SESSIONS

EXCRED AMERICAS - CONFERENCE DAY ONE - 05/10/2020

Online Registration

09:30 - 10:00

Chair's Welcome

10:00 - 10:05

Participants

Diana Smallridge - President, International Financial Consulting

Global Geopolitical Risk

10:05 - 10:40

- How COVID-19 could potentially reshape the geopolitical landscape.
- Are we in store for a reorientation of the economic order due to the pandemic, and will that in turn affect alliances/national security priorities.
- Is this economic reshaping a natural trend, or one that could change based upon domestic political priorities and the electoral calendar?
- How will the economic fallout from the pandemic affect the global sovereign outlook and sovereign related stress?
- How does the rise in sovereign issuance affect the risk of currency inconvertibility, and overall demand for dollars?
- What's in store for monetary policy and the inflation outlook, and how will this in turn further affect geopolitics?

Participants

Shailesh Kumar - Head of Country, Credit and Economic Research, The Hartford

Development Finance During and After the Pandemic

10:40 - 11:15

- Overview of the U.S. International Development Finance Corporation and U.S. strategic engagement
- U.S. and partner response to COVID-19—healthcare resilience, liquidity, investment, and recovery
- Your questions answered

Participants

Caleb McCarry - Counselor to the Chief Executive Officer, U.S. International Development Finance Corporation (DFC)

Reflection and Opportunity. ExCred Pre- and Post-COVID-19: Where Do We Go From Here?

11:15 - 12:00

- Reflection and opportunity. ExCred pre- and post-COVID-19: where do we go from here?
- Today's dynamic market, how has it changed?
- Liquidity review – where's it coming from?
- Private money coming in and stimulus packages expanding market opportunities
- For entities who can't meet financing needs, what is that market seeing and how reacting?
- How companies are managing credit
- Were Government bailouts enough?
- Business continuity planning
- Sector review; what went well, cracks in the system, write-down, losses
- Review of the devices being used to expand credit
- How to leverage building bank capacity; syndications, derivatives
- Alternative capital providers
- Smaller FI's and how they are doing business

Participants

Moderator: Diana Smallridge - President, International Financial Consulting

Fiona Deroo - Managing Director - Global Trade Structuring & Supply Chain Finance Executive, Bank of America Merrill Lynch.

Valentino Gallo - Founding Partner, Conduit America Partners LLC

Aradhana Kumar-Capoor - Director and General Counsel, Legal Affairs and Claims, MIGA

30 minute stretch break - go and network with the exhibitors!

12:00 - 12:30

How are Corporates Accessing and Building Liquidity?

12:30 - 13:15

- Asset recovery purchases programme are front and center of mind
- Looking for insurance to manage risk on export side to draw finance
- Which insurance solutions are working best to unlock credit?
- Where are corporates going for financing?

Participants

Lewis Hart - Head of Commodities & Logistics, Brown Brothers Harriman & Co.

Economist Outlook

13:15 - 13:50

- To what extent is the US on the road to recovery?
    - how will this cycle differ from previous cycles in terms of recovery?
- Implications for recovery and expansion
- A quick view on sectors, liquidity, appetite
- How has the insurance industry fared during this crisis?
- Prospects for global trade and the potential for deglobalization
- Looking ahead to the Presidential election

Participants

Steven Ricchiuto - Chief Economist, Mizuho

15 minute break - grab a coffee!

13:50 - 14:05

Supply Chain and Risk

14:05 - 14:50

- The health of supply chain and health of companies being financed in commodity trade
- Collateral risk issues
- How COVID-19 has impacted supply chain risk, from political risk perspective
- Bank's approach to lending for supply chain and commodity cargo financing
- How politics and business will drive onshoring vs diversification of supply chain risk
- Building out the supply chain beyond APAC / US - China trade war – state of play

Participants

Anton Posner - CEO, Mercury Resources

Colin Tuffy - Head of Aluminum, North America, IXM

David Young - Chief Executive Officer, Oxford Analytica

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

Claims Market Update: Activity and Volatility

14:50 - 15:50

- A post-COVID-19 world review on claim’s activity, which countries are generating more claims
- Issues faced with insurance contracts
- Exclusions in credit insurance
- Rise in disputes; dispute resolution in Asia
- How insurance policies will change post pandemic
- Fraud avoidance; types of fraud and how to respond

Participants

Moderator: Andrew Grant - Partner, Clyde & Co

Michael Knoerzer - Partner, Clyde & Co

Ian Roberts - Partner, Clyde & Co

Keith Hutchison - Partner, Clyde & Co MENA

Michael Morris - Partner, Clyde & Co

David Anderson - Principal, Anderson Risk Consultants, LLC.

Recap and Close of Day One

15:50 - 15:55

Participants

Diana Smallridge - President, International Financial Consulting

SCHEDULE

EXCRED AMERICAS - CONFERENCE DAY ONE - 05/10/2020

ExCred Americas

5 & 6 October, 2020
Online via the conference app | On-demand afterwards

TIME	
09:00	**09:30** - Online Registration
10:00	**10:00** - Chair's Welcome **10:05** - Global Geopolitical Risk **10:40** - Development Finance During and After the Pandemic
11:00	**11:15** - Reflection and Opportunity. ExCred Pre- and Post-COVID-19: Where Do We Go From Here?
12:00	**12:00** - 30 minute stretch break - go and network with the exhibitors! **12:30** - How are Corporates Accessing and Building Liquidity?
13:00	**13:15** - Economist Outlook **13:50** - 15 minute break - grab a coffee!
14:00	**14:05** - Supply Chain and Risk **14:50** - Claims Market Update: Activity and Volatility
15:00	**15:50** - Recap and Close of Day One

Online Registration

09:30 - 10:00

Chair's Opening Remarks

10:00 - 10:05

Participants

Diana Smallridge - President, International Financial Consulting

The Unstoppable Path of Digitalization

10:05 - 10:35

- Let's see what digital can do!
- What is the market impact?
- What the next steps are

Participants

Ali Hackett - Chief Revenue Officer, LiquidX

Nathan Maggiotto - Director, LiquidX

Response to the Crisis

10:35 - 11:20

- ECAs and MDBs response
- Innovation and opportunity; how are programs fulfilling market need?
- What demand is being seen? What worked, what didn't - lessons learned
- Review of strategies under key sectors, how are ECAs handling exposure to troubled sectors?
- A glance at U.S. domestic opportunities
- Project finance / Guarantees
- Investment opportunities
- What market issues remain unsolved and next steps to maintain and support trade

Participants

Luke Lindberg - Chief Strategy Officer, Export-Import Bank of the United States

Janusz Wladyczak - CEO, KUKE S.A.

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

Sebastian Hofert von Weiss - Lawyer, Head of Project Finance, EY

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

15 minute break - grab a coffee!

11:20 - 11:35

Short-term Credit Insurance - Challenges and Opportunities

11:35 - 12:20

- Impact of COVID-19 crisis on the market
- Private vs. public on short term market- role of ECAs, government support, etc.
- Cancellable vs. non-cancellable limits – experience through the crisis
- Policy structure evolution
- Corporate vs. bank market

Participants

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

Todd Lynady - MD, Global Head of Insurance Sales and Business Development, LiquidX

Igor Zaks - President, Tenzor Ltd

Gary Mendell - President, Meridian Finance Group

Moderator: Diana Smallridge - President, International Financial Consulting

Credit and Political Risk Insurance Market Update

12:20 - 13:05

- How open is the CPRI market for risk? What is the current state of supply for the product?
- What areas of their portfolio are CPRI providers most worried about as we enter the post-COVID-19 world?
- How has COVID-19 been effecting the demand for both credit insurance and political risk insurance?
- How has the crisis effected the pipeline for new products in the CPRI market? Trade Disruption Insurance on the political risk insurance side and new asset classes (such as sports finance) on the credit insurance side
- Lessons learned from the current crisis and the steps needed to avoid a repeat in the future

Participants

Moderator: Vinco David - Secretary General, Berne Union

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

Ben Roberts - Manager – Specialty Lines, Meridian Finance

Lian Phua - Underwriting Manager, Global Political Risk, Credit & Bond, AXA XL

30 minute stretch break - go and network with the exhibitors!

13:05 - 13:35

Regulatory Update

13:35 - 14:05

IACPM Non-Payment Credit Insurance Survey Results

14:05 - 14:20

- How and why banks are using non-payment credit insurance
- Common approaches
- Executional strategies

Participants

Som-lok Leung - Executive Director, IACPM

Bank's Appetite for Insurance and Risk

14:20 - 15:05

- How are banks viewing risk and committing capital in response to Covid-19?
- Reviewing liquidity, lending, financing
- Working with insurers, ECA's
- Trends on demands for private and public agency cover, are there trends for certain products?
- How much risk is being allocated to the commodities space?
- Market view of Project Finance during the crisis and outcomes
- New financing instruments and cash flow forecasts
- Investment towards Healthcare, review on other projects
- How do banks see basic infrastructure functioning?

Participants

Moderator: Brendan Herley - Director, Wells Fargo

Richard Abizaid - Regional Product Leader and Head of the Americas, Political Risk, Credit & Bond, AXA XL

Brad Dunderman - Private Insurance Placement, Americas Division, SMBC

Som-lok Leung - Executive Director, IACPM

Close of ExCred Americas

15:05 - 15:10

Participants

Diana Smallridge - President, International Financial Consulting

SCHEDULE

EXCRED AMERICAS - CONFERENCE DAY TWO - 06/10/2020

ExCred Americas

5 & 6 October, 2020
Online via the conference app | On-demand afterwards

TIME	
09:00	**09:30** - Online Registration
10:00	**10:00** - Chair's Opening Remarks **10:05** - The Unstoppable Path of Digitalization **10:35** - Response to the Crisis
11:00	**11:20** - 15 minute break - grab a coffee! **11:35** - Short-term Credit Insurance - Challenges and Opportunities
12:00	**12:20** - Credit and Political Risk Insurance Market Update
13:00	**13:05** - 30 minute stretch break - go and network with the exhibitors! **13:35** - Regulatory Update
14:00	**14:05** - IACPM Non-Payment Credit Insurance Survey Results **14:20** - Bank's Appetite for Insurance and Risk
15:00	**15:05** - Close of ExCred Americas