



29TH NOVEMBER - 10TH DECEMBER



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#TXFLOCAL2021



# 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.

#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  
Jebson & 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



**Mirosław 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**

**Mirosław 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

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# 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](mailto: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](mailto: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](mailto: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](mailto:Alex.Sheriff@txfmedia.com)

# CONTACT US



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