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DEAL-MAKING WILL BE AT THE HEART OF THIS EVENT

Welcome back to the second edition of the ultimate NETWORKING-FIRST Export Finance Virtual World Fair 2021, join us this year for a 3-day global export finance extravaganza.

As the world recovers from the pandemic, we bring the market together to discuss leveraging the tools of export finance to rebuild the global economy. The TXF World Fair 2021, June, 8-10, welcomes banking, agency and corporate CEOs, government ministries and industry specialists to strategize how to spur growth in both sustainable and traditional export credit sectors.

You will benefit from access to 2500+ borrowers, SOEs, agencies and FIs, though our networking messenger app and tailored forums. As well as gain the latest insight on financing climate and social projects, energy transition, Paris Agreement compliant portfolios, legislation and OECD consensus, reviving cruise and aviation sectors, the future of oil and gas, evolving export credit business models, world trade under Biden and what to expect from US EXIM.

Join us via our state-of-the-art in-house virtual platform, giving you the chance to make real connections, and ultimately deal opportunities. Reserve your ticket now to be part of the only export finance-athon of its kind, for all the deal-making, LinkedIn swapping, knowledge sharing you can handle!

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SPEAKERS



Maria Ferraro Siemens Energy



María Paz Ramos Spain



Bastian Kern German Federal



Gabriel Cumenge French Ministry of Finance (DG Trésor)



Anna Karin Jatko Director General **EKN**



Paddy Padmanathan ACWA Power



Klaus Michalak KfW IPEX-Bank



Salazar Palma Chairman CESCE



Mandisi Nkuhlu **Chief Operations ECIC**



Louis Taylor Chief Executive UKEF



Michal Ron President **Berne Union**



Nabil Jijakli Group Deputy CEO Credendo - Export **Credit Agency**



Peter Boeskov Chief Commercial Officer EKF



Dr Anna Jerzewska Director Trade & Borders and Associate Fellow of the UKTPO



Jens Oliver Haupt **Chief Sales** Officer, **SMS Group**



Philippe Mills SFIL



Keith Coleman Co-Founder & Chief Executive Officer SuSeWi



Edna Schoene Head of ECA-business Euler Hermes



Simone Utermarck **Director, Sustainable** Finance **International Capital** Market Association



Alexander Hartman Northvolt AB



Cristina Bergomi Senior Vi President, Global Public Capital **GE Energy**



Oliver Cass **Finance Director** Dogger Bank Offshore Wind **Farms**



Rowan Palmer Economic and Trade Policy Unit, **Economy Division UN Environment Programme**



Sarvesh Suri Director Operations MIGA



Gilles Pinot de Villechenon Global Head of Financing & Treasury Chantiers de l'Atlantique



Karin Wessman Head **FKN**



Laurence Avenel Le Rouzic **Deputy Head of Project** Finance, Energy, **Telecom & Space** Bpifrance



Arjen Walbroek Senior Lead Atradius Dutch **State Business**



Berit Lindholdt-Lauridsen **Senior Operations** Officer, Climate **Business Department** IFC



Cristina Morelli Managing Director. **Head of Export** Finance SACE



Markus Sluga Head of International **Structured Finance** Vamed



Tom Dunn Chairman **Orbian**



Gernot Bruch Global Head of Export & Project Finance **Linde Engineering**



Raffaele Cordiner Senior Investment Officer - Impact and Development Finance **EIB**



Yasser Henda **Global Head of** Export Finance **BNP Paribas**



Paul Richards Head of Structured **Export Finance** ANZ



André Gazal **Global Head of Export Finance Credit Agricole**



Kathrin Eich Global Head, Export & Agency Finance Commerzbank AG



Ralph Lerch **Head of Export Finance DZ Bank**



Michael Maurer Francesca Beomonte **Managing Director, Global Head Trade** & Export Finance **LBBW**



Global Head of Structured, Trade & Export Finance UniCredit **Deutsche Bank**



Werner Schmidt Sam Evans **Global Head of Structured Trade** & Export Finance



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Ian Nunn Head of UK & Lloyd's **Political Risk AXA XL**



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NE TXF CRIME SCENE TXF CRIME SCENE

AGENDA

DAY 1 - TUESDAY 8TH JUNE



8.00 BST **NETWORKING BREAKFAST & COFFEE** (9:00 CEST) TXF OPENING VIDEO: A MURDER MYSTERY: WHO ARE THE EXPORT FINANCE SUSPECTS? 9.00 BST (10:00 CEST) Dan Sheriff, CEO. TXF KEYNOTE: THE ROLE OF MANUFACTURERS IN AIDING THE ENERGY TRANSITION 9.15 BST Maria Ferraro, CFO, Siemens Energy (10:15 CEST) Moderator: Katharine Morton, Head of Trade, Treasury & Risk, TXF PANEL: ECA CEO INSIGHT INTO THE LATEST POLICES IN A RAPIDLY EVOLVING lis Tes LANDSCAPE FOR EXPORT CREDIT We gather leaders of the largest global ECAs to gain executive insight into key issues including: Ongoing effect of the pandemic and role of ECAs in the global recovery • ECA direct lending; collaboration with DFIs and blended finance, capacity, coverage and volumes Climate and sustainable policy updates, alignment with Paris Agreement and UN SGDS 9.35 BST • Flexibility, transparency and level playing field between OECD and non-OECD ECAs (10:35 CEST) Anna Karin Jatko, Director General, EKN Mandisi Nkuhlu, Chief Operations Officer, ECIC Edna Schoene, Head of ECA-business, Euler Hermes Fernando Salazar Palma, Chairman & CEO, CESCE Nabil Jijakli, Group Deputy CEO, Credendo - Export Credit Agency Co-moderator: Yasser Henda, Global Head of Export Finance, BNP Paribas Co-moderator: Dominik Kloiber, Co-Founder & Director, TXF PANEL: THE DEBATE CONTINUES: MODERNISATION OF THE OECD CONSENSUS With ECAs allowing increased flexibility on content, a call for similar action on premiums, increasingly in line with the sustainable merit or positive impact of a project, and a relaxing of down 10.20 BST payments, we catch up on the latest developments of the modernisation of the OCED consensus (11:20 CEST) Jens Oliver Haupt, Chief Sales Officer, Americas, SMS Group Francesca Beomonte, Global Head of Structured, Trade & Export Finance, UniCredit Paul Mudde, Consultant, Sustainable Finance & Insurance Moderator: Jonathan Bell, Editor-in-chief, TXF PANEL: ECA INDUSTRY OUTLOOK AND TRENDS - BREAD & BUTTER VS NEW KIDS ON THE BLOCK The pandemic has seen ECA leverage their tools to aid in the recovery effort, including Covid bailouts and support for SMEs, seeing many new clients gained as a result. We ask how can 10.50 BST the community maintain new business attracted by crisis? Will there be a new generation (11:50 CEST) of ECA users from the Covid bailout loans? Alfonso Olivas, Head of Data & Analytics, TXF Intelligence Tom Parkman, PhD, Head of Research, TXF Intelligence **BRIEFING: ICC EXPORT FINANCE SUSTAINABILITY WHITE PAPER** An overview of this industry first and seminal White Paper initiative. Initial findings from the research 11.15 BST on current market practices and views. Opportunities for further contributions to the White Paper. (12:15 CEST) Paul Richards, Co-Chair of the ICC Export Finance Sustainability Working Group Chris Mitman, Co-Chair of the ICC Export Finance Sustainability Working Group Moderator: Diana Smallridge, President, International Financial Consulting BRIEFING: OVERCOMING 10-YEAR TENORS AND BARRIERS TO SMALL TICKET 11.45 BST **HEALTH TRANSACTIONS** (12:45 CEST) Markus Sluga, Head of International Structured Finance, Vamed Moderator: Tom Pycraft, Senior Content Manager, TXF PANEL: ALIGNING ECA PORTFOLIOS WITH THE PARIS AGREEMENT & UN SDGS

With renewed effort from governments to support climate and social projects, ECAs are beginning to align their portfolios in unison. Will we see a shift in mandate from supporting industry, to supporting industry as it relates to these projects? And as new technologies and green supply chains emerge can the two-progress hand in hand as dual mandate?

Arjen Walbroek, Senior Lead Sustainability, Atradius Dutch State Business

Karin Wessman, Head Sustainability, EKN

Berit Lindholdt-Lauridsen, Senior Operations Officer, Climate Business Department, IFC Richard Simon-Lewis, Head of Global Origination, Client Coverage, Marketing

& Communications, **UK Export Finance**

Moderator: Max Thompson, Editor, TXF

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12.00 BST

(13:00 CEST)

CLOSING KEYNOTE: GREEN HYDROGEN - PLOTTING THE COURSE FOR THE FUEL OF THE FUTURE 12.30 BST Paddy Padmanathan, President & CEO, ACWA Power (13:30 CEST) Moderator: Klaus Michalak, CEO, KfW IPEX-Bank 12.55 BST **CLOSING REMARKS** (13:55 CEST) Dominik Kloiber. Director. TXF 13.00 BST **NETWORKING** (14:00 CEST) 13.30 BST **CLOSE** (14:30 CEST) AGENDA SE CRIME SCENE TXF CRIME SCEN TXF CRIME SCEN **DAY 2 - WEDNESDAY 9TH JUNE** 8.00 BST **NETWORKING BREAKFAST & COFFEE** (9:00 CEST) KEYNOTE PANEL: GREEN NEW DEAL AND GOVERNMENT CLIMATE STRATEGY With an ambitious European Green Deal designed to make the EU economy sustainable and meet our 2030 climate and energy targets, combined with similar movements across the globe to mobilize public and private capital to realize the Paris Agreement and UN SDGs. We examine government plans, project pipelines and how we can leverage policy and investment tools to 9.00 BST plug the funding gap required? (10:00 CEST) Maria Paz Ramos, General Director for International Trade and Investments of the Ministry Industry. Trade and Tourism, Spain Bastian Kern, Chairman of the Interministerial Committee for Export Credit Guarantees, **German Federal Ministry for Economic Affairs and Energy** Gabriel Cumenge, Deputy Secretary, French Ministry of Finance (DG Trésor) Moderator: Hesham Zakai, Managing Director, TXF PANEL: THE CHANGING FACE OF BANKING - THE GLOBAL HEADS DEBATE Our panel of global heads of export finance are tasked with pertinent question relating to our industry: Project pipeline and predictions of where will volumes come from? When will hard hit industries such as cruise return? · Assessment of sustainability as it relates to the entire portfolio, including power, oil and gas. Speed of change at banks and resulting internal changes to team structure and 9.30 BST incentives for deal teams (10:30 CEST) CIRR rates and availability of bank funding, effect of interest rates and inflation on liquidity, changing nature of funding mix and role of banks in the face of ECA direct lending Hacina Py, Global Head of Export Finance and Impact Finance Solutions, Société Générale Michael Maurer, Managing Director, Global Head Trade & Export Finance, LBBW André Gazal, Global Head of Export Finance, Credit Agricole CIB Kathrin Eich, Global Head, Export & Agency Finance, Commerzbank AG Werner Schmidt, Global Head of Structured Trade & Export Finance, Deutsche Bank Moderator: Dan Sheriff, CEO, TXF CASE STUDY: DOGGER BANK: LESSONS LEARNT FROM FINANCING THE WORLD'S **LARGEST WIND FARM** Located more than 130km off the North East coast of England, Dogger Bank Wind Farm will be capable of powering 6 million British homes. We examine the £5.5 billion project financing of the 1.2 GW Dogger Bank A and 1.2 GW Dogger Bank B offshore wind farms and asses how 10.15 BST we can replicate similar projects going forward. (11:15 CEST) Oliver Cass, Finance Director, Dogger Bank Offshore Wind Farms Cristina Bergomi, Senior Vice President, Global Public Capital, GE Energy Financial Services Laurence Avenel Le Rouzic, Deputy Head of Project Finance, Energy, Telecom & Space, Bpifrance Niclas Ringblom, Senior Underwriter, EKN Moderator: Romina Ventura, Executive Director Global Export & Agency Finance, Santander PANEL: THE 10-YEAR ECA OUTLOOK ON OIL, GAS & PETROCHEMICALS With varying accounts on the numbers of years left for ECA support for fossil fuel projects what cover will be available and how will this change in the next 5-10 years? What criteria will need to be met? How will new technologies including carbon capture ensure the survival 10.45 BST of petrochemical industries? What steps are being taken to make these more sustainable or (11:45 CEST) transitionary? Gernot Bruch, Global Head of Export & Project Finance, Linde Engineering

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Cristina Morelli, Managing Director, Head of Export Finance, SACE

Henri d'Ambrieres, Manager, HDA Conseil Moderator: Max Thompson, Editor, TXF



	11.15 BST (12:15 CEST)	BRIEFING: THE ICMA CLIMATE TRANSITION FINANCE HANDBOOK AND HOW THIS APPLIES TO EXPORT CREDIT Catch up with the market community behind the Green Bond Principles, Social Bond Principles, Sustainability Bond Guidelines and Sustainability-Linked Bond Principles on their new Climate Transition Finance Handbook. Simone Utermarck, Director, Sustainable Finance, International Capital Market Association Moderator: Eavie Burnett, Content Manager, TXF	
	11.30 BST (12:30 CEST)	BRIEFING: BATTERY STORAGE - CREATING A RELIABLE POWER SUPPLY Alexander Hartman, CFO, Northvolt AB Moderator: Katharine Morton, Head of Trade, Treasury & Risk, TXF	
	11.45 BST (12:45 CEST)	PANEL: CRUISE SHIPPING - A RETURN TO FORMER GLORY? Across restructurings, payment holidays and workouts for loans, how has export finance helped the industry survive during the pandemic? Will we see a recovery with travel post Covid? Have consumer preferences changed? What about climate related sensitivity here? How will new technologies like hydrogen play an important role in the rebuilding of these industries? Christopher Conway, Managing Director, Global Head of Shipping and Logistics - EAF, Citibank Gilles Pinot de Villechenon, Global Head of Financing & Treasury, Chantiers de l'Atlantique Moderator: Dr. Sebastian Hofert von Weiss, Head of Project Finance, EY AHB	
	12.15 BST (13:00 CEST)	BRIEFING: UNDERSTANDING THE IMPLICATIONS OF THE UN INTERNATIONAL GOOD PRACTICE PRINCIPLES FOR SUSTAINABLE INFRASTRUCTURE Delve into how the ten guiding principles for policymakers can help integrate sustainability into infrastructure planning and delivery and what this means for deal makers down the line. Rowan Palmer, Economic and Trade Policy Unit, Economy Division, UN Environment Programme Moderator: Eavie Burnett, Content Manager, TXF	
\mathfrak{M}	12.30 BST (13:30 CEST)	KEYNOTE THE FUTURE OF TRADE IN A POST PANDEMIC WORLD Dr Anna Jerzewska, Director, Trade & Borders and Associate Fellow of the UKTPO	
	12.50 BST (13:50 CEST)	SUSTAINABLE INVESTMENT OPPORTUNITY: \$500M FUNDING FOR WORLD'S FIRST LARGE-SCALE ALGAE PRODUCTION PLANTS SuSeWi have developed and proven - at scale - a new technology to produce carbon-zero food and ingredients from algae, using only SUnlight, SEawater and WInd. We catch up with CEO, Keith Coleman, to discover funding opportunities to develop the world' largest natural algae production, with a \$500m opportunity across 3 tranches with projects across the globe. Keith Coleman, Co-Founder & Chief Executive Officer, SuSeWi	
	13.00 BST (14:00 CEST)	TXF EXPORT FINANCE MURDER MYSTERY	
	13.10 BST (14:10 CEST)	CLOSING REMARKS	
	13.15 BST (14:15 CEST)	NETWORKING	
TXF C	RIME SCENE	AGENDA DAY 3 - THURSDAY 10TH JUNE	IME SCEN
	8.00 BST (9:00 CEST)	NETWORKING BREAKFAST & COFFEE	
7	9.00 BST (10:00 CEST)	OPENING REMARKS	
	9.03 BST (10:03 CEST)	KEYNOTE: THE WORLD IN FOCUS, A MACROECONOMIC OVERVIEW While global economic output is slowly recovering from the collapse triggered by COVID-19, government stimulus packages and vaccine rollouts offer assurances in the face of uncertainty and risk - is it doom and gloom or time for an exciting global rebuild? Philippe Mills, CEO, SFIL	
	9.20 BST (10:20 CEST)	PANEL: COVID SUPPORT - HOW WELL DID WE DO? WHAT NEEDS TO BE DONE? Across the \$15 billion Liquidity loans, and \$1.5 billion in payment holidays, how did ECAs and bankers help their clients? What more could have been done? Michal Ron, President, Berne Union Oliver Wendland, Head of General Counsel, Euler Hermes Ralph Lerch, Head of Export Finance, DZ Bank Matti Malminen, Vice President, Trade & Export Finance, Konecranes Moderator: Jonathan Bell, Editor-in-chief, TXF	
	11//	#TXFWORLDFAIR2021	

CONTACT GARY FOR MORE INFO GARY.COATES@TXFMEDIA.COM

BRIEFING: COMEBACK KID? THE PRIVATE MARKET POST PANDEMIC 2020 saw a retrenchment of private market cover in many insurance books, especially related

2020 saw a retrenchment of private market cover in many insurance books, especially related to activities in Africa, with heightened risk assessment leaving many emerging market buyers struggling to raise the 15% down payment typically required for ECA covered deals. 100% cover has been tipped as solution for ECA debt in emerging markets, in light of this what are the plans of the CPRI market? And what assurance can they give that they are open for business? Will banks regain confidence in their ability to distribute risk? What does this mean for purposes of capital relief?

Sam Evans, Director, BPL Global

Ian Nunn, Head of UK & Lloyd's Political Risk, AXA XL

Vlad Bobko, Head of Crisis Management, AON

Gary Lowe, Global Head & Managing Director, Global Credit Insurance Group, Standard Chartered Bank

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

PANEL: THE AGE OF COLLABORATION, BLENDED FINANCE AND DFI ECA MULTI-SOURCING

We gather heads of DFIs, MFIs, ECAs and investors to strategise mobilising private and public funds to allow projects to flourish in emerging and developed markets. Asking how we navigate the differing mandates of ECAs and development agencies to allow for all parties to play a part in critical projects?

Raffaele Cordiner, Senior Investment Officer – Impact and Development Finance, EIB Sarvesh Suri, Director of Operations, MIGA

Ralph Gunn, Export Credit, Energy and Infrastructure Financing, Standard Bank

Moderator: Sam McManus, Director, Uxolo Development Finance

CLOSING KEYNOTE: MEASURING CLIMATE IMPACT ON SUPPLY CHAINS

11.00 BST Peter Boeskov, Chief Commercial Officer, EKF

(12:00 CEST)

Louis Taylor, Chief Executive, UKEF
Tom Dunn, Chairman, Orbian
Moderator: Dan Sheriff, CEO, TXF

11.55 BST TXF EXPORT FINANCE MURDER MYSTERY

12.05 BST CLOSING REMARKS

12.10 BST NETWORKING

NETWORKING EVENTS:

10.00 BST

(11:00 CEST)

10.30 BST

(11:30 CEST)

USERS FORUMS & WORKSHOPS - THESE WILL RUN THROUGHOUT THE EVENT IN THE NETWORKING ROOM

A chance to network with your industry counterparts and discuss common issues, emerging technologies and best practices in your line of work. These 30-minute workshops form the 1 st in series of quarterly catch ups moderated by TXF and a changing roster of speakers within these job roles. If you miss any of these conversations, you can use your membership to access the recording on demand



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ONLINE TRAINING ECA Finance

We've taken our prestigious ECA training online and there's no time like the present to invest in yourself or your team. Use this time to expand knowledge and take your ECA Financing knowledge up to an expert level.

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Pick up modules as and when you want, revisit anything tricky as many times as you need plus be guided through with 1:1 mentoring by your course tutor - he'll drop you a note to arrange 1:1 support. Please note the training takes place in English.

DOWNLOAD THE AGENDA



Who should attend and why?

Lenders

To gain a greater knowledge of rules & requirements, how to avoid common pitfalls and misunderstandings that can strain relationships with customers

ECAs

To understand how ECA finance impacts the EPC process from RPFs through to procurement cycle, learn how to accurately assess eligible content for your buyers, and avoid costly problems during the spend cycle that relate to misunderstanding eligibility.

Financial Institutions

Understand the approval process, compare eligibility requirements among ECAs, study how to maximise ECA financing value, and grasp the myriad tasks necessary to effectively disburse and administer these transactions.

Financial Advisors

To understand the impacts of ECA financing on credit agreements and be able to better advise clients on compliance as well as understand potential problems commonly found in ECA transactions.

Contact Natasha to book your place NATASHA.WARNE@TXFMEDIA.COM



TXFEXPORT FINANCE Virtual WORLD FAIR 2021



Join us for a series of exclusive TXF members only sessions in the lead up to the Export Finance World Fair, June 8-10. TXF MEMBERS: log into the portal here to get access to all these bonus sessions live and on-demand! NON-MEMBERS: find out more and if you qualify at: membership@txfmedia.com

ECA SOAPBOX SERIES: Latest innovations, product and policies

21 April 2021 | 14:00 BST

ECA Soapbox with SACE: Latest innovations, product and policies

Dario Liguti, Chief Underwriting & Business Innovation Officer, **SACE**



29 April 2021 | 14:00 BST

ECA Soapbox with JBIC: Latest innovations, product and policies

Kazunori Ogawa, Resident Executive Officer, Regional Head for EMEA, JBIC



5 May 2021

Export Finance Leaders' Think Tank
3PM-4PM CEST | The big picture: Adapting
your organisation to the new paradigm
Ebru Pakcan, Global Head of Trade,
Treasury & Trade Solutions, Citi
4PM-5PM CEST | Heads together:
Export finance's leading voices
Kathrin Eeich, Global Head Export
& Agency Finance, Commerzbank
Erik Hoffmann, Global Head of Export
& Agency Finance Origination, Santander

Beatriz Reguero Naredo, COO, State Account Business, CESCE Massimo Falcioni, CEO, Etihad Credit Insurance Guto Davies, Global Public Capital Leader, GE EFS



12 May 2021 | 14:00 BST

NE IXE CRIME COENE

ECA Soapbox with Euler Hermes: Latest innovations, products and polices

Thomas Baum, Head of Division Underwriting & Risk Management, Euler Hermes



SUSTAINABILITY BRIEFING SERIES:

19 May 2021 | 14:00 BST

Sustainability briefing: Implications of The EU taxonomy on export finance Karen Degouve, Head of Sustainable Business Development, Natixis

> TXF MEMBERS: WATCH ON DEMAND

26 May 2021 | 14:00 BST

Keynote: Implications of the Biden administration on Global Trade

Michelle DiGruttolo, Senior Managing Director, Ankura



Live from the TXF TV studio

Global heads question time

2 June 2021 | 14:00 BST

Join us for an industry first as we invite leading global heads of export finance to the TXF TV studio, for an in person debate

Faruq Muhammed, Global Head, Structured Export Finance, Standard Chartered Ed Bullen, Managing Director, Co-Head of Structured Export Finance, Sumitomo Mitsui Banking Corporation (SMBC) Rebecca Harding, CEO, Coriolis Technologies Philip Lewis, Head of Export Finance, HSBC Moderator: Dan Sheriff, CEO, TXF



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For help with the virtual event platform

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NATASHA WARNE

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ALEXANDRA SHATOVA

For group bookings and delegate

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KEY METRICS FROM TXF WORLD FAIR 2020

















LAW FIRMS: 4% 3% INSURER: 4% FINANCIAL INSTITUTIONS: 38% ECAS: 15% CORPORATES: 34% CORPORATES: 34%

2020 DELEGATE BREAKDOWN

TESTIMONIALS

TXF - ONE STOP SHOP FOR ALL THINGS ECA

Vineyesh Sawhney, Head of Financial Resources and Senior Vice President, Reliance Industries Limited Let me also praise the handling of this World Fair - TXF has made a big jump in digitalization

Antje Rigó, Ferrostaal Trading Thanks TXF - great event and a real benchmark!!
Well done.

Mark Taylor, Managing Director, TEMAMII Pty Ltd

May I take this opportunity to say just how impressed I was with TXF's organisation of this event. I thought this was brilliantly organised and very well executed. Well done all the TXF team for blazing the trail into the future! 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 when done by Zoom with pics.

Tanya Epshteyn, Head of Structured Finance, Czarnikow Group I am continuously impressed with everything you guys do and last week was no different. I really enjoyed tuning in and stayed up way past my bedtime to take part in many of the sessions

Abbey Sturrock, Senior Vice President - Public Agency Head, Asia-Pacific Political Risk & Structured Credit, Marsh JLT Specialty





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