

MENA 2023

EXPORT, PROJECT & DEVELOPMENT FINANCE
HOSTED BY

TXF / PROXIMO / UXOLO



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HOSTED BY



THE BEST PLACE TO CONNECT WITH THE MOST ACTIVE PLAYERS FROM THE DEVELOPMENT, PROJECT & EXPORT FINANCE WORLDS

Welcome to a networking spectacular! We've combined forces with our sister brands Proximo & Uxolo for a bumper edition of this MENA event which brings together the **Export, Project & Development Finance industries** in Dubai for two action-packed days.

A first of its kind, meet the serious dealmakers who value a highly senior guest list and the hospitality that fits, by bringing our brands together under one roof the talent will be top tier. This large-scale networking event will attract **over 400 senior stakeholders** from Exporters, Borrowers, Funds, Government representatives, Institutional Investors, Developers, Banks, Insurers & more, bringing you quality panel sessions and workshops from content experts.

So, maximise your time out of the office, we bring the very best in the industry to one location for you to sow the seeds of dealmaking and start 2023 off strong.

WHAT TO EXPECT THIS YEAR

Join the conversation as we consider **the practicalities for MENA countries in the energy transition and their diversification away from fossil fuels**. Navigate the current economic climate with leading experts, as they evaluate **the credit risk for public and private sectors with inflation and rising interest rates**. Network with fellow dealmakers **who are making headway in your chosen market, across UAE, Saudi Arabia, Egypt and Oman**. There is a stream of sessions for everyone, read the full agenda [here](#).



WHO WILL WE MAKE SURE YOU MEET?

LEADING EXPORTERS & BORROWERS

TOP LEVEL DEVELOPERS
& FINANCIAL SPONSORS
INSTITUTIONAL INVESTORS
PRIVATE CAPITAL INVESTORS
INFRASTRUCTURE FUNDS

COMMERCIAL LENDERS PROJECT SERVICE PROVIDERS

LAW FIRMS
INSURERS
ECAs, DFIs & MDBs
BANKS & FINANCIAL INSTITUTIONS



An event that is dedicated to facilitating introductions and meeting with current clients within the MENA market specifically.



Access to that all-important delegate list well in advance of the event so you can reach out and arrange meetings.



Senior level speakers discussing the most pressing issues facing the market - expect to see the best CEO's and Global Heads experts in their field!



Additional networking activities around the main event including ice-breaker drinks on the eve of the event and industry cocktail reception on day one.

TOP TAKEAWAYS FROM PREVIOUS TXF YEARS

“One of the best gatherings in the world for ECA, project finance”

Ali Al Aradi, BAPCO

“Great ECA and project financing content, networking not to be missed”

Abdullah Alhabsi, SALALAH METHANOL COMPANY

“A value-adding event with more focus on purpose”

Reda Ezzat SVP, MASHREQ BANK

“Great networking opportunity together with content tackling the right issues and market trends. Its a must to be in the market”

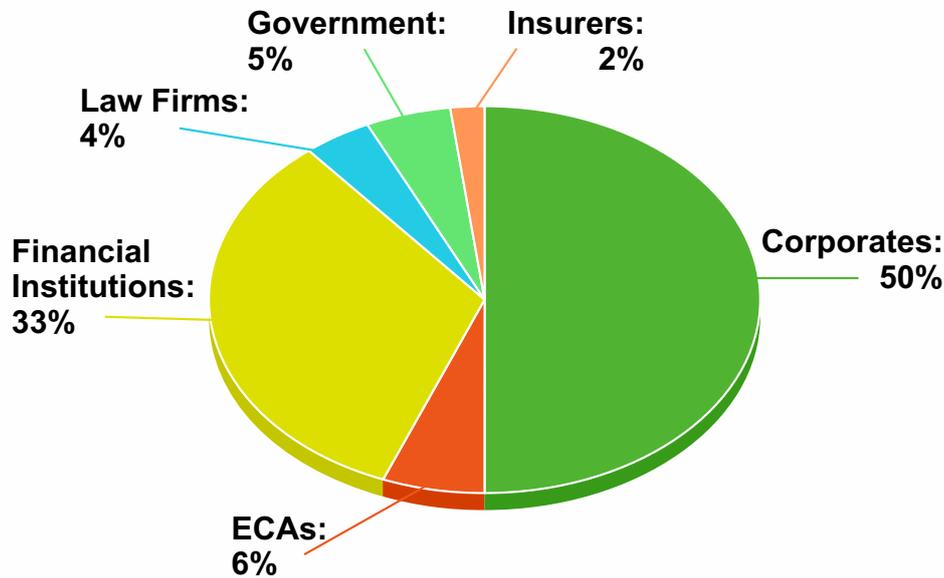
Inigo Imedio Serrano, SOCIETE GENERALE

“Very enriching for all actors involved in trade and export finance!”

Ravel Lana, BPI FRANCE



TYPICAL EVENT BREAKDOWN



PREVIOUS ATTENDEES TO MENA

Acciona	Derby Group	Imagro Spa	Philips
Acre Capital	Deutsche Bank	Itochu Corporation	PIF
ACWA Power	Dubai Aviation City Corporation	Japan Bank for International Cooperation (JBIC)	Planet One Education Holding
AF Construction	Dubai Department of Finance	Jebsen & Jessen Industrial Solutions GmbH	Primetals Technologies Austria GmbH
Afalula	Dubai Green Fund	JGC Corporation	Public Investment Fund of Saudi Arabia
African Development Bank (AfDB)	Dubai Multi Commodities Centre	JP Morgan	Pure Harvest
African Trade Insurance Agency (ATI)	Dubai World Trade Centre	Kalapataru	Raiffeisen Bank International
Al Fardan Group Holding Co	DZ Bank	Karachi Electric	Recovery Advisers
Al Faris Equipment Rentals LLC	ECIC (Export Credit Insurance Corporation of South Africa)	K-Electric	Renault Trucks
Al-Futtaim Private Company LLC	EKN - The Swedish Export Credit Agency	KfW IPEX-Bank	Royal Commission for Al Ula
ANZ	Eksportkreditt Norge AS	Landesbank Baden - Wurttemberg (LBBW)	SACE
Aon	Elecnor	LCI - The Lebanese Credit Insurer	Saleh Hamad Al Mana Co
Arabian Construction Company	Ellipse Projects SAS	Linxon	Santander
Archer Daniels Midland	Elsowedy Electric	LR Consultants	Saudi Electricity Company (SEC)
Arviem	Emaar Properties PJSC	M.E. Consulting Limited	Saudi EXIM Bank
ASGC UK	Endsight Consulting	Magna Worldwide	SERV - Swiss Export Risk Insurance
Ashurst	ENGIE	Majid Al Futtaim Group	SFIL
Asyad Group	Ericsson	Mandulis Energy	Shift Impact Africa
Baker McKenzie	Etihad Credit Insurance (ECI)	Mannai Corporation Group	Siemens Energy
Bank ABC	Eurus Energy Holdings Corporation	Marubeni Corporation	SK Ecoplant (SK E&C)
Bechtel	Export Development Bank (EBE)	Merrill Lynch, Pierce, Fenner & Smith Incorporated	Societe Generale
Berne Union	EY & AHB	MIGA - Multilateral Investment Guarantee Agency	South African Chamber of Commerce and Industry (SACCI)
Bpifrance	FC4S	Ministry of Finance	Sovereign Risk
BPL Global	FINCO	MISCO	Standard Chartered
Bunge	First Abu Dhabi Bank	Mitsubishi Corporation	Sumitomo Corporation
Casablanca Finance City Authority	G.E	Mizuho	SWIFT
CC Solutions	GE Capital	MOXIE FUTURE	Tawazun
China Railway Construction Corporation	General Electric	Nasser Bin Khalid WLL	TD Securities
Cisco Systems Group	General Motors	National Oil Varco	Technip Energies
Citi	German Emirati Joint Council for Industry & Commerce (AHK)	National SME Credit Guarantee Fund	Telecom Egypt
Clifford Chance	GS E&C	Nigeria LNG Limited	Thales
COFCO International	Helaba (Landesbank Hessen-Thüringen)	NMS International	The Emirates Group
Colas	HSBC	Nokia Networks	Turk Eximbank
Commerzbank	Hyundai Engineering & Construction	Novus Aviation Capital	Turkiye Sise Ve Cam Fabrikalari
Control Risks	IBM Group	ONG AED	UK Export Finance
Credit Agricole CIB	ICC	Orascom Construction (OCI)	Veridapt
Crescent Group	ICIEC - The Islamic Corporation for the Insurance of Investment and Export Credit	Origin Systems Middle East	Wartsila
Daewoo Engineering & Construction		PANGEA-RISK	Zest Associates
Daimler AG			
DekaBank			

YOUR EXPERT SPEAKERS



Rahul Chandran
CFO
Planet One Education Holding



Asim Sufi
Philips Capital Leader,
Middle East and Turkey
Philips



Louis Strydom
Director Project
Development
Wartsila



Kohei Toyoda
Director General for
Energy Transformation
Strategy
**Japan Bank for
International Cooperation
(JBIC)**



Imran Saeed
Head of Project
& Corporate Finance,
Middle East & Asia
Siemens Energy Global



Lahbib Farah
CREDIT MANAGER
GROUP
OCP Group



Layali Abdeen
Senior Investment
Guarantee Officer
**MIGA - Multilateral
Investment
Guarantee Agency**



Yasmin Yahya
Structured Finance
Nokia



Neeraj Agrawal
Group CFO
Crescent Group



Muhsin Alrustom
Group Chief
Financial Officer
Asyad Group



Jeffrey Beyer
Managing Director
Zest Associates



Matthew Burnard
Director for political
risk, MENA
Control Risks



Maninder Bhandari
Director
**Derby Group
of Companies**

**PLUS MANY MORE
SPEAKERS**

WHAT'S ON THE AGENDA

DAY 1

Coffee & Registration

Welcoming remarks

Hesham Zakai, Managing Director, **TXF**

Statecraft: The government hand in the investment landscape

The art of statecraft involves the skillful management of state affairs. Cultivating a favourable investment climate, requires strong governance, stability alongside a strong legal framework. The private sector wants to get involved, but governments must provide clear direction, regulation and subsidies to increase investor confidence. Hear from the UAE government on:

- Public private collaboration: How can the private sector get involved?
- Investment into renewables and diversification away from fossil fuels
- Value chain creation: Logistics, manufacturing operations, marketing & sales and services

Local focus: The role of MENA's ECAs in Project & Development Finance

Local ECAs will spearhead MENA's exports, growth and regional development. It's important that industry stakeholders know how to support them. Furthermore, what are the common grounds for cooperation between local ECAs and international ECAs? What kinds of transactions could such a cooperation engender? Hear what local ECAs have to say about their regional challenges and their greater ambitions.

- Diversification of regional exports
- Local content requirements
- Cooperation between local ECAs and international ECAs

Morning networking break

TXF & Proximo stream *Export & Project Finance*

The Borrower's boom room: MENA's borrowers and developers

In current times of macroeconomic volatility, credit availability has become significant. For regional borrowers to incentivise financiers to lend, they must demonstrate their creditworthiness, and the reasons why their vision is plausible. Listen carefully to hear the activities if the region's borrowers and the terms they are seeking

- What kinds of new projects are borrowers and developers working on?
- What terms of finance would be most beneficial for borrowers in the contemporary macroeconomic environment?
- What are borrowers and developers doing to mitigate their own credit risk?
- Assessing ECA competitiveness against pure project finance in MENA

Farah Lahbib, Group Director of Trade Finance, Working Capital Financing and Credit Risk Management, **OCP**

Uxolo stream *Development Finance*

Development from the grassroots: Local & Bilateral DFIs

Multilaterals play a key role in MENA's development. Although it is important that all voices are represented, development does not only occur from the top-down but from the bottom-up. Local DFIs have the benefit of working closer to the ground and have a unique perspective when it comes to national developmental issues. Listen carefully for their perspectives here.

- What are some of the priorities of local DFIs
- What trends and opportunities are happening at the grassroots?
- Which MENA countries are experiencing increased investment appetite?
- How can the industry support local and bilateral DFIs?

ECA report card: Exploits of the exporters

MENA is a gateway between the growing economies of Africa, Southeast Asia and the West. MENA has a strong value-added position and can become a powerful player if it diversifies exports and remains competitive with other global regions by delivering new technologies and services. However, diversification requires considerable capital investment. This session gathers speakers exporting into and out of MENA, considering:

- Which projects are our exporters involved in?
- What support do exporters need from ECAs and financiers?
- Compare and contrast the exporting opportunities across the region

Louis Strydom, Director - Project & Market Development, Middle East and Asia, **Wartsila**
Yasmin Yahya, Structured Finance, Middle East & Africa, **Nokia**

Capital is the key:

Unlocking alternative investment

With climate related projects high on the agenda throughout MENA, institutional investors and alternative sources of funds could be the key to unlocking private capital. This session considers:

- Which projects would benefit from institutional investment?
- How can the market increase investor confidence in large-scale transactions?
- What role do sovereign wealth funds and family entities play in mobilizing capital across the Middle East?
- What tools are available to de-risk challenging transactions?

Lunch break

TXF stream Export finance

The rise of the commodity traders: Innovative un-tied ECA Finance

The ECA model is undergoing a seismic change. ECAs have sought to establish themselves into new markets by offering alternative financing. These instruments offer increased flexibility by leveraging future business and trade flows. International commodity traders have appeared as a new class of borrowers for ECAs. But is this a permanent change or a temporary trend?

- ECAs growing interest in securing major commodities
- Untied lending facilities and increased flexibility
- Securing minerals; battery-making for the green energy transition
- Will ECAs hold a long term role in the commodities space?

Proximo stream Project finance

Building the future: Focus on infrastructure projects

From high Capex markets like the UAE and Saudi to smaller countries such as Oman and Bahrain, the opportunity to build across the Middle East is huge. This session considers where the opportunities lie, and which structures are needed to develop infrastructure projects in the region:

- Which countries across MENA are ripe for infrastructure development?
- Which asset classes provide lucrative opportunities for investment?
- Which exemplary deals have come through the market in the last year, and how can we seek to emulate their success?

Uxolo stream Development finance

Idea lab: Setting the terms for ESG- Projects

For any project to be a success there should be clear terms about its expectations. But ESG linked projects can become complicated. It is critical to define the terms of ESG linked projects considering their geographical context. This session will consider how the development industry can define the projects that qualify for ESG credentials

- Considering the regional context and setting realistic expectations
- Information disclosure and accountability
- Reducing the bad incentives for green washing
- How can the development finance market help clients meet the COP demands

It's not that easy being green: Sustainable export finance in the Middle East

The oil and gas sector has long been a stable source of regional revenue. However, the banking sector is quickly moving away from oil and gas. International banks will soon be unable to finance fossil fuels. The region still has some way to go yet, so how can banks encourage their clients to become more sustainable? This session will consider:

- How can sustainable projects be better labeled to avoid greenwashing?
- Does the trend towards ESGs increase or decrease the amount of liquidity in the market?
- Will updates to the OECD consensus make sustainable investment easier?

Neeraj Agrawal, Group CFO & Board Member, **Crescent Petroleum**

Power up: Financing energy projects in MENA

A region renowned for oil and gas, MENA is now seeking to diversify its power production. This session will consider power projects under development, and the creative financial structures needed to bring cleaner power projects over the line:

- What role will hydrogen play in the future of MENA's energy mix? Will the hydrogen projects underway in Saudi pave the way for more innovative technology across the region?
- Where are we seeing development of wind and solar projects across the region?
- To what extent do oil and gas remain important parts of MENA's power mix?

Food security: Boosting food production

A hard lesson learned from Russia-Ukraine is how vulnerable we are to food insecurity. With roughly 85% wheat coming from the region, agriculture, and fertilizer imports have been disrupted. This session will examine the potential for boosting MENA's, agribusiness, food production and exports to avoid such challenges in future.

- Research into agricultural biotechnology and how investors can get involved?
- Regional logistics and supply chain investment
- Sustainability and energy efficiency in food production processes

Afternoon networking break

MENA of tomorrow: A practical pathway to energy transition

The energy transition will have varying implications for different regions globally. So, what does this great shift mean for the region? MENA is diversifying its economies. However, renewable energy requires high amounts of initial investment. And with new and competing technologies on display, investors and commercial banks face knowledge problems regarding which investments will potentially generate returns. This panel will consider the practicalities for MENA countries in the energy transition and their diversification away from fossil fuels

- A pragmatic approach to diversification away from fossil fuels
- Which renewable investments are ECAs stepping into?
- How can ECAs support the energy transition and the investments around it? Do ECAs need to offer more flexible support for emerging technologies such as hydrogen?
- Public and private sector collaboration: Sharing the responsibility

Imran Saeed, Head of Finance - Project Execution, **Siemens Energy**
Jeffrey Beyer, Managing Director, **Zest Associates**

Awards Ceremony

Closing remarks

Networking reception



DAY 2

Opening remarks

It's a risky business: Geopolitical risk overview

There are risks to every venture! Evaluating risk in the current economic climate is key to understanding how best to risk mitigate your investments. So how will inflation and rising interest rates affect the credit risk of borrowing countries and firms? Get your answers right here!

- What does empirical data tell us?
- A regional country by country risk analysis
- Which kind of cover is available?
- Risk sharing between the public and private sector

Matthew Burnard, Director, Global Risk Analysis, Control Risks

International ECAs and Company: Responding to the macroeconomic shift

In the contemporary macroeconomic environment countries have become increasingly selective about their financing options. This panel will look at what products and initiatives ECAs are introducing in MENA to help them remain competitive with alternative financiers.

- How will ECAs remain competitive with commercial banks?
- Simplifying deals and reducing complexity
- The growing demand for fixed interest rates
- Working alongside the private sector

Morning networking break

TXF, Proximo & Uxolo stream Export, Project, & Development finance

Industry all play: Country focused sessions

In this interactive session, pick from one of 4 key markets making waves in MENA today. Sit with fellow dealmakers active in the countries to discuss opportunities, challenges, and project pipelines:

UAE

With ongoing megaprojects and the energy transition, the UAE will always be interesting to investors. But can Dubai as a major trade and re-export hub remain competitive with the likes of Saudi Arabia and Singapore?

Saudi Arabia

Saudi is bursting with potential for project development. This table will consider the pipeline under development and the financial structures available to take projects over the line.

Egypt

Egypt has many ambitions and is working on its 2030 vision. This table will look at how Egypt can bounce back from its recent challenges and realize its potential

Oman

Oman is punching above its weight and can afford to be choosy about its investment partners. Sit at Oman's table to learn its ambitions and the potential for collaboration.

Insurance stream

Taking the pulse: An insurance market overview

Turbulent times for the world lead to busy lives for players in the insurance market. We take a broad overview of the trends at play today:

- How have events in Ukraine contributed to an increase in PRI inquiries?
- We're seeing more insurers getting involved in transactions on a structuring level - why is this, and how will the trend pan out?
- How will the energy crisis and looming recession in Europe impact the insurance market?

Learning from clients: The bank perspective

- How can bank buyers make the most of the insurance product across capital relief, risk mitigation, and capacity?
- For which projects/sectors in MENA is trade credit insurance most important to bank buyers?
- What impact will Basel IV have on the market and capital treatment?

Lunch break

TXF, Proximo & Uxolo stream Export, Project, & Development finance

Insurance stream

Become nearshore friends with MENA

Recent macroeconomic trends have caused companies to regionalise supply chains to nearby and friendly countries. Some have gone as far as to reshore, or bring production back to the company's country of origin. Perhaps reshoring can reassure investors! Nearshoring can mitigate inflationary risks and limit financing costs by restricting dependence on global supply chains

- Nearshoring companies and opportunities in MENA
- Ease of business and political climate
- Construction, telecommunications and information technology
- Building regional supply chain infrastructure

Muhsin Alrustom, Group Financial Officer,
ASYAD Group

Getting down to business: An update from the claims market

Although often only spoken about in whispers, the state of the claims market is critical in today's market. This session takes a holistic look at the global claims market, focusing on recoveries made in MENA:

- What does the data show us about claims activity?
- How has the war in Ukraine impacted the international claims market? Is the ripple effect coming for the Middle East?

Meeting in the Middle East: ECA & DFI Collaboration

International trade is essential for development. Countries open trade have developed faster, and technological innovation has increased. ECAs are interested in collaborating with DFIs, and this is one of the most important market developments we are witnessing. This panel will discuss how ECAs in partnership with DFIs can reduce investor risk, increase trade and boost development

- ECA blended finance, insurance, equity, funding, loans and guarantees
- Uncovering the challenges around local content requirements and technological transfer
- The prospect of ECA and DFI cooperation for large scale development projects

The Bankers Club: Local Banks of MENA

The region's local banks are currently experiencing excess due to oil revenues derived from higher oil prices. During this new found period of opulence, will local banks become an additional source of funding for ECA transactions? This bankers' panel will discuss these new economic trends and possibilities for progressive financing.

- Can increased liquidity increase risk appetite?
- Investment into new value chain creation for future profitability
- How can banks embed themselves into the global financing ecosystem?
- How can local banks work alongside international banks to support the region's ECAs?

Asim Sufi, Capital Leader, Middle East & Turkey, **Phillips**

Closing remarks

HOW TO ATTEND

Get your ticket

SUPER EARLY BIRD

Expires 16th December 2022

£3,199

IN PERSON

EARLY BIRD

Expires 27th January 2023

£3,699

IN PERSON

STANDARD RATE

£3,999

IN PERSON

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- Exclusive access to chosen brand members' community
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- Full access to our chosen brand database containing over 3000 closed deals
- Quarterly market overviews and trend reports
- and much more...

Contact intelligence@exileholding.com for more information.

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