
Networking: Registration & Coffee

08:15 - 09:00

Welcome address

09:00 - 09:05

Participants

Diana Smallridge - President, International Financial Consulting

Chair's opening remarks

09:05 - 09:10

Participants

Chris Mitman - Head of Export & Agency Finance, Investec

Global Geopolitical trends and evolving risks

09:10 - 09:55

- Key geopolitical developments affecting global trade and investment
- Hotspots to keep an eye on in 2022

Participants

Lindsay Shorr Newman - Director, Global Political Research, Economics and Country Risk, IHS Markit

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

Adam Ward - Director and Founder, Geopolitico Ltd

Mujtaba Rahman - Managing Director, Europe, Eurasia Group

Trends in macroeconomics and international trade: Short- and long-term challenges

09:55 - 10:40

- Diverging recovery speeds from COVID; GDPs now vs pre-COVID
 - Economic impact of vaccine inequity
 - Issues with the flow of goods, lack of fiscal space, borrowing capacity; inflation impact
 - Global imbalances; current accounts; exchange rates not adjusting at the same time; trade tensions
 - Impact on Middle and Low income countries; losses starting to appear
- Impact of government support winding down; economic dynamics
 - Paying back state support loans; When and how will this happen?
 - What is the probability of a new economic crisis ahead of us?
- Slowdown of globalisation; large manufacturers selling their subsidiaries/activities abroad; disinvestment; Is this good or bad for international trade?

Participants

Jørn Fredsgaard - Department Director - Country, Bank and Sector Risk, EKF

Jolyn Debuyscher - Country & Sector Risk Analyst, Latin America Expert, Credendo

Marc Auboin - Economic Research Counsellor, World Trade Organisation

Anna Gaworzewska - Head of Country Risk and Economics, Lloyds Banking Group

Networking: Morning Break

10:40 - 11:15

Market overview: Credit and political risk insurance

11:15 - 12:00

- Hardening of the market; how are various stakeholders responding? Comparisons across sectors, type of risks; Which areas are insurers bullish on / shying away from?
 - The hunt for CPRI / non-payment insurance alternatives as key Lloyd's markets exit the business, and others scale down and revise credit appetites
 - What is the demand for tenor?
 - Will the CPRI market represent itself as a truly global market, or is it more a market for exporters from the home countries of insurers?
- Expected outcomes of debt deferrals, rescheduling; How is the risk environment developing?
- How much liquidity is out there in the market from a banking perspective? Where are prices compared to pre-COVID?
- New shops that opened over the past few years; have they filled holes in the market or just added capacity and competition?

Participants

Moderator: James Esdaile - Joint Managing Director, BPL Global

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

Natalie Chiamonte - SVP, Chief Operating Officer, Sovereign Risk Insurance Ltd

Gary Lowe - Head, Credit Insurance, Standard Chartered Bank

The future of the market: How are broking and underwriting changing?

12:00 - 12:50

- How has the approach to risk and underwriting changed as a result of COVID?
 - Shift in how insurers are building their portfolios, diversification, structure of transactions, in-house expertise
 - Increasing portfolio-based approaches; What are the types of structures and coverages that insurers are willing to support?
 - ESG factors becoming risk criteria
- What does the future marketplace look like?

Participants

Moderator: Fabrizio Mazza - Managing Director, Marsh

Ian Nunn - Head of Political Risk, Credit and Bond, UK & Lloyd's, AXA XL

Matthew Beckett - Executive Director, Head of Insurance Placement EMEA, SMBC

James Pumphrey - Managing Director, Deutsche Bank

Mike Holley - Strategic Advisor, SCHUMANN

Ian Selby - Head of Trade Credit, UK, Nexus Underwriting

Networking Lunch

12:50 - 13:50

Bridging the trade finance gap: Optimising public-private interplay

13:50 - 14:40

- How have ECAs and Multilaterals been responding over the last year? How have their mandates changed? What should we expect going forwards?
 - Government support schemes through COVID; dependence on Multilaterals, ECAs; Is this the new normal?
 - Changes to terms, intervention
 - How governments can provide hard and soft support to empower insurers and banks to bridge the gap
 - How can Multilaterals better use guarantees to finance and support development?
 - Supporting SMEs
 - As traditional markets contract, how can traders take more advantage of ECAs, DFIs, and multilateral schemes?
 - The role of tech; faster access to financing, trade

Participants

Richard Simon-Lewis - Director of Business Development, Marketing and Communications, UK Export Finance

Euan Marshall - Global Head of Syndications, International Finance Corporation

Irene Gambelli - Senior Advisor - International Relations, SACE

Walid Sarieddine - Executive Director, SMBC

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

Challenges and opportunities in Africa

14:40 - 15:30

- Response to COVID so far, vaccination progress, trade developments
- African Free Trade Agreement; Where are we now?
 - To what extent do stakeholders see this as an opportunity? Where has there been progress so far?
- De-risking tools; risk mitigation to attract FDI
- ESG in Africa; Sustainable energy projects

Participants

Duarte Pedreira - Head of Emerging and Frontier Markets, Crown Agents Bank

Nkemjika Onwuamaegbu - Acting Regional Head, Africa, Multilateral Investment Guarantee Agency

Pug Bennet - Chief Investment Officer, Africa GreenCo Group

Stephen Wilhelm - Regional Vice President - Europe, Middle-East, Africa, EDC

William Makwinja - Deal Originator, Development Bank of Southern Africa (DBSA)

Rick Angiuoni - Director for Africa, Export-Import Bank of the United States

Networking: Afternoon Refreshments

15:30 - 16:00

The evolving sovereign debt landscape: Spotlight on debt sustainability

16:00 - 16:45

- Debt Service Suspension Initiative and the Common Framework; Where are we now?
 - Impact on treatment of claims in future; impact on creditors, lenders
- Market access countries vs Developing countries; increasing financing needs; international financial institutions will at some point be unable to inject all the necessary funds
 - Restructuring of financial policy needed in these countries; impact and risks
- Sovereign risk; Demand for financing in various regions, market depth issues
 - Where is the insurance market now? Capacity, willingness, terms offered
- Sovereign debt beyond emerging markets
 - What is sustainable and unsustainable? How should stakeholders be responding?

Participants

Craig Weitz - Principal: Export Credit Finance, Nedbank

Cathrin Karpinski - Head of CEE, CIS & Africa, Commerzbank AG

Marco Schiattone - Financial Risks Senior Underwriter and Member of Senior Management, PartnerRe

Leo Fabbri - Head of Sovereign Restructuring, UK Export Finance

Supply chain finance and the role of trade credit insurance

16:45 - 17:30

- The future of supply-chain finance post-Greensill
 - Why Greensill was a unique case
 - What lessons can we learn to continue to cover supply chain financing in a responsible way? Do's & don'ts
 - Due diligence pointers, information asymmetry
 - Corporate practices; sourcing funding, risks taken; future receivables
 - Importance of understanding your insurance as a loss payee
 - Best practice for supply chain finance transactions; unique supply chain finance risks, best mitigators

Participants

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

Claudia Dos-Santos - Associate Director, Supply Chain Finance, Lloyds Banking

John Galani - COO, Triterras

SESSIONS

CONFERENCE DAY ONE - 17/11/2021

ExCred International

17 - 18 November 2021
Hilton London Bankside
London, UK

**Chair's summary of Day 1, Introduction to
Networking Reception**

17:30 - 17:35

Participants

Chris Mitman - Head of Export & Agency Finance,
Investec

Networking Drinks Reception

17:35 - 18:35

SCHEDULE

CONFERENCE DAY ONE - 17/11/2021

ExCred International

17 - 18 November 2021
Hilton London Bankside
London, UK

TIME	
08:00	08:15 - Networking: Registration & Coffee
09:00	09:00 - Welcome address 09:05 - Chair's opening remarks 09:10 - Global Geopolitical trends and evolving risks 09:55 - Trends in macroeconomics and international trade: Short- and long-term challenges
10:00	10:40 - Networking: Morning Break
11:00	11:15 - Market overview: Credit and political risk insurance
12:00	12:00 - The future of the market: How are broking and underwriting changing? 12:50 - Networking Lunch
13:00	13:50 - Bridging the trade finance gap: Optimising public-private interplay
14:00	14:40 - Challenges and opportunities in Africa
15:00	15:30 - Networking: Afternoon Refreshments
16:00	16:00 - The evolving sovereign debt landscape: Spotlight on debt sustainability 16:45 - Supply chain finance and the role of trade credit insurance
17:00	17:30 - Chair's summary of Day 1, Introduction to Networking Reception 17:35 - Networking Drinks Reception

Morning Networking: Coffee and Registration

08:15 - 09:15

Chair's welcome: Day 2

09:15 - 09:20

Participants

Chris Mitman - Head of Export & Agency Finance, Investec

Berne Union: Keynote address

09:20 - 09:50

- Highlights of export credit insurance industry data for 2021 H1
- Looking ahead: expectations for the coming quarter
- The challenge to deliver tangible progress on climate

Participants

Michal Ron - President, Berne Union

Key regulatory developments impacting banks and insurance

09:50 - 10:35

- Latest regulatory developments from the European Commission
- Prudential regulations imposed by ECB; rules on counterparty risk, cover limits
- Update on LGD for credit insurance
 - Basel IV regulation; moving to standard approach; impact on risk-based capital requirements, conditionalities, industry impact
 - Ability for banks to obtain capital relief from products; restraints; potential threat to attractiveness of the product
 - Level playing field issues: Treatment of credit insurance companies under Basel rules, treatment of private sureties in supplying judicial bonds to the EU
- Loan Market Association update; Efforts to develop a standard loan documentation, approved policy wording for CPRI; Where are we now?
- Climate stress testing requirements for banks

Participants

Dan Osman, CFA - Head of Credit and Political Risks, Aspen Insurance

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

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

Henri d'Ambrieres - Principal, HDA Conseil

Sébastien Heurteux - ITFA Insurance Committee Member and Head of Credit Insurance Syndication, BNP Paribas

Networking: Morning Refreshments

10:35 - 11:05

Reinsurance market developments

11:05 - 11:50

- Reinsurance trends; move towards portfolio solutions rather than single situation business, securitisations, SRT transactions
- Increased appetite from reinsurers to look at business directly with clients; What can the reinsurance market do directly with clients?
- Expectations for 1/1 renewals
- Availability of capacity

Participants

Gregory King-Underwood - Director, Global Reinsurance and Portfolio Solutions, BPL Global

Uwe Haug - Head of Business Development & Strategy, Liberty Mutual Re

Jenni Virkki - Head of Reinsurance and Risk Transfer, Finnvera Plc

Jan Mueller - Managing Director, Hannover Re

The outlook for claims

11:50 - 12:35

- Trends over the last 4 quarters; claims, recoveries
 - Themes in developed and emerging markets
- What is the outlook for claims today?
- Is the claims process fit for purpose? The role of lawyers; Insurers' control over the process
 - How can the process be improved?

Participants

Andrew Grant - Partner, Clyde & Co.

Michael Knoerzer - Partner, Clyde & Co

Michael Morris - Partner, Clyde & Co

Networking Lunch

12:35 - 13:35

Digitalising trade finance and insurance: Challenges and opportunities

13:35 - 14:25

- 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

Sian Aspinall - Joint Managing Director, BPL Global

Olivier Placca - Co-founder and Group Deputy CEO, Tinubu Square

André Casterman - Chair, Fintech Committee, International Trade and Forfeiting Association (ITFA)

Jean-Maurice Elkouby - Managing Director, Syndicated Finance, ING Bank

Charles Nahum - Founder & CEO, Novapproach

Walking the walk; Incentivising and implementing sustainability

14:25 - 15:15

- How are sustainability risks being looked at by banks, underwriters and brokers? What initiatives are they implementing?
- What are insurers seeking in ESG? Green, Renewables, Inclusion? What data do they need? How is everything monitored?
- What does it take for an insurer to qualify something as ESG, Green, Inclusive? Does it need to be externally rated/labelled?
 - Qualifying requirements for an 'ESG' transaction
 - How to improve criteria to help banks know that they are de-risking with partners with compatible ESG approaches
- How is ESG being incentivised and targeted?

Participants

Moderator: Chris Mitman - Head of Export & Agency Finance, Investec

Daouii Abouchere - Head of ESG and Sustainable Finance, Channel Capital Advisors

Maëlia Dufour - Director International Relations, Business Development, Rating and Environment., BPI France

Hussein Sefian - Founding Partner, Acre Impact Capital

Lucie Campos Caresmel - Head of EMEA Loan Distribution for Corporates, International Trade & Transaction Banking, Crédit Agricole CIB

Charlie Radcliffe - Director, BPL Global

Net-zero and the green energy transition; Ideals vs. Reality

15:15 - 16:05

- Renewable energy transactions coming to the market; impact on banks, corporates
- A large proportion of what banks traditionally finance is O&G and fossil fuels, the vast majority of world's power is still not green, but money is moving out of the brown space; how do we manage the transition realistically?
 - Withdrawal of liquidity from spaces that stakeholders are exposed to for the next few years; banks are not lending into O&G; Challenges for insurers and brokers
- Insuring commodities in the green energy revolution
 - Insufficient appetite to support the type of PXF transactions that are necessary to fund and secure supply of metals involved in energy transition
 - How can insurers be convinced to support these types of transactions?

Participants

Carole Macaire-Freyne - Global Head Syndication / Distribution Infrastructure & Energy Finance & CPRI, Natixis

Maurits Quarles van Ufford - Global Commodity Trading Solutions Leader, Marsh

Simon Morden - Senior Underwriter, AXA XL

Cristian Carreretto - Associate Director – Sustainable Resource Investments, EBRD

Hossein Nouri - Managing Director, Petro Power Construction Ltd.

Chair's Closing Remarks

16:05 - 16:15

Participants

Chris Mitman - Head of Export & Agency Finance, Investec

Closing refreshments

16:15 - 16:45

SCHEDULE

CONFERENCE DAY TWO - 18/11/2021

ExCred International

17 - 18 November 2021
Hilton London Bankside
London, UK

TIME	
08:00	08:15 - Morning Networking: Coffee and Registration
09:00	09:15 - Chair's welcome: Day 2 09:20 - Berne Union: Keynote address 09:50 - Key regulatory developments impacting banks and insurance
10:00	10:35 - Networking: Morning Refreshments
11:00	11:05 - Reinsurance market developments 11:50 - The outlook for claims
12:00	12:35 - Networking Lunch
13:00	13:35 - Digitalising trade finance and insurance: Challenges and opportunities
14:00	14:25 - Walking the walk; Incentivising and implementing sustainability
15:00	15:15 - Net-zero and the green energy transition; Ideals vs. Reality
16:00	16:05 - Chair's Closing Remarks 16:15 - Closing refreshments