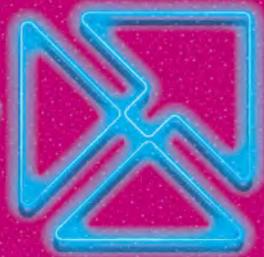




TXF LOCAL

EXPORTVISION 2021



29TH NOVEMBER - 10TH DECEMBER

THANK YOU TO OUR SPONSORS!

HOST PARTNERS



Commissioned to implement the federal funding instrument Export Credit Guarantees:



PARTNERS



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TXF LOCAL EXPORTVISION 2021

TXF Local provides you with an in-country event series, purpose built to allow you to go in depth into the intricacies of each national export finance system, including the latest ECA product offerings, coverage updates, risk profiles, innovations and strategic outlooks.

YOU WILL GET:

2 weeks of content at in-person and virtual networking events

3 consecutive in-person physical events: Paris, London, Frankfurt

6 virtual country events: Switzerland, Denmark, Sweden, Belgium, Italy, USA

All content streamed virtually

Access to the entire delegate list from each event online

DATES:

PARIS

29th November
Bpifrance offices

FRANKFURT

30th November
AKA Bank offices

LONDON

1st December
TXF Offices

BELGIUM

6th December
Virtual

DENMARK

7th December
Virtual

SWEDEN

8th December
Virtual

ECA CEO SOAPBOX

9th December
Virtual

ITALY

10th December
Virtual

With in-country travel and in person events permitted at each location, access to the entire delegate list online and all content streamed virtually, this is a networking and information sharing event you simply can't afford to miss.

EXPORTVISION

#TXFLOCAL2021

SPEAKERS



Edna Schöne
Head of ECA
Business
EULER HERMES



Paul Teboul
Deputy Secretary
FRENCH MINISTRY
OF FINANCE
(DG TRÉSOR)



Louis Taylor
Chief
Executive
UKEF



Pedro Novo
Executive
Director in
charge of Export
BPIFRANCE



Thomas Baum
Head of Division
Underwriting & Risk
Management
EULER HERMES



Stefanie Schwankner
Senior Manager
Project & Export
Finance
BRÜCKNER
GROUP



Nicolas Dufourcq
CEO
BPIFRANCE



François Lefebvre
General Director
BPIFRANCE
ASSURANCE
EXPORT



Gernot Bruch
Global Head
of Export &
Project Finance
LINDE ENGINEERING



Nick Oliver
Head of Business
Development
NMS GROUP



Peder Lundquist
CEO
EKF



Nadine Holzhausen
Head of
Export Finance
Jepsen & Jessen



Nicholas Wrigley
Chief Executive
Officer UK
WINCH ENERGY



David Avram
Trade & Export
Finance Director
FIVES

Gabriel Buck
Managing
Director
GKB
VENTURES LTD



Nanette Bubik
Global Export Finance
LANDESBANK BADEN
- WURTEMBERG
(LBBW)



Marcus Dolman
Vice President,
Customer Finance
ROLLS ROYCE



Sandra Halver-Simons
Head of Corporate
and Export
Finance
SMS GROUP



**Gilles Pinot
de Villechenon**
Global Head of
Financing & Treasury
CHANTIERS DE
L'ATLANTIQUE



Nabil Jijakli
Group
Deputy CEO
Credendo



Philip Lewis
Managing Director,
Global Head of
Export Finance
HSBC



Agnès Tauty-Giraldi
Deputy Global Head
of Development
& Structured
Export Finance
Societe Generale



Miroslaw Panek
Head of
Structured
Finance
OERLIKON



Erik Hoffmann
Global Head
Export & Agency
Finance
SANTANDER



Pierre Vergnes
Head of
Institutional
financing
FONROCHE
LIGHTING.



Michal Ron
Chief
International
Officer
SACE



Klaus Mai
Head of
Structured Trade
& Export Finance
Germany
UNICREDIT



Henri d'Ambrières
Manager
HDA
CONSEIL



Claire Piveteau
Executive Manager
Export Finance
JEBSEN & JESSEN
INDUSTRIAL
SOLUTIONS FRANCE

Marck Wengrzik
Executive
Director
AKA EXPORT
FINANCE
BANK



Virginie Gode
Head of Export
Finance France,
CRÉDIT
AGRICOLE CIB



Ralph Lerch
Head of
Export
Finance
DZ BANK



Maëlia Dufour
Director International
Relations, Business
Development, Rating
and Environment
BPIFRANCE



Ahmet Bekçe
Head of Global
Export &
Agency Finance
Citi



Victoria D'Sylva
Deputy Head of
Underwriting
Policy and
Products
UKEF



Alexandre de Vathaire
Managing Director,
Export Finance -
Origination
EMEA - France & UK
BNP PARIBAS



Philippe Mills
CEO
SFIL

Matthias Öffner
Executive Director,
Head of Trade
& Export Finance
Bayerische
Landesbank



Norbert Heller
Department
Head
SIEMENS
ENERGY



Gina Fitzgerald
Director
BPL Global



Will Grey
Head of
Underwriting -
Trade Finance
UKEF



Steve Head
Head of Smaller
Deals and
Emerging
Sectors
UKEF



Faruq Muhammad
Global Head,
Structured Export
Finance
Standard
Chartered



George Bellord
Director
BPL Global



Werner Schmidt
Global Head
of Structured Trade
& Export Finance
DEUTSCHE BANK

Marcos Rueda
Managing
Director
SANTANDER

AGENDA

PARIS, NOVEMBER 29TH

8:45 | EVENT OPENS & NETWORKING COFFEE

9:45 | OPENING REMARKS

Nicolas Dufourcq, CEO, **Bpifrance**

9:50 | STRATEGIC OVERVIEW: EXPORT CREDIT LEADERSHIP KEYNOTE

An opportunity for each ECA's governing authority or CEO to give a 5-year strategic overview outlining their vision for their national export credit system and manufacturing interests overseas. Key topics include supporting traditional and emerging industries, addressing sustainability and decarbonisation, product innovation, coverage and appetite, direct lending, collaboration with other ECAs and DFIs.

Paul Teboul, Deputy Secretary, **French Ministry of Finance (DG Trésor)**

Pedro Novo, Executive Director in Charge of Export, **Bpifrance**

10:20 | HOST ECA UNDERWRITER DEEP DIVE: CURRENT POLICIES AND PRODUCTS; WHAT IS NEW; INDUSTRY RESPONSE

We go deep into the technical aspects of our host nation's ECA to uncover the latest products, policies and innovations: Increased flexibility, new customers, SMEs, OECD content and CIRR considerations, direct lending, shopping lines, untied lending, innovation, coverage, collaboration with ECAs and DFIs. **We conclude with an audience Q&A so you can ask the burning questions you need.**

François Lefebvre, General Director, **Bpifrance Assurance Export**

Moderator: Henri d'Ambrières, Manager, **HDA Conseil**

10:50 | KEYNOTE MACROECONOMIC ADDRESS

Phillipe Mills, CEO, **SFIL**

11:15 | NETWORKING BREAK

12:15 | THE PRODUCT USER'S FORUM: EXPORTERS PANEL

Hear from the top exporters on their project pipelines, growth sectors, top geographies and corresponding coverage needs. How can ECAs tweak the product to make it more attractive for borrower customers? How have they navigated problems relating to coverage shortages during the pandemic? Evaluation of ECA responses during the pandemic.

David Avram, Trade & Export Finance Director, **Fives**

Claire Piveteau, Executive Manager Export Finance, **Jebsen & Jessen Industrial Solutions France**

Gilles Pinot de Villechenon, Global Head of Financing & Treasury, **Chantiers De L'Atlantique**

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

Moderator: Maëlia Dufour, Director International Relations, Business Development, Rating and Environment, **Bpifrance**

13:00 | NETWORKING LUNCH

14:30 | THE LENDERS REVIEW: BANKERS PANEL

We welcome to the stage the most active lenders in each country, understanding how they will support manufactures and ECAs alike. Key questions include, how best to support exporters as we emerge from the pandemic? Which sectors and geographies will see the most growth and support in the coming years? How are bankers supporting the strive towards sustainability in this country's export system?

Alexandre de Vathaire, Managing Director, Export Finance - Origination EMEA - France & UK, **BNP PARIBAS**

Virginie Gode, Head of Export Finance France, **Credit Agricole CIB**

Marcos Rueda, Managing Director, **Santander**

Moderator: Henri d'Ambrières, Manager, **HDA Conseil**

15:15 | EXPORT FINANCE 2022 - RISK HORIZON

George Bellord, Director, **BPL Global**

15:30 | CLOSING REMARKS

Maëlia Dufour, Director International Relations, Business Development, Rating and Environment, **Bpifrance**

AGENDA

Start the networking early with ice-breaker drinks on the evening of the 29th. More details to follow!

FRANKFURT, NOVEMBER 30TH

10:30 | EVENT OPENS & NETWORKING COFFEE

11:30 | OPENING REMARKS

Marck Wengrzik, Executive Director, **AKA Bank**

11:35 | STRATEGIC OVERVIEW: EXPORT CREDIT LEADERSHIP KEYNOTE

Edna Schoene, Head of ECA-business, **Euler Hermes**

12:00 | HOST ECA UNDERWRITER DEEP DIVE: CURRENT POLICIES AND PRODUCTS; WHAT IS NEW; INDUSTRY RESPONSE

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

Moderator: Ralph Lerch, Head of Export Finance, **DZ Bank**

12:30 | THE LENDERS REVIEW: BANKERS PANEL

Matthias Öffner, Executive Director, Head of Trade & Export Finance, **Bayerische Landesbank**

Erik Hoffmann, Global Head Export & Agency Finance, **Santander**

Klaus Mai, Head of STEF Germany, **UniCredit**

Nanette Bubik, Head of Export Finance, **LBBW**

Moderator: Dominik Kloiber, Co-founder, **TXF**

13:15 | NETWORKING LUNCH

14:45 | THE PRODUCT USER'S FORUM: EXPORTERS PANEL

Gernot Bruch, Head of Export & Project Finance, **Linde**

Sandra Halver-Simons, Head of Corporate and Export Finance, **SMS group**

Miroslaw Panek, Head of Structured Finance, **Oerlikon Manmade Fibers**

Stefanie Schwankner, Senior Manager Project & Export Finance, **Brückner Group GmbH**

Norbert Heller, Department Head, **Siemens Energy**

Nadine Holzhausen, Head of Export Finance, **Jebsen & Jessen**

Moderator: Dominik Kloiber, Co-founder, **TXF**

15:30 | PRIVATE INSURANCE VIEW - APPETITE AND COLLABORATION

Gina Fitzgerald, Director, **BPL Global**

Ramona Homfeld, Director, Risk Distribution & Secondary Markets, **KfW IPEX-Bank**

16:00 | NETWORKING COFFEE

16:30 | IDEA LAB - CREATE YOUR PERFECT NATIONAL EXPORT CREDIT SYSTEM

Dominik Kloiber, Co-founder, **TXF**

17:15 | NETWORKING DRINKS



AGENDA

LONDON, DECEMBER 1ST

12:00 | EVENTS OPENS & NETWORKING LUNCH

13:00 | OPENING REMARKS

Dan Sheriff, CEO, **TXF**

13:05 | STRATEGIC OVERVIEW: EXPORT CREDIT LEADERSHIP KEYNOTE

Louis Taylor, Chief Executive, **UKEF**

13:30 | HOST ECA UNDERWRITER DEEP DIVE: CURRENT POLICIES AND PRODUCTS; WHAT IS NEW; INDUSTRY RESPONSE

Steve Head, Head of Smaller Deals and Emerging Sectors, **UKEF**

Victoria D'Sylva, Deputy Head of Underwriting Policy & Products, **UKEF**

Will Grey, Head of Underwriting – Trade Finance, **UKEF**

Moderator: Dan Sheriff, CEO, **TXF**

14:15 | THE PRODUCT USER'S FORUM: EXPORTERS PANEL

Marcus Dolman, Vice President, Customer Finance, **Rolls Royce**

Nick Oliver, Head of Business Development, **NMS Group**

Nicholas Wrigley, Chief Executive Officer UK, **Winch Energy**

Moderator: Gabriel Buck, Managing Director, **GKB Ventures LTD**

15:00 | NETWORKING BREAK

15:20 | THE LENDERS REVIEW: BANKERS PANEL

Philip Lewis, Managing Director, Global Head of Export Finance, **HSBC**

Ahmet Bekçe, Head of Global Export & Agency Finance, **Citi**

Faruq Muhammad, Global Head, Structured Export Finance, **Standard Chartered**

Moderator: Dominik Kloiber, Co-founder, **TXF**

16:05 | IDEA LAB - CREATE YOUR PERFECT NATIONAL EXPORT CREDIT SYSTEM

16:45 | NETWORKING DRINKS

AGENDA

BELGIUM, DECEMBER 6TH

14:00 | ECA DEEP DIVE

Nabil Jijakli, Group Deputy CEO, **Credendo**

Olivier Lambertyn, Head Underwriting, **Credendo**

Geert Goossens, Group Chief Compliance Officer and ESG Management, **Credendo**

Maarten Michielssens, Founder and CEO, **EnergyVision**

Moderator: Jonathan Bell, Editor-in-chief, **TXF**

AGENDA

DENMARK, DECEMBER 7TH

14:00 | WELCOME

Peder Lundquist, CEO, EKF

14:10 | UNDERWRITER INTERVIEW

Kurt Martin Larsen, Managing Director, Head of Transactions - Global Wind, EKF

Jørn Fredsgaard Sørensen, Senior Director, Head of Country & Bank & Sector, EKF

Kristin Parello-Plesner, Director, Head of Environmental, Social & Governance, EKF

Jørgen Kragh, Co-Head of Origination Americas, EKF

Jørgen Østergaard Bollesen, Co-Head of Origination Asia & Pacific, EKF

Moderator: Jonathan Bell, Editor-in-chief, TXF

AGENDA

SWEDEN, DECEMBER 8TH

14:00 | ECA UPDATE

Birgitta Lindström, Head of Export and Project Finance, SEK

Marie Aglert, Director of Business Area for Large Corporates, EKN

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

AGENDA

ECA CEO SOAPBOX, DECEMBER 9TH

14:00 | ECA CEO SOAPBOX - REPLAY

Janusz Wladyczak, KUKE

Nabil Jijakli, Credendo - Export Credit Agency

Kutoane Kutoane, ECIC

Jussi Haarasilta, Finnvera

Anna Karin Jatko, EKN

Bert Bruning, Atradius Dutch State Business

Sarvesh Suri, MIGA

Carsten Böhler, SERV

Livio Mignano, SACE

Moderator: Hesham Zakai, TXF

Moderator: Katy Rose, Proximo Infra

AGENDA

ITALY, DECEMBER 10TH

14:00 | STRATEGIC OVERVIEW: EXPORT CREDIT LEADERSHIP KEYNOTE

Michal Ron, Chief International Officer, SACE

14:15 | HOST ECA UNDERWRITER DEEP DIVE

Dario Liguti, Chief Large Corporate and Underwriting Officer, SACE

Martin Brinckmann, Head of STEF Italy, UniCredit

Moderator: Max Thompson, Editor, TXF

14:40 | LIVE Q&A

Dario Liguti, Chief Large Corporate and Underwriting Officer, SACE

HOW TO JOIN

Become a TXF Export Finance Member and get virtual access to ALL events of TXF Local Exportvision 2021!! Your membership and virtual event access will also include the full delegate list for every event via the online portal, plus 12 months of access to every other virtual export finance event and exclusive members-only content.

TXF MEMBERSHIP PRICE: €3499

Contact membership@txfmedia.com to sign up!

VERY LIMITED IN-PERSON TICKETS ARE AVAILABLE FOR THE EVENTS IN PARIS, FRANKFURT AND LONDON. GET IN TOUCH WITH THE TEAM ASAP TO ENQUIRE ABOUT A PLACE!

TXF EXPORT FINANCE FRANCE IN PARIS

Non-members

€2499

TXF members rate

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Get in touch with Hesham.Zakai@txfmedia.com

TXF EXPORT FINANCE GERMANY IN FRANKFURT

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TXF members rate

€1599

Get in touch with Dominik.Kloiber@txfmedia.com

TXF EXPORT FINANCE UK IN LONDON

Non-members

£1999

TXF members rate

£1399

Get in touch with Alex.Sheriff@txfmedia.com

CONTACT US



TOM PYCRAFT

To discuss the agenda and corporate participation

tom.pycraft@txfmedia.com



DOMINIK KLOIBER

To arrange your sponsorship package

dominik.kloiber@txfmedia.com



GRACE JACKSON

For help with the virtual event platform and on-site queries

grace.jackson@txfmedia.com



NATASHA WARNE

For help with event registration and media partnerships

natasha.warne@txfmedia.com

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