OECD consensus.

- How are the public and private markets coping with a more challenging environment resulting from the shifting regulatory landscape?
- What measures are financial institutions taking to mitigate the increase in regional and sovereign risks?
- Will we see a shift in the number of euro transactions in response to the increased dollar risk rating?
- We ask the audience: Is it time to seriously push for changes to the OECD consensus?

**Speakers:** **Luca Boetti**, Head of Project & Structured Finance, **SMS INNSE S.p.A**  
**Dario Liguti**, Chief Underwriting Officer, **SACE**

16.35

### Closing remarks

16.45

### Cocktail reception



# Register Today

(and avoid disappointment!)

Full Rate  
€1,699.00

[Click here to register](#)

## Meet the Team



### Elsa Fucile

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

[elsa.fucile@txfmedia.com](mailto:elsa.fucile@txfmedia.com)

### Scott Morton

For group discounts and sponsorship options, chat to Scott.

[scott.morton@txfmedia.com](mailto:scott.morton@txfmedia.com)



### Andrew Woodhouse

For media partnerships and promotional material, speak to Drew.

[andrew.woodhouse@txfmedia.com](mailto:andrew.woodhouse@txfmedia.com)

### Darshana Sheth

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

[darshana.sheth@txfmedia.com](mailto:darshana.sheth@txfmedia.com)



We all look forward to seeing you in Rome

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