



# TXF CPRI: TRADE, COMMODITY & EXPORT FINANCE 2021

VIRTUAL

4TH FEBRUARY





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#TXFCPRI2021



# TXF CPRI: TRADE, COMMODITY & EXPORT FINANCE 2021

Join senior leaders from banks, exporters, traders, law firms, brokers and insurers to find out how you can succeed in the CPRI market to forge new and deeper partnerships for distribution, capital relief and risk mitigation.

This is no ordinary virtual event, it will be hosted via our custom-built platform. Watch live speaking sessions, participate in interactive idea labs plus take your pick of the guest list to engage in 1:1 and multiparty video and voice conversations.

At this virtual event we will be discussing what bank and traders need from the product as they look to grow in new fields including ESG compliant projects and emerging technologies. The effect of 2020 and pandemic on appetite and capacity. How the claims market has been affected by losses and when will we feel the effects of the pandemic in 2021? Post Brexit which regions should UK exporters set their sights on for the year ahead? Have the insular sentiments driven by populism had any impact on export finance?

During a constructive day of debate we'll make sure there's plenty of to forge new business relationships with your fellow delegates via our innovative virtual networking features so you can share your strategies, find new clients and get future deals on the table

## VIRTUAL EVENT FEATURES

This event will be taking place on our own virtual event platform built with your needs in mind



Private  
meeting  
rooms



Networking  
roulette



Chat features:  
1:1 and  
multiparty



View the  
guest list



Hosted on our  
own servers to  
provide security  
and privacy



HD Voice  
& Video



Instant  
technical  
support



Personal  
networking  
concierge  
service



Live and  
on-demand  
sessions



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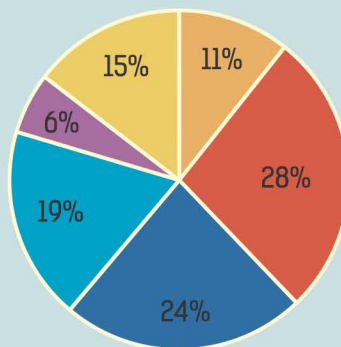


## SOME OUR TOP 2019 COMPANIES INCLUDED:

- BAM Nuttall
- BB Energy
- BNP Paribas
- Catepillar
- Credit Agricole CIB
- Gazprom Marketing & Trading
- Gerald Group
- HSBC
- Investec
- Mizuho
- MUFG Bank
- Rolls Royce
- Santander
- Societe generale
- Sumitomo Mitsui Banking Corporation
- Standard Chartered

### DELEGATE BREAKDOWN

- Corporates
- Financiers
- Insurance underwriters
- Insurance brokers
- ECAs
- Legal



A modern informative and meaningful conference

James Low, BB Energy

A very well put together event with insight into key relevant issues facing the industry

Saqib Mustafa, Santander

A dynamic conference which allows good interactions

Aline Duperrex, Credendo

Excellent discussions of the key issues facing the private insurance community and its clientele

Rachael Anstock, Zurich

Very useful topics covered in an interesting way

Sandy Bruce, Commerzbank

### AUDIENCE RESPONSE SURVEY RESULTS



**14%**

of our audience stated that increasing competition is their biggest concern



**38%**

of respondents stated that insurers are not transparent enough with their cover range availability



**45%**

of respondents believe that digital platforms and foreign competitors are set to impact its market share



**42%**

of our audience stated that they began to take proactive steps in response to the new Basel IV regulations



**52%**

of insurance buyers are frustrated with the lack of consistency and predictability of the product offerings

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# SPEAKERS



**Matthew Beckett**  
Director, Insurance  
Placement  
**Sumitomo Mitsui  
Banking  
Corporation (SMBC)**



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



**Stephen M. Renna**  
Former Chief  
Banking Officer  
**U.S. EXIM Bank**



**Eric Regnault**  
Manager,  
International  
Relations Development  
**Bpifrance**



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



**Boris Jaquet**  
EMEA Head,  
Distribution  
**Deutsche Bank**



**Patrick Rosenquist  
Jakobsen**  
Chief Underwriter, Offshore  
Wind and Project Finance  
**EKF**



**Nuria Gorog**  
SVP Credit  
& Political Risk,  
Continental Europe  
**Zurich**



**Alexander Peters**  
Group CFO  
**ArrowResources  
AG**



**Pierre Vergnes**  
Head of Institutional  
Financing  
**Fonroche Lighting**



**James Esdaile**  
Managing  
Director  
**BPL Global**



**Robert Besseling**  
Founder & CEO  
**Pangea Risk**



**Charles Hecker**  
Global Research  
Director  
**Control Risks**



**Matthew Burnard**  
Director for political  
risk, MENA  
**Control Risks**



**Thomaz Favaro**  
Director, Brazil  
& Southern Cone  
**Control Risks**



**Marie Aglert**  
Director, Head of Business  
Area Large Corporates  
**EKN**



**Sam Wilkin**  
Director of Political  
Risk Analytics  
**Willis Tower  
Watson**



**Saqib Mustafa**  
Structured Trade  
& Receivable Finance,  
Global Transaction Banking  
**Santander**



**Tracey Haly**  
AVP & Director  
**Surety & Financial  
Claims**



**Michael Creighton**  
Executive Director  
Financial Solutions  
**Willis Tower Watson**



**Nataliya Frolova**  
Commodity Finance  
Specialist  
**Independent**



**David Anderson**  
Principal  
**Anderson Risk  
Consultants**



**Lisa Varney**  
SVP, Risk Distribution  
and Loan Syndication  
**Wells Fargo Bank**



**Joe Profaizer**  
Partner - Litigation  
Department  
**Paul Hastings**



**Peter Jenkins**  
Head of Credit  
& Political Risk  
**BRIT Insurance**



**Christophe White**  
Head of UK TCU  
**Euler Hermes**



**Jerome Peze**  
CEO and  
Co-Founder  
**Tinubu Square**



**Natalie Chiamonte**  
SVP and COO  
**Sovereign  
Risk Ltd**

## AGENDA ATA GLANCE

09.00 GMT - Opening remarks  
09.10 GMT - Keynote bankers' panel  
09.50 GMT - ECA panel  
10.30 GMT - Commodity trading panel  
11.10 GMT - Underwriters' panel  
11.50 GMT - Stretch break

12.00 GMT - Geopolitical keynotes  
13.00 GMT - Sustainability panel  
13.40 GMT - Macroeconomic overview  
14.10 GMT - Claims panel  
15.00 GMT - Closing remarks  
15.05 GMT - Networking reception

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# AGENDA – 4TH FEBRUARY

9.00 GMT

## Opening Remarks

**Eavie Burnett**, Content Manager, TXF

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

9.10 GMT

## Client's eye view: Keynote bankers' panel

We invite leading distribution and syndication bankers to the silver screen to share their views on harnessing the insurance product:

- The effect of Covid-19 on banking business, use of cover and appetite for insurance products over the coming years
- Assessment of how the private market responded to clients' needs during the pandemic and effect on ability to distribute risk
- Tricks to getting the most from the product across capital relief, risk mitigation and capacity
- Latest regulatory trends and impact on capital relief
- Wordings softening, advocacy and lobbying efforts

**Lisa Varney**, SVP, Risk Distribution and Loan Syndication, Wells Fargo Bank

**Matthew Beckett**, Director, Insurance Placement, SMBC

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

**Boris Jaquet**, EMEA Head, Distribution, Deutsche Bank

**Moderator: James Esdaile**, Managing Director, BPL Global

9.40 GMT

## Q&A

9.50 GMT

## Complements and collaborations: ECA & private market integration

We catch up with key ECAs and insurers to shine a light on how they are working together and complementing each other:

- How are ECAs using private market reinsurance and what is the appetite of the market for this risk?
- How has the pandemic changed the roles of the public and private market and do both sides view this as harmonious or contentious?
- Will the ever-growing demands for the modernisation of the OECD Consensus and realisation of this have an effect on the role of the private market in supporting commercial tranches of ECA transactions?
- Do the increasing green and sustainable policies of ECAs create an opportunity for the private market in plugging the gap for carbon heavy traditional transactions, or are both the public and private market pushing in the same direction?
- How do we view key risks in Africa, Asia, MENA and Latam?

**Marie Aglert**, Director, Head of Business Area Large Corporates, EKN

**Stephen M. Renna**, Former Chief Banking Officer, U.S. EXIM Bank

**Eric Regnault**, Manager, International Relations Development, Bpifrance

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

**Patrick Rosenquist Jakobsen**, Chief Underwriter, Offshore Wind and Project Finance, EKF

**Moderator: Jerome Peze**, CEO and Co-Founder, Tinubu Square

10.20 GMT

## Q&A

10.30 GMT

## Insuring the traders: Perspectives from the commodity industry

In the current price environment, we look to commodity traders and bankers to gather their insight on key subject areas:

- How are large traders and bankers using insurance for balance sheets, risk mitigation and working capital management? Given the difficulties of 2020 what can banks, and traders do to secure capacity from insurers?
- Appetite for insurance in difficult emerging markets in Asia, Africa, LatAm and MENA
- Increase in demand for metals and rare earth minerals in energy transition, renewables, energy infrastructure and battery storage
- The commodities market has seen some high profile fraud cases in recent months. What needs to change, and how can insurance play a role in safeguarding business?

**Alexander Peters**, Group CFO, ArrowResources AG

**Saqib Mustafa**, Structured Trade & Receivable Finance Global Transaction Banking, Santander

**Moderator: Nataliya Frolova**, Commodity Finance Specialist, Independent

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11.00 GMT	Q&A
11.10 GMT	<p><b>In the limelight: Underwriters' panel</b></p> <p>Overview of the latest trends, exposure and appetite in key markets and sectors from the leading underwriters in the business:</p> <ul style="list-style-type: none"> <li>• What is the general market appetite and performance across established private and public obligor risk? What does this mean for pricing considerations?</li> <li>• Has the pandemic heralded a long-term strategy shift or temporary change?</li> <li>• What is the outlook on current concerns and claims in the portfolio?</li> <li>• Stance on oil dependant economies, energy transition and diversification from traditional business lines and the role of private market insurance in financing ESG compliant projects?</li> <li>• Will there be return of appetite and capacity for African sovereign business?</li> <li>• How is product development evolving and what is the insurer/reinsurer appetite for 'non-standard credit' solutions including derivatives exposures, portfolio underwriting, regulatory capital trades, alternative insured counterparties?</li> <li>• What is the effect of ECAs and alternative providers stepping in to fill gaps in private market cover? Will this distort the market, and is it a long-term trend?</li> </ul> <p><b>Nuria Gorog</b>, SVP Credit &amp; Political Risk, Continental Europe, Zurich  <b>Peter Jenkins</b>, Head of Credit &amp; Political Risks, BRIT Insurance  <b>Natalie Chiaramonte</b>, SVP and COO, Sovereign Risk Ltd  <b>Moderator: Katharine Morton</b>, Head of Trade, Treasury &amp; Risk, TXF</p>
11.40 GMT	Q&A
11.50 GMT	<p><b>Stretch break</b></p> <p>Take the chance to stretch your legs, grab a cup of tea, and re-join us for the next session in a few minutes</p>
12.00 GMT	<p><b>Geopolitical keynotes</b></p> <p>Take a tour around the globe in geopolitical risk as we assess the macroeconomic situations in Asia, Africa, MENA, and the Americas.</p> <p><b>Robert Besseling</b>, Founder &amp; CEO, Pangea-Risk  <b>Sorana Parvulescu</b>, Head of Political Risk, Control Risks  <b>Thomaz Favaro</b>, Director Brazil and Southern Cone, Control Risks</p>
13.00 GMT	<p><b>Future vision: Insuring SDGs, ESGs &amp; resilient infrastructure</b></p> <p>The increasing demand for sustainability across all areas of finance and industry marks the most significant paradigm shift for business in recent years. Our panel addresses how to rise the challenge and make the most of the opportunity:</p> <ul style="list-style-type: none"> <li>• To set the scene, how has the CPRI market responded to the demand for sustainability since the onset of the UN's SDG and ESG goals? How does this compare to the ECA market?</li> <li>• What can be learnt from the evolution of renewables financing over the past five years? Will we diversify into new industries that respond to the SDGs and how can products evolve in order to be a suitable for these? What more can we do to close the SDG &amp; ESG financing gap?</li> <li>• How are products on the market from green bonds to SDG linked loans and ESG-tied debt performing? And what new products and innovations can we see coming to the fore?</li> <li>• How do underwriters view the risk on sustainable transactions and how much appetite and capacity is there? Will growth in these books be driven by demand/opportunity or top-down policy?</li> <li>• In terms of technologies, industries and markets, where do we expect to see growth in the next five years? Where will the liquidity come from and will we see an increasingly diversified/blended investor mix?</li> </ul> <p><b>Christophe White</b>, Head of UK TCU, Euler Hermes  <b>Pierre Vergnes</b>, Head of Institutional Financing, Fonroche Lighting  <b>Moderator: Michael Creighton</b>, Executive Director Financial Solutions, Willis Tower Watson</p>
13.30 GMT	Q&A



13.40 GMT	<p><b>A bumpy ride? 2021 in geopolitics and macroeconomics</b></p> <p>With 2020 a catastrophic non-event, 2021 shows signs of promise with a new US administration led by Joe Biden and several Covid-19 vaccines seemingly fit for purpose. On the flip side, January 2021 kicks off with Brexit, rising public debt and looming recessions in many major economies. On 4 February our top pundits arm you with the lowdown. Is it doom and gloom, all roses, or somewhere in between? Key topics include sanctions &amp; geoeconomic risks, trade wars and cross-border relations, sector and market volatility, central bank policy, currency risks, and the cost of servicing debt.</p> <p><b>Charles Hecker</b>, Global Research Director, <b>Control Risks</b>  <b>Sam Wilkin</b>, Director of Political Risk Analytics, <b>Willis Tower Watson</b></p>
14.10 GMT	<p><b>To the heart of the matter: Focusing on claims</b></p> <p>After an unprecedented year of business in 2020 we give you the inside scoop on the current state claims market, with insight from senior figures into market trends on claims and recoveries.</p> <p><b>David Anderson</b>, Principal, <b>Anderson Risk Consultants</b>  <b>Tracey Haly</b>, AVP &amp; Director, <b>Surety &amp; Financial Claims</b>  <b>Joe Profaizer</b>, Partner – Litigation Department, <b>Paul Hastings</b>  <b>Moderator: Katharine Morton</b>, Head of Trade, Treasury &amp; Risk, <b>TXF</b></p>
14.40 GMT	<p><b>Q&amp;A</b></p>
15.00 GMT	<p><b>Closing remarks</b></p> <p>Thank you for joining us at TXF CPRI 2021! We round up the day's content before opening our networking drinks reception.</p> <p><b>Katharine Morton</b>, Head of Trade, Treasury &amp; Risk, <b>TXF</b>  <b>Eavie Burnett</b>, Content Manager, <b>TXF</b></p>
15.05 GMT	<p><b>Drinks reception</b></p> <p>Whilst we may not be able to meet in person, we'd still like to raise a virtual glass to all of our guests today. Join us for our online drinks reception to reconnect with old friends and meet some new faces</p>
	<p><b>Roll the credits! The live show closes for TXF CPRI Virtual, but it's not over yet, as all sessions will be available on-demand for the rest of the year via our virtual platform.</b></p>



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## 1 FULL ACCESS VIRTUAL TICKET

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& EXPORT FINANCE 2021

**£999**

## TXF MEMBERSHIP PASS

FOR ALL 2021 EXPORT  
FINANCE VIRTUAL EVENTS

**£2999**

### TXF MEMBERSHIP PASS:

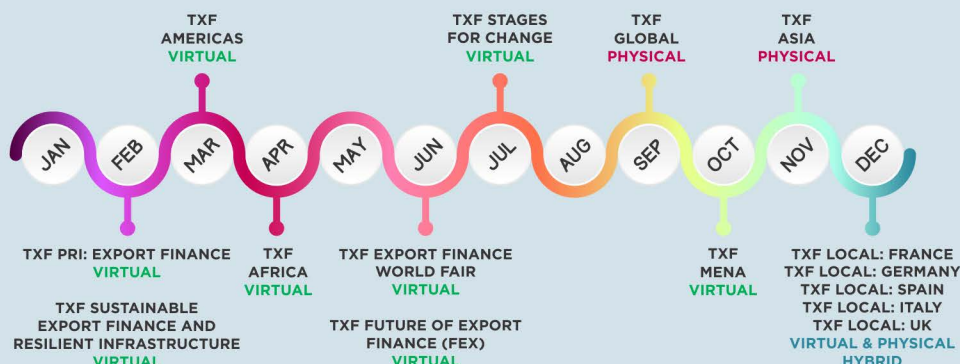
Access all speaking sessions and content of all 2021 virtual events and network with fellow delegates via the networking messenger. This also includes the use of one to one video conferencing. Members are entitled to a 30% off for all 2021 physical events.

For more information on our passes or to enquire  
for a multi-delegate booking please contact

[MARKETING@TXFMEDIA.COM](mailto:MARKETING@TXFMEDIA.COM)

# BOOK NOW

## TXF 2021 EXPORT FINANCE EVENTS



## GET IN TOUCH WITH THE TEAM:



**Natasha Warne**

Senior Marketing Manager

Ask me about media partnerships, your registration and our marketing promotions

[natasha.warne@txfmedia.com](mailto:natasha.warne@txfmedia.com)



**Grace Jackson**

Head of Operations

Contact me for help with our virtual event platform

[grace.jackson@txfmedia.com](mailto:grace.jackson@txfmedia.com)



**Eavie Burnett**

Content Manager

Ask me about how to share your ideas as a speaker, or apply for your corporate-rate ticket

[eavie.burnett@txfmedia.com](mailto:eavie.burnett@txfmedia.com)



**Alex Sheriff**

Senior relationships manager

Ask me about sponsorship, group bookings and how you can maximise your exposure

[alex.sheriff@txfmedia.com](mailto:alex.sheriff@txfmedia.com)

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