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*Structured Trade & Export Finance*

**MARCH  
8-9**

*Exporters*



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#TXFAMERICAS22





# TXF AMERICAS 2022

Structured Trade & Export Finance



MARCH  
8-9



It's been away for far too long! TXF Americas Structured Trade and Export Finance is back in-person and returns in all its glory to sunny Miami **from 8-9 March 2022**. Join Americas' foremost export finance and structured trade dealmakers including leading STEF dealmakers which is set to include: borrowers, governments, traders, DFIs, ECAs, developers, banks, and many more! Don't miss engaging session types and networking first agenda that promise to leave you with insights that will equip you for the next big moves in export finance & structured trade and key contacts for deal origination in the year ahead. In the wonderful world of 'hybrid', join in-person in Miami and get all the benefits of an online event.

FOR SPEAKING OPPORTUNITIES PLEASE EMAIL:

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## PHYSICAL EVENT TICKET

- Additional networking features such as ice-breaker drinks and cocktail reception
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- Networking concierge service – allow us to do the leg work and introduce you to new potential clients

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**Volker Helms**  
Managing Director  
Landesbank Baden -  
Württemberg (LBBW)

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**Topi Vesteri**  
Deputy CEO  
FINNVERA PLC

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- Government representatives
  - Banks
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  - Lawyers
- Corporates [exporters, developers, EPCs]
  - Insurers
  - Brokers
  - ECAs
- International regional and domestic borrowers
  - Traders
  - Producers

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Acrow Bridge	BNP Paribas	Drumlin Capital Management	I.P.E. Asia Co	MIGA - Multilateral Investment Guarantee Agency	Siemens Financial Services
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AltiFibers	CaixaBank	Ellicott Dredges	Inpasa Del Paraguay S.A.	MUFG Bank	Sumitomo Mitsui Banking Corporation (SMBC)
Altis Group International	Canopus	EMD	Interlink Capital Strategies	Nedbank Corporate & Investment Bank	Swedish Export Credit Corporation (SEK)
Andritz	Cargill	Eosol	International Finance Corporation (IFC)	NEXI - Nippon Export Investment Insurance	Swiss Re
Andritz Hydro	Caribbean Development Bank (CDB)	ETESA S.A.	Inversiones Vimesa S.A.	Nidera Sementes	Talbot Underwriting Ltd
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Archer Daniels Midland	CCC (Canadian Commercial Corporation)	FinDev Canada	John Deere	Perimetral Oriental de Bogotá	The Hartford
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ATA Renewables	Cocam	FMO Development Bank	KfW	Petróleos del Perú S.A. - PetroPerú	Trafigura Group Pte
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Banco Sabadell	Consensys	GlobeNet	London Forfaiting Company	Reed Smith	Voith Hydro S.L.
BANCOMEXT - Banco Nacional de Comercio Exterior, SNC	Corporacion Financiera de Desarrollo (COFIDE)	GNA	Louis Dreyfus Company	Royal Caribbean Cruises	Volvo Group Latin America
Bank Of America	Crédit Agricole CIB	Grupo Indi	Macquarie Group	S&P Global Ratings	Wabtec Corporation
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Bechtel		HOMT España S.A.			YPF S.A.
Bechtel Enterprises					Zurich Insurance
Bluequest Resources AG					

# SPEAKERS



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JP Morgan



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Tuukka Andersén  
Vice President  
Finnvera plc



Alejandro Fernandez  
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Bruno Bernal  
Group CEO  
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Paulo Martelli  
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SACE



Harrison Moskowitz  
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Global Trade Director  
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EDC (Export Development  
Canada)



Matthew Dunne  
Head of US Political Risk  
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Beazley



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Regional Manager  
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Central Asia and the Americas  
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Marie Aglert  
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Head of Business  
Area Large Corporates  
EKN - The Swedish Export  
Credit Agency



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Regional Head  
of Syndications,  
Sub-Saharan Africa,  
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Corporation (IFC)



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Managing Director  
Landesbank Baden -  
Wuerttemberg (LBBW)



Maria Jose Trevino  
Country Manager  
Acclaim Energy Mexico



Joseph Stefano  
Partner  
Allen & Overy



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Vitor Gabrielli  
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Regional Business  
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Veridapt



Victoria Miles  
Founding Partner  
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Francisco Flores  
Global Treasurer  
Cinepolis



Patricia Holzman  
Director of Structured  
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Jaime Origel  
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SAPI de CV



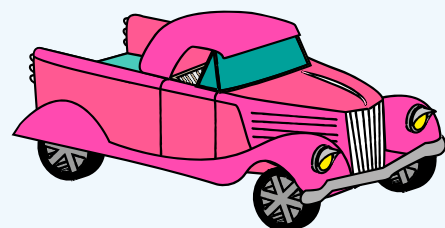
Ashutosh Singh  
Director  
ANZ (Australia and New  
Zealand Banking Group

# AGENDA - DAY 1

8th March 2022

9:00 AM	<b>WELCOME REMARKS</b>
9:10 AM	<b>MACROECONOMIC OUTLOOK</b> North America and Latin America are poised to bounce back economically after being some of the hardest hit regions globally. However, there is still some debate on whether we'll see a V or W-shaped recovery. In the US, the Biden Administration's ambitious infrastructure pipeline is looking promising. South of the border, uncertainty surrounding shifting political regimes, including upcoming elections, is resulting in more conservative strategies from international investors, particularly in the larger economies. The impact of the backlog of supply chain flows between Latin America, the US, and China may also result in concerns surrounding the timelines of projects taking place. This session considers all these risks and more, as we examine the macroeconomic outlook for the region.
9:30 AM	<b>THE SUSTAINABILITY GOLD RUSH</b> Covid has temporarily shifted focus away from ESGs. However, as recovery begins, financial initiatives such as sustainability-linked bonds and loans are gaining momentum. This session considers: <ul style="list-style-type: none"><li>• How will ESG credentials be measured to prevent greenwashing and mitigating reputational risk?</li><li>• How can lenders translate what borrower clients want within the ESG space into actual financial structures?</li><li>• Are lenders in the region forcing clients' hand too strongly in efforts to push their sustainable agendas forward - is the region robust enough to handle the rate changes?</li><li>• Are financial incentives available on the corporate lending side for borrowers?</li></ul> <p><b>Jozef Henriquez</b>, Head of Mobilization, <b>IDB Invest</b> <b>James Pumphrey</b>, Managing Director, Head of Europe (excl Germany/Iberia) Structured Trade &amp; Export Finance, <b>Deutsche Bank</b> <b>Marie Aglert</b>, Director, Head of Business Area Large Corporates, <b>EKN - The Swedish Export Credit Agency</b> <b>Lynne Bradley</b>, Director, Export Agency Finance, <b>Treasury and Trade Solutions, Citi</b> <b>Moderator: Joseph Stefano</b>, Partner, <b>Allen &amp; Overy</b></p>
10:20 AM	<b>MORNING NETWORKING BREAK</b>

EXPORT & PROJECT FINANCE STREAM		COMMODITY TRADE FINANCE STREAM	
11:20 AM	<b>KEEPING UP WITH THE BORROWERS</b> Geopolitics are playing an increasingly bigger role in the Americas with the ongoing US-China trade wars, global supply chain volatilities, and pendulum swings in political administrations in governments across the region. <ul style="list-style-type: none"><li>• How significantly have borrower's felt this impact?</li><li>• Are borrowers feeling the effect of the Greensill fallout? Have due diligence and regulation made it more challenging to access different fountains of liquidity?</li><li>• What do borrowers need with regards to flexibility, innovation, and products from ECAs? Will ECA financing remain as lucrative as market players look to focus on bilateral termed debt, bonds, and other financial structures?</li></ul> <p><b>Bruno Bernal</b>, Group CEO, <b>Eosol</b> <b>Marcos Hepp</b>, Director Structured Trade Finance Director &amp; Credit Management, <b>Volvo</b> <b>Robert Doyle</b>, Director - Project &amp; Structured Finance, <b>Honeywell UOP</b> <b>Patricia Holzman</b>, Director of Structured Finance, <b>Mitsubishi Power Ltd.</b> <b>Moderator: Jean-Baptiste Piette</b>, Head of Export &amp; Agency Finance, USA, Corporate &amp; Investment Banking, <b>Santander</b></p>	11:20 AM	<b>GETTING DIGI WITH IT: DIGITALIZATION</b> In a region with countries where trade flows represent a significant volume of GDP and exports, digitalisation and modernisation of trade finance is an urgent necessity. Proper adaptation from paper documentation must take place, however, Latin America lags behind compared to other markets, including North America. As clients move away from single bank relationships, a one-size fits all solution is required pushing the need of greater interoperability of between systems and platforms. <b>Discussion leader: Rod Hutchinson</b> , Regional Business Development Manager - Americas, <b>Veridapt</b>



### (Y) E.C.A.S: ECA FINANCING IN THE AMERICAS

ECA financing has been on the rise as clients require more support due to the pandemic's impact. Here, we consider:

- As government recovery plans are set out, will ECAs evolve their product offering away from plain vanilla structures or buyers' credit to increase flexibility such as an untied lending product?
- Have the latest OECD Agreement updates improved ECAs' ability to compete with other lenders, particularly in the US market?
- The pandemic may have temporarily taken the stage from sustainability, but have industry players moved away from fossil fuels too quickly?

**Hayato Tani**, Representative for the Americas, **NEXI**  
**Jenaro Laris Vasquez**, Head of Mexico & Central America, **SACE**  
**Alban D'Herbes**, Regional Manager - Latin America, **Bpifrance**  
**Rose Trigg**, Regional Head, Eastern Europe, Central Asia and the Americas, **UK Export Finance**  
**Moderator: Harrison Moskowitz**, Executive Director, Export & Agency Finance-Americas, **JP Morgan**

12:10 AM

### TRADERS PANEL: ZOOMING INTO TRADERS' PERSPECTIVES

Globally, SME traders are finding it difficult to access reasonable prices, sources of funding and supplier credit. By contrast, larger traders have seen profits soar. However, shipping costs for traders across the board continue to rise.

- How are players reviewing their business models and supply chains as an impact of the Greensill fallout?
- How are traders and producers pushing the sustainability agenda, and how hard is it for the smaller players to reach ESG compliance?
- Are efforts enough efforts being made towards reaching more ethical and sustainable supply chains?

#### Discussion Leaders:

**Sunil George**, Head of Structured Trade Finance - North Americas, **Louis Dreyfus Company**  
**Alejandro Fernandez**, Head of Credit - LatAm, **Bunge**  
**Santiago Lynch**, Head of Structured Trade Finance - Americas, **Archer Daniels Midland**

11:50 AM

### 1:00 PM NETWORKING LUNCH

#### THE HOUSE OF THE RISING ANDES: ECUADOR, PERU, COLOMBIA

Ecuador and Peru are Latin America's underdogs harbouring a wealth of investment opportunities with upcoming infrastructure and energy auctions. However, the looming elections in Ecuador, paired with Peru's shift to the left with Castillo's election result in hesitation from investors. To the north, Colombia is faced with a country credit downgrade and an upcoming election but with a strong pipeline thanks to its 5G toll road concession and renewable energy auction. Local currency, political shifts, and strong investment pipelines are the common denominator for all three - what will 2022 hold?

**Manuel Felipe Gutierrez**, President. **Agencia Nacional de Infraestructura (ANI)**  
**Enith Carrion**, Advisor to the Vice Ministry of Electricity and Renewable Energy, **Ministry of Energy, Ecuador**  
**Stephen Renna**, Senior Managing Director, Global Strategies & Solutions, **Ankura**  
**Moderator: Elsa Fucile**, Content Management Coordinator, **TXF**

2:30 PM

### SAVING THE DAY: ALTERNATIVE FINANCE

We will be considering DFI and ECA short-term financing schemes. What are the decision frameworks ECAs and DFIs in the Americas taking? Which projects are suitable for ECA and DFI lending? How can emerging market sponsors become more bankable?

**Discussion leader: Alexander Gordin**, Managing Director, **Broad Street Capital Group**

12:30 PM

### 1:00 PM NETWORKING LUNCH

#### STAYING CONNECTED: TELECOMS IN ARGENTINA CASE STUDY

The demand for advancements in telecommunications has grown in recent years ranging from 5G developments to the expansion of digital infrastructure across the region. Some notable deals have taken place.

We'll be taking a look at:

- Navigating sovereign risk in Argentina
- The 5G CAPEX program in the US and overall 5G gap in LatAm
- Digital infrastructure investment opportunities and coping with the emerging market investment gap that exists within this asset class
- Moving past 5G, what other new technologies are being introduced to the pipeline?

**Len Floria**, Head of Regional Treasury and Structured Finance for the Americas, **Nokia**  
**Tuuka Andersen**, Vice President & Head of Underwriting, **Finnvera**  
**Bryan Sirois**, Global Trade Director - Consumer, **EDC (Export Development Canada)**  
**Moderator: Joan Tapia**, Vice President, **JP Morgan**

4:10 PM

NETWORKING BREAK

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## UNDER THE MAGNIFYING GLASS: THE EVOLUTION OF CPRI IN THE AMERICAS

The market calls for a better understanding of CPRI as certain large players have fully exited the industry – some viewed it as a shock while others viewed it as a prime opportunity. Due to the nature of the US financial system, the trade and credit insurance product is often overlooked as alternative instrument within the toolkit.

- How do we increase user familiarity with the product, including the functionality of the acceleration clauses outlined in contracts?

- Within LatAm, should lenders and borrowers alike be more transparent with each other and conduct more in-dept due diligence procedures to mitigate potential impacts on existing reputational risks? Are market participants willing to undertake further risks to reach the CPRI product's maximum potential?

4:40 PM

- Are there compelling barriers to entry for new players? What new product and technological advancements have become available in recent years?

- Do alternative uses for CPRI exist and in which areas?

**Richard Abizaïd**, VP & Senior Underwriter, **Vantage Risk**

**Matthew Dunne**, Head of US Political Risk & Trade Credit, **Beazley**

**Evan Freely**, Director, **BPL Global**

**Moderator: Gemma Bae**, Managing Director and Head of Structured Export Finance Americas, **ING Capital LLC**



## MEXICO: HALF FULL OR HALF EMPTY?

Mexico remains one of the key markets in Latin America, yet investor interest is faltering as AMLO's administration pushes private capital away, focusing on raising funds via its public institutions and privatizing key sectors such as energy and infrastructure. Covid has impacted the market moving away from its traditional active bond market towards other alternatives. Changes have also been felt within supply chain financing as shipments remain delayed.

5:20 PM

Opportunities are still on the horizon, especially for ECA financing as Mexico is poised to hit its pre-pandemic economic levels causing the demand for new manufacturing equipment to grow. While some are hesitant in undertaking new business, others will seize the moment while its competitors' priorities lie further south of the region. This session will provide an update on the current state of play as well as the project opportunities available.

**John Beltran**, Director, Project and Export Finance, **Siemens Energy**

**Maria Jose Trevino**, Country Manager, **Acclaim Energy Mexico**

**Francisco Flores**, Global Treasurer, **Cinopolis**

**Jaime Origel**, VP Finance and Country Co-Head, **CHG Meridian Mexico SAPI de CV**

**Moderator: Volker Helms**, Managing Director, **LBBW Mexico**

6:00 PM

POOLSIDE COCKTAIL RECEPTION

# AGENDA - DAY 2

9th March 2022



9:00 AM

WELCOME REMARKS

## FILLING THE GAP: THE GROWING ROLE OF DEVELOPMENT FINANCE

2021 was a booming year for development finance in Latin America with 2022 showing no signs of stopping. This panel asks:

9:10 AM

- How will DFIs re-shift their Covid strategies as economies in the region begins their recovery processes?
- How has the investment scope changed to include corporate and project financing ventures?
- In a post-Lava Jato Brazil, are DFIs able to access a broader client base years later rather than solely working with higher credit rated tier-1 corporates?
- What initiatives are DFIs implementing to guarantee the social and governance impacts do not fall behind as sustainable initiatives remain at the forefront of business strategies?
- Can collaborating with international and local DFIs help facilitate local currency financings?

**Paulo Martelli**, CIO, **FinDev Canda**

**Juan Jose Garcia**, Regional Head of Syndications, Sub-Saharan Africa, Latin America & Caribbean, **International Finance Corporation (IFC)**

**Philippe Serres**, South America Regional Director, **Proparco**

**Victoria Miles**, Founding Partner, **ImpactA Global**

**Sarvesh Suri**, Director for Climate, Energy, Extractives, Capital and Financial

Markets Operations, **MIGA**

**Moderator: Anne Marie Thurber**, Managing Director, Group Head of Structured Export Finance, Americas, **SMBC**



### THE THREE C'S: CLIMATE, CHINA, CONTENT

A new beginning is on the horizon for US agencies DFC and US EXIM as mandates are revised to better serve borrowers in the current global climate. Their three main strategies are focusing on climate change, geopolitical issues with China, and local content issues related to the OECD Consensus. This session will explore:

10:00 AM

- What new support and financing programs are being introduced globally and within Latin America to aide recovery and push existing projects towards the finish line?
- What roll will US agencies play in the 5G rollout?
- How will the B3W (Build Back Better World) infrastructure plan be rolled out, especially in Ecuador, Panama, and Colombia?

**Moderator: Mauricio Gonzalez**, Head of Export Finance, North America, **BNP Paribas**

10:50 AM

### NETWORKING BREAK

### BOUNCING BACK: AN UPDATE ON BRAZIL

Bolsonaro's approval ratings are dropping as criticism surrounding his management of the country's Covid-19 response is fuelling a political crisis within the country. Regardless of the internal political dynamics, government ministries and institutions such as BNDES remain committed to attracting international investors into the country with plenty of energy and infrastructure opportunities.

11:20 AM

- A traditionally local currency focused market, will we begin to see more dollar or euro transactions?
- How are ECAs dealing with PPPs and Concessions in Brazil and the rest of LatAm?
- How are public entities such as BNDES assisting international investors with promoting the country's project pipeline?

**Gabriel Ervilha**, Head of Investor Relations, **BNDES**

### AMERICAS EDITION: DEAL OR NO DEAL

Top bankers take the stage to share their thoughts on three different hypothetical transactions based on market conditions. Both those on stage and in the audience vote on whether they would take the deal.

11:50 AM

**Vitor Gabrielli**, Director - Export & Agency Finance, **Americas, Citi**  
**Ashutosh Singh**, Director, **ANZ (Australia and New Zealand Banking Group)**  
**Moderator: Dominik Kloiber**, Co-founder, **TXF**

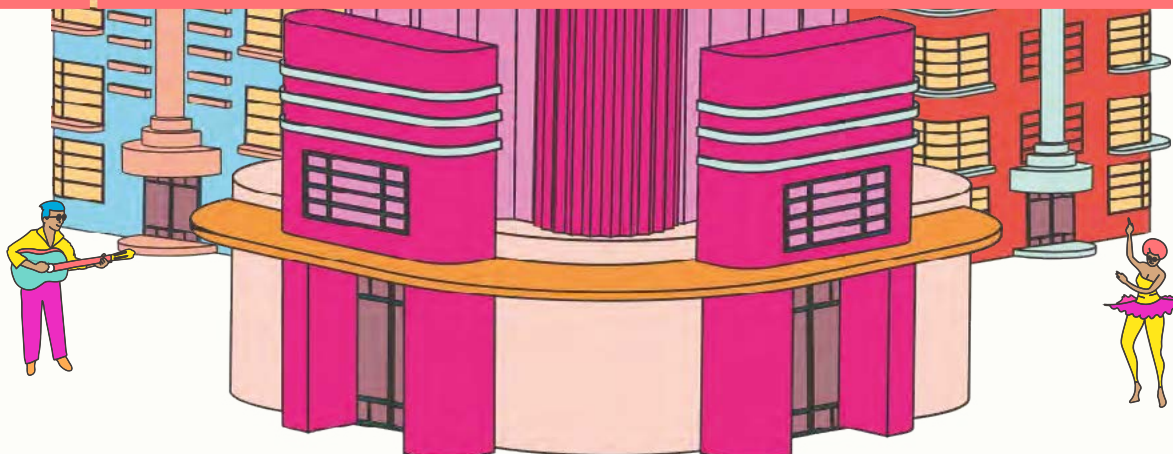
12:30 PM

### CLOSING REMARKS

**Elsa Fucile**, Content Management Coordinator, **TXF**

12:40 PM

### NETWORKING LUNCH



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## GET IN TOUCH



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