

TXF AMERICAS

TRADE, COMMODITY & EXPORT FINANCE

2017



| Also taking place that week |

Two-days of Supply Chain Finance
training with Siemens' Doug Schoch
30 & 31 January, Miami

More details inside!

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1 & 2 FEBRUARY 2017
PALM HOTEL & SPA, MIAMI

TXF Americas

Trade, Commodity & Export Finance

February 1-2, Palms Hotel & Spa, Miami

TXF kicks off 2017 with a bang! TXF Americas will attract 200 leading trade figures to Miami for 2 days of networking, learning and as always, animated debate. Export and project finance experts, commodity finance aficionados and trade finance gurus will rub shoulders in this exclusive gathering of SOEs, corporates, agencies, financiers, insurers and lawyers!



A unique event format: As well as holistic sessions designed to examine the macro environment, the event will also split out into three distinct streams which take place simultaneously. Customise your experience by choosing the stream which focuses on your area of finance: Trade, Commodity or Export & Project Finance.



"This event was the best I've seen in my career."
- Paul Anderson, Director of Marketing, HPI LLC



"I have been to a fair few conferences over the years and I really felt that this was one of the very best, in terms of the high proportion of relevant EF practitioners (be it borrowers, exporters, banks), the mix of plenary sessions and smaller break out groups, and the interactive sessions."
- Tim Lamey, Head of Export Finance, BNP Paribas

Can you afford to miss it?

✓ Confirmed Speakers

We are delighted to confirm the following speakers will be joining us in February:

Victor Luque

Managing Director for
State Owned Enterprises,
Mexico

Ministry of Energy

Katya Somohano

Director General of the
Company Qualified Supply
Branch

Comision Federal de Electricidad (CFE)

Josh Weinstein

Treasurer

Carnival Corporation

Antje Gibson
VP and Treasurer
Royal Caribbean Cruises

Aashish Pitale

Group Treasurer

Essar Services India

Sabrina Borlini

Global Head of
Syndications Asia and LAC

International Finance Corporation (IFC)

Patrick Walsh

Deputy Director General
**European Investment
Bank (EIB)**

Otaviano Canuto

Executive Director at
the Executive Board of
Directors

World Bank Group

Keiko Honda

Executive Vice- President
and CEO, MIGA-
Multilateral Investment
Guarantee Agency

The World Bank Group

Nick Haslett

Senior Managing Director
and Chief Strategy Officer

Castleton Commodities International (CCI)

Chris Patterson

Executive Director:
Structured Finance
(Americas)

Caterpillar Financial Services Corporation

Samuel Lauretti

Commercial Director

Padtec

Marcos Hepp

Director, Structured
Trade Finance & Credit
Management

Volvo

Eduardo Oliveira

CEO

HOMT España S.A.

Suzanne Gaboury

Director, Agribusiness
FMO

Rob Morgan

Chief Strategy Officer
EVP Business Development
RES Americas.

Thilo Tecklenburg

Chief Operating Officer -
North America
Meridiam

Christophe Petit

President and Managing
Partner

Star America Infrastructure Partners

Larry Schwartz

CEO

Seaborn Networks

Pietro Amico

Director

Financing & Contracting Danieli

Hal Pontez

President and CEO

HPI LLC

Julio Varela

Treasurer

Nidera Sementes

Doug Schoch

Vice President, Captive
Business
Siemens

Leandro Alves

PHD, Principal

Falvez Energy

Alejandro Fernandez

Finance Manager

Bunge Latin America

David Hanna

Executive VP and CFO

BroadGrain

Topi Vesteri

Deputy CEO
Finnvera plc

Michal Ron

Head of International
Business
SACE

Michael Whalen

Vice President, Structured
Finance

US EXIM BANK

Maria Hultén

Director, Export Finance
**Svensk Exportkredit
(SEK)**

Jens Kruse

Head of Underwriting,
Latin America

Euler Hermes

J. Michael Brown

Partner Energy & Natural
Resources

Reed Smith

Bart Pattyn

CEO and President
COFACE Latin America

Stephen Atallah

Trade Finance- Product
R3 CEV

Piers Constable

Head of the Americas,
Structured Trade & Export
Finance

Deutsche Bank

Seth Kammerman

Chief Financial Officer
HudsonField

Julio Garcia

Head of Infrastructure -
North America
IFM Investors

Mark Schaltuper

Global Head of Country
Risk

BMI Research

Zaki Manian

Founder

Skuchain

Igor Zax

Managing Director

Tenzor

Michael Oka

Managing Director Latin
America

MUFG

Rafael Cervantes

Vice President, Export &
Agency Finance

SMBC



Day 1 - Holistic Keynote Sessions

08:45	Chairmans Opening remarks
09:15	Weathering the Storm: A Global Outlook on Commodity Prices A combination of China's continued slowdown, US interest rate rises, rolling crises in Europe, increased global political risk and the glut in oil supply, has led to a prolonged commodities bear market. Are we likely to see a prolonged oil price stabilisation, and at what price? Can new life be injected into natural resources industries and what form will this take? How does this affect the Americas?
09:30	Comeback Tour: Brazil in 2017 and Beyond Understand the latest political situation and the stance of the new administration. How friendly will the landscape be for international business? What is the outlook for commodity prices and exports of Brazil's key raw materials? Where are the new opportunities and trends in oil and gas, mining, agribusiness and natural resources? With liquidity down, local banks struggling, BNDES not lending on the same level, how can Brazil fund itself now? Otaviano Canuto , Executive Director at the Executive Board of Directors, World Bank Group
10:00	Global Trade Under Trump Administration What are the implications of the US election and new administration for world trade? What does this mean for US imports and exports? What will this affect the future of TPP? Will this change OFAC financial embargoes and sanctions in Cuba, Iran, Russia? How will the US, Central and Latin American relationships change? Mark Schaltuper , Global Head of Country Risk, BMI Research
10:30	Coffee Break

Export & Project Finance Stream

Commodities Finance Stream

11:30

Connecting the Americas: Transportation and Infrastructure Financing

From Latin American mass-urban transportation projects such as the Lima Metro and Santiago Metro and the construction of mega cities in Colombia, to road, rail, air and port infrastructure projects in the US, this panel brings to light successful projects and pits them against failures.

Christophe Petit, *President and Managing Partner, Star America Infrastructure Partners*

Julio Garcia, *Head of Infrastructure - North America, IFM Investors*

Thilo Tecklenburg, *Chief Operating Officer North America, Meridiam*

Sowing the Seed: Agribusiness in the Americas

The vast spaces of land between Argentina and Canada present huge prospects for new and ongoing agricultural production. Can supply meet current levels of demand? How can producers ensure this is integrated sustainable supply chains? What are the key environmental challenges that can impact the market, such as global warming's effect on supply of food or cotton production?

Julio Varela, *Treasurer, Nidera Sementes*

Moderator: Suzanne Gaboury, *Director, Agribusiness, FMO*

12:15

Next Steps: Project Financed-Telecom, Lessons Learnt and Future Opportunities

In the wake of last year's TXF Best Americas ECA Finance Deal of the Year, the US\$500M Seabras-1 Cable Project between Sao Paulo and NY, we look at the lessons learnt, and beyond to financeable projects that lie ahead.

Samuel Lauretti, *Commercial Director, Padtec*

Larry Schwartz, *CEO, Seaborn Networks*

Specialists: The Rise of US domestic traders

The last ten years has seen an increase in US domestic traders. This panel will discuss their financing requirements and plans for the medium to long term. How do they see growth in the US and Latin American market? Will new trading houses enter the space left by bigger banks leaving the market?

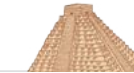
Nick Haslett, *Senior Managing Director and Chief Strategy Officer, Castleton Commodities International (CCI)*

Seth Kammerman, *Chief Financial Officer, HudsonField*

Moderator: J. Michael Brown, *Partner Energy & Natural Resources, Reed Smith*

13:00

Lunch & Networking



	Export & Project Finance Stream	Trade Finance & Fintech Focus
15:00	<p>Out to Sea: Shipping in North America</p> <p>The shipping market has slowed in response to the commodities slump, but it remains a crucial industry in need of ECA solutions. Will the cruise market continue to be buoyant? How will commodity prices continue to affect shipping? What are the needs of the major customers for cruise and ship finance? What are the market prospects going forward?</p> <p>Antje Gibson, VP and Treasurer, Royal Caribbean Cruises Josh Weinstein, Treasurer, Carnival Corporation</p>	<p>Blockchain- Separating Fact from Fiction</p> <p>Are customers ready for blockchain solutions in the US? Do they want it? Is it mobile ready? Is it even possible in Latin America? Do we have legitimate proof of concepts? How will these save time and increase efficiency?</p> <p>Stephen Atallah, Trade Finance- Product, R3 CEV Zaki Manian, Founder, Skuchain</p>
15:45	<p>International Players: Exporters Panel</p> <p>Industry leading exporters from different sectors across Asia, North America, Latin America and Europe reveal common challenges and opportunities in key markets across the Americas.</p> <p>Christiane Ache, Director, Project and Export Finance, Alstom Pietro Amico, Director, Financing & Contracting, Danieli Moderator: Piers Constable, Head of the Americas, Structured Trade & Export Finance, Deutsche Bank</p>	<p>Arrived & Nascent: North and South American Supply Chain Financing</p> <p>We examine the state of the market today. Which solutions are banks and alternative providers bringing to the forefront? Will receivables financing see the same growth as in Europe? What opportunities exist in the open account space? Latin American markets have specific challenges that make SCF more difficult to execute. How do multinationals make it work in the region? Can buyers leverage their credit rating to bolster access to finance for their suppliers? How do you overcome issues pertaining to the availability of correspondent banking networks?</p> <p>Doug Schoch, Vice President, Captive Business, Siemens</p>
16:30	Coffee Break & Networking	



Export & Project Finance Stream

Global Voices: ECA perspectives on Latin America

How are European and Asian ECAs providing coverage for their nations exporters and investors across Latin America. What is the role of Brazilian agencies, BNDES, ABGF and also Bancomext in Mexico? Who is doing local currency financing and where? What is the current position of US EXIM?

Topi Vesteri, Deputy CEO, **Finnvera plc**

Maria Hulten, Director, Export Finance, **Svensk Exportkredit (SEK)**

Michal Ron, Head of International Business, **SACE**

Michael Whalen, Vice President, Structured Finance, **US EXIM BANK**

Jens Kruse, Head of Underwriting, Latin America, **Euler Hermes**

17:00

Trade Finance & Fintech Focus

Idea Lab: Technocrats - FinTech in 2020

As financial technology increases its foothold on corporate management of cash, supply chains and credit, we examine what benefits FinTech can offer corporates in the run up to 2020. The latest and greatest is pitted against the tried and tested across the evolution of letters of credit, digitisation of documents, distributed ledger, blockchain SCF solutions and data driven decision making.

Moderator: Igor Zax, Managing Director, **Tenzor**

17:45

Private Market Insurance and Intersection with ECAs

Private risk insurance, what can they do that ECAs can't? Venezuela and Argentina? Learn which deals the private market are doing and why? Where is the private market going that ECAs are reluctant to tread? What tenors are available from the private sector for projects? When to go ECA first, when to go private first, and when to blend between them?

Bart Pattyn, CEO and President, **COFACE Latin America**

Marcos Hepp, Director, Structured Trade Finance & Credit Management, **Volvo Group**

Rafael Cervantes, Vice President, Export & Agency Finance, **SMBC**

18:30

Networking Drinks

Treasurers' Toolkit: What Range of Solutions Are Corporates Looking for Today?

This panel of users separates hype from reality, as we ask what interests corporate treasurers: What do they want from trade and SCF solutions? How can they improve the internal process of invoicing? How do they optimise their working capital? How are corporates using ABL facilities and other financing structures to optimize liquidity?

David Hanna, Executive VP and CFO, **BroadGrain**



Day 2 - Holistic Keynote Sessions

09:15	<p>Reformed and Liberalized: Mexico's Energy Sector Mexico's energy reform continues to offer opportunities for the international community, but how stable is the oil economy and what political factors need to be considered? How will Pidiregas and its specialty financing requirements play out? What are the latest infrastructure requirements? Where are the opportunities in connecting the US and Mexico?</p> <p>Victor Luque, <i>Managing Director for State Owned Enterprises, Mexico, Ministry of Energy</i> Katya Somohano, <i>Director General of the Company Qualified Supply Branch, CFE</i></p>
10:00	<p>Risk Session on Latin American countries Key markets Brazil, Argentina, Colombia, Peru, Chile are pitted against each other in this risk profiling session. The audience will vote on where the most opportunity will be going forward and how to mitigate risk in these areas. How can corruption be avoided? What implications will compliance and KYC have going forward?</p>
10:30	<p>Big Fish: Global Traders Panel Major global trading houses gather to speak about trends in the US, Latin America, Asia and Europe. How will global demand effect the Americas? Will we see continued growth of lending to the producer and hedging? What aspects are positive and negative in the US market? What are their financing needs? What can be done to weather challenging times?</p> <p>Aashish Pitale, <i>Group Treasurer, Essar Services India</i> Alejandro Fernandez, <i>Finance Manager, Bunge Latin America</i> Moderator: Michael Oka, <i>Managing Director Latin America, MUFG</i></p>
11:15	<p>Break</p>

	Financiers Stream	Project Finance Stream
12:00	<p>Crucial Partners: DFIs and MFIs This panel examines the development finance initiatives of global and Latin American institutions and how they aim to get more projects of the ground. Which industries and countries are highest priority? What environmental and sustainable factors have to be met to ensure funding?</p> <p>Sabrina Borlini, <i>Global Head of Syndications Asia and LAC, International Finance Corporation (IFC)</i> Keiko Honda, <i>Executive Vice-President and CEO, MIGA-Multilateral Investment Guarantee Agency, The World Bank Group</i> Patrick Walsh, <i>Deputy Director General, European Investment Bank (EIB)</i></p>	<p>Saving Grace - Renewables Financing Are renewable projects in Latin America financeable or too small? What role can green bonds play? Is this interesting to capital markets? Where are the primary opportunities in the US and Canada for renewables projects, and what can banks do to ensure profitable involvement?</p> <p>Rob Morgan, <i>Chief Strategy Ofcer, EVP Business Development, RES Americas.</i> Leandro Alves, <i>PHD, Principal, Falvez Energy</i></p>

	Financiers Stream	Project Finance Stream
12:45	<p>Panel: Local and Regional Banks</p> <p>Local and regional gather banks to discuss financing across Latin America. How can they can compete and collaborate to get more projects over the line? Which markets are adequately supplied by local banks? Which require international funding?</p>	<p>South and Central American Project Finance Growth areas</p> <p>This panel examines growth markets for project finance across the region, with a focus on what borrowers are looking for, their attitudes to ECA and agency financing. Opportunities for international exporters, and how these can be financed?</p> <p>Hal Pontez, <i>President and CEO, HPI LLC</i></p> <p>Chris Patterson, <i>Executive Director: Structured Finance (Americas), Caterpillar Financial Services Corporation</i></p>
13:30	Lunch	
15:00	<p>Industry all play</p> <p>An innovative session that sees all delegates split into predetermined groups and collaboratively try to answer key questions in the market today: How can we mitigate risk in Latin America? How will the Trump administration change the business landscape in North America? What is the outlook for the trade, commodity, export and project finance industries across the Americas? This networking-friendly, final session leverages the collective experience at the conference and allows attendees to draw on insights from the two days of debate and discussion</p>	
16:30	Close	



“One of the best events I have been to in my 20 years in the industry.”

- *Matthias Wietbrock, Managing Director, Northstar Trade Finance*



TXF Education: Join an ECA or Supply Chain Finance training course in the two days prior to TXF Americas

Miami, 30 & 31 January

| **Book TXF Americas and add a training package (either ECA or SCF) and save more than 15% (\$899) when booked together.** |

Before TXF Americas kicks off on 1 & 2 February the TXF team and our training partners will be heading to Miami early to deliver two separate, comprehensive **ECA** and **Supply Chain Finance** training courses.

School of ECA Finance

TXF is teaming up with CC Solutions once again. Our ECA schools deliver a core understanding of the fundamentals of ECA finance with **real-life case studies, practical sessions** and **vital updates** on different agencies.

The syllabus includes:

- Buyer credits - Corporate, sovereign and bank-to-bank
 - Buyer credits - project and structured finance
 - Supplier credits and other products
 - Content eligibility analysis
 - ECA application process
 - Disbursing ECA loans
 - Estimating ECA cash flows
 - Capstone case study
 - Online follow-up test with full certification

“Very useful course. I can say this is the best course I have ever attended”
Ali Al Aradi, Bahrain Petroleum Company

School of Supply Chain Finance

With Siemens' Doug Schoch

The school is ideal for anyone looking to **understand how SCF works**, how best to **approach on-boarding** and other technical aspects, how to **get consensus** across a corporation for an effective SCF programme.

The syllabus includes:

- How SCF has matured over the years and how it will continue evolving
 - How SCF programmes differ across the globe
 - Who the key stakeholders are
 - How to put together a strong business case for on-boarding SCF
 - What different SCF programmes exist and how to choose the one that's best for your business
 - How to choose a provider
 - Best practice in launching your SCF programme
 - How to understand common risks and pitfalls
- How to measure the results of your SCF programme

“Great walkthrough of SCF theory and possibilities coupled with really valuable practical experience from Siemens”
Daniel Pederson, AP Moller Maersk

TO BOOK | Visit www.txfnews.com/training OR email marketing@txfmedia.com



Join TXF Americas 2017 in Miami!

Super early bird (expires 18rd November 2016)	Early bird (expires 7th December 2016)	Standard price
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