



# MOSCOW

2019



EXPORT FINANCE

—  
12<sup>TH</sup> FEBRUARY 2019  
ST REGIS  
MOSCOW

# Event overview

This senior-level export finance event brings together 120 decision makers active in Russia and the CIS region. Now in its third year, TXF Moscow 2019 will focus on the borrowers using ECA products & project finance and discuss the nuances of operating in this diverse and complex region.

This year, we put the focus on finding solutions to the challenges you face, all in an interactive environment where you can have your say. From negotiating sanctions to optimising the ECA process, the day will bring together experts and practitioners sharing their collective knowledge and experience.

Plus, we put networking at the heart of everything we do. Make the most of the early release of attendees and complimentary concierge service to meet future partners!

**Attendance is capped at 120 guests. Please book early to avoid disappointment**



120  
Attendees



25  
Speakers



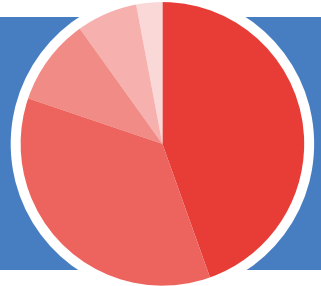
70+  
Companies



45%+  
Corporates

## 2018 DELEGATE BREAKDOWN

● Corporate	45%
● Financial Institution & Advisory	36%
● ECA	10%
● Law Firm	7%
● Other	2%



### Top 2018 corporate guests:

Arkhum Tissue	Rosatom Group
CLAAS	Rosneft
Enter Engineering	Sakhalin Energy
Evraz	Investment Company
Ferrostaal	Severstal
Gazprom Neft	Sowitec Group
Linde AG	SUEK
LUKOIL	SVEZA
Metalloinvest	United Company
Nordgold	RUSAL
Novatek	Uralchem
Novolipetsk Steel	Uralkali
PJSC SIBUR Holding	

### Testimonials:

"TXF Moscow was an excellent event! I really enjoyed the content and the way it was organized to deliver the most relevant information in the most accessible way for the audience. Really impressive work and I will surely recommend TXF conferences to colleagues!"

**Lilit Gevorgyan**  
Principal Economist - Russia & CIS  
IHS Markit

"Great job again and again. Extensive possibilities of networking & sharing news on export finance in Russia."

**Ilia Ivanovich Kalinin**  
Origination & Sales - Export Finance  
SACE

# Key speakers



**Elena Beketova**  
Head Of Documentary  
Operations and Export Finance  
LUKOIL



**Anton Efremov**  
CFO  
INTER RAO EXPORT



**Mikhail Sychev**  
Head of Debt Finance  
Department  
GAZPROM NEFT



**Maxim Subbotin**  
Head of Strategic Projects  
Department  
URALKALI



**Ilya Krasnov**  
Head of Corporate Finance and  
Financial Risk Management  
METALLOINVEST



**Svetlana Egorova**  
Head of Corporate Finance  
Division  
OMK

## What's new?



### 20-minute case studies

Fast-paced presentations in which project stakeholders explain how they got their project off the ground



### Solution-driven workshops

Optimising the ECA process for the Russian market



### CIS-trans express

Panel dedicated to the opportunities China's BRI brings to the region



### Sanctions in focus

A break down of what the sanctions are and how to safeguard and minimise the impact your business



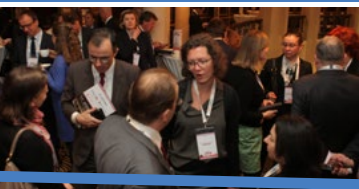
### Eastern opportunities

We discuss the continued expansion of Asian businesses on the Russian market



### Back by popular demand

EXIAR product update on their improvements and changes



# Agenda

<b>09:00</b>	<b>Opening remarks</b> <i>Sean Keating, Editor, TXF</i>
<b>09:10</b>	<b>Brave new world: Reading between the headlines</b> 2018 heralded a new era of post-globalisation with increasing trade tariffs, heightened tensions and renewed sanctions, however clever but defensive fiscal policies meant Russia saw growth. Experts provide a breakdown of the region: <ul style="list-style-type: none"><li>• Where the geopolitical fault lines have emerged in terms of trade wars and sanctions</li><li>• A sectoral and regional analysis of the region</li><li>• Buffering the storm: have higher oil prices safeguarded the Russian economy from interventionist measures?</li><li>• Turkey and Iran, what impact will these traditional trading partners have on the Russian economy?</li><li>• What can we expect on the global and regional stage for 2019?</li></ul> <i>Nabi Abdullaev, Director, Control Risks</i>
<b>09:40</b>	<b>Peer review: audience response survey</b> A favorite TXF icebreaker! This interactive session gauges the audiences' demographic and opinion- see if your perception of the market aligns with those of your peers! <i>Joe Huddart, Content Manager, TXF</i>
<b>10:10</b>	<b>On the borrower's beat</b> We bring together a panel representing the biggest players in the borrower club to discuss: <ul style="list-style-type: none"><li>• Home or Away? The Russian lendscape and whether to choose local or shop international finance</li><li>• What currencies are best for borrowers?</li><li>• Letters of credit or ECAs? Exploring available finance and cover options and when to use them</li><li>• How to optimize the ECA process for Russian borrowers</li><li>• How geopolitics have complicated transactions</li><li>• What's the project and CAPEX outlook for 2019?</li></ul> <i>Elena Beketova, Head Of Documentary Operations and Export Finance, Lukoil</i> <i>Mikhail Sychev, Head of Debt Finance Department, Gazprom Neft</i> <i>Maxim Subbotin, Head of Strategic Projects Department, Uralkali</i> <i>Ilya Krasnov, Head of Corporate Finance and Financial Risk Management, Metalloinvest</i> <i>Svetlana Egorova, Head of Corporate Finance Division, OMK</i> <i>Moderator: Elena Tchoubykina, Counsel, CMS</i>
<b>10:50</b>	<b>Networking coffee break</b>

11:40	<p><b>Outside in: Exporting into Russia</b></p> <p>ECAs have traditionally been crucial for facilitating access to EMs, here the exporters discuss:</p> <ul style="list-style-type: none"> <li>• To ECA or not to ECA?</li> <li>• Navigating a more cautious and nervous market</li> <li>• Compliance proofing for Russian customers</li> <li>• Optimizing the ECA market for exporters</li> </ul> <p><b>Lars Hickey</b>, <i>Managing Director of Trade Finance, GE Transportation</i>  <b>Elisabeth Koegler</b>, <i>Vice President International Finance, Primetals Technologies Austria GMBH</i></p>
12:20	<p><b>Inside out: Exporting out of Russia</b></p> <p>The Russian export market is dominated by commodities, however there are signs the economy is diversifying, here we discuss:</p> <ul style="list-style-type: none"> <li>• What are the hot sectors for Russian exports?</li> <li>• Goods made 'exclusively for export' vs. exporting locally recognized goods</li> <li>• How have geopolitical conditions impacted the export market?</li> <li>• Access to buyer credit for Russian exporters</li> <li>• The rise in customers from South America, Central Asia and South-East Asia</li> </ul> <p><b>Anton Efremov</b>, <i>CFIO, Inter RAO - Export</i>  <b>Inna Schegoleva</b>, <i>Head of Corporate Finance, Enter Engineering</i>  <b>Fazil Gadzhiev</b>, <i>Director, Structured and Project Finance, EXIAR - Export Insurance Agency of Russia</i></p>
13:00	<p><b>Networking lunch</b></p>
14:10	<p><b>Bring your ECA Game</b></p> <p>ECAs active in Russia discuss:</p> <ul style="list-style-type: none"> <li>• What KYC and CSR requirements they need from exporters and borrowers</li> <li>• How do geopolitics influence their activities?</li> <li>• What are they doing to make their products more attractive for both exporters and borrowers?</li> </ul> <p><b>Tian Xiaoping</b>, <i>Representative of Sinosure Moscow Office, Sinosure</i>  <b>Myriam Crosnier</b>, <i>Head of Unit, Bpifrance Assurance Export</i></p>
14:50	<p><b>NKNK Olefin case study: Keeping the ECA ball rolling</b></p> <p>Hear the key stakeholders in one of 2018's biggest deals discuss how they managed to defy a more cautious market to get their record deal off the ground, including:</p> <ul style="list-style-type: none"> <li>• The challenges encountered along the way</li> <li>• Key legal considerations and how they were mitigated</li> <li>• Implications of sanctions on the deal process</li> <li>• Lessons learnt along the way, and what could be done to improve the process</li> </ul> <p><b>Michael Geske</b>, <i>Underwriting - Head of Russia/CIS, Euler Hermes Aktiengesellschaft</i>  <b>Valery Starkov</b>, <i>Head of Finance Department, PJSC Nizhnekamskneftekhim (NKNK)</i>  <b>Gernot Bruch</b>, <i>Head of Export &amp; Project Finance, LINDE AG</i>  <b>Moderator: Andrei Freiberger</b>, <i>Senior Sales Manager / Vice President, Deutsche Bank</i></p>

15:30	<b>Networking coffee break</b>
16:10	<p><b>Risky Business? Sanctions, solutions and Q&amp;A</b></p> <p>The Russian market has operated under sanctions since 2014, with new measures announced in November, we ask the experts to explain:</p> <ul style="list-style-type: none"> <li>• What the new sanctions are and how they will impact the various stakeholders in the export market</li> <li>• How best to sanction-proof your business operations and meet compliance</li> <li>• What impact will sanctions on Iran have on the Russian market?</li> <li>• Extended Q&amp;A in which the panel takes questions from the floor</li> </ul> <p><b>Alan Kartashkin</b>, <i>Managing Partner, Moscow Office, Debevoise &amp; Plimpton LLP</i>  <b>Daniel Martin</b>, <i>Partner, Holman Fenwick Willan (HFW)</i></p>
16:50	<p><b>Roundtable sessions</b></p> <ul style="list-style-type: none"> <li>• De-dollarization: future or fantasy?</li> <li>• Pivot to the East: opportunity or challenge</li> <li>• Fintech: unlocking the potential</li> </ul>
17:30	<b>Closing Remarks</b>
17:45	Cocktail reception: Open to all guests, we close the day with a final opportunity to network and make the most of that dream attendee list





# TXF GLOBAL



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# BERLIN

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