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

09:00 - 09:30  
Main conference

Connect with delegates spontaneously, or schedule meetings in advance.

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### Chair's welcome

09:30 - 09:35  
Main conference

### Participants

**Diana Smallridge** - President, International Financial Consulting

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### Geopolitical update: Evolving risks and post-pandemic recovery

09:35 - 10:05  
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

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

10:05 - 10:35  
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

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### Networking break; connect in the virtual networking lounge

10:35 - 11:15  
Main conference

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### Market update: Credit and Political Risk Insurance

11:15 - 12:05  
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

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### Drivers and benefits of using Trade Credit Insurance

12:05 - 12:50  
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

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### Networking lunch break

12:50 - 13:50  
Main conference

# SESSIONS

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

ExCred Americas

October 5 - 6 2021

Live online sessions and networking | EST  
On Demand Afterwards

## The changing role of Multilaterals

13:50 - 14:35

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

**Rouzbeh Ashayeri** - Senior Underwriter, Head North America Business Development, The Multilateral Investment Guarantee Agency (MIGA)

## The role of ECAs

14:35 - 15:20

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 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

15:20 - 15:25

Main conference

### Participants

**Diana Smallridge** - President, International Financial Consulting

## Networking break; connect in the virtual networking lounge

15:25 - 16:25

Main conference

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10:00	10:05 - Economic insight: Making sense of divergent short and long term dynamics 10:35 - Networking break; connect in the virtual networking lounge
11:00	11:15 - Market update: Credit and Political Risk Insurance
12:00	12:05 - Drivers and benefits of using Trade Credit Insurance 12:50 - Networking lunch break
13:00	13:50 - The changing role of Multilaterals
14:00	14:35 - The role of ECAs
15:00	15:20 - Chair's summary 15:25 - Networking break; connect in the virtual networking lounge

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

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Main conference

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### Chair's opening remarks

09:30 - 09:35  
Main conference

### Participants

**Diana Smallridge** - President, International Financial Consulting

### Challenges and opportunities in LatAm

09:35 - 10:20  
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

**Jair Martinez** - Head of Latin America & Iberia, Finacity Corporation

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

10:20 - 11:10  
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

11:10 - 11:40  
Main conference

### The rise of non-bank lending

11:40 - 12:25  
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

12:25 - 13:10  
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

13:10 - 14:10  
Main conference

### Successfully integrating ESG into financing and insurance

14:10 - 15:00  
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, Treasury and Transaction Services,, 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, Head Export & Agency Finance Americas, J P Morgan

# SESSIONS

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

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## Tackling fraud in trade and commodity finance

15:00 - 15:30

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

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

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## Chair's closing remarks

15:30 - 15:35

Main conference

### Participants

**Diana Smallridge** - President, International Financial Consulting

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

15:35 - 16:35

Main conference

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