



# NORDICS 2019

EXPORTING  
FORUM



—  
April 25<sup>th</sup> 2019  
Stockholm  
Sweden

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# Event Overview

TXF is delighted to announce the launch of the TXF Nordics event on April 25th 2019. In a region that contributes disproportionately to the export market, we bring together key decision makers in the community to discuss the current and future trajectory of the Nordic export industry. Expect a diverse turnout with exporters, ECAs, local and international lenders, borrowers and law firms representing the region and discussing where the commonalities are and what lies ahead.

From continuing the success of green bonds to increasing resilience and efficiency and greater cooperation between Nordic states, the agenda is packed with the latest developments, greatest minds and most recent innovations in the business.

## Event Features



### Sustainability focus:

Defining green, achieving the full potential of renewables and green bonds



### Pan-Nordic cooperation:

Working regionally in a post-globalization world



### Sanction Q&A:

Safeguarding your business operations and interests



### Small is beautiful:

Smaller ticket focus SMEs, MidCaps & Fintech



### The year that was:

Mapping the impact of a globally turbulent 2018 on Nordic exports



### Africa breakfast briefing:

What are the hottest areas in this exciting continent and what are the risks?



# Agenda

<b>08:15</b>	<b>Breakfast coffee</b> <b>Into Africa breakfast briefing</b> Robert Besseling provides a 45 minute overview of the continent's hot spots and flashpoints.
<b>09:05</b>	<b>Opening address</b>
<b>09:15</b>	<b>Reading between the headlines: the realized impact of a turbulent 2018 on Nordic exports</b> Escalating tensions, trade tariffs, trade wars, volatile currencies and sanctions, but was it all that bad? Separating the realized from the assumed direct and indirect impacts on the Nordic export landscape. <i>Lena Sellgren, Chief Economist, Strategy and Business Development, Business Sweden</i>
<b>09:40</b>	<b>The peer review! Audience response survey</b> A favorite TXF icebreaker! This interactive session gauges the conference demographic and opinion- see if your perception of the market aligns with those of your peers! <i>Dr Joe Huddart, Producer, TXF</i>
<b>09:50</b>	<b>Undercover: the Nordic ECA overview</b> The Nordic region's ECAs pave the way covering their exporters where the private market will not, here our panel discuss: <ul style="list-style-type: none"><li>• Maintaining the region's leading global exporter position</li><li>• Increasing the desirability of Nordic values in the global market</li><li>• The continuing role of ECAs in internationalizing suppliers</li><li>• Where do the limits lie for cover in terms of sanctions, CSR and PRI</li></ul> <i>Pernille Østensjø, First Vice President, GIEK</i> <i>Marie Aglert, Director, Head of Business Area Large Corporates, EKN</i> <i>Patrick R. Jakobsen, Chief Underwriter, EKF</i> <i>Tuukka Andersén, Vice President, Finnvera PLC</i> <i>Moderator: Antero Ranta, Director Structured Export Finance, ANZ</i>
<b>10:30</b>	<b>Exporting excellence!</b> Bringing together the region's leading exporters to discuss: <ul style="list-style-type: none"><li>• What distinguishes them from their global competitors</li><li>• How they utilize ECA products</li><li>• Where the biggest opportunities and challenges lie for the Nordics in the global theatre</li></ul> <i>Andreas Back, Manager, Financial Services, Wartsila</i> <i>Birgitta Lindström Kruk, Senior Manager Export &amp; Project Finance, Scania</i> <i>Moderator: Angelica Adamski, Chief Executive Officer, Chromafora</i>
<b>11:10</b>	<b>Break</b>





	Stream 1	Stream 2
11:40	<p><b>New Wave: the next generation of ICT exports</b></p> <ul style="list-style-type: none"> <li>• Maintaining the region's leading position in this sector</li> <li>• The emergence of powerful competitors</li> <li>• The impact of geopolitical tensions</li> </ul> <p><b>Ingrid Furukvist</b>, Senior Financial Advisor, <b>Ericsson</b></p> <p><b>Markku Hamalainen</b>, Structured Finance, Market Europe, <b>Nokia</b></p> <p><b>Antti Saviaho</b>, Head of Telecom, Structured Finance, <b>Finnvera</b></p> <p><b>Moderator: Jose Luis Vicent</b>, Executive Director, <b>Santander</b></p>	<p><b>Digging deep: mining and construction idea lab</b></p> <ul style="list-style-type: none"> <li>• Environmental and CSR compliance: how can the ECAs streamline and expedite this process</li> <li>• Machinery and plant leasing for the 2020s</li> <li>• Catering for the \$5-10 million ticket range</li> </ul> <p><b>Tony Lindström</b>, Director Customer Finance &amp; Risk, <b>Volvo Construction Equipment</b></p> <p><b>Lotta Danielsson</b>, Head of Unit, <b>EKN</b></p>

12:20	<p><b>Cruise control: how the shipping industry has evolved</b></p> <p>Covering</p> <ul style="list-style-type: none"> <li>• Growth of the cruise market</li> <li>• IMO requirements: impacts and opportunities</li> <li>• Current ECA products and developments</li> </ul> <p><b>Ove Dimmen</b>, <b>Ulstein</b></p> <p><b>Anders Gerlach Nielsen</b>, SVP – Shipping, Offshore Projects &amp; Yards, <b>GIEK</b></p> <p><b>Moderator: Alain Gautron</b>, Partner, <b>Stephenson Harwood AARP</b></p>	<p><b>Breezing through: financing Nordic wind projects idea lab</b></p> <p>The Nordic region has become a global leader in the wind energy sector and continues to grow with mega offshore and onshore projects being closed and more in the pipeline. Here we discuss:</p> <ul style="list-style-type: none"> <li>• How to quantify risk?</li> <li>• The role of ECAs in these projects</li> <li>• Negotiating the PPA process</li> </ul> <p><b>Patrick R. Jakobsen</b>, Chief Underwriter, <b>EKF</b></p> <p><b>Alexander Bartho</b>, Lead Transaction Manager, <b>Orsted</b></p>
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13:00	<b>Lunch</b>	
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	Stream 1	Stream 2
14:20	<p><b>You, me and the OECD</b></p> <p>Most members agree with the need to update the OECD rules, here we discuss:</p> <ul style="list-style-type: none"> <li>• What changes are needed from a Nordics perspective and how would these impact exporters and banks?</li> <li>• Where do the commonalities and differences lie with other EU members?</li> <li>• How best to implement changes and on what time scale?</li> </ul> <p><b>Jens Oliver Haupt</b>, Head of Financial Services, Senior Vice President, <b>SMS Group</b></p> <p><b>Christine Lund Andersen</b>, Senior Advisor, International Relations, <b>EKF</b></p> <p><b>Moderator: Joachim Claesson</b>, SVP, Nordic Head of Export and Trade Finance, <b>CA-CIB</b></p>	<p><b>Risky business? Nordic cover idea lab</b></p> <ul style="list-style-type: none"> <li>• Where do private and ECA insurers differ in their offerings?</li> <li>• When and where can PRI operate where ECAs can not?</li> <li>• Competition or collaboration: can the two complement each other in the Nordics?</li> </ul> <p><b>Tim Hughes</b>, Assistant Director, <b>BPL</b></p> <p><b>Celia Mallart</b>, Broker, Structured Credit &amp; Political Risk, <b>BRIM</b></p>





**15:00**

**Going for green: exploring the boundaries of green bonds and finance**

- A force for positive change or access to easy financing?
- Defining 'green': where do the limits lie?
- What do these offer for SMEs and Midcaps?
- Room for one more? How they are they impacting the liquidity landscape?

**Johan Henningsson**, Head of Sustainability, **SEK**

**Alexandra Bonnet**, Vice President Export Finance Nordic, **BNP Paribas**

**Aila Aho**, Executive Adviser, Sustainability, **Nordea**

**To ECA or not to ECA? The SME and small ticket landscape**

- Is the ECA process viable for smaller tickets?
- How can we make the product fit for purpose?
- What are commercial providers offering?
- Deferred payments and bonds explored
- What are the offerings in terms of supplier/buyer credits?

**Ivar Slengesol**, Director Strategy and Business Development, **Export Credit Norway**

**Carl-Johan Karlsson**, Director SMEs and Midcorp, **EKN**

**15:40 Break**

**16:10**

**Bridging the value chain: the role of multinational EPCs in facilitating the internationalization of suppliers**

- How to attract multinationals to the Nordics?
- How can ECAs support multinationals?
- Rethinking local content: the role of trading houses

**Björn Olausson**, President, **Elof Hansson International AB**

**Hans-Olof Rauman**, Senior Advisor Energy, Rail and ICT, **Business Sweden**

**Daniel Lundgren**, Commercial Director, **Siemens**

**Per Åkerlind**, Executive vice President and Head of Strategic Partnerships and Relations, **SEK**

**Ángela Pérez**, Head of Finance, **Elecnor**

**16:50 Closing remarks**

**17:00 Cocktail reception**





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