

Log in and start networking

13:00 - 13:25
ExCred APAC

Chair's opening remarks

13:25 - 13:30
ExCred APAC

All times listed are in SGT/UTC+8 Time zone.

Participants

Martin Phelan, Independent Industry Veteran

Evolving economic outlook for APAC: Short- and long-term challenges

13:30 - 14:10
ExCred APAC

- Update on evolving global trade flows, production, demand
- Impact of supply chain challenges, inflation

All times listed are in SGT/UTC+8 Time zone.

Participants

Ashley Brosnan - Director, Economics and Analysis, Australian Trade and Investment Commission (Austrade)

Tuuli McCully - Director, Head of Asia-Pacific Economics, Scotiabank

Rob Carnell - Chief Economist and Head of Research, Asia-Pacific, ING

Patrick Lau - Deputy Executive Director, Hong Kong Trade Development Council (HKTDC)

The geopolitical landscape in APAC and beyond; Impact on trade and insurance

14:10 - 14:50
ExCred APAC

- Key geopolitical developments affecting global trade and investment
 - Elections, transitions of power, political tensions
 - Ongoing COVID impact in APAC; Economic disruptions, lower consumption, increasing debt; social and political impact
- Hotspots and evolving risks to watch in 2022

All times listed are in SGT/UTC+8 Time zone.

Participants

Benjamin Charlton - Senior Analyst, Asia Pacific, Oxford Analytica

Daniel de Búrca - Head of Public Affairs, International Credit Insurance & Surety Association

Deepa Kumar - Deputy Head of Asia-Pacific Country Risk Team – Asia-Pacific Country Risk, S&P Global

Networking break; connect in the virtual networking lounge

14:50 - 15:20
ExCred APAC

- Schedule 1:1 video calls in advance, or have spontaneous calls and group conversations with delegates in the virtual exhibition hall

Challenges and opportunities for the insurance market in 2022; How is risk appetite and capacity changing?

15:20 - 16:05
ExCred APAC

- Impact of COVID and war in Europe on demand from insurance buyers and supply from the insurance market:
 - What are the banks needs as a buyer of credit insurance, is the insurance market supportive?
 - Have events of the last 12 months resulted in banks looking to mitigate existing exposures?
 - Have insurance buying habits or perception of cover required changed at all?
 - Have insurers changed their approach to risk underwriting?
 - Has the demand from insurance buyers been affected?
 - Has the role of ECAs or the requirements from Governments changed?
- Changing risk appetite and the evolving use of credit and political risk Insurance:
 - How and for what are banks using credit insurance, is this changing? is the insurance market adaptable?
 - Is Political Risk Insurance making a comeback?
 - Is the insurance market adapting to the changing requirements of credit insurance buyers?

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Participants

Ashish Makhija - Executive Director, Global Credit Insurance Group, Standard Chartered Bank

Michal Ron - Managing Director, Head of International Business, SACE

James Lord - Assistant Director, BPL Global

Jun Palanca - Head of Loan Distribution and Structured Credit Distribution Asia, Sumitomo Mitsui Banking Corporation

Thomas Ng - Associate Director, Asset Distribution, NORD/LB Singapore

SESSIONS

2022 AGENDA - DAY 1 - 29/03/2022

ExCred APAC

Returning May 2023
Singapore

The road to trade finance digitalisation

16:05 - 16:50
ExCred APAC

- What digitalisation can do for short-term and longer-term business; Improved information flow, efficiencies
- Where are we now? How are platforms being used?
 - Giving clients access to real-time information; exposures, premiums
 - Streamlining, efficiencies; improving the traceability of the supply chain
 - Bringing products to market
- Creation and use of various digital platforms; banks, brokers and insurers creating their own solutions
 - The need to cooperate to produce a market solution; How can the industry standardise and align?

Participants

Hannah Nguyen - Director – Digital Ecosystems, DSI, International Chamber of Commerce

Johan Egnell - Head of Asia, Mitigram

Tom James - CEO & CIO, TradeFlow Capital Management Pte Ltd

Samuel Mathew - Global Head, Flow and FI Trade, Standard Chartered

Clifton Tong - Co-founder and CEO, Fingreen Capital Limited

Enhancing public and private insurance cooperation

16:50 - 17:30
ExCred APAC

- How is Asian outbound activity being served by the mix of ECA and the private market?
 - ECA activities, practical examples
- How can multilateral, ECAs and private insurance optimize cooperation?
- How does the credit insurance market view risk in Asia?
- What is the private market view on specific countries, tenors and risk ratings?

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Participants

Kah Jin Khoo - Head of Insurance Division, Export-Import Bank of Malaysia Berhad

Philipp Merten - Director, Commerzbank

Markus Leichum - Divisional Head German Export Finance, Singaporean-German Chamber of Industry and Commerce

Jonas Millqvist - Co-Head of Origination Asia & Pacific, EKF

Chair's key takeaways for Day 1

17:30 - 17:35
ExCred APAC

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Participants

Martin Phelan, Independent Industry Veteran

Networking session: Connect with decision-makers across APAC

17:35 - 18:35
ExCred APAC

SCHEDULE

2022 AGENDA - DAY 1 - 29/03/2022

ExCred APAC

Returning May 2023
Singapore

TIME	EXCRED APAC
13:00	13:00 - Log in and start networking 13:25 - Chair's opening remarks 13:30 - Evolving economic outlook for APAC: Short- and long-term challenges
14:00	14:10 - The geopolitical landscape in APAC and beyond; Impact on trade and insurance 14:50 - Networking break; connect in the virtual networking lounge
15:00	15:20 - Challenges and opportunities for the insurance market in 2022; How is risk appetite and capacity changing?
16:00	16:05 - The road to trade finance digitalisation 16:50 - Enhancing public and private insurance cooperation
17:00	17:30 - Chair's key takeaways for Day 1 17:35 - Networking session: Connect with decision-makers across APAC

Log in and start networking

13:00 - 13:20
ExCred APAC

Chair's welcome to Day 2

13:20 - 13:25
ExCred APAC

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Participants

Martin Phelan, Independent Industry Veteran

To Insure or Not to Insure, that is the Question

13:25 - 14:05
ExCred APAC

- Receivables financing and capital relief
- Underwriting receivables financing from the perspective of an insurer
- Limiting the rights of the insurer and the obligations of an insured from the perspective of a financier
- The key terms of a trade credit insurance policy and how they may be varied

Participants

Stephen Polczynski - Managing Partner, Polczynski Robinson

Richard Lyne - Partner, Polczynski Robinson

Trade credit claims: Top 5 hot topics to be aware of

14:05 - 14:50
ExCred APAC

- Trade fraud as a claims trend
- The impact sanctions may have on a claim
- How insolvencies/restructurings can affect a claim
- To arbitrate or litigate a disputed claim?
- The importance of recoveries

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Participants

Vanessa Lim - Legal Director, Clyde & Co

Michael Morris - Partner, Clyde & Co

Samuel Jesuratnam - Regional Claims & Collections Head - Asia Pacific, Coface

The state of sustainable finance across the export finance industry

14:50 - 15:35
ExCred APAC

- Overview of what's happening in the market
 - Update on current projects; Banks implementing strategies, policies; who is doing what?
- Role of MDBs; use of sustainable instruments
- The role of ECAs in leveraging ESG; supporting exports; eligibility requirements, subsidising, KPI-linked financing
- How to balance sustainability targets with economic development in emerging markets

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Participants

Valentino Dass - Country Head - Malaysia, UK Export Finance

Bart Raemaekers - Unit Head, Guarantees and Syndications, Asian Development Bank

Steven Mulder - Director Structured Export Finance Asia, ING

Franck Kambou - Environment, Social and Climate Analyst, BPI France

Networking break; connect with decision-makers across APAC

15:35 - 16:00
ExCred APAC

From black to green: Challenges and opportunities in financing renewable energy

16:00 - 16:45
ExCred APAC

- Renewable energy transactions coming to the market; impact on banks, corporates
- What does the energy transition look like in various regions?
 - Energy; wind, solar; different types of assets, moving away from old models; need for better data collation
- Where are the next big markets for renewable energy projects?
- How do we manage the transition to renewables realistically? Challenges for insurers and brokers
- Insuring commodities in the green energy revolution
 - How can insurers be convinced to support these types of transactions?

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Participants

Pradeep Kejriwal - Director, Project Finance, BNP Paribas

Adolfo Dindo Abueg - Managing Director and Co-Head Project Finance Asia Pacific, Korea Development Bank

Koji Yamashita - Chief Representative for Asia and Oceania, NEXI

Expanding trade insurance in APAC

16:45 - 17:25
ExCred APAC

- How to facilitate wider adoption of credit and political risk insurance across Asia Pacific
 - Key challenges and areas of opportunity
- Would 100% coverage from the product ever be possible?
- Could banks collaborate to expand and refine risk management capabilities?
- What innovative new products and technologies are being used?
- How has development of platforms and alternative financiers contributed to this space?

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Participants

Chris Wohlert - Chief Executive HK Branch, Wells Fargo

Richard Wulff - Executive Director, International Credit Insurance & Surety Association

Hugh Burke - Chief Commercial Officer, Asia Pacific, Coface

SESSIONS

2022 AGENDA - DAY 2 - 30/03/2022

ExCred APAC

Returning May 2023
Singapore

Chair's key takeaways for Day 2 and closing remarks

17:25 - 17:30
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Participants

Martin Phelan , Independent Industry Veteran

Networking follow-up; connect with decision-makers across APAC

17:30 - 18:30
ExCred APAC

SCHEDULE

2022 AGENDA - DAY 2 - 30/03/2022

ExCred APAC

Returning May 2023
Singapore

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13:00	13:00 - Log in and start networking 13:20 - Chair's welcome to Day 2 13:25 - To Insure or Not to Insure, that is the Question
14:00	14:05 - Trade credit claims: Top 5 hot topics to be aware of 14:50 - The state of sustainable finance across the export finance industry
15:00	15:35 - Networking break; connect with decision-makers across APAC
16:00	16:00 - From black to green: Challenges and opportunities in financing renewable energy 16:45 - Expanding trade insurance in APAC
17:00	17:25 - Chair's key takeaways for Day 2 and closing remarks 17:30 - Networking follow-up; connect with decision-makers across APAC