17th Annual
Global Export Finance Conference 2016
14th - 15th September 2016, Cavalieri, Waldorf Astoria, Rome

Featuring separately bookable
The African Export Finance Briefing Day, 13th September
The Middle East Export & Agency Finance Briefing Day, 13th September

Platinum sponsors: citi, HSBC, Standard Bank
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For 17 years GEF has been delivering the most up-to-date content and creating the most extensive networking platform for everyone active in the global export finance market.

This year, we are taking GEF to the next level. GEF 2016 will be even bigger, more innovative and interactive.

What does it mean for you?
The answer is simple – more valuable content, and more networking opportunities than ever before.

New in 2016: Networking
Click here

New in 2016: Content
Click here
New in 2016: Networking

**Improved conference infrastructure**

We have completely redesigned and revamped Day 2 of the conference. This means more space and time allocated to networking and deal making.

Day 2 will be transformed into a dynamic networking and knowledge sharing environment with our newly introduced [Global Pavilions](#).

**Navigating your way through our four simultaneous, themed pavilions**; all located around our networking lounge.

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**Ever expanding audience**

At GEF 2015 we welcomed **over 700 stakeholders** from over **45 countries**.

In 2016, the conference will be even bigger.

GEF 2016 is the only place where you can network and make deals with exporters and importers from all over the world, securing new business and strengthening your position in the market.

**Do not let your competitors take advantage of this opportunity first.** Make sure you are there to **meet with clients**, and arrange those **crucial meetings** in advance using our **delegate messenger service**.

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**Unique deal making opportunities**

This year, it is all about you.

We want to make sure you get the most out of the event; whether it is more content, or more opportunities to do deals during the conference.

That is why we are introducing our **unique deal team packages**.

Based on the number of delegates you would like to send to the event, and your budget, we will offer you our **deal team prices** tailored exactly to your needs.

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Curious? Click here to find out more

For more information click here
New in 2016: Content

Proprietary data
With the backing of Trade Finance Analytics, as well as our expert speakers, we will deliver the most accurate and up-to-date content on the global export finance market for 2016/17.

We will make sure you have all the information needed to react to the upcoming trends and challenges facing the industry.

Knowledge is key. So make sure you take advantage of it.

New session formats
We are replacing presentations and panels with new innovative session formats including our Day 1 Italian Breakfast Briefing, Global Heads’ Town Hall, and Day 2 Global Pavilions.

It means more knowledge sharing opportunities in a dynamic and interactive environment.

Create your own agenda and make the most out of the event.

Briefing Days (separately bookable)
Last year’s Africa Export & Agency Finance Briefing day was a great success.

This year, we are introducing two new separately bookable briefing days which will run simultaneously on 13 September, the day before the main conference.

The 2nd Annual Africa Briefing day will return in 2016, giving you even more opportunities to explore the African export finance industry.

In addition, our Inaugural Middle East Export & Agency Finance Briefing day will address the key issues in the Middle Eastern market.

Purchase one ticket and attend both briefing days. Double the content - double the value.
Day One 14th September

**Plenary sessions**

“Innovation and market developments”

The theme of day one will be innovation and market developments.

Industry figure heads and thought leaders will be tasked with shaping the future of the market through a series of keynotes and plenary sessions.

To ensure that critical issues affecting your business are fully addressed, we will be asking you as the audience to help shape the agenda on this day.

**08.00 Italian Breakfast Briefing**

Join us for breakfast and a key update from government officials and stakeholders on one of the fastest growing export finance markets in the world.

- Product updates from SACE and SIMEST; equity programmes, interest rate swaps, refinancing schemes
- How are these institutions aligning to support Italian exports?
- Gauging the reaction of key Italian exporters to these developments

Professor Fabrizio Pagani, Head, Office of the Minister of Economy and Finance, Italy
Salvatore Rebocchini, Chairman, SIMEST
Gian Piero Cutillo, Chief Financial Officer, Leonardo
Alessandro Decio, CEO, SACE

**08.15 Registration and Coffee**

**08.50 Welcome address**
Mark Downie, Event Editor, Euromoney Seminars
Emma Hughes, Executive Director, Trade Finance

**09.00 Chairman’s opening remarks**

**09.10 What does secular stagnation imply for developed and emerging market growth, and global trade performance?**
Goolam Ballim, Chief Economist and Global Head of Research, Standard Bank

**09.40 Helping SMEs embrace globalisation**
Nicolas Dufourcq, Chief Executive Officer, Bpifrance

**10.00 Global export finance community strategic market snapshot**

With all the key industry participants in one place, Trade Finance's market snapshot serves as the industry benchmark not only for the conference, but also the future, delivering proprietary data to help shape strategic decision making.

Emma Hughes, Executive Director, Trade Finance

**10.15 Morning refreshments and networking break**

**11.00 Structuring multi sourced deals: Will ECAs react and adapt to evolving supply chains and working capital demands?**

- Defining national interests and content: Should it be based on tax receipts, GDP or softer measures?
- What are ECAs doing to support supply chains and sub-suppliers?
- Aligning frameworks and agreements between different ECAs

Leonid Parnes, International and Structured Financing, Aldesa
Timo Zacharias, Global Trade Finance Director, CIS, Europe & NAME, John Deere Financial
Anna-Karin Jatko, Director General, EKN
Stephan Naber, Senior Underwriter, Atradius
Ralph Lerch, Chairman, Export Credit Working Group, The European Banking Federation
Moderator: Hans-Peter Busson, Global ECA Coordination Leader, EY/AHB

**“The place for ECAs, banks and now exporters to meet”**

Ali Sherwani, Regional Head - MENA - Central Asia & Asia - International Business Development Division, UK Export Finance
14.45 ECA product review: How are new entrants and products affecting the bank collaboration model?
- What will the rise of alternative lenders mean for export finance? How will banks define themselves and react?
- How will banks adapt to negative interest rates?
- Assessing the impact of new product schemes and offerings on the bank collaboration model

Masaru Kanke, Chief Representative for Europe, Russia & CIS, Middle East and Africa Region, NEXI
Kisang Kim, Senior Representative, KEXIM
Beatrix Reguero, COO, CESCE
Stephen Wilhelm, Regional Vice President - Europe, Middle-East and Africa, International Business Development, EDC
Alessandra Ricci, Chief Business Officer, SACE
Louis Taylor, CEO, UKEF
Moderator: Anne Crepin, Deputy Head of Export Credit, SFIL

12.45 Lunch

14.00 Global Head’s Town Hall
In this format, the brave will take to the stage with no set panel and no set agenda to answer crucial questions affecting export finance. We will be asking you, the audience, to shape the agenda before the conference and on the day.

Valentino Gallo, Global Head of Export Finance, Citi Bank
Richard Hodder, Global Head of Export Finance, HSBC
André Gazal, Global Head of Export Finance, Crédit Agricole Corporate & Investment Bank
Erik Hoffmann, Global Head of Export Finance, Santander
Moderator: Susanne With, Senior Advisor Corporate Communications, EKN

14.45 Creating a more commercial exporter and borrower ECA product: What is achievable?
- How is the rationale for ECAs changing?
- Is it desirable to harmonise the de facto and de jure conditions governing ECA activity, given the different economic positions and objectives of sponsoring governments?
- Product suite: Will ECAs have to be more creative in their function?

Fabio Fritelli, Group Finance Vice President, Maire Tecnimont
Marcus Dolman, Assistant Vice President - ECA & Sales Finance, Rolls-Royce Capital
Gernot Bruch, Vice President, Head of Export & Project Financing, Linde AG
Brigitte Bruengger, Assistant Vice President – Senior Financial Advisor Export & Trade Finance, ABB
Vineyesh Sawhney, Head of Financial Resources and Senior Vice President - Finance, Reliance
Moderator: Emma Hughes, Executive Editor, Trade Finance Analytics

15.30 Afternoon refreshments and networking

16.00 To what extent is the market seeing a deterioration in the underlying credit quality? How will the market react to restructuring and distress?
- Are banks and ECAs pricing deals irresponsibly in light of market conditions?
- Identifying risk hot spots: Country downgrades, defaults, claims, and political instabilities
- Navigating restructuring and distress scenarios: What happens when an ECA renegades on a commitment?

Unni Tenold, Chief Credit Officer, GIEK
Topi Vesteri, Deputy CEO, Group Chief Credit Officer, Finnvera Plc
Nuria Gorog, Senior Vice President - Head of Credit & Political Risk, Continental Europe, Zurich
Nabil Jijakli, Deputy CEO, Credendo Group
Hendrik Holdefliss, Underwriting & Risk Management, Head of Division, Euler Hermes
Moderator: Richard Evans, MENA Head Export & Agency Finance, Treasury & Trade Solutions, Citi

16.45 The digital transformation of trade and export finance: How are digital solutions affecting trade flows and funding patterns?
- Surveying digital solutions in trade finance: Can these be applied to medium and long term trade finance?
- Achieving client centricity: What internal systems are being upgraded to improve efficiency and accessibility for clients?
- Capitalising on “Big Data”
- What is the Blockchain revolution, and what will it mean for KYC, payments and banks?

Jacco de Jong, Managing Director, essDocs Consulting
Mike Walker, Senior Product Manager – Supply Chain Finance, Misys
Matt Malminen, Director, Trade & Export Finance, Konexcranes
Christina Christenson, Director Customer Finance Development, Volvo Trucks
Paul Mallon, Head of Customer Engagement & Legal, Bolero
Moderator: Philipp Rossberg, Chief Operating Officer, Euler Hermes

17.30 Financing the exports of knowledge and non-core services/industries
- Identifying growth sectors such as robotics, genetics and cybersecurity
- How do you consolidate these sectors within the conventional pre conditions of national interest and content?
- What legal and constitutional amendments are needed for ECAs to support these sectors?

Helene Walsh, Vice President of Policy Analysis, Office of Policy and Planning, Export-Import Bank of the United States

18.00 Chairpersons closing remarks followed by cocktail reception

“GEF is refreshed, re-energized and very relevant”
Simon Sayer, Head of Structured Trade & Export Finance, Deutsche Bank
Day Two 15th September

Global Pavilions

“A marketplace for deal making and learning”

This new format will see the conference room transformed, combining the breakout areas, content, business lounge, and networking areas into one fluid and dynamic space for networking and learning.

Anchored around a revamped business lounge, the pavilions will host a series of thematic, regional, and sectorial workshops.

Navigate the global export finance world, close a deal and design your own agenda.

08.45 Morning refreshments

Pavilion 1: Around the world Americas

09.15 An update on US Exim: Status of the quorum of the board, time frames to accept new business, and how Exim will look moving forward

09.45 Different structures and considerations for financing category zero borrowers

09.45 Giulio Dal Magro, Head of Heavy Industries, SACE

10.15 The evolving landscape of the Canadian export finance market: What role will banks play?

10.45 Free flowing networking and coffee break

11.15 A review of the Latin American export finance market

11.15 Will Argentina free itself of its default history to attract international finance?

11.15 Analysing the Brazilian and Mexican export finance markets

11.15 Rocío Uriarte, Senior Underwriter & Head of International Relations, CESCE

11.15 Henrique de Azevedo Avila, Head of Business Development, Africa, BNDES

11.15 Moderator: Vitor Gabrielli, Head of Export Finance Americas, HSBC

Europe

11.45 Understanding the evolving French mandate

11.45 Anne Crepin, Deputy Head of Export Credit, SFIL

11.45 Maëlia Dufour, Head of International Division, COFACE

11.45 Moderator: Florence Gaymard, Managing Director Corporate Clients France, Crédit Agricole Corporate & Investment Bank

12.15 Lunch

13.30 When will Russia and the CIS return as a key market for export finance? What are the preconditions for these regions?

13.30 Dina Merkulova, Director, Financial Institutions & ECAs, Alfa-Bank

13.30 Ferdinand Schipfer, Head of Department, OEKB

14.00 Assessing the outlook for German export finance: How are exporters reacting to retrenchment of core destination markets?

14.00 Andreas Hutzler, Senior Manager, Voith Financial Services

14.00 Andreas Mayer, Senior Director, Head of Sales Trade & Export Finance, Bayerische Landesbank

“Great for networking and picking up new trends”

Tony Lindstrom, Director Customer Finance & Risk, Volvo
Pavilion 2: Sector zone
Aviation

09.15 Is liquidity drying up for aviation finance? Will this drive demand for ECA finance?
Marcelo Santiago, Managing Director, Sales Finance, Embraer S.A.
Kristen Habenicht, Director, Strategic Regulatory Policy, Boeing Capital Corporation

09.45 Exploring nonstandard ECAs structures such as Islamic finance, bonds, and on-lending
Gordon Welsh, Head of the Business Group, UK Export Finance
Philip Lewis, Head of Export Finance – Transportation, HSBC

10.15 Are ECAs needed given the nature of the asset class?
Cathal Kyle, Customer Finance Director, Airbus

10.45 Free flowing networking and coffee break

Shipping

11.15 To what extent is the current parlous state of the market affecting the ability of ship owners to raise finance? Are there distress situations on the horizon?
Francesco Verschuren, Customer Finance Manager, Damen
Senior Representative, GIEK
Moderator: Erwin Boon, Executive Director, Global Export Finance, Debt Solutions, ABN AMRO

11.45 Are sponsors receiving more attractive terms in the commercial bank market for infrastructure and energy projects?
Francisco Aguilera, International Finance Director, Isolux Corsán

12.15 Lunch

13.00 A look at developments in energy & infrastructure: Project finance from an EPC contractor’s perspective
Dorus Everwijn, Director Project & Export Finance, CB&I

13.30 How are ECAs viewing construction and merchant risk?

"The best export finance conference in the world to get acquired with the latest happenings/prospects in the trade finance area"
Subodh Kumarjha, SVP Trade, State Bank of India

"The no.1 event event for the export finance community! Excellent networking opportunities & great insights"
Alexander Wuermeling, Senior Manager, PWC

euromoneyseminars.com/GEF2016
09.15 KYC and compliance: Assessing and accepting clients
● What do banks and ECAs need to know from their customers?
● Dealing with difficult countries, sectors, and SMEs
● A look at digital and practical solutions: KYC.com, Blockchain
Arthur Duerhager, Compliance Department, KfW IPEX-Bank

09.45 A critical update on sanctions and operational concerns
● Update on Russia: Will banks support deals with the right leverage levels? What does bankability look like in the current environment?
● What will the current sanctions mean for guarantees, employment, currencies, subsidiaries and bank partnerships?
● What audits are banks having to undergo?
● Mitigating complex documentation and agreements across different agencies
● Lessons from Airbus and UKEF
● AML risks
● Combating anti-corruption and bribery
Sue Millar, Partner, Stephenson Harwood

10.00 Free flowing networking and coffee break

10.15 Banking regulation
● The introduction of risk weighting for sovereign assets: What will this mean for balance sheets?
● Will there be an exposure cap for sovereign assets?
● Are there divisive elements that affect different rated sovereigns and credit profiles?
Henri d’Ambrières, HDA Conseil

10.45 Reviewing procedures and initiatives for SME finance
● What initiatives are banks and ECAs offering their small clients?
● What ticket sizes are acceptable?
● Best instruments for bills of exchange
● How do you finance medium sized tickets?
Manuel Probst, Head of Export Finance, Ferrostaal
Geoffrey de Mowbray, Co-Chair, British Exporters Association
Tony Lindstrom, Director Customer Finance & Risk, Volvo
Moderator: Scott Shepherd, President & Chief Executive Officer, Northstar Trade Finance

11.00 Going beyond the Preferred Creditor Status: new approaches for collaboration amongst multilaterals, DFIs and ECAs
● What value can each bring to the table?
● How can you foster greater collaboration between these institutions and reconcile intercreditor issues?
● What is a fair and equitable intercreditor agreement?
Arun Sharma, Chief Investment Officer, IFC
Christopher Millward, Head of Europe, MIGA

11.15 What additional value can banks bring to the table beyond low funding costs and pricing?
● In an environment of low interest rates, should pricing be the only driver for adding value?
● What other elements can Banks, ECAs and other parties bring to the table which may be of greater value than just pricing?
Dina Merkulova, Director, Financial Institutions & ECAs, Alfa-Bank
Manav Futnani, Managing Director, Head of Export & Specialised Finance, MENA, HSBC
Richard Evans, MENA Head Export & Agency Finance, Treasury & Trade Solutions, Citi
Moderator: Joost Keijsers, Vice President Structured Export Finance, ING

11.45 Bringing in non-bank investors: How are institutional investors evaluating export credits?
Kai Preugschat, Secretary General, Berne Union
C. Mead Welles, CEO, Octagon Asset Management

12.15 Lunch

12.45 Chairperson’s closing remarks and close of conference
"Fantastic networking - everyone is here!"
Bo Eskesen, Director, Marketing & Sales, Eltel

"GEF is the unique networking opportunity to meet the world’s industry leaders and key players"
Philippe Graf, Vice President, Credit Suisse
The 2nd Annual
Africa Export Finance Briefing Day

13th September 2016
Cavalieri, Waldorf Astoria, Rome
Tuesday 13th September 2016

08.00 Registration and refreshments

08:45 Chairperson’s opening remarks
Greg Fyfe, Head, Mining, Energy and Infrastructure Finance South Africa, Standard Bank

09.00 A macro-economic overview: An African banking crisis, ‘Brexit’ implications, and political risk in Africa
- How have some African countries managed to weather the economic storm, while others face major debt and banking crises in the near term?
- Which African countries stand to benefit as some metals prices make a gradual recovery and what opportunities will this pose for trade and investment?
- What will be the implications for Africa of the ‘Brexit’ vote and what challenges and opportunities are likely to emerge for trade with the EU and UK?
- Which African countries will pose high risk situations over the next year due to political volatility and economic crises? How will investors and trade be impacted?
- The presentation will use case-studies in Nigeria, Angola, Kenya, Ivory Coast, Ghana, Ethiopia, Mozambique, and other countries.

09:45 Understanding the preconditions of ECA coverage in Africa and how their involvement is evolving
- Exploring the criteria and content requirements of ECA coverage
- Balancing local and international content requirements
- How comprehensive is coverage across the supply chain? Have ECAs needed to adapt their products and coverage range?

Dr. Hendrik Holodefleiss, Head of Department, Underwriting and Risk Management, Euler Hermes
Manjiri Bhalerao, General Manager, Export-Import Bank of India
David Ludlow, International Business Development Director, UK Export Finance
Topi Vesteri, Deputy CEO, Group Chief Credit Officer, Finnvera Oyj
Matti Malminen, Director, Trade & Export Finance, Konecranes

10:30 Morning refreshments and networking break

11:15 How much of an impact has the commodity downswing had on key sector growth opportunities and themes for the oil and gas sector?
- What is the future outlook for upstream oil and gas projects in the region, what are the drivers for growth, where will this growth take place, and what are some of the key sectoral themes?
- What and where are the areas for growth in the mid and downstream sectors?
- Refining vs storage – how will this play out across the continent?
- To what extent will the “lower for longer” oil price scenario potentially result in projects being delayed, cancelled or progressed?
- Case study on Mozambique LNG: Will it or wont it?

Simon Lee, Head of Export Finance, Sub-Saharan Africa, HSBC
Paul Eardley-Taylor, Oil & Gas, Southern Africa, Standard Bank
Eduardo Oliveira, CEO, HOMT
Greg Fyfe, Head, Mining, Energy and Infrastructure Finance South Africa, Standard Bank, moderator

12:00 What infrastructure is needed to support energy projects and how will it be financed?
- Are energy projects financially viable for international banks given the uncertainty with offtake agreements?
- How willing are ECAs to support renewable energy and infrastructure projects?
- How can private-public partnerships encourage the growth in these types of projects?

Jørgen Kragh, Head of Project Finance, Large Corporates, EKF
Stéphanie Dengis, Head of Unit, International Expertise Environment, COFACE
Tusekile Kibonde, Resident Underwriter, African Trade Insurance Agency
Rob McNabb, Head of Clean Energy Construction, Eversheds LLP
Michael Creighton, Head: Export Credit Finance, Nedbank Corporate and Investment Banking, moderator

12:45 Lunch
14:00 Working better together: How will the relationships between ECAs, multilaterals and DFIs become more efficient?
- What are the challenges in the relationship among ECAs, multilaterals and DFIs?
- What will this mean for the financing mix of future projects?
- How far can export finance go under the constraints of a debt ceiling?
- How important are co-insurance and private insurance in funding these long-term projects?
- Will the introduction of new multilateral banks such as the New Development Bank help ease funding issues for these deals?

Samuel Mugoya, Senior Manager, Guarantees and Special Finance, African Export-Import Bank
Jørgen Kragh, Head of Project Finance, Large Corporates, EKF
Justo Garcia, Head of Structured Finance, HOMT
Henrique de Azevedo Avila, Head of Business Development in Africa, Export Credit Division, Brazilian Development Bank
Marcus Williams, Acting Sector Manager & Lead Operations Officer – Energy and Extractive Industries, MIGA
Rebecka Lundgren, Senior Country Analyst, Sub-Saharan Africa, EKN, moderator

15:00 Moving away from hard currency: How much interest is there from ECAs and banks to use local currency financing?
- An in-depth analysis of the benefits and disadvantages of using local currency.
- If ECAs and banks were to consider using local currency, what criteria needs to be fulfilled?
- Assessing the FX implications for banks and ECAs when the local currency is exposed to an environment of depreciation

Chris Cook, Vice President, Export and Agency Finance EMEA, Citi
Stephen Wilhelm, International Business Development Regional Vice President-EMEA, Export Development Canada (EDC)
Michael Emery, Head of EMEA Syndications, IFC
Lasitha Perera, Chief Investment Officer, GuarantCo
David Humphrey, Global Head of Power and Infrastructure, Standard Bank, moderator

16:15 Champgne roundtables
The briefing day will break out into roundtable discussions, focussed on specific regions and sectors, allowing delegates to create their own agenda.
Led by an expert moderator, the roundtables will create an informal environment to discuss and debate sectorial and regional issues over a glass of champgne.
Attendees will be able to move around the tables, maximising networking and learning opportunities.

- **East Africa**
  Rebecka Lundgren, Senior Country Analyst, Sub-Saharan Africa, EKN
- **Infrastructure**
  Tony Lindström, Director Customer Finance & Risk, Volvo
- **Renewable Energy Projects**
  Stéphanie Dengis, Head of Unit, International Expertise Environment, COFACE
- **Africa’s legal and regulatory system**
  Geoffrey L. Wynne, Partner, Head of Trade & Export Finance, Sullivan and Worcester UK LLP
- **Forecasting Africa’s future in times of instability**
  Robert Besseling, Executive Director, EXX Africa

17:35 Chairperson’s closing remarks followed by drinks reception
Greg Fyfe, Head, Mining, Energy and Infrastructure Finance South Africa, Standard Bank
The Inaugural Middle East Export & Agency Finance Briefing Day

13th September 2016
Cavalieri, Waldorf Astoria, Rome
Tuesday 13th September 2016

08:00 Registration and refreshments

08:45 Chairperson’s opening remarks

09:00 The outlook for the Middle East: Understanding the implications for capex and debt financing under an environment of high geopolitical risk
- Analysing macroeconomic indicators across the region
- Forecasting sectorial and regional growth opportunities in 2016 and beyond
- Which countries will run a current account and fiscal deficit? What will this mean for capex and future projects?

09:45 Being a borrower in the Middle East: an evaluation of Export Credit as a source of debt financing. Exploring the perspectives of new and experienced borrowers in the region
- Why have borrowers in the region significantly increased the amount of ECA supported debt over the past few years?
- What do they see as the key advantages and challenges of this source of funding?
- Do borrowers see any changes in the way ECAs and banks have been addressing this market in recent times?
- What can ECAs and banks do differently to make the product more attractive?
- Outlook for capex spending in the region over the next two years

Tom Koczwar , Director, Debt Management Office, Government of Sharjah, UAE
Rajesh Garg , Chief Operating Officer, Landmark Group
Manav Futnani , Managing Director, Head of Export & Specialised Finance, MENA, HSBC

10:30 Morning refreshments and networking break

11:15 Examining pricing dynamics in the Middle East: Will margins and pricing be more attractive compared to other regions?
- Analysing regional pricing: How does the Middle East compare globally?
- Winning deals in a liquid environment: How can banks gain a competitive edge?
- How are local and international banks collaborating on deals?

Valentino Gallo, Global Head of Export Finance, Citibank
André Gazal, Global Head of Export Finance, Credit Agricole CIB
Yasser Henda, Global Head of Export Finance, BNP Paribas
Erik Hoffmann, Global Head of Export & Agency Finance, Banco Santander
Manav Futnani, Managing Director, Head of Export & Specialised Finance, MENA, HSBC

12:00 How are suppliers using ECA finance as a sales tool? Is it working?
- How is export finance being evaluated against other funding sources?
- What are the “pain points” and what has been the corporate experience so far?

Pietro Amico, Financing & Contracting Director, Danieli Group
Andreas Klasen, Professor of International Business, Offenburg University
Hadi El-Amaary, AMEA Treasurer, ABB
Xavier-Marie Robert, Head of Export Finance- Funding, Americas, Asia and Sectors, Société Générale

12:45 Lunch
14:00 Corporate or project finance: What is the best structure for financing large scale projects?

- A look at PPP and project finance structures: Success stories and barriers
- Will ECAs and banks support projects without an offtake agreement or sovereign guarantee?
- Is there enough liquidity available in the market to finance large scale projects without ECA/multilateral support? What are the implications for export finance?

Giulio Dal Magro, Head of Heavy Industries - Large Business, SACE SpA
David Craig, Head of Project and Structured Finance, UKEF
Salah Al-Garawi, Corporate Treasurer, Sadara Chemical Company
Victor Pastor, CFO, FCC

14:45 Unlocking Iran’s potential: What market infrastructure is needed to facilitate export finance?

- Understanding the current sanctions environment and time frames
- Plugging back into the system: What infrastructure is needed to facilitate the flow of payments and applications?
- How comfortable are exporters and ECAs with Iranian balance sheets?

Paula de las Casas Fuentes, Head of Underwriting, CESCE
Victor Carstenius, Country Analyst, Middle East and Africa, EKN
Andreas Schweitzer, Senior Managing Partner, Arjan Capital
Geoffrey L. Wynne, Partner, Head of Trade & Export Finance, Sullivan and Worcester UK LLP
Michal Ron, Head of International Business, SACE SpA, moderator

15:30 Afternoon refreshments and networking break

16:00 Will local banks have a coherent strategy for long term credits? Do they see export finance as a threat?

- How do local bank funding costs differ to international banks?
- To what extent is there local liquidity shortage?
- How are they viewing export finance?

Yusuf Saeed, AGM Global Structured Finance, Qatar National Bank SAQ

16:30 Developing bankable ECA structures for IPPs in the power and renewables sectors

- Comparing structures for financing projects in the power and renewables sectors
- What tenors will the market accept given OECD constraints?
- Strategies to accommodate shorter tenors: Will mini perm structures prevail?

Andreas Back, Senior Manager, Wärtsilä Financial Services
Rob McNabb, Head of Clean Energy Construction, Eversheds LLP

17:15 Chairperson’s closing remarks followed by drinks reception
How to register:

Visit: euromoneyseminars.com/GEF2016

Email: registrations@euromoneyplc.com

Call: +44 20 7779 7222

Deal team packages:

To find out more about our exclusive deal team packages and special group booking offers, visit our event page or email George Reeves at george.reeves@euromoneyplc.com.

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<th>Standard Rate (after 29 July 2016)</th>
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<tr>
<td>Conference &amp; Briefing Day</td>
<td>£2999</td>
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