
Networking: Registration & Coffee

08:15 - 09:00

Chair's Opening Address

09:00 - 09:10

Participants

Diana Smalridge - President, International Financial Consulting

Global Geopolitical Risk

09:10 - 09:40

There is no shortage of instability across the globe today. From the escalating trade war between China and the US, to rising tensions in the Gulf. This session explores:

- Key geopolitical developments affecting global trade and investment appetite
- Hotspots to keep an eye on for the next 12 months

Participants

Shailesh Kumar - Head of Country, Credit, and Economic Research (Credit and Political Risk), The Hartford

Africa Debt and Politics

09:40 - 10:10

Participants

Moderator: Shailesh Kumar - Head of Country, Credit, and Economic Research (Credit and Political Risk), The Hartford

Darias Jonker - Director, Africa, Eurasia Group

Ayomide Mejabi - Chief Economist: Sub-Saharan Africa, JP Morgan

Natznet Tesfay - Executive Director, Africa Analysis, Economics and Country Risk, IHS Markit

Matt Robinson - Associate Managing Director, Middle East and Africa Sovereign Ratings Team, Moody's

Lending in Africa: Is There a Liquidity/Risk Mitigation Mismatch?

10:10 - 10:50

- What is causing the increasing flow of transactions?
- Is single source contracting for Infrastructure a concern? Where do we stand on buying stadiums vs. water projects, for example?
- Are African governments doing enough regarding corruption and transparency?
- Addressing the capacity vs. demand mismatch; what avenues are available to provide enough capacity to mitigate the amount of Sub Saharan African demand
- Is there appetite for and is there a capacity for lending directly to the private sector in Sub-Saharan Africa?
- Does perception of risk match the reality and how do we change that perception to increase liquidity?
- How can African governments bring down the cost of funding and what is the appropriate role of multilateral financial institutions in Sub-Saharan Africa?

Participants

Moderator: Jared Kotler - Head of Credit and Political Risk, The Hartford

John Lentaigne - Acting CEO, African Trade Insurance Agency

Craig Weitz - Principal: Export Credit Finance, Nedbank

George Bellord - Director, BPL Global

Kofi Asumadu Addo - Head of Guarantees & Specialised Finance, Afreximbank

Bhavtik Vallabhjee - Head: Power, Utilities and Infrastructure, Absa Bank

Going Green: Closing the SDG Financing Gap

10:50 - 11:30

- How can trade and export finance / insurance contribute to closing the SDG Financing gap?
- How should the mandate of ECAs evolve to incorporate the SDGs?
- How should ECA mandates shift to take into consideration their national's government commitments under the Paris climate agreement?
- Do 'sustainable' transactions have a better risk / reward performance? How do underwriters consider any embedded environmental, social or governance risks?
- What can the industry learn from adjacent sustainable finance fields? E.g. green bonds, ESG investing, etc.?

Participants

Moderator: Diana Smalridge - President, International Financial Consulting

Co-Chair, ICC Export Finance Sustainability Working Group: Chris Mitman - Head of Export & Agency Finance, Investec

Rudolf Putz - Head of Trade Facilitation Programme, EBRD

Carole Macaire-Freyner - Global Head of Syndication-Distribution, Natixis

Hussein Sefian - Founding Partner, Acre Capital

Networking: Morning Break

11:30 - 12:00

Coping with More Claims

12:00 - 12:40

Given the Berne Union reporting an increase in claims this year, how can underwriters make sure the policy performs as it should?

Participants

Andrew Grant - Partner, Clyde & Co

Andrew Underwood - UK Regional Product Lead for Political Risk, Credit and Bond Insurance, AXA XL

Coming Together: Executing Interoperability Across Trade and FinTech

12:40 - 13:20

Though digitisation is already transforming a lot of trade and finance, the future is still ambiguous.

- How is the market digitalising now? How can the risk community pick the right venture? Who is embracing it?
- What is it the end user of insurance actually wants from tech?
- How can this be harmonised for the entire industry?
- How tech bring efficiency without losing the value of the face-to-face business of underwriting?
- How can it be utilised to mitigate fraud risk?
- What are the major obstacles still to overcome? What is currently holding back digitisation?

Participants

Moderator: Sian Aspinall - Joint Managing Director, BPL Global

John Galani - COO - Europe & Middle East, Rhodium Resources

Marc Meyer - Senior Vice President - Subject Matter Expert Insurance, Tinubu Square

Evgeny Kulyushin - Director, SCHUMANN

Veronica Assandri Foldnes - Head Soft Commodity Trade Finance, Swiss Re Corporate Solutions Ltd

Networking Lunch

13:20 - 14:20

Public Agency Worldview: Emerging Market Insights:

14:20 - 15:00

Long Term Development

- Which emerging markets are trending now and why?
- Is there a supply gap for infrastructure financing in emerging markets?
- If so, what is causing the gap and how can regional / local / private players be leveraged to support emerging market projects?
- Are regulatory reforms needed?
- How can we attract alternative investors and what innovations are needed?

Participants

Moderator: Fabrizio Mazza - Managing Director, Global Public Agency Leader, Credit Specialties, Marsh JLT Specialty

Maëlia Dufour - Director - International Relations, Business Development, Rating, BPI France

Stefan Karlsson - Head Analyst and Deputy Director, EKN

Andreas Klasen - Professor of International Business, Offenburg University

Euan Marshall - Global Head of Syndications, International Finance Corporation

Choosing the Right Risks

14:20 - 15:00

Underwriting into 2020

- How to underwrite in this riskier global environment? How do you pick the right transaction?
- Is there too much focus on obligor track records? How do you decide how a company will manage a downturn?
- Will the large capacity for single risk in the private market continue?
- Is it possible to attract different users to the market?
- How can a deeper market for insurance of swaps and derivatives be developed?
- How can banks be supported, including from reinsurance treaties, for acquisition and leveraged finance?
- Why do certain banks have syndication teams for insurance?
- How can insurance be more effectively used for portfolios of short-term obligations like receivables?
- What about longer term obligations like aviation financing?

Participants

Moderator: Vlad Bobko - Chief Broking Officer and Head of Specialty for Aon Central and Eastern Europe and FSU, Aon

James Wilson - Head of Credit and Political Risk Insurance (CPRI) - UK & Continental Europe, The Hartford

Nicholas Jones - Vice President, Credit & Operations - Americas, Volvo Financial Services

Jim Thomas - Head of Credit and Political Risk, Everest Insurance

Rachael Anstock - Head UK- Credit & Political Risks, Zurich

Tsvetan Pavlov - Credit Insurance, Standard Chartered Bank

Financing Projects for the Energy Transition

15:00 - 15:50

Long Term Development

- How have renewables project financing evolved over the past 5 years in terms of scope, region, technologies and financing structures?
- What is the difference between green loans and lending to transactions with an environmental / green aspect?
- Where is the liquidity for these deals and how has the investor base evolved?
- How has the insurance markets (ECA and CRI market) been involved in these transactions?
- What are the expectations for this market going forward? (i.e., growth, regional differences between Americas, EMEA, Asia, technologies, etc.)

Participants

Moderator: Sian Aspinall - Joint Managing Director, BPL Global

Joe Martin - Credit and Political Risk, Everest Re

Amar Pradhan - Managing Director, Beam Securities

Jørn Sørensen - Department Director, Country, Bank & Sector, EKF

Lise Kessler - Global Head of Credit Risk Insurance, Crédit Agricole CIB

Matthew Beckett - Director, Insurance Placement, SMBC

Supporting SME Exporters

15:00 - 15:40

Underwriting into 2020

- How can more SMEs gain access to trade finance and export finance?
- How is it possible to enable deals between £5m to £30m when banks are unable to viably finance them?
- Could concessional lending enable more SMEs to gain access to export finance? What are the obstacles to this?
- What have been the most useful ways the insurance product has been used to support your business? What are the existing shortfalls of the product?

Participants

Moderator: Mark Abrams - Director, Head of Trade Finance, Trade Finance Global

Yvonne Wedel-Andersen - Head of Operations, Bibby Factors International Limited

BExA Co-Chairman – SME & Micro-Exporter: Geoffrey de Mowbray - CEO, Dints International

Robert Frank - Global Head of Insurance and Risk Mitigation, Gerald Group

Francesca Beomonte - Global Head of Structured Trade & Export Finance, UniCredit

Networking: Afternoon Refreshments

15:50 - 16:20

Update on Regulation Impacting Export Credit/ Credit Insurance

16:20 - 17:00

- Implementing Basel III and planning for Basel IV
 - the latest EBA Consultation and EU & National regulator updates
 - what has changed with the latest consultation and how will it impact credit insurance and export credit?
- Initiative to reform the OECD consensus and the impact this could have on export credit
- What other regulation should underwriters and lenders be aware of?
 - e.g. ECB guidance on provisioning the secured portion of non-performing loans

Participants

Moderator: Audrey Zuck - Director, A2Z Risk Services Ltd

Jean-Maurice Elkouby - Managing Director, Syndicated Finance, ING Bank

Jonathan Joseph-Horne - MD & Global Co-Head of Structured Export Finance, SMBC

Sébastien Heurteux - Deputy Head Portfolio Management Solutions, BNP Paribas

David Neckar - Executive Director, Political and Credit Risk at Willis Tower Watson, Willis Tower Watson

The Credit Cycle Turning? Macroeconomic Overview

17:00 - 17:40

This session will examine the key macroeconomic developments to expect over the next 12 months and beyond.

- What will the consequences be of the mounting corporate debt in the US and Europe?
- What is the fall out of the escalation of the US/ China trade war?
- Will Western economies go into recession? When is this likely occur?
- Will this trigger a global recession?

Participants

Dr. Michael Menhart - Chief Economist, Munich Re

End of Conference Drinks Reception sponsored by BPL Global

17:40 - 18:40

SCHEDULE

CONFERENCE DAY ONE - 03/03/2020

ExCred International

March 3-4, 2020
Hilton London Tower Bridge
London

TIME	LONG TERM DEVELOPMENT	UNDERWRITING INTO 2020
08:00	08:15 - Networking: Registration & Coffee	08:15 - Networking: Registration & Coffee
09:00	09:00 - Chair's Opening Address 09:10 - Global Geopolitical Risk 09:40 - Africa Debt and Politics	09:00 - Chair's Opening Address 09:10 - Global Geopolitical Risk 09:40 - Africa Debt and Politics
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11:00	11:30 - Networking: Morning Break	11:30 - Networking: Morning Break
12:00	12:00 - Coping with More Claims 12:40 - Coming Together: Executing Interoperability Across Trade and FinTech	12:00 - Coping with More Claims 12:40 - Coming Together: Executing Interoperability Across Trade and FinTech
13:00	13:20 - Networking Lunch	13:20 - Networking Lunch
14:00	14:20 - Public Agency Worldview: Emerging Market Insights:	14:20 - Choosing the Right Risks
15:00	15:00 - Financing Projects for the Energy Transition 15:50 - Networking: Afternoon Refreshments	15:00 - Supporting SME Exporters 15:50 - Networking: Afternoon Refreshments
16:00	16:20 - Update on Regulation Impacting Export Credit/Credit Insurance	16:20 - Update on Regulation Impacting Export Credit/Credit Insurance
17:00	17:00 - The Credit Cycle Turning? Macroeconomic Overview 17:40 - End of Conference Drinks Reception sponsored by BPL Global	17:00 - The Credit Cycle Turning? Macroeconomic Overview 17:40 - End of Conference Drinks Reception sponsored by BPL Global

Morning Networking: Coffee and Registration

08:30 - 09:30

30 Years of Credit and Political Risk

09:30 - 09:50

To kick off the 30th anniversary edition of the conference series, the Berne Union market overview will also look at how the industry has developed over the past 30 years.

Participants

Vinco David - Secretary General, Berne Union

Reinsurance Market Overview

09:50 - 10:30

- How is capacity looking going further into 2020?
- What are the areas of interest for reinsurers?
- Could reinsurers be a source of additional capacity for portfolio based underwriting demand?
- How do underwriters view the takeaways from the rest of ExCred International this year?

Participants

Moderator: Gregory King-Underwood - Director, Global Reinsurance and Portfolio Solutions, BPL Global

Tuukka Andersén - VP and Head of Underwriting, Large Corporates, Finnvera

Julian Spiegel - Senior Underwriter Trade Credit, Surety, Political Risk, Navigators Re

Marco Schiattone - Financial Risks Senior Underwriter and Member of Senior Management, PartnerRe

Dorota Filant - Chief Transaction Manager, KUKE S.A.

Bank vs Non-Bank Funding in Global Trade Finance Markets

10:30 - 11:10

- What are the trends based on the ICC market report for banks and non-bank funding?
- Are non-banks really active and if so how much more than traditional bank financing?
- How have bank's involvement in originating and syndications changed in the past several years? Do they partner with funds and non-banks?
- What caused non-bank funds to enter the space? Why do investors want this type exposure? How are funds partnering with banks?
- Is bank versus non-bank funding different?

Participants

Moderator: Diana Smallridge - President, International Financial Consulting

Walter Gontarek - Chief Executive & Chairman, Channel Capital Advisors

James Pumphrey - Head of Structured Trade & Export Finance, UK, Deutsche Bank AG

Suresh Hegde - Head of Structured Private Debt, NN Investment Partners

Duarte Pedreira - Head of Trade Finance, Crown Agents Bank

Networking: Morning Refreshments

11:10 - 11:40

Theory and Practice: Maximising Recoveries

11:40 - 12:20

Given the importance of recoveries in the underwriting industry, this session will shed some light on the best practices and mechanics underlying the recoveries process.

- If an underwriter pays a loss, how much are they likely to get back?
- What should underwriters consider in the structuring process?
- What are the best post-loss recovery situations?
- What are the expectations of the insured and the underwriter?
- What are more banks and underwriters doing for their recovery strategy?
- When do underwriters take an assignment? Why do they not do this more often?
- Are underwriters able to take a defaulted loan onto their accounting books?
- What new forms of fraud is the insurance market seeing? What are the best ways of detecting this?
- How can the payment of claims be accelerated?

Participants

Moderator: Keith Hutchinson - Partner, Clyde & Co

Catherine Aubert - Head of Trade Credit & Political Risk Insurance, Societe Generale

Natalie Chiamonte - Senior Vice President and Senior Underwriter, Sovereign Risk Insurance Ltd

Saqib Mustafa - Executive Director, Santander CIB

Stephen Renna - Chief Banking Officer, U.S. EXIM Bank

Understanding the Side Effects of Digitisation

12:20 - 13:00

- Where have the established consortia branched out and created partnerships with new industries?
- What other revenue streams have become accessible because of this?
- Has this enabled the ability to underwrite greater volume?
- With increased transparency, how do you address the commoditisation of corporate data?
- With the advent of cyberwarfare, do current CPRI policy wordings account for this?
- If a company goes bankrupt due to poor cyber management, is that covered in the policy?
- How can tech be leveraged to obtain data where it is not available?
- How could digitalised securities help facilitate underwriting, ratings and monitoring?

Participants

Amar Pradhan - Managing Director, Beam Securities

Chair's Closing Remarks

13:00 - 13:10

SESSIONS

CONFERENCE DAY TWO - 04/03/2020

ExCred International

March 3-4, 2020
Hilton London Tower Bridge
London

Networking Lunch

13:10 - 14:10

Invite Only 30th Anniversary Drinks Reception

18:00 - 21:00

SCHEDULE

CONFERENCE DAY TWO - 04/03/2020

ExCred International

March 3-4, 2020
Hilton London Tower Bridge
London

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10:00	10:30 - Bank vs Non-Bank Funding in Global Trade Finance Markets
11:00	11:10 - Networking: Morning Refreshments 11:40 - Theory and Practice: Maximising Recoveries
12:00	12:20 - Understanding the Side Effects of Digitisation
13:00	13:00 - Chair's Closing Remarks 13:10 - Networking Lunch
14:00	
15:00	
16:00	
17:00	
18:00	18:00 - Invite Only 30th Anniversary Drinks Reception