

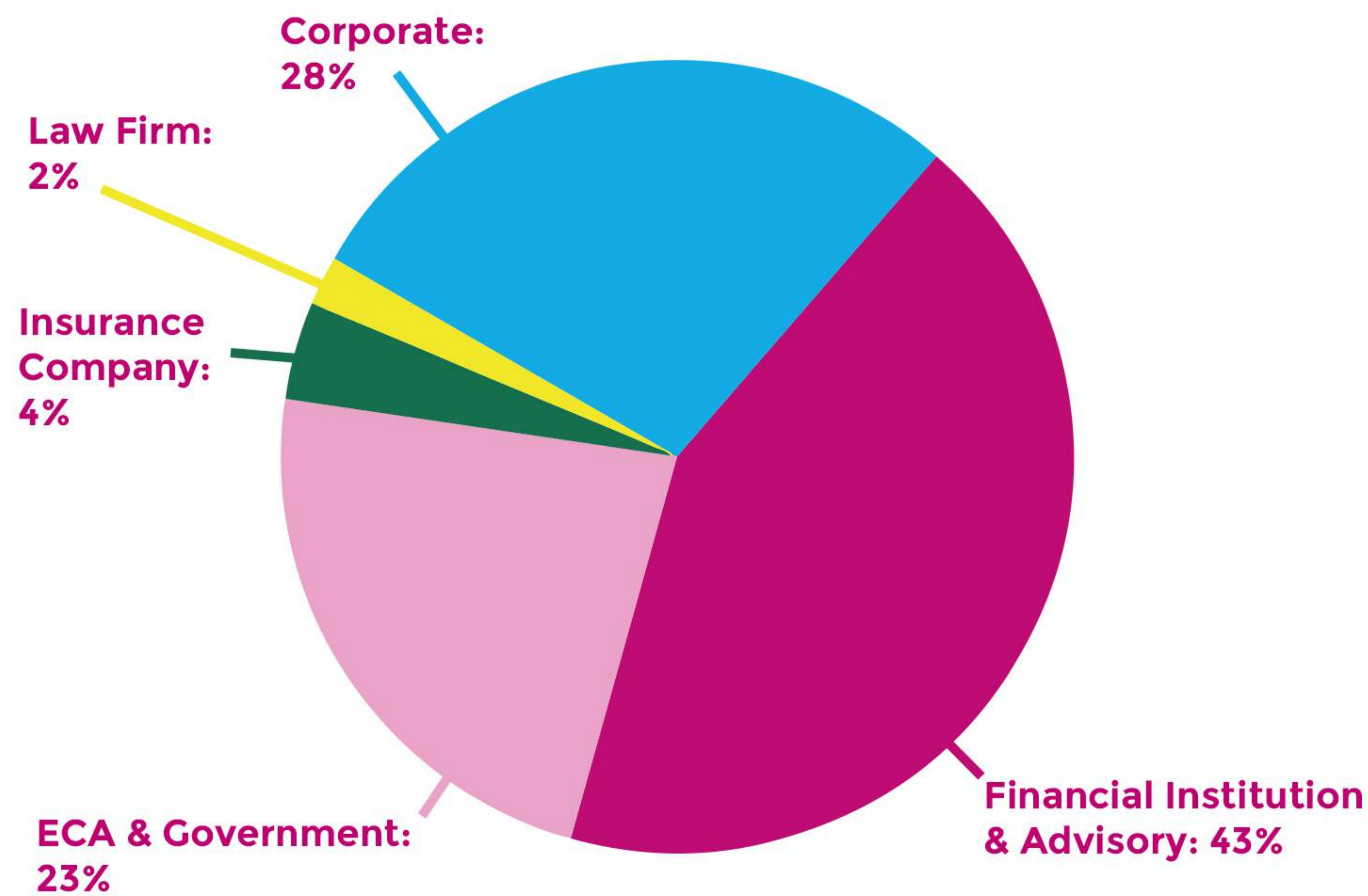
# TXF LOCAL EXPORTVISION 2021

**HYBRID EVENT**

29 NOVEMBER - 10 DECEMBER

## Post Event Report

### 2021 Delegate Breakdown



**2** weeks of content at in-person and virtual networking events

**3** consecutive in-person physical events (with live streaming): Paris, London & Frankfurt

**4** virtual country-specific events covering Belgium, Denmark, Sweden & Italy

170+ IN-PERSON ATTENDEES (MULTIPLE LOCATIONS)

360+ VIRTUAL ATTENDEES

14+ HOURS ON DEMAND CONTENT

64 SPEAKERS

Host Partners:	Partners:	Sponsor:	Corporate Sponsor:	Supporters:
aka EUROPEAN EXPORT + TRADE BANK bpifrance <small>Commissioned to implement the federal funding instrument Export Credit Guarantees:</small> EULER HERMES	BNP PARIBAS <small>The bank for a changing world</small> Santander <small>Corporate &amp; Investment Banking</small> SEI <small>Supporting local investment and export</small>	LBEBW JEBSEN & JESSEN <small>Financial Solutions</small>	Baker McKenzie Bayern LB BPL Global Deutsche Bank DZ BANK <small>Bank on Germany</small> Helaba UniCredit <small>Corporate &amp; Investment Banking</small> ZURICH	

**#TXFLocalExportvision2021**



## Top Takeaways

### **FRANCE, 29 NOVEMBER (PARIS & ONLINE STREAMING)**

1. The sessions highlighted the resilience of French export credit throughout the pandemic, with necessary new tools, efficient responses, and fast reactions, including reinsurance of private insurers in the short term. It was deemed a much better response than the financial crisis in 2008.
2. Looking ahead, bolstered by COP 26, E3F and compliance with the EU taxonomy; climate finance, ESG and greening of the portfolio dominates the outlook. Receiving enthusiastic pledges of support from the bankers, government, exporters and ECA alike, with the utilisation of green and climate bonds as strong emerging tools to be harnessed.
3. Given the huge investment needed to reach our ESG, climate and SDG targets, interest rates will need to remain low, which might lead to longer levels of inflation than currently predicted.
4. Increased flexibility as an ECA and support of modernisation of the OECD consensus were also highlighted.

### **GERMANY, 30 NOVEMBER (FRANKFURT & ONLINE STREAMING)**

1. Key discussion revolved around the German export market, pitting Euler Hermes against other ECAs, with respondents generally pleased.
2. Overall, both banks and exporters were happy with Euler Hermes products and response to the pandemic, but ultimately there is still room for improvement going forward. Speed of execution and approval of support seemed to be the pressure point.
3. The exporters noted that while order books are full, supply chains are strained; not only are vital semi-conductors in short supply but also cost of shipping goods has increased four-fold since the beginning of the year.
4. It was mentioned that Germany is not doing enough in Africa, the largest import market in 2020 according to TXF data.
5. The outlook for the German industry is in general positive, however it was highlighted that other exporting countries, especially China, are putting pressure on German products in key buyer markets.



## Top Takeaways

### UK, 1 DECEMBER (LONDON & ONLINE STREAMING)

1. UKEF showcased the new government export strategy detailing a focus on green growth, net zero across all investments, emerging green technologies, and the backing of foreign inward investment in areas where infrastructure is currently lacking, such as electric vehicle batteries.
2. Collaboration between ECAs and DFIs, coupled with increased blended finance to mobilise private capital was tipped as essential to achieve our green and social goals, with ECA direct lending leading to banks increasingly focussed on arranging and structuring.
3. More support is needed from senior government officials in emerging markets to push UK exports in the face of competitors.
4. The idea of a joined up 'Team UK' approach across all business banks, development agencies, government departments, foreign office and ECA was also presented, especially given the huge opportunity for new projects in the ESG, SDG and climate space.

### BELGIUM, 6 DECEMBER (ONLINE)

1. Credendo highlighted their availability to support a wide range of Belgian exporting companies within the OECD Consensus. Support for small-scale exporters able to access direct lending funds for small-scale transactions was important, and they noted a 50%+ increase in short-term deals in 2021 so far.
2. Over the past 12 months there have been delays in large-scale infrastructure projects globally, particularly in Africa, but not in Asia-Pacific. Market changes had led the ECA to become highly adaptive, and increasingly looking at better ways to cover various market risks of clients.
3. On the claims side, the instance of claims has been very low. However, there has been an increase in the demand for deal restructurings. One area under much closer scrutiny is the balance sheet of corporates looking for cover.
4. Credendo views energy transition as a growth opportunity, with several key clients adapting to renewables, including some of the dredging companies now transitioning to become involved in wind projects or moving into solar.



## Top Takeaways

### DENMARK, 7 DECEMBER (ONLINE)

1. It is becoming more important to look more closely at the value chain in terms of human rights, the supply chain life cycle and biodiversity.
2. Political risk factors are also of increasing importance, particularly so with the influence being pushed by China. This has led to a greater need for reinsurance through the London market. Prices have come down for that reinsurance as more money has come into the London reinsurance market.
3. With the establishment of new EKF hubs in Singapore and New York, it is expected in time that deals will also be originated in those hubs for Asia-Pacific and North and South America respectively.
4. With many APAC countries still locked in with coal power plants, there are huge opportunities for wind and other renewable projects. Other expected sectors with big opportunities include the agro-food sector, as well as waste to energy.

### SWEDEN, 8 DECEMBER (ONLINE)

1. In a one-on-one interview with Marie Aglert Director, Head of Business Area Large Corporates EKN, we discussed the record year that EKN has had in 2021. In particular highlighting its achievements in Africa, where Sweden is the most active country in relation to its size.
2. Looking ahead, EKN aims to diversify into areas of Asia and Latin America in 2022. EKN has an EPC initiative and “Team Sweden” in association with other Swedish bodies including SEK, which has continued to accelerate doing business in complex markets with a view on the high standards and transparency required to meet the agenda 2030 sustainability goals.
3. Aglert discussed the new sectors the agency has managed to support, including exposure to wind and renewables as well as green tech, which includes green steel, electric vehicles, biofuels and its green guarantee programme.



## Top Takeaways

### ITALY, 10 DECEMBER (ONLINE)

1. The importance of digitalisation and a second wave focussed on data management, increased domestic support, and accelerating the process of decarbonisation was highlighted.
2. Our underwriter deep dive saw SACE innovating its product suite, including upping its untied lending, supporting foreign exporters that procure goods from Italy, with a focus on future export contracts.
3. Large-scale project financings are becoming more complex and creating blended finance opportunities can be challenging. Greater collaboration between DFI, ECAs and banks is needed to marry the respective institutions' different objectives.
4. The E3F coalition is a start at promoting greater collaboration between ECAs. But much more needs to be done to foster a more holistic approach, especially to more large-scale projects key to accelerating the energy transition. More ECAs, of all sizes, need to be included in this initiative.
5. ECA-backed ESG-tied debt is a fledgling product but has great potential for promoting sustainable projects, with pricing mechanisms linked to KPIs. Questions remain as to whether SACE can afford to absorb a significant reduction in the ECA premium, given that indemnity payments still need to be covered.
6. The ME and Sub-Saharan African regions are a strong focus for Italian exporters, with social infrastructure, renewables, biofuels, which contribute to the circular economy, and the e-commerce market, two sectors with potential exponential growth for SACE support.