

TXFMENA 2021

EXPORT, PROJECT, TRADE & COMMODITIES FINANCE

VIRTUAL

28-29 SEPTEMBER



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UK Export
Finance

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TXFMENA 2021

EXPORT, PROJECT, TRADE & COMMODITIES FINANCE

EVENT OVERVIEW

After several shaky years, market optimism is returning to the Middle East and North Africa. Appetite for large capex projects is soaring with impressive infrastructure projects high on the priority list for local governments.

Sustainable and ESG-linked projects are also top of government and bank agendas, with increasing questions surrounding what this should look like in a Middle Eastern context. One thing is for sure: going green is great for international image.

Commodities is also a vital sector for the Middle East. Optimisation and digitalisation are the flavour of the month as we consider how changes to laws and standards will mean that - this time - we see results.

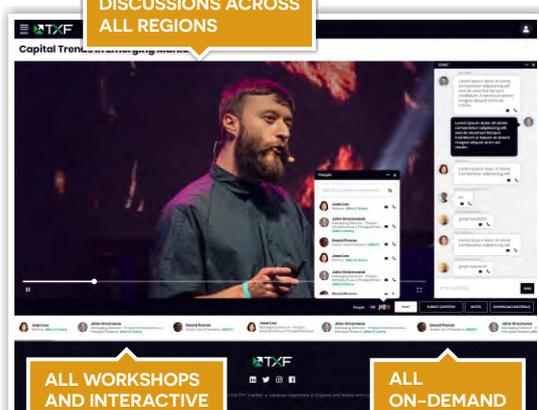
Geopolitical tensions, demand for infrastructure, fallout from 2020, and of course the climate crisis all put pressure on commodities prices, in turn pressing on traders and bankers alike. Insurance is harder to obtain on certain commodities - notably those with a high carbon footprint - and amidst a cocktail of market conditions, market players may need to re-think risk allocation.

Don't miss all of the action at this jam-packed virtual event that promises a broad MENA financial contingent and an invaluable opportunity for learning and relationship building for the next 12 months' transactions.

THE PLACE TO BE FOR MENA EXPORT, PROJECT, TRADE & COMMODITIES FINANCE

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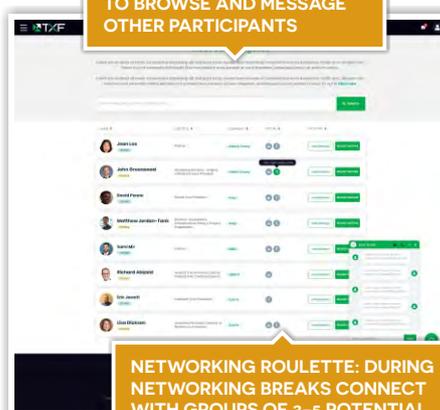
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#TXFMENA2021

VIRTUAL EVENT FEATURES



WATCH LIVE OR ON DEMAND

Each and every session that airs throughout event will also be available to watch on the event platform at your convenience for three months.



MEET THE MARKET

View the entire guest list at the click of the button and message, call or video call anybody using your very own secure meeting room. A sure fire way to originate new MENA relationships.



BUILD YOUR COMMUNITY

The greater accessibility of virtual events allow a much broader segment of your company to attend. TXF encourage you to extend the invite to those who would not usually travel and more mid and junior level colleagues.



LET US INTRODUCE YOU

TXF possesses an unrivalled market knowledge in the MENA region and global export finance. Take advantage and let us introduce you to the people who can take deals over the line.

TESTIMONIALS

TXF masters the virtual conferences extremely well! Thanks TXF team and all panel partners!

Sandra Primiero, Global Head, Deutsche Bank

What a great opportunity to deliver our insights on a business relevant platform.

Arti Mohan, Global Communications Manager, GE Capital

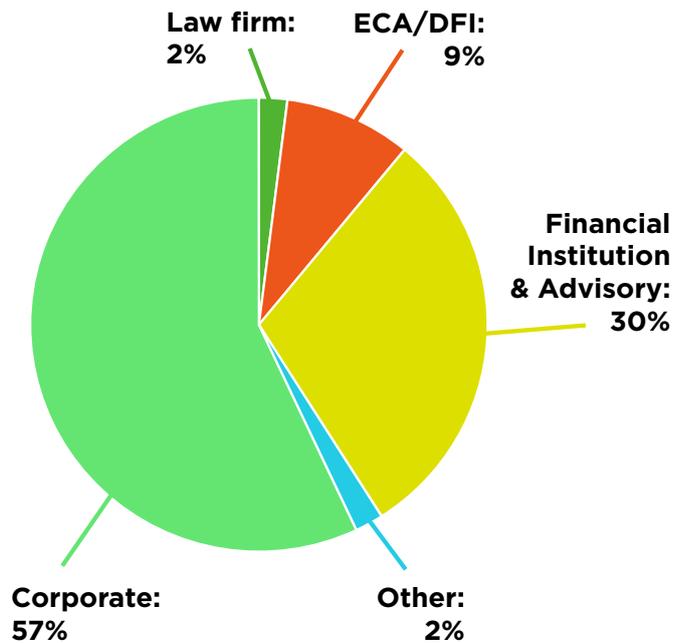
We've all been impressed with the virtual conferences - both the website / virtual hosting site and the content, so congratulations. We really loved the proximity of the panel sessions and the networking opportunities.

Nigel Scott, Managing Director, Global Head Structured Trade Commodity Finance, Sumitomo Mitsui Banking Corporation (SMBC)

Well done, TXF Team! Love the creativity to keep us entertained :). Gold medals all the way through, I'd say.

Eva Steinhaus, AHK Dubai

LAST-YEAR'S DELEGATE BREAKDOWN



AGENDA

Day 1, September 28, Export & Project Finance

09.00 BST	<p>Taking the pulse: A macroeconomic update</p> <p>The world has changed. Covid-19 reshaped our economies in 2020, and it's clear that we will not be returning to 'the way things were' – and in some instances for the better. In our keynote session, we investigate the economic outlook for a range of countries – including debt sustainability in smaller markets like Oman and Bahrain; increased opportunity in unlikely markets such as Sudan; Israel's opening to Arab countries; and prospects for the region's largest economies: Saudi Arabia, UAE, and Egypt.</p> <p>Robert Besseling, CEO, Pangea-Risk</p>
09.20 BST	<p>Building back better: Assessing increased capex appetite for 2021</p> <p>Whilst some capex plans were dampened in 2020, this year the appetite for large infrastructure projects is returning, particularly those with a theme of 'building back better'. Of course, although some players took a short hiatus from the market, others never left. This session gathers leading borrowers from the MENA region to consider:</p> <ul style="list-style-type: none">• What does the project pipeline look like for our borrowers for the rest of this year and into 2022?• What's on their ECA wish list as they eye up more business this year?• Are our borrowers able to secure more competitive financing terms as we move away from the fallout of 2020? <p>Nader Ragheb, VP & Treasurer, Orascom Moderator: Maher Roz, Executive Director, Structured Export Finance, Standard Chartered</p>
9.50 BST	<p>Business support system: International ECAs stepping up to the plate</p> <p>ECAs worldwide have been hailed for their commendable response to the pandemic, stepping up to support local exporters. This session takes a look at some of the ECAs bringing business into the MENA region:</p> <ul style="list-style-type: none">• We get an update from international ECAs on their risk appetites, cover limits, and product developments• Which regions and sectors are piquing interest for international ECAs with their eyes trained on MENA?• Although heavily reliant on the oil and gas sector, MENA is starting to create interesting opportunities in the ESG space. How do ECAs across the globe plan to capitalise on this?• What impacts have the OECD's revised local content rules had for ECAs operating in MENA? <p>Vomic Shah, Head - Europe, CIS, Middle East, Asia, UK Export Finance Lana Ravel, Interim Head of Middle East, Turkey & Central Asia, Bpifrance Maurizio D'Andria, Head of Dubai Office, SACE Kohei Toyoda, Chief Representative for the Middle East, JBIC Moderator: Simon Lee, Head of Trade & Transaction Banking MENA, Credit-Agricole CIB</p>
10.30 BST	<p>Coffee break: Networking</p> <p>For the next 15 minutes, switch on your cameras and get ready to network! We'll match you with three consecutive groups of industry peers, where you'll have a chance to introduce yourselves, swap virtual business cards, and kickstart your virtual networking.</p>
10.45 BST	<p>A shifting paradigm: Considering how local ECAs are changing MENA's market dynamic</p> <p>Over the past few years, we've seen a series of local ECAs spring up across the MENA region – including the likes of ECI and Saudi Exim. This is an exciting shift which promises to shift the economic dynamic in the region, as it shifts from being purely a receiver of ECA backed funds, to active promoters of their own products. In this session, we consider:</p> <ul style="list-style-type: none">• How does the introduction of local ECAs across MENA impact the market?• What will the fresh perspectives of new ECAs inject into the market? Will we see some of the more established ECAs taking advice from their newer counterparts?• What should new ECAs be doing to have maximum impact in the MENA market?• It's been fantastic to see such sterling efforts when it comes to the promotion of newer ECAs, but when will we start to see transactions closing? <p>Neslihan Diniz, International Relations, Manager International Loans & Relations Division, Turk Eximbank Abdullatif Alghaith, Managing Director - Lending Department, Saudi Exim</p>

11.25
BST

ECA report card: Exporters' feedback

Optimism is returning to the market as the world opens up again. Over the course of the pandemic, ECAs have provided tremendous support for their local exporters, keeping business going during even the toughest of rides. But as we move forward, what do our exporters want to see from their ECAs, and how can they keep up the good work?

- How could ECAs adapt their product offerings to better support exporters?
- What are our exporters' biggest pain points when doing business in MENA? What could ECAs do to ease the pressure?
- Are ECAs too tied to sovereign backed projects in MENA? Should they seek to become more flexible on the type of project they will support?
- How will the OECD Consensus' updated regulations on local content impact how exporters do business in the region?

Rudolf Schmidjell, Vice President International Finance, **Primetals Austria**

Arjuna Menon, Director Sales, **Jebsen & Jessen Industrial Solutions GmbH**

Moderator: Eva Steinhaus, Director, **German Emirati Joint Council for Industry & Commerce**

12.05
BST

Saudi Arabia: The home of the next mega project?

We've heard a lot of promise from Saudi - be it Neom, the red sea, or other large infrastructure plans, and this year promises to be the year we see action on those plans. Hear from insiders on:

- What impact will Saudi's local ECA have on the market?
- Which large scale infrastructure projects will be the first to materialize? Will they provide opportunities for international ECAs?

12.25
BST

Egypt: Strengthening inbound or forging a new outbound path?

Egypt remains one of the most important markets in the region when it comes to ECA backed transactions. Although it's renowned for opportunities in the inbound market, the government's wish to promote exports and strengthen its relationship with the African continent mean that Egypt is now seeing promise developing for outbound business. In this briefing, we consider:

- The opportunities that Egypt's transport sector will provide, particularly following the landmark Cairo Monorail and signing of an MoU for a high-speed rail link that is likely to materialise in the next 12 months
- The role that Egypt's ECA will play in supporting the government's wishes to expand the country's export market, particularly in Africa
- How the country's political stance, especially regarding ties to African countries, will shape the makeup of Egypt's economy over the coming years

Mohamed Azzam, Board Member & Managing Director, **Export Credit Guarantee of Egypt**

Lamyaa Gadelhak, Partner, **Baker McKenzie**

Moderator: Hesham Zakai, Managing Director, **TXF**

12.55
BST

MENA goes green: Sustainable finance in the Middle Eastern context

'Sustainability' is a hot topic across the globe, but how do we turn this popular buzzword into tangible transactions that benefit the environment and communities? In this panel, leaders from MENA's sustainable finance landscape discuss:

- How do we define sustainable finance in a Middle Eastern context? Are we moving away from just green bonds into a broader definition of 'sustainability', one that considers social and governance issues?
- Do we need to have a flexible definition of ESG finance that adapts to different sectors, regions, and companies, or will a 'one size fits all' approach work?
- What can ECAs do to support banks that want to offer ESG-linked finance to their clients? Is the OECD consensus robust enough in its current form to support this type of transaction, or do we need to push for further modernisation?

Lamia Merzouki, Co Chair, **FC4S**

Jessica Robinson, Founder & Managing Director, **Moxie Future**

Sarah Usmani, Managing Director - Head of Sustainable, Asset & Project Finance, **First Abu Dhabi Bank**

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

13.35
BST

Closing remarks

Thank you for joining the first day of TXF MENA! Make sure you stick around for our networking reception, and tune in tomorrow for in-depth discussions on the trade & commodity landscape in the region.

Hesham Zakai, Managing Director, **TXF**

13.40
BST

Discussion group

Join your fellow guests for a relaxed discussion following the day's sessions. Get ready to switch your cameras and mics on to meet the speakers from today's event and ask any questions that were missed throughout the day.

AGENDA

Day 2, September 29 – trade & commodities finance

09.00
BST

Litmus test: A geopolitical overview

Yesterday we kicked off with an economic tour of MENA, and today it's time to look at the geopolitics at play within the region. The Middle East is a region in flux, where political tensions across the region were reaching boiling point even before the pandemic. Lebanon, Whilst the reinstatement of the nuclear deal puts Iran back into play, the previous cabinet's dismantling of the deal means that it could still be some time until companies are comfortable doing business in Iran. More broadly, it's still unclear how the new US administration will go about handling its relationship with the Middle East. Despite these uncertainties and more, one thing is for sure: the political shifts that happen today will shape the region for years to come.

Sorana Parvulescu, Partner, **Control Risks**

09.20
BST

Traders' panel: From pricing and risk to climate change in MENA's commodity market

We gather some of the region's leading commodity traders to discuss their pain points and causes for optimism as we head in to 2022:

- What impact is climate change having on commodity production in the region? How are organisations embracing the global desire for sustainability, and what pitfalls do they see?
- What are the biggest challenges that our traders face at the moment? How is the industry adapting following the fallout from 2020?
- How has the last tumultuous year impacted pricing and risk appetite in the region?
- Has the promise of major infrastructure promise across the region impacted the price of commodities?

Okan Dalanay, Head of Structured Trade Finance, **ADM**

Sanjeev Dutta, Executive Director - Commodities and Financial Services, **Dubai Multi Commodities Centre**

Moderator: Maninder Bhandari, Director, **Derby Group**

9.50
BST

Assessing the details: Claims & recoveries in the Middle East

It's been a dynamic year for the market, with some countries - notably Saudi Arabia - soaring ahead and others coming in to trouble. In this presentation, we take a data led look at the claims market, followed by in-depth case studies looking at remediation success across the region

Ahmed Madkour, Managing Director, **Recovery Advisors**

Moderator: Eavie Burnett, Content Manager, **TXF**

10.10
BST

Coffee break – Networking

For the next 15 minutes, switch on your cameras and get ready to network! We'll match you with three consecutive groups of industry peers, where you'll have a chance to introduce yourselves, swap virtual business cards, and kickstart your virtual networking

10.25
BST

Quickfire round: The treasurer's perspective

We all know it's been a tough year for businesses of all sizes. This quickfire round sees the corporate treasury take on a series of the most important questions you have – in just 10 minutes!

Baris Gokalp, Treasury Director, **Sisecam**

Princy Royce, Treasury Manager - Middle East, Africa, India, **National Oilwell Varco**

Moderator: Katharine Morton, Head of Trade, Treasury & Risk, **TXF**

Optimal solutions: Streamlining trade

The trade world is blossoming with solutions for archaic processes that will streamline the industry. These changes won't just make life easier for trade financiers - it will revolutionise access for smaller companies and make trade a whole lot smoother. In this panel, we discuss the market's shifts towards simpler systems, and consider what still needs to be done to make it work

10.45
BST

- We've been promised paper-free trade for years now - will we ever see a full transition to digital trade finance, or is this just a pipe dream? What impacts will changes to laws in Saudi, UAE, and more across the globe mean for the digitalisation of trade documents?
- Blockchain and digital products are sure to play a role in the streamlining of trade finance. How do we ensure that the future of digital trade is interoperable, avoiding the much maligned 'digital islands'?
- What role do standards play in creating a functioning digital ecosystem to streamline trade finance?

Hannah Nguyen, Deputy Director - Digital Standards Initiative, **ICC**

Louise Taylor-Digby, Head of Trade Strategy, **SWIFT**

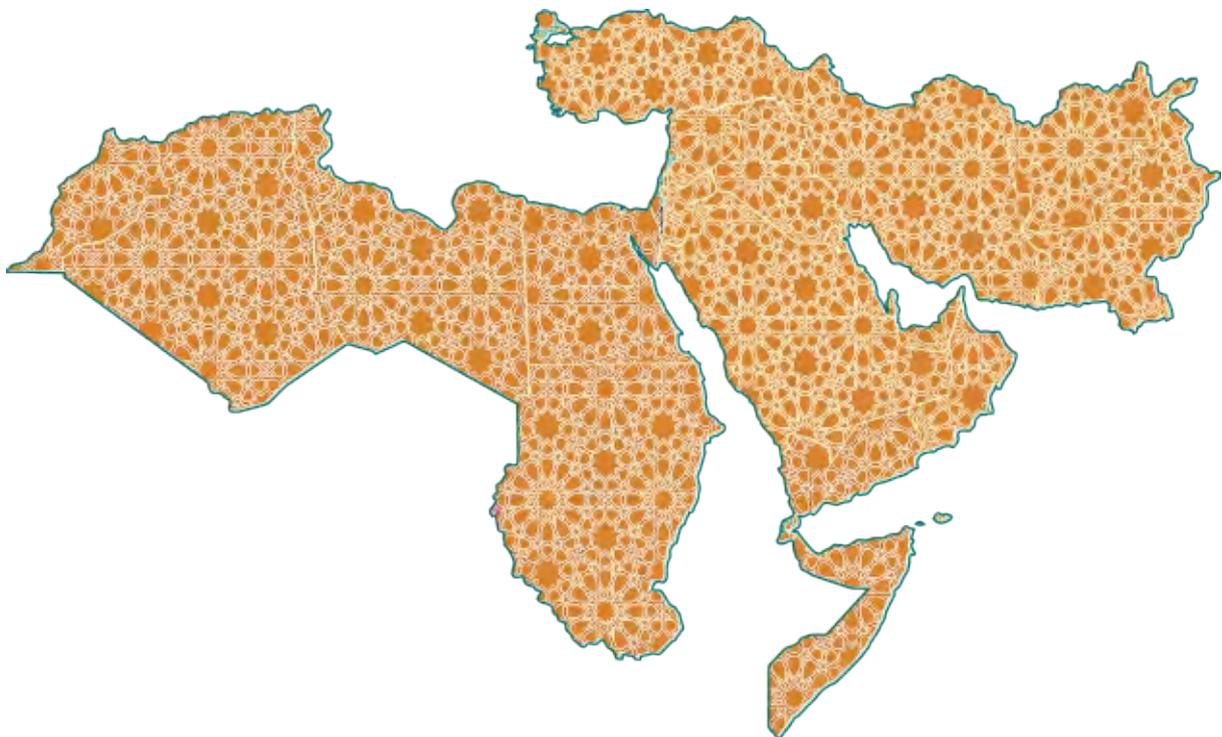
Bhaskar Dasgupta, Head of Market Infrastructure, Digital and VC/FinTech, Head of South Asia, **Abu Dhabi Global Market**

Moderator: Eavie Burnett, Content Manager, **TXF**

11.25
BST

Closing remarks

Thank you for joining TXF MENA Virtual 2021!



RATES

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