
Log into the virtual event platform; connect with peers around the world

09:00 - 09:40
Main conference

Connect with delegates spontaneously, or schedule meetings in advance.

Chair's welcome

09:40 - 09:45
Main conference

Participants

Diana Smallridge - President, International Financial Consulting

Geopolitical update: Evolving risks and post-pandemic recovery

09:45 - 10:15
Main conference

- Evolving impact of COVID fallout, pandemic responses; changing political environments, risks
 - US Government support, DSSI, rescheduling of sovereign debt; impact on economic recovery, trade finance, credit, risk

Participants

David Anderson - President, Anderson Risk Consultants

Nick Redman - Editor in Chief & Director of Analysis, Oxford Analytica

Economic insight: Making sense of divergent short and long term dynamics

10:15 - 10:45
Main conference

- Economic environment, recovery post-pandemic; impact on different sectors; inflation, interest rates, monetary policy
- To what extent are we on the road to recovery?
- Impact for ECAs, banks, private insurers, corporates

Participants

Steven Ricchiuto - Chief Economist, Mizuho

Networking break; connect in the virtual networking lounge

10:45 - 11:25
Main conference

Market update: Credit and Political Risk Insurance

11:25 - 12:15
Main conference

- Evolving demand for credit insurance and political risk insurance
- IACPM Market update Survey; update on private credit risk insurance, non-payment credit insurance; focus on banks
 - How the market is working, facility volume
 - How much does this tool affect the true economy?
- Are insurers seeing losses? If so, in which sectors?
 - Getting back to giving more credit; Milestones from insurer's point of view

Participants

Lisa Varney - SVP, Head of Credit Risk Insurance, Corporate and Investment Banking, Wells Fargo

Amy Shinkman - Vice President, Export Credit Insurance, Export-Import Bank of the United States

Lian Phua - Head of Americas, Global Political Risk, Credit & Bond, AXA XL

Jean-Maurice Elkouby - MD, Loan Capital Markets and Credit Insurance, ING Bank

Jennifer Bearden - Associate Director, IACPM

Drivers and benefits of using Trade Credit Insurance

12:15 - 13:00
Main conference

- What are the drivers for credit insurance in today's world? The trade and non-trade worlds
 - Beyond risk mitigation; Lower cost of capital, improved returns on the transaction
 - Why banks are using the product; main goal of using the tool
 - The insurer's perspective; how their policies are being used, how has it changed their offerings, who are they looking to deal with?
- Non-traditional applications of credit insurance e.g. non-trade
 - New applications of credit insurance product, new asset classes, structures
 - Insurance covering Significant Risk Transfers (SRTs); credit insurance being applied to a different asset class and securitisation structure
 - Supporting banks that are lending to PE, asset managers, funds (net asset value lending/loans)
- Where is our business moving?
 - Renewable power, digital infrastructure

Participants

Brad Dunderman - Executive Director, Private Insurance Placement, SMBC

Marcos Hepp - Director Structured Trade Finance Director & Credit Management, Volvo

John Cherkezian - President, Norex International LLC

David Jaquet - Director, ING Capital LLC

Networking lunch break

13:00 - 14:00
Main conference

SESSIONS

DAY 1 AGENDA: LIVE-STREAMED IN EST - 05/10/2021

ExCred Americas

October 5 - 6 2021

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On Demand Afterwards

The changing role of Multilaterals

14:00 - 14:45

Main conference

- COVID response, lending initiatives from Multilaterals; how long will they be needed? Is there more demand now for support for recovery?
- Are multilaterals changing their focus? If so, how?
 - Multilaterals and DFIs using credit insurance to support portfolio activities as opposed to individual transactions
 - Public-private collaborations going forwards
- ESG and climate risk
- Future outlook; What's on the horizon? Innovations

Participants

Moderator: Anne Marie Thurber - Group Head of Export and Agency Finance, Americas, SMBC

Jorge Arbache - Vice President for Private Sector, Development Bank of Latin America (CAF)

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

The role of ECAs

14:45 - 15:30

Main conference

- Updates from ECAs
- US EXIM Bank; reflecting on COVID response a year later; ongoing impact
 - Working capital guarantee program and supply chain finance program; programs have been recently expanded; will they be permanent?
- Changing role of ECAs;
 - Relationship with China; competition
 - ECA mandates under pressure; SDGs, local content, domestic support
 - Climate risk and opportunities; Net-Zero commitment; Implications for ECAs
 - Impact of climate on projects

Participants

Henrique De Azevedo Avila - Senior Advisor, Banco Nacional de Desenvolvimento Economico e Social (BNDES)

Daniel Pinho - Senior Vice President and Assistant Group Manager, PNC Financial Services Group

Hayato Tani - Representative for the Americas, NEXI

Professor Prof. Andreas Klasen - Professor of International Business & Head of Institute for Trade and Innovation, Offenburg University

Alban d'Herbès - Regional Manager - Latin America, Bpifrance

Patrick Gang - Head of Export & Agency Finance, Bank of America

Chair's summary

15:30 - 15:35

Main conference

Participants

Diana Smallridge - President, International Financial Consulting

Networking break; connect in the virtual networking lounge

15:35 - 16:35

Main conference

SCHEDULE

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10:00	10:15 - Economic insight: Making sense of divergent short and long term dynamics 10:45 - Networking break; connect in the virtual networking lounge
11:00	11:25 - Market update: Credit and Political Risk Insurance
12:00	12:15 - Drivers and benefits of using Trade Credit Insurance
13:00	13:00 - Networking lunch break
14:00	14:00 - The changing role of Multilaterals 14:45 - The role of ECAs
15:00	15:30 - Chair's summary 15:35 - Networking break; connect in the virtual networking lounge

Log into the virtual event platform; connect with peers around the world

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Chair's opening remarks

09:40 - 09:45
Main conference

Participants

Diana Smallridge - President, International Financial Consulting

Challenges and opportunities in LatAm

09:45 - 10:30
Main conference

- Economic outlook for Brazil; Debt; Impact on banks and insurers
- Latest political developments across LatAm; Impact of election results; Peru, Colombia, Mexico,
- Business environment in LatAm, what is happening on the ground? Expectation for those economies; challenges and opportunities
- Future outlook; opportunities in LatAm

Participants

Juan Velandia - Vice President Emerging Markets, Nomura Securities International

Valentino Gallo - Founding Partner, Javalyn Partners

Ivan Oliveros - Partner, Atlántico Capital

The state of the Supply Chain Finance market; Digesting the post-Greensill fallout

10:30 - 11:20
Main conference

- Using trade credit insurance for Supply Chain Finance
 - Why Greensill was a unique case
 - Corporate practices; sourcing funding, risks taken; future receivables
 - Missed warning signs, red flags; key lessons
 - Importance of understanding your insurance as a loss payee
 - The future of supply-chain finance and trade finance post-Greensill
 - Impact on banks, market confidence in trade finance solutions
 - Best practice for Supply Chain Finance transactions; unique supply chain finance risks, best mitigators

Participants

Diogo Figueiroa - SVP Head of Global Trade & Supply Chain, Banco de Sabadell S.A.

Adriano Dariva - Head Trade Sales, Financial Institutions and Insurance, Lloyds Bank

Bill Folker - SVP, Supply Chain Finance Technical Sales, Citizens Bank

Anton Posner - CEO, Mercury Resources

Networking break; connect in the virtual networking lounge

11:20 - 11:50
Main conference

The rise of non-bank lending

11:50 - 12:35
Main conference

- Growing role of non-bank lenders, trade finance practitioners; increasing activity; PE funds, investment managers, institutional investors
- Pros and cons; challenges and opportunities
- Future outlook

Participants

Mead Welles - President and CEO, Octagon Asset Management

Vinod Iyer - Managing Director, Structured Commodity Solutions & Syndication, Macquarie

Bryan Maloney - CEO & Co-Founder, Harbor Trade Credit

Lewis Hart - Managing Director, Brown Brothers Harriman & Co.

Colin Sheldon - Co-Founder, Managing Partner & Chief Investment Officer, Drumlin Capital Management, LLC

Claims market update: Activity and volatility

12:35 - 13:20
Main conference

- Are claims being paid? Activity and challenges
- How will the market respond to rising default rates post-pandemic?
- What to expect from a claims process in the private market; various stakeholders' perspectives

Participants

Michael Knoerzer - Partner, Clyde & Co

Andrew Grant - Partner, Clyde & Co

Ellen Snow - Partner, Clyde & Co

Robert Caouette - Director, Claims and Recoveries Group, Export Development Canada

Networking break; connect in the virtual networking lounge

13:20 - 14:20
Main conference

Successfully integrating ESG into financing and insurance

14:20 - 15:10
Main conference

- Strategies for practically implementing ESG
 - Examples; project finance transactions in LatAm, renewable energy
 - How to treat these transactions differently; providing advantages, concessions e.g. pricing
 - How to sustain sustainability, incentivise good behaviours; Commercial incentives
 - The role of various stakeholders; insurers, reinsurers, banks in integrating ESG; opportunities and challenges
 - Importance of good governance; transparency, monitoring
 - ESG analysis; credit risk analysis; How to best measure, score and rate ESG factors;
 - What's going to happen to sectors like oil & gas if the risk is only with a few players?

Participants

Christine McWilliams - Global Head Commodity & Energy Trade, Citi

Filipe Mossmann - Managing Director - Head of Trade Sales, Americas, Standard Chartered Bank

Kristi Eberhardt - Managing Director & Head of Sustainable Finance, PNC Debt Capital Markets

Amar Pradhan - Director, Mobility Impact Partners

Lori Helmers - Executive Director, J P Morgan

SESSIONS

DAY 2 AGENDA: LIVE-STREAMED IN EST - 06/10/2021

ExCred Americas

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On Demand Afterwards

Tackling fraud in trade and commodity finance

15:10 - 15:55

Main conference

- Increasing fraud during the pandemic; invoices, electronic trade documentation, receivables, claims emanating from fraud
 - Signs to look out for
 - Drivers; Remuneration structures, cultures of excessive risk, lack of transparency
 - Impact on customers, insurers and banks; invoices, electronic trade documentation, receivables
 - How to mitigate the Impact
 - Use of Fintech, digitisation of trade

Participants

Lionel Autret - Managing Director, Trade & Commodity Finance, Rabobank

Raymond Guillem - Founding Partner, Chief Investment Officer, Latitude20 Capital Partners LLC

Michael Rogers - Executive Vice President & Chief Operating Officer, Finacity Corporation

Chair's closing remarks

15:55 - 16:00

Main conference

Participants

Diana Smallridge - President, International Financial Consulting

Networking follow-up; connect and bond in the virtual networking lounge

16:00 - 17:00

Main conference

SCHEDULE

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11:00	11:20 - Networking break; connect in the virtual networking lounge 11:50 - The rise of non-bank lending
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