



## 2019 Annual Conference March 28-29

### Draft Schedule

#### March 28 - DAY ONE

- 7:00 a.m. **Registration & Continental Breakfast** (*Exhibit Hall*)
- 8:45 – 9:00 a.m. **Welcome Remarks** (*Regency Ballroom*)
- 9:05 – 9:20 a.m. **Keynote Remarks**
- 9:25 – 9:45 a.m. **Congressional Panel on EXIM Reauthorization**
- 9:50 – 10:25 a.m. **EXIM and National Security: How Export Credit Financing Protects Key U.S. Industries**
- America’s competitors have created strategies to gain advantages in sectors critical to U.S. economic and national security. This panel discussion tackles how export credit can be utilized to protect these key industries and maintain American dominance.
- 10:30 – 11:05 a.m. **Strategic Trade Finance: How EXIM’s competitors use export financing as a tool to advance national interests**
- Export financing has become a potent tool for nations in advancing national strategic and economic policy objectives. While America’s allies are deploying export credit in pursuit of their own goals, no nation has been more aggressive on this front than China.
- 11:10 – 11:45 a.m. **Powering Global Energy Demand**
- Rising exports will help the United States become a net energy exporter by 2022, four years earlier than expected, and for the first time since 1953. As American energy production ramps up, the global demand for energy is rising too, and along with that increase comes the opportunity for U.S. energy companies to compete for large energy projects around the globe, often in areas of strategic

importance. Learn about the role export financing can play to support the nation's energy producers.

11:50 a.m. – 12:50 p.m.      **Break and Networking Session** (*Exhibit Hall*)

12:50 p.m. – 2:15 p.m.      **Lunch and Keynote Remarks** (*Regency Ballroom*)

**1:30 p.m. – 1:50 p.m.**      **Keynote Remarks**  
Dr. Peter Navarro, Assistant to the President, Director of the White House National Trade Council

## **CONCURRENT BREAKOUT SESSIONS**

2:45 p.m. – 3:45 p.m.      **Concurrent Breakout Session One**

### **Export Incubator**

Global Expansion is for companies of all sizes. Companies that export are more profitable, avoid seasonality and market fluctuations, and understand that 95% of the world's purchasing power resides outside of the United States. Many companies embrace the concept of exporting, but are not sure how to get started. This workshop will provide guidance on how to:

- Identify new markets and meet international customers;
- Improve cash flow while expanding overseas;
- Prepare for projects in emerging economies; and
- Protect your company's assets

Join this interactive discussion about the government resources available to exporters to accelerate growth in international markets, fund overseas expansion, engage in emerging economies, and mitigate risk. Let us help you successfully launch or expand your global market strategy.

### **Healthcare Infrastructure Rx: Financing Medical Exports**

Join a roundtable of exporters, lenders, and buyers as they discuss opportunities and financing for medical projects, equipment, and services.

### **How EXIM Bank Effectively Manages Loan Portfolio Risk**

EXIM Bank asset management experts will engage in a discussion of the various aspects of post-closing loan monitoring and management of troubled credits, including:

- Guiding principles for effective loan portfolio management;
- What happens after the first drawdown;
- Project, corporate, and transportation – differences in monitoring strategies;
- Compliance and information quality - what makes a truly great borrower;

- Early warning signals indicating increased risk - the obvious and not-so-obvious;
- Loan restructurings - limiting factors and EXIM Bank approaches; and
- Tools that EXIM Bank uses for recoveries versus commercial banks.

4:00 p.m. – 5:00 p.m.

### **Concurrent Breakout Session Two**

#### **Get the Most out of Your EXIM Bank Insurance: The Insurance Broker's Perspective**

Trade credit insurance is a specialized line of business that requires specialized expertise. Insurance brokers experienced in credit insurance are the key link to understanding the product and obtaining appropriate and cost-effective coverage. Several insurance brokers will share their thoughts about how to navigate the trade credit insurance market and use EXIM Bank insurance to grow your business.

#### **Financing Medium-Term Transactions**

EXIM Bank staff will discuss innovative approaches to financing medium-term transactions for US exporters, including financing the export of environmental goods and services.

#### **Evolution of Fraud Risk Management at EXIM**

A discussion regarding the ever-changing landscape of fraud risk.

5:30 – 7:00 p.m.

### **Reception**

## **March 29 - DAY TWO**

7:30 a.m. **Continental Breakfast** (*Exhibit Hall*)

9:00 – 9:05 a.m. **Welcome Remarks** (*Regency Ballroom*)

9:10 – 9:25 a.m. **Keynote Remarks**

9:30 – 10:00 a.m. **Africa & Energy: The Fierce Competition to Provide Energy across the Continent**

Africa's demand for electricity is expected to increase by more than two-thirds between now and 2040. It is estimated that \$450 billion will be needed to build new power generation capacity on the continent over the next 25 years. Competition for energy projects in Africa has never been more intense, with China leading the way. This panel discusses the strategic importance of America's ability to win energy projects in Africa.

10:05 – 10:35 a.m. **A Conversation with the Chairman of GE Gas Power**

A well-respected executive at General Electric, John Rice came out of retirement to take the helm of GE's newly formed Gas Power unit. Rice discusses the challenges GE and other American companies face as they compete for major energy projects around the globe.

10:40 -- 11:10 a.m. **The Multiplier Effect: How Export Credit Protects the U.S. supply Chain**

For every large U.S. market leader exporting goods, there are often thousands of small- and medium-sized companies supplying components to the final product. This panel explores the importance of preserving and protecting manufacturing jobs across the U.S. supply chain, in terms of both American employment and protecting intellectual property.

11:15 a.m. – 12:15 p.m.

### **Concurrent Breakout Session Three**

#### **Modifying EXIM Bank's Working Capital Guarantee Fees**

In this session, learn how EXIM Bank is considering changing the WCGP fees under a risk based approach to better reflect current market practices in pricing asset-based loans and incorporate a risk based approach for individual borrowers and lenders.

The session will include EXIM Bank staff and will provide attendees with the opportunity to ask questions and offer suggestions for changes to the WCGP pricing.

#### **Ask the Experts: ECA Activity around the World Ten Years after the Financial Crisis**

The competitive landscape for U.S. exporters changed rapidly during the financial crisis. Here is your chance to ask the experts about the global export credit agency (ECA) arena. Is ECA financing a discriminating factor among bids that influences procurement decisions? Are the OECD export credit rules necessary in today's world? What challenges will American exporters face to grow sales abroad? This data-driven discussion will explore the wider world of ECAs from different perspectives, with a deep dive into:

- the data available to observers interested in understanding the official export finance market;
- how the global ECA arena has changed since the financial crisis and what roles they play today (e.g., strategic; development; jobs creation); and
- which ECAs are emerging as leaders in various regions and sectors and what are they doing to win the bids.

12:30 – 2:00 p.m.

### **Lunch, Awards Ceremony, and Closing Remarks** *(Regency Ballroom)*