

The logo consists of a square divided into four quadrants by a white 'X' shape. The top-left quadrant is dark blue, the top-right is light green, the bottom-left is dark blue, and the bottom-right is light green. The text 'TXF ASIA ROADSHOW' is positioned to the right of the square.

**TXF ASIA  
ROADSHOW**

**2018**

# TXF Asia Roadshow 2018

Jakarta, Indonesia – 6 th March 2018 – Roundtable

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Tokyo, Japan – 8 th March 2018 – Roundtable

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Seoul, Korea – 12 th March 2018 – Roundtable

TXF is committed in 2018 to building up its presence across Asia, building on the success of our TXF Asia event which has been running for the past few years.

We will be beginning in Q1 of 2018 by embarking on an ‘Asian Roadshow’, which will see three separate half-day or roundtable events, hosted in Jakarta, Tokyo and Seoul. The aim of these events is to build an exclusive networking and knowledge-sharing opportunity for the leading players in export and project finance in the respective cities. For ECAs and banks, the roundtables will be a perfect opportunity to meet key local borrowers.

Widely speaking, each event will focus on the domestic economy and will outline upcoming export challenges. The roundtables will be attended by 30-40 of the leading players in each country. All of our Asian roadshow events will ultimately lead up to our 500+ person flagship Asian event in the autumn of 2018.

## You will meet:

- ✕ Regional Corporates (Exporters/Producers/Traders)
- ✕ Regionally active banks
- ✕ ECAs, DFIs & MFIs
- ✕ Insurers & risk managers
- ✕ Lawyers, Consultants
- ✕ Solution providers

# JAKARTA – Tuesday 6<sup>th</sup> March 2018

The Asian Roadshow will begin in Jakarta, where we will bring together leaders in the exporter industry to discuss upcoming challenges and opportunities in Indonesian export finance. With one of the largest populations in the world, opportunities for trade with Indonesia are becoming more readily available to foreign investors. However the challenge is to promote an image of financial stability and political transparency to encourage investor and exporter trust. What is the role of regional ECAs and financial institutions to help build this image? How can the government help to encourage and provide support to SMEs? Where are the financing gaps in the region, what are the reasons for that and who can help?

## Topics will include:

- ✦ How Indonesia has diversified export offerings in order to encourage more trade in growing sectors?
- ✦ What role have SMEs played in export growth? Is there enough support being provided to them in order to encourage further growth?
- ✦ What are the main priorities for project finance in order to help strengthen the economy? Infrastructure/social infrastructure/financial education
- ✦ The importance of PPPs to accelerate infrastructure development
- ✦ Who are the newest players in Indonesia?

## Confirmed attendees:

***Indonesia Infrastructure Finance***

***PT PLN (Persero)***

***Indonesia Power***

***PT. Putra Indotenaga (PIT)***

# TOKYO - Thursday 8<sup>th</sup> March 2018

Moving onto Tokyo, our focus will be on how Japan can continue to strengthen growth in exports, and to analyse where Japan's place is in the world of export finance. Following Trump's withdrawal from the TPP in 2016, how has Japan worked to build up regional trade links? How have markets changed in Japan and how will they continue to change, i.e. a growing importance of the pharmaceutical and housing sectors for an aging population? Hand in hand with the aging issues, how will Japan's exporters work to keep themselves on the map- what are the products that can be exported whilst working with a shrinking workforce? Will it mean a shift to project financing as a way to maintain Japan's global influence?

## Topics will include:

- ✦ How can you encourage and maintain confidence in the Japanese markets?
- ✦ (Project finance) where are the next opportunities? What will be most advantageous?
- ✦ Which markets are most likely to face a significant amount of change? Energy? What will the impact be on the economy as a whole?
- ✦ Where are Japan's priorities in 2018?

## Confirmed attendees:

***Chiyoda Corporation***

***Hitachi***

***JGC Corporation***

***NEXI (tentative)***

# SEOUL – Monday 12<sup>th</sup> March 2018

The TXF Seoul roundtable will focus on overseas investment opportunities for Korean companies. Traditional EPC-driven companies are faced with tough competition which is getting more and more intense. Many Korean companies are weighing investment in various infrastructure sectors as their new business model in overseas markets. Therefore the message of the event will be to look at who are the newest players coming to the table in a changing economy.

Our roundtable events will invite an exclusive group of leading companies working in Korea. This group will include corporates, ECAs, MFI/DFIs, advisory and legal professionals and local (regional) banks. The aim of the roundtable is to have a constructive discussion within this group around set topics, which will be established in the lead up to the event by TXF in partnership with the host and sponsors.

## Topics will include:

- ✦ How have global political tensions with the US had an impact on exports from Korea?
- ✦ Where are the newest opportunities for export and project finance? Continents/countries- shall we try to get one person from each significant country...? Or Korean companies looking to work in those places?
- ✦ What attracts foreign investors to Korea in 2018? What services/products is Korea offering that they can keep up with China and Japan?
- ✦ How are US relations affecting Korea's approach to Project finance? North Korea, Iran, What are the problems that are arising? What is the role of local companies and bodies to overcome these challenges?

## Confirmed attendees:

*Hyundai Engineering Company*

*KEXIM*

*GS Engineering & Construction Corp*