

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

10:30 - 13:00

Times are listed in Greenwich Mean Time Zone (UK).

Connect with delegates spontaneously (1-1 or in groups) in the virtual exhibition hall, or schedule meetings with specific delegates in advance.

Delegates and speakers will be invited to set up their networking profiles before the conference begins. Networking facilities will be open a few days before the conference and will remain open until a week post-event.

Chair's opening remarks

13:00 - 13:05

Participants

Diana Smalridge - President, International Financial Consulting

Economic update and outlook for the industry

13:05 - 13:45

Times are listed in Greenwich Mean Time Zone (UK).

- Update on evolving global trade flows, production, demand
- Update on WTO reform; impact on export finance, emerging countries
- Ongoing COVID impact; many countries under IMF support; impact on credit ratings
 - Sovereign debt downgraded for certain countries; uneven recovery; market instability
 - COVID response and projects - what has been achieved?
 - Resilience of various sectors so far through COVID-19; impact of sector shortfalls, shortage of foreign exchange revenues
 - How should the trading community prepare for when COVID state support schemes will wind down?

Participants

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

Marc Auboin - Economic Research Counsellor, World Trade Organisation

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

Geopolitical update: Evolving risks and impacts around the world

13:45 - 14:30

Times are listed in Greenwich Mean Time Zone (UK).

- Evolving impact of COVID-19 on political stability around the world
- US election: Impact of Biden administration on international trade, supply chains, flows, US-China relations, the move to Net-Zero
- Opportunities in Africa: Recent national elections; incumbents winning second terms, continuity enabling the continuation of strategically important projects; opportunities in 2021
- Conflict risk in Africa; Mozambique Islamist insurgency; conflict in Ethiopia; political alliance in the DRC becoming increasingly vulnerable; weakening political fabric could be exploited by interested parties; impact for industry

Participants

Moderator: David Anderson - President, Anderson Risk Consultants

Darius Jonker - Director, Africa, Eurasia Group

Nick Redman - Editor in Chief & Director of Analysis, Oxford Analytica

William Green - Founder and Managing Partner, TD International

Impact of government intervention on short term credit insurance during the COVID-19 crisis

14:30 - 15:15

Times are listed in Greenwich Mean Time Zone (UK).

- Given the need for government intervention in 2008/9 as well as 2020/21, is the private market capable of standing on its own feet long term?
- Was the privatisation of the 1990s an unqualified success?
- How easy will it be for governments to withdraw during 2021 without causing insolvencies?
- What is the reaction of private insurers to the government intervention?
- Will governments want to retain some influence or standby arrangements over the longer term?
- As it becomes more fashionable for governments to have an open industrial strategy, should governments become more actively involved in short term credit"

Participants

Moderator: Mike Holley - Strategic Advisor, SCHUMANN

Amy Shinkman - Vice President, Export Credit Insurance, Export-Import Bank of the U.S.

Vinco David - Secretary General, Berne Union

Phil Bonner - Global Head of Credit and Financial Risk, Reinsurance, Aon Benfield

Networking break; connect in the virtual networking lounge

15:15 - 16:00

Times are listed in Greenwich Mean Time Zone (UK).

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 2021; How is risk appetite and capacity changing?

16:00 - 16:45

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- How is risk appetite changing? State of the market; insurance capacity, availability. What can still be placed? Where are the challenges?
 - Some insurers are preferring long-term over short-term deals; ECAs doing more short term; moving into each other's turfs; impact; prospect for short/long term in 2021
 - Focus on reshoring, adapting and improving the resilience of supply chains, spreading/mitigating risk; shifting from reliance on China; how will this reconfigure world trade?
 - How will the market cope with a potential influx of claims in 2021?
 - Potential for more consolidation in the insurance market
 - When should business pick up again as before?
 - Insurers shifting from commercial banks to MDBs; drivers, impact on banks
- Opportunity; innovation and new business lines
 - Does the insurance market support growth in supply chain finance?
 - How does surety compliment the market offering?

Participants

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

Sian Aspinall - Joint Managing Director, BPL Global

Catherine Aubert - Head of Trade Credit & Political Risk Insurance, Société Générale

Matthew Beckett - Assistant General Manager, Insurance Placement, SMBC

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

Key regulatory developments impacting export credit and credit insurance

16:45 - 17:30

Times are listed in Greenwich Mean Time Zone (UK).

- Evolving regulatory landscape; trends, evolving international trade laws impacting the industry
 - Growing regulations for banks; regulatory capital relief; how the product should be treated, how banks can use that treatment
 - Regulatory developments making it tougher for banks to grant financing to exporters/traders not domiciled in the country of the insurer; KYC, impact of international trade becoming more regional
 - Will those dealing with Asian buyers have to organise their financing in Asia? Impact on exporters/traders
- Potential changes to the OECD consensus
- Regulators' increasing focus on the importance of trade finance for the real economy; where is regulation heading?

Participants

Moderator: Pekka Karkovirta - Chair, the Participants to the Arrangement on Officially Supported Export Credits, OECD

Sébastien Heurteux - Deputy Head Portfolio Management Solutions, BNP Paribas

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

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

Chair's summary; overview of Day 2

17:30 - 17:35

Times are listed in Greenwich Mean Time Zone (UK).

Participants

Diana Smallridge - President, International Financial Consulting

Networking in the virtual networking hall

17:35 - 18:35

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

SCHEDULE

DAY 1 AGENDA: LIVE-STREAMED IN GMT - 23/03/2021

ExCred Digital

23 - 24 March 2021

Online conference with live discussions and networking
Delivered live (GMT) & On-demand afterwards

TIME	
10:00	10:30 - Log into the virtual event platform; connect with peers around the world
11:00	
12:00	
13:00	13:00 - Chair's opening remarks 13:05 - Economic update and outlook for the industry 13:45 - Geopolitical update: Evolving risks and impacts around the world
14:00	14:30 - Impact of government intervention on short term credit insurance during the COVID-19 crisis
15:00	15:15 - Networking break; connect in the virtual networking lounge
16:00	16:00 - Challenges and opportunities for the insurance market in 2021; How is risk appetite and capacity changing? 16:45 - Key regulatory developments impacting export credit and credit insurance
17:00	17:30 - Chair's summary; overview of Day 2 17:35 - Networking in the virtual networking hall

Log into the virtual event platform; start connecting with peers around the world

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Chair's opening remarks

12:45 - 12:50

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Participants

Diana Smallridge - President, International Financial Consulting

Capacity for the market: the case for industry cooperation

12:50 - 13:10

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Participants

Vinco David - Secretary General, Berne Union

Spotlight on debt sustainability in Africa

13:10 - 13:55

Times are listed in Greenwich Mean Time Zone (UK).

- Developments in Africa;
 - Sovereign default in Zambia, debt levels spiking in Angola, Kenya Ghana; insurers are highly exposed; the state of debt sustainability in 2021
 - Tension between growing risk of a debt crisis in Africa and African Governments simultaneously easily raising debt at attractive yields. How will this story play out?
- Growing political pressures on monetary policy; emerging markets struggling with debt problems; growing calls for more heterodox monetary policy;
 - Paris Club announcement; opens the way for many sovereign regions to ask for suspension in debt servicing; implications on wider industry
- Lack of insurance capacity; will the lack of insurance capacity prevent transactions from going ahead in 2021? Risk mitigation needed when new debt issuances come to market
 - Banks turning to multilateral insurers for capacity, reinsuring their capacity into the London market. Do insurers prefer this rather than taking direct risk? Is this likely to be a trend going forwards?

Participants

Moderator: Duarte Pedreira - Head of Emerging & Frontier Markets FIG, Crown Agents Bank

Pizzaro Lukhanda - Regional Underwriter – Southern Africa, African Trade Insurance Agency (ATI)

Craig Weitz - Principal: Export Credit Finance, Nedbank

Bhavik Vallabhjee - Head: Power, Utilities and Infrastructure, Absa Corporate & Investment Bank

Stefan Karlsson - Head Analyst and Deputy Director, EKN

Demystifying the claims process in the private market

13:55 - 14:35

Times are listed in Greenwich Mean Time Zone (UK).

- Practical case-study;
- What to expect from a claims process in the private market; impact on various stakeholders

Participants

Moderator: Michael Morris - Partner, Clyde & Co

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

Robert Caouette - Director, Claims and Recoveries Group, Export Development Canada

Gary Lowe - Head & Managing Director, Global Credit Insurance Group, Standard Chartered Bank

Networking break in virtual networking hall

14:35 - 15:05

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The growing role of multilaterals

15:05 - 15:50

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- The growing importance of multilaterals and their capacity for support in the credit insurance sector
 - What have MDBs have done through COVID?
 - Various initiatives multilaterals have taken in 2020 to mobilise further capacity in certain markets that need support
 - How can funds and multilaterals best work together to create scale?

Participants

Moderator: Robert Nijhout - Executive Director, International Credit Insurance & Surety Association

Rudolf Putz - Head Trade Facilitation Programme, The European Bank for Reconstruction and Development (EBRD)

Euan Marshall - Global Head of Syndications, International Finance Corporation

Jan Weiss - Principal Investment Officer, Inter-American Development Bank

The state of sustainable finance across the export finance industry

15:50 - 16:40

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- ICC Sustainability Working Group survey; Review of the state of sustainable finance across the export finance industry; initial survey findings
- 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; European ECAs are further ahead of Asian ECAs
 - Evolving examples; UK Export Finance ending support for oil and gas or thermal coal projects; impact on private insurers, reinsurers.
- What does an impact agenda look like in the export credit and political risk world?

Participants

Moderator: Robert Suter - Head of International, Sustainability & Projects, SERV

Hussein Sefian - Founding Partner, Acre Capital

Anne Marie Thurber - Managing Director, Group Head of Export and Agency Finance, Americas, SMBC

Adam Connaker - Director, Innovative Finance, The Rockefeller Foundation

Julio Fernández-Giro Ayuga - Senior Environmental and Technical Analyst, CESCE

Practically integrating ESG into financing and insurance

16:40 - 17:25

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- How banks are practically approaching green financing; deals, EU taxonomy implementation, risks, reporting
 - Lack of established definitions; underwriting criteria; how to record, monitor, modelling discounts
- How to better finance new projects around the world
 - 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
- How companies are curtailing their exposure; ESG needs to be ingrained into business practices over the long term

Participants

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

Amar Pradhan - Director, Mobility Impact Partners

Saqib Mustafa - Senior Product Manager, Santander CIB

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

Chair's closing remarks and next steps

17:25 - 17:30

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Participants

Diana Smallridge - President, International Financial Consulting

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

17:30 - 18:30

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SCHEDULE

DAY 2 AGENDA: LIVE-STREAMED IN GMT - 24/03/2021

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14:00	14:35 - Networking break in virtual networking hall
15:00	15:05 - The growing role of multilaterals 15:50 - The state of sustainable finance across the export finance industry
16:00	16:40 - Practically integrating ESG into financing and insurance
17:00	17:25 - Chair's closing remarks and next steps 17:30 - Networking follow-up; connect and bond in the virtual networking lounge