



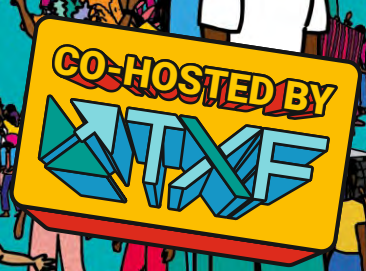
# UXOLO Global 2023

## DEVELOPMENT & IMPACT FINANCE



MEDITATION

*Social Projects*



# 15 & 16 JUNE, LISBON



# MEET THE SPONSORS OF 2023

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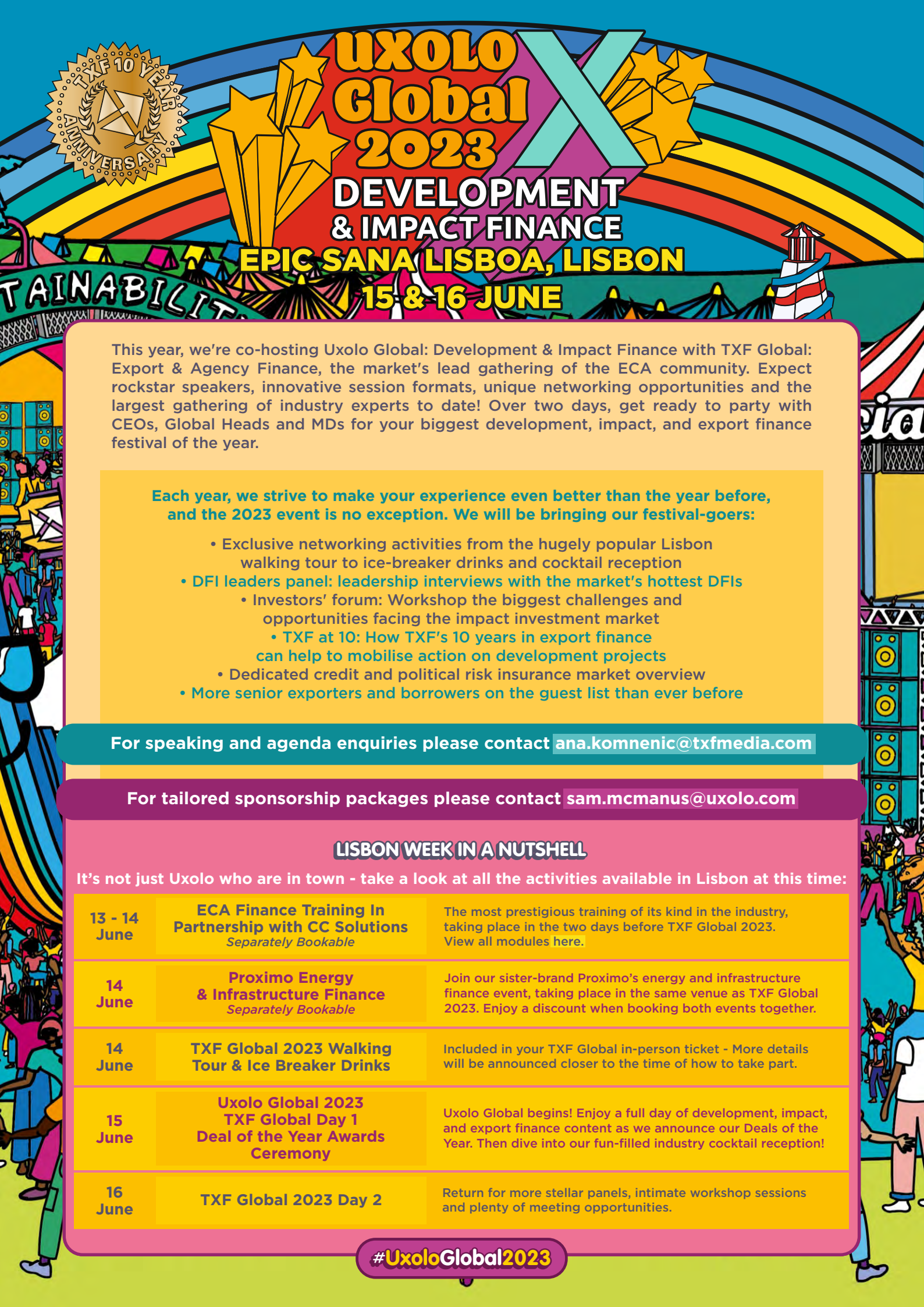


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Join the VIPs and become a sponsor of the largest export, agency and project finance festival of the year!  
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#UxoloGlobal2023



# UXOLO Global 2023

## DEVELOPMENT & IMPACT FINANCE

EPIC SANA LISBOA, LISBON

15 & 16 JUNE

This year, we're co-hosting Uxolo Global: Development & Impact Finance with TXF Global: Export & Agency Finance, the market's lead gathering of the ECA community. Expect rockstar speakers, innovative session formats, unique networking opportunities and the largest gathering of industry experts to date! Over two days, get ready to party with CEOs, Global Heads and MDs for your biggest development, impact, and export finance festival of the year.

Each year, we strive to make your experience even better than the year before, and the 2023 event is no exception. We will be bringing our festival-goers:

- Exclusive networking activities from the hugely popular Lisbon walking tour to ice-breaker drinks and cocktail reception
- DFI leaders panel: leadership interviews with the market's hottest DFIs
  - Investors' forum: Workshop the biggest challenges and opportunities facing the impact investment market
    - TXF at 10: How TXF's 10 years in export finance can help to mobilise action on development projects
  - Dedicated credit and political risk insurance market overview
- More senior exporters and borrowers on the guest list than ever before

For speaking and agenda enquiries please contact [ana.komnenic@txfmedia.com](mailto:ana.komnenic@txfmedia.com)

For tailored sponsorship packages please contact [sam.mcmanus@uxolo.com](mailto:sam.mcmanus@uxolo.com)

### LISBON WEEK IN A NUTSHELL

It's not just Uxolo who are in town - take a look at all the activities available in Lisbon at this time:

|              |  |   |
|--------------|--|---|
| 13 - 14 June | <b>ECA Finance Training In Partnership with CC Solutions</b><br><i>Separately Bookable</i> | The most prestigious training of its kind in the industry, taking place in the two days before TXF Global 2023. <a href="#">View all modules here.</a>                                    |
| 14 June      | <b>Proximo Energy &amp; Infrastructure Finance</b><br><i>Separately Bookable</i>           | Join our sister-brand Proximo's energy and infrastructure finance event, taking place in the same venue as TXF Global 2023. Enjoy a discount when booking both events together.           |
| 14 June      | <b>TXF Global 2023 Walking Tour &amp; Ice Breaker Drinks</b>                               | Included in your TXF Global in-person ticket - More details will be announced closer to the time of how to take part.   |
| 15 June      | <b>Uxolo Global 2023 TXF Global Day 1 Deal of the Year Awards Ceremony</b>                 | Uxolo Global begins! Enjoy a full day of development, impact, and export finance content as we announce our Deals of the Year. Then dive into our fun-filled industry cocktail reception! |
| 16 June      | <b>TXF Global 2023 Day 2</b>   | Return for more stellar panels, intimate workshop sessions and plenty of meeting opportunities.   |

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# MEET THE SPEAKERS

FOR THE MOST UP TO DATE LIST OF ALL SPEAKERS PLEASE CLICK [HERE](#)



**Bastian Kern**  
Chairman of the  
Interministerial  
Committee for Export  
Credit Guarantees  
Federal Ministry for  
Economic Affairs and  
Climate Action, Germany



**Paul Teboul**  
Directorate-general  
of the Treasury  
Ministry  
of Finance  
of France -  
DG Trésor



**Vishal Gulati**  
CFO  
GE Energy  
Financial  
Services



**Eric Usher**  
Head  
UNEP Finance  
Initiative



**Nicolas Dufourcq**  
CEO  
Bpifrance



**Dr Ahmed Galal**  
Chairman  
Export  
Development  
Bank of Egypt



**Anna-Karin Jatko**  
Director General  
EKN - The Swedish  
Export Credit  
Agency



**Alessandra Ricci**  
CEO  
SACE



**Tone Lunde Bakker**  
CEO  
Export Finance  
Norway - Eksfin



**Tim Reid**  
Chief Executive  
UK Export  
Finance



**Saad Alkhalb**  
CEO  
Saudi EXIM  
Bank



**Peder Lundquist**  
CEO  
EKF - Denmark's  
Export Credit  
Agency



**Magnus Montan**  
CEO  
Swedish  
Export Credit  
Corporation  
(SEK)



**Fernando Salazar  
Palma**  
Chairman & CEO  
CESCE Credit  
Insurance



**Edna Schöne**  
Head of ECA  
Business  
Euler Hermes



**Janusz Wladyczak**  
CEO  
KUKE - Export Credit  
Insurance Corporation  
Joint Stock Company



**Pauli Heikkilä**  
CEO  
Finnvera  
plc



**Peter Gisler**  
Chief Executive  
Officer  
SERV - Swiss Export  
Risk Insurance



**Philippe Mills**  
CEO  
SFIL



**Maëlia Dufour**  
President  
Berne Union



**Dario Liguti**  
Director,  
Sustainable Energy  
United Nations  
Economic  
Commission for Europe



**Manish Manchandya**  
Chief Financial  
Officer & Executive  
Vice President  
Saudi Electricity  
Company (SEC)



**Federico Robaina**  
Senior Manager  
Corporate Finance  
National  
Grid



**Suresh Mistry**  
Head of Non-Banking  
Distribution -  
Structured Finance  
Trafigura



**Alexander Hartman**  
CFO  
Northvolt  
AB



**Hugo Duarte  
de Oliveira**  
CFO  
Aurora Lithium



**Amila Colakhodzie**  
VP Project  
Financing  
Freyr Battery



**Gunnar Ohrås**  
Head Global  
Customer  
Finance  
Advisory  
Hitachi Energy



**John Meakin**  
Managing Director,  
Global Head of  
Export & Agency  
Finance  
JPMorgan



**André Gazal**  
Global Head of  
Export Finance  
Credit Agricole  
CIB



**Manav Futnani**  
Global Co-Head  
of Export  
Finance  
HSBC



**Guillermo  
Hombravella**  
Global Head of  
Export & Agency  
Finance,  
Santander



**Aaron Ross**  
Global Head  
of Project and  
Export Finance  
ANZ



**Werner Schmidt**  
Global Head of  
Structured Trade  
& Export Finance  
Deutsche Bank



**Cécile Camilli**  
Global Head of  
Development  
& Structured  
Export Finance  
Societe Generale



**Yasser Henda**  
Global Head of  
Export Finance  
BNP Paribas



**Michiel de Vries**  
Managing  
Director, Global  
Head Structured  
Export Finance  
ING Bank



**Gary Lowe**  
Managing Director,  
Global Head, Global  
Credit Insurance  
Group  
Standard  
Chartered Bank



**James Esdaile**  
Chairman  
BPL Global



**Prof Andreas  
Klasen**  
Director  
Institute for  
Trade and  
Innovation (IfTI)



**Chris Gorell  
Barnes**  
Founding Partner  
Ocean 14  
Capital



**Aline Ingram**  
Project Finance  
Lead EMEA  
NexantECA



# UXOLO GLOBAL: IMPACT & DEVELOPMENT FINANCE

## THE UXOLO DEVELOPMENT FINANCE STREAM

Uxolo provides market intelligence for MDBs, DFIs and impact investors within the development and impact finance sectors. We invite senior representatives from the world's leading DFIs and multilaterals to discuss their priorities, strategies, and products.

### DFI Leaders panel: Unlocking private capital to tackle the infrastructure gap

*Appetite is plentiful, but how do we best mobilise large scale private capital investment into climate, infrastructure, and development finance projects? What more can DFIs do to facilitate investment from institutional investors? How effective are products such as unfunded risk transfers? How big is the market for impact investing to fill SDG criteria?*

**FinDev Canada, BII**

### Shared goals: ECA & DFI Collaboration

*The international commitment to the ESG landscape of today has seen ECAs and DFIs increasingly looking at projects with similar criteria, this session is aimed at considering how agencies can work together to mobilise capital into developing markets and fund the huge demand for vital infrastructure globally.*

### Investing where it counts: Projects with social impact

*Social and sustainable projects are attractive assets for the portfolio, so how can we structure deals to allow capital to flow into projects where it's needed? This panel considers:*

- What can the market do to increase investor confidence in social projects, particularly in emerging markets?
- Where do social projects cross over with transactions that have a positive environmental impact?
- What role does microfinance play in ensuring that social deals get done?

### Workshop: The investors' forum

*Investors are chomping at the bit to mobilise funds into development projects – but what do they need from the public sector to make this happen? This workshop brings together investors from across the globe to discuss the project portfolio, challenges, and opportunities to invest in vital projects.*

**Ocean14 Capital, ILX Fund**

## TOPICAL ROUNDTABLE SESSIONS

These roundtables run simultaneously, please pick your preference, and be prepared to network and share ideas with the most active deal makers and experts in each session.

### Breakout 1 – Borrower's roundtable

With: **Crescent Petroleum, Freyr Battery, Royal Carribean, Trafigura, Ministry of Finance Angola, National Grid, Saudi Electricity Company, Northvolt AB, Aurora Lithium**

### Breakout 2 – Health & social projects

### Breakout 3 – Working Group: Female leadership in export finance

### Breakout 4 – Green and innovative ECA strategies of the future

### Breakout 5 – Infrastructure & transport

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## CORPORATE CFO KEYNOTE: HOW TO LEVERAGE FINANCIAL TOOLS TO PLUG THE INFRASTRUCTURE FUNDING GAP

Vishal Gulati, CFO, **GE Energy Financial Services**

## ECA & DFI CEO HOT SEAT: 1-1 FIRESIDE LEADERSHIP INTERVIEWS

We will run this 1hr session 3 times over the event, with each CEO interviewed for 10 minutes on key issues relating to export finance, product innovations and responses to macro trends.

**Edna Schöne**, Executive Member of the Board, **Euler Hermes**

**Nicolas Dufourcq**, CEO, **Bpifrance**

**Tim Reid**, Chief Executive, **UK Export Finance**

**Magnus Montan**, CEO, **SEK**

**Fernando Salazar Palma**, Chairman & CEO, **CESCE**

**Janusz Władyczak**, CEO, **KUKE**

**Pauli Heikkilä**, CEO, **Finnvera**

**Peter Gisler**, CEO, **SERV**

**Anna Karin Jatko**, CEO, **EKN**

**Tone Lunde Bakker**, CEO, **Eksfin**

**Peder Lundquist**, CEO, **EKF**

**Alessandra Ricci**, CEO, **SACE**

**Dr. Ahmed Galal**, Chairman, **Export Credit Guarantee of Egypt**

**Saad Alkhalb**, CEO, **Saudi EXIM Bank**

## HAVE I GOT NEWS FOR YOU: THE GLOBAL HEADS DEBATE

**John Meakin**, Managing Director, Global Head of Export & Agency Finance, **JPMorgan**

**André Gazal**, Global Head of Export Finance, **Credit Agricole CIB**

**Aaron Ross**, Global Head of Project and Export Finance, **ANZ**

**Werner Schmidt**, Global Head of Structured Trade & Export Finance, **Deutsche Bank**

**Cécile Camilli**, Global Head of Development & Structured Export Finance, **Societe Generale**

**Yasser Henda**, Global Head of Export Finance, **BNP Paribas**

**Manav Futani**, Global Co-Head of Export Finance, **HSBC**

**Guillermo Hombravella**, Global Head of Export & Agency Finance, **Santander**

## CORPORATE CEO KEYNOTE: NAVIGATING ECONOMIC TURMOIL TO ENABLE A GREENER FUTURE

### KEYNOTE PANEL: GOVERNMENT MINISTRY PERSPECTIVES & NET ZERO COMMITMENTS

**Bastian Kern**, Chairman of the Interministerial Committee for Export, Credit Guarantees, **Federal Ministry for Economic Affairs and Climate Action, Germany**

**Paul Teboul**, Deputy Assistant Secretary - Export Finance and Trade Promotion Division, Directorate-general of the Treasury - **Ministry of Economy and Finance, France**

### TRADING PLACES: HOW ECAS & COMMODITY TRADERS ARE COLLABORATING TO SECURE CRITICAL RESOURCES

**Suresh Mistry**, Head of Non-Banking Distribution - Structured Finance, **Trafigura**

### TOMORROW'S BORROWERS: A HEALTHY APPETITE FOR ECA DEBT - BATTERY STORAGE & GRID INFRASTRUCTURE

**Federico Robaina**, Senior Manager Corporate Finance - Treasury, **Nationalgrid**

**Alexander Hartman**, CFO, **Northvolt AB**

**Hugo Duarte de Oliveira Rua**, CFO, **Aurora Lithium**

**Amila Colakhodzie**, VP Project Financing, **Freyr Battery**

### KEYNOTE: HOW CAN GOVERNMENT, MULTILATERAL AGENCIES, CORPORATES, AND FINANCIAL INSTITUTIONS REALISE OUR EMISSION REDUCTION TARGETS AND CLIMATE GOALS?

**Eric Usher**, Head, **UNEP Finance Initiative**



### **LIGHT AT THE END OF THE TUNNEL? KEYNOTE MACROECONOMIC FORECAST**

*We invite three top geopolitical and macroeconomist speakers to go head-to-head and give you the current lay of the land. How do they see global growth predictions, inflation and monetary policy playing out against the backdrop of geopolitics and crisis that left a dark cloud over 2022? Are there signs of an increase in optimism?*

**Philippe Mills**, CEO, **SFIL**

### **PANEL: TXF AT 10: LEGENDARY PANELLISTS FROM 10 YEARS OF TXF GLOBAL SINCE PARIS 2013 RETURN TO STAGE TO REVIEW THE LAST 10 YEARS OF EXPORT FINANCE AND PLOT WHAT THIS MEANS FOR THE NEXT 10 YEARS**

**Maëlia Dufour**, President, **Berne Union**

### **LEADERSHIP PANEL: CAN TRADE AND POLICY INSTRUMENTS CIRCUMNAVIGATE CRISIS TO ACCELERATE TRANSITION AND NET ZERO?**

**Prof Andreas Klasen**, Director, **Institute for Trade and Innovation (IFTI)**

### **KEYNOTE: DEAL OF THE YEAR CASE STUDY**

*We invite the deal makers from one of our award-winning categories to give key takeaways from their landmark transaction.*

### **THE ENERGY TRANSITION AND TRADE FLOWS: POTENTIAL IMPACTS AND CONSEQUENCES**

**Dario Liguti**, Director, Sustainable Energy, **United Nations Economic Commission for Europe**

### **PANEL: THE ROAD TO NET ZERO - DESIGN YOUR PERFECT GREEN AND SOCIAL ECA**

*This popular session format is back with a sustainable twist, here we look at methodologies, definitions, standards and frameworks, alongside new product innovations, green loans, ESG tied debt, social bonds and policies to incentivise and disincentivise positive and negative projects respectively.*

**Aline Ingram**, Project Finance Lead EMEA, **NexantECA**

**Gunnar Ohrås**, Head Global Customer Finance Advisory, **Hitachi Energy**

### **PANEL: TRENDS, INNOVATION, AND EVOLUTION WITHIN ECA STRUCTURING**

*We shine a light on complicated deal structures including local deliveries, EPC contracts, multi-ECA, multi-currency transactions, reinsurance, refinancing and shorter tenors in response to the uptick in euro-dominated base rates. Why are we seeing an increased dominance of deals in developed markets? Are mid cap deals set to be the life blood of the market?*

### **PANEL: PERFECT 10 AWARDS IN RETROSPECTIVE: OVER 10 YEARS OUR PANEL REVIEWS WHICH PROJECTS WENT ON TO BE THE MOST SUCCESSFUL AND HAVE THE MOST POSITIVE IMPACT**

### **KNOW YOUR INDUSTRY: HOW TO USE DATA TO SPOT EMERGING TRENDS IN ECA FINANCE?**

### **STREAMED REGIONAL WORKSHOP SESSIONS**

Each regional roundtable session brings together the key SOEs, borrowers, exporters, ECAs, bankers, lawyers, and private market insurers active in that region. These roundtables run simultaneously, please pick your preference, and be prepared to network and share ideas with the most active deal makers in each region.

#### **Breakout 1 - Africa**

#### **Breakout 2 - MENA**

**Manish Manchandya**, CFO & EVP, **Saudi Electricity Company**

#### **Breakout 3 - Europe**

#### **Breakout 4 - Americas**

#### **Breakout 5 - Asia**



## THE CPRI CLUB STREAM

The credit and political risk insurance (CPRI) club is a new initiative in 2023, assembling the who's who of the market across underwriters, brokers, corporates and insurance, distribution, and syndications bankers to participate at each regional event for lively debate, networking and deal making.

At TXF Global we bring together the largest annual gathering of sophisticated product users, CPRI enthusiasts and less frequent customers wanting to learn more from the experts.

### Taking the pulse: Assessing the state of the CPRI market

*Industry pundits share their views on growth regions and industries, market size and capacity, appetite for new risk, pricing, effect of reinsurance market and increased involvement with structuring transactions. How is this influenced by the current macroeconomic and geopolitical climate?*

**James Esdaile**, Chairman, **BPL Global**

### The CPRI product user's specialist forum

*A deep dive into key topics including how can bank buyers make the most of the insurance product across capital relief, risk mitigation, and capacity? Which projects/sectors is trade credit insurance most important to buyers? What impact will Basel IV have on the market and capital treatment? How are corporate buyers using the product, what improvements would they like to see, and which projects do they seek insurance cover for?*

**Gary Lowe**, Managing Director, Global Head, Global Credit Insurance Group, **Standard Chartered Bank**

### Claims 101: What can we learn from the figures?

*This session examines the state of the claims market, considering where we're seeing the majority of claims in the political risk and credit market and how this is impacting the industry. How are different regions responding to the current economic situation, effects of the Ukraine conflict and continued shockwaves left by the pandemic?*

## TXF AWARD WINNERS' CEREMONY - JUNE 15th 6PM

Celebrate industry success with the TXF Perfect 10 Deals of the Year Awards! We invite the deal makers in our award-winning categories to give key takeaways from these landmark transactions.





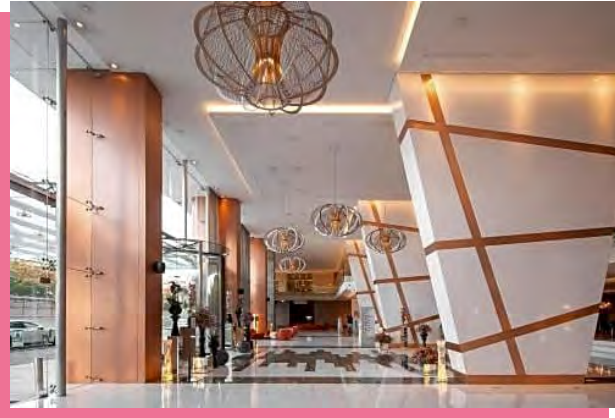
# VENUE - EPIC SANA LISBOA HOTEL

Av. Engenheiro Duarte Pacheco, 15, Santo Antonio, 1070-100 Lisbon

We are delighted to be hosting this event at the stunning EPIC SANA Lisboa Hotel!  
As always, exclusive discounted room rates will be available to guests of the event.

To access the discounted bedroom booking link, please contact:

[OPERATIONS@TXFMEDIA.COM](mailto:OPERATIONS@TXFMEDIA.COM)



## WHAT TO EXPECT:



800+ IN  
PERSON  
ATTENDEES



130  
SPEAKERS



50+  
COUNTRIES

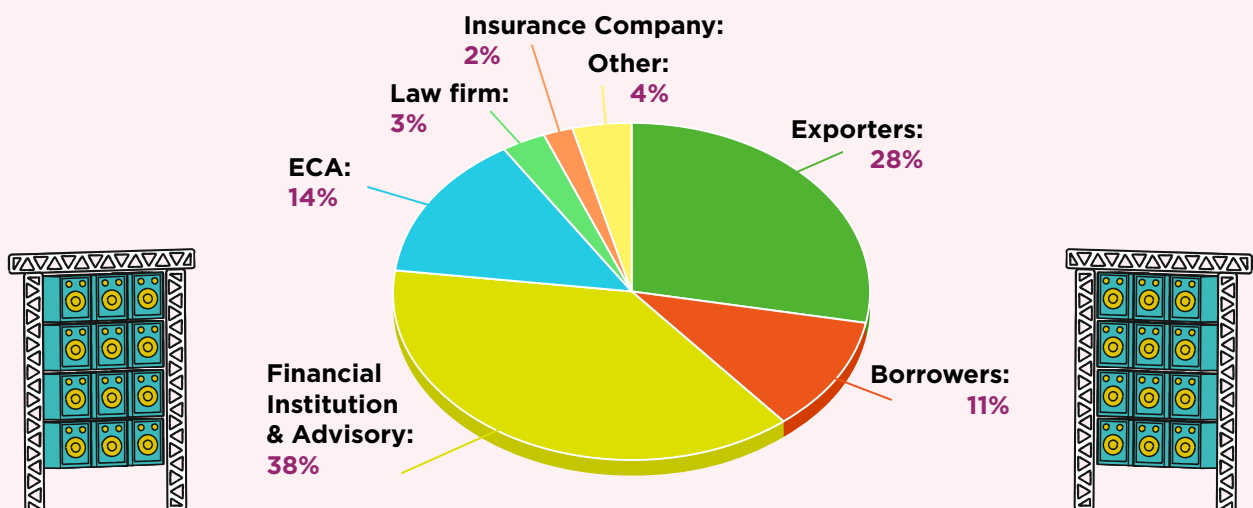


8+ HOURS  
OF IN PERSON  
NETWORKING



18 HOURS  
ON-DEMAND  
CONTENT

## ATTENDEE BREAKDOWN:



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*Expires 31 March 2023*

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# £5,199

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When joining the event in person, you will have access to all the on-site networking activities, as well as being able to view the guest list online. But please remember that on-demand/live stream access is available exclusively for Uxolo Subscribers and is not included in your event ticket.

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## GET IN TOUCH



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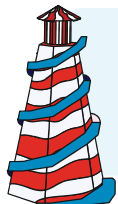
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