

### Coffee and Registration

08:30 - 09:00

### Chair's Opening Remarks

09:00 - 09:10

### Participants

**Colin Heritage** - Managing Director, London Wall Risk

### Trends in Credit and Political Risk Appetite and Capacity

09:10 - 09:30

Underwriting Overview

Hear the insurance industry's perspective on the latest developments on the global commodity and project finance markets.

- What is the current capacity in the market?
- Is capacity meeting demand now?
- Which markets and sectors do insurers appetite favour?
- What sort of information do underwriters look for in potential deals and partnerships?
- Is there a concentration of exposures to meet a stronger focus of lenders on lower risk, higher volume clients? Does that make it more difficult for other lenders to find cover for similar exposures?
- Are there any new insurance products applicable to loans or structured finance?
- How many claims have there been on commodity deals in the last year? Are there any notable trends?

### Participants

**Vinco David** - Secretary General, Berne Union

### Underwriting Commodity Risk: Process Insights

09:30 - 09:50

Underwriting Overview

### Participants

**Tim Bradford** - CEO, Leadenhall

### Claims Round Table: Industry Insights Into 2020

09:50 - 10:40

Underwriting Overview

### Participants

**Sander Stujit** - Head of Structured Commodity Finance, EMEA, Deutsche Bank

**Tim Bradford** - CEO, Leadenhall

**Marian Boyle** - Partner, Sullivan and Worcester

**Moderator: Lorna Pillow** - Deputy Chairperson, ITFA

**Nick Kilhams** - Chairman of the Lloyd's LMA Non-Marine Committee, Lloyd's Syndicate 1084

**Rupert Cutler** - Director of the Financial & Political Risk Division, Parker Norfolk & Partners Ltd.

### Morning refreshments

10:40 - 11:20

### Banking Perspective

11:20 - 12:10

Commodity Financiers

- What are the broad trends in commodity financing? Have China's relaxed oil import regulations changed flows?
- Where are you seeing project finance demand? Any particular regions and sectors?
- How are banks planning to use the insurance product going forward? Is it to free up more capacity? What else can be done?
- How could the revised PRA regulations potentially impact business and the use of insurance?
- To what extent do banks view new underwriters from markets like Malaysia and Dubai? Are they able to gain capital relief from them? If not, how could this be achieved?
- How do their payout ratios compare to established insurers?

### Participants

**Saqib Mustafa** - Executive Director, Santander CIB

**Mark Robinson** - Global Credit Insurance Group, Standard Chartered

**Boris Jaquet** - EMEA Regional Head, Distribution & Trading, Deutsche Bank

**Duarte Pedreira** - Head of Trade Finance, Crown Agents Bank

**Michael Rolfe** - Head of Commodity Finance, Bank Leumi

**Moderator: Martin Staude** - Senior Underwriter, Swiss Re

### Commodity Traders Spotlight

12:10 - 12:50

Commodity Financiers

This panel discussion is a chance to get an insight into what motivates trader's operational financial decisions.

- On which premise do specific deals go to specific banks?
- Are underwriters moving away from covering trader risk in favour of bank portfolios?
- Are traders moving to smaller, alternative lenders with new structures? Are underwriters comfortable with these structures?
- What are the other challenges traders are facing in terms of financing and underwriting?

### Participants

**Khai Vualnam** - COO, Satoshi Systems

**Tarun Naruka** - Head - Capital Markets, Global, GP Global WOS

**Moderator: Gaurav Sharma** - Oil & Commodities Analyst, Forbes

**Andrew Hall** - Head of Corporate Development & Investor Relations, Vast Resources PLC

### Networking Lunch

12:50 - 14:10

### Towards a Data Marketplace: Digitization in Commodity Trade Finance

14:10 - 14:50

Commodity Futures

With a growing number of marketplaces and blockchain-backed platforms, it seems FinTech is flourishing in the commodity trading place. But are insurers keeping up?

- To what extent is Blockchain and other tech actually being used in commodity finance today?
- What are the main obstacles for further integration and adoption?
- What are the shortcomings in existing technology?
- How can underwriters benefit? What else does the industry need to do?
- Unlike in construction and logistics, why is there no organised marketplace for commodity trading data? How would this help underwriters and other traders?

### Participants

**Saurabh Goyal** - Founder & CEO, Satoshi Systems

**Moderator: Deepesh Patel** - Director, Partnerships and Marketing, Trade Finance Global

**Cécile André** - Europe Banking Lead, Accenture

**Emmanuelle Ganne** - Senior Analyst, WTO

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### Basel IV and Insuring Commodity Finance

14:50 - 15:30

Commodity Futures

- What is the current state of Basel regulation?
- What are the current proposals under the new Basel regulation?
- What has the industry been doing in response to the latest EBA Consultation Paper?
- What potential impact could it have for banks who use insurance for capital relief?
- How will this effect policy wording?

### Participants

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

**Martin Neisen** - Global Basel IV Lead, PwC

**Daive Guidicelli, CFA** - Global Head Bank Trade & Infrastructure Finance, Swiss Re

**Moderator: Colin Heritage** - Managing Director, London Wall Risk

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### Networking Drinks Reception

15:30 - 16:30

# SCHEDULE

EXCRED COMMODITIES: INSURING COMMODITY AND PROJECT FINANCE - 17/09/2019

ExCred Commodities

17 September, 2019

Hilton London Tower Bridge  
London

<b>TIME</b>	<b>COMMODITY FINANCIERS</b>	<b>COMMODITY FUTURES</b>	<b>UNDERWRITING OVERVIEW</b>
<b>08:00</b>	<b>08:30</b> - Coffee and Registration	<b>08:30</b> - Coffee and Registration	<b>08:30</b> - Coffee and Registration
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