

### Networking: Coffee & Registration

08:30 - 09:00

### Chair's Address

09:00 - 09:10

### Participants

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

### Economic Overview: Understanding Shifting Dynamics of US Policy

09:10 - 09:50

As President Trump approaches nearly two years in the White House – he has already had a considerable impact on the North American economic landscape. Join Steven Ricchuito, Chief Economist of Mizuho bank, to understand what the current administration means for trade and exports in the US.

- How has trade being affect in the NAFTA remit?
- How are trade relations across the pacific?
- How have the internal US markets been affected?

### Participants

**Steven Ricchuito** - Chief Economist, Mizuho

### EXIM US: Back in Business?

09:50 - 10:40

After being inactive since 2015 for transactions over \$10 million, the United States' official export credit agency could soon return to full operation. In the meantime, despite being the only G20 country without a fully functioning ECA, many US companies have managed to find alternatives financing solutions. This panel will discuss:

- Do US exporters even need US EXIM to return?
- What are the current gaps in finance guarantee in North America?
- How have companies used EXIM support by partnering with other Export Credit Agencies?
- What are the implications of a re-mandated US EXIM?
- What do exporters need from it?
- Will it ever resume business?

### Participants

**Daniel da Silva** - Strategic Regulatory Policy, Boeing Capital Corporation

**Piers Constable** - Managing Director, Head of the Americas Structured Trade & Export Finance, Deutsche Bank

**Marie Torres** - International Trade Finance Manager, Ellicott Dredges

**Gary Mendell** - President, Meridian Finance Group

### Networking: Morning Refreshments

10:40 - 11:20

### Buyer Perspective: What Do American Based Financiers Need From Insurance?

11:20 - 12:00

- What are the main drivers for use of private insurance?
- How often are financiers turning to the CPRI market?
- Why haven't private insurers been used as much as ECA guarantees?
- Which products are no longer relevant or have not provided the required coverage?
- Are their gaps in the current product offering?

### Participants

**Sunil George** - Head of Structured Trade Finance – North America, Louis Dreyfus Company LCC

**Barbara Kobelt** - Global Head of Trade Portfolio Management, Citi Bank

**Patrick Gang** - Director, Bank of America

**Fabricio Miranda** - Director Export Finance – Americas, Societe Generale

### Trends in Supply Chain Finance Payables

12:00 - 12:40

- What are the main drivers for growth in short term trade and SCF?
- How are the technology providers facilitating growth?
- Are their possibilities for standardized accounting in SCF?
- How are insurers developing their role in the space?

### Participants

**Moderator: Bill Folker** - SVP, Supply Chain Finance Technical Sales, Citizens Bank

**John Lavelle** - Senior Managing Director, EIA Global

**Lenny Floria** - Head of Regional Treasury and Structured Finance for the Americas, Nokia

**Dominic Capolongo** - Executive Vice President, PrimeRevenue

### Networking Lunch

12:40 - 14:10

### From London to New York: A Comparative Analysis of Underwriting in America

14:10 - 14:50

More and more London-based brokers and insurers are crossing the Atlantic to set up shop. This session will provide an insight into their decisions to move and give them a platform to share their observations.

- What was the motivation for investing in New York?
- What preconceptions of the market did they have?
- How did this compare to the realities of the US non-payment insurance market environment?
- How might Brexit impact underwriting in New York?
- Understanding the growth in non-payment insurance

### Participants

**James Reynolds** - Director, BPL Global

### Essential Insurance Regulation Updates

14:50 - 15:40

Regulation is always an ever changing landscape, especially with insurance. But to avoid wading through endless documents saturated with legal jargon, this session will examine the key updates and what they mean for business.

- How is capital relief being adopted by the Fed?
- How does this affect the adoption of credit insurance by US buyers and banks?
- Clarifying federal and state tax for underwriting in New York
- Will the PRA paper in Britain affect US insurance?
- Will the upcoming election have any impact on NY insurance regulations?
- Should there be reform to allow local insurers to underwrite local risk in the United States?

### Participants

**Brad Dunderman** - Private Insurance Placement, Americas Division, SMBC

### Networking: Afternoon Refreshments

15:40 - 16:20

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### Avoiding Claims: Preventative Restructuring and Other Approaches

16:20 - 17:00

Could market penetration of insurance, especially in regional US banks, be improved? This session aims to bridge the gap between the insurer and insured by increasing communication and transparency.

- What are insurers criteria for going into deals?
- What determines the acceptability of an ECA guarantee to a lender?
- How do they deal with claims?
- How claims can be avoided through preventative restructuring
- How can we establish a healthy relationships between the insured and the insurer?
- How can insurance user maximize the likelihood of indemnification?

#### Participants

**James Esdaile** - Managing Director, BPL Global

**Catherine Aubert** - Head of Trade Credit & Political Risk Insurance, Societe Generale

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### Project Finance Debate: Can ECAs and Private Insurers Cooperate More?

17:00 - 17:40

Though there is a competition between underwriters and ECAs for a growing portion of project finance, this panel will seek to answer the question: can there be enhanced cooperation between these entities to ensure bigger and better project finance? How can they strive toward sustainable finance? Should credit providers be doing more? The gloves are off for this one!

#### Participants

**Juan Martin** - Head of Trade, Structured Commodity Trade Finance and Distribution - Americas, Deutsche Bank

**Nancy Rivera** - Managing Director – Structured Finance & Insurance, OPIC

**Jan Weiss** - Lead Investment Officer, Inter-American Development Bank

**Anne Landry** - Vice-President, International & Multilateral Financing, SNC-Lavalin

**Yoshitaka Fukushima** - Representative, New York Office, Nippon Export and Investment Insurance (NEXI)

**Richard Abizaid** - Regional Product Leader and Head of the Americas, XL Catlin

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### Networking: Close of Day One Drinks!

17:40 - 18:40

# SCHEDULE

EXCRED NEW YORK - 16/10/2018

ExCred New York: Insuring Structured Trade, Export & Project Finance

16-17 October 2018  
Convene | 101 Park Avenue  
New York

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# SESSIONS

EXCRED NEW YORK 2018 - 17/10/  
2018

ExCred New York: Insuring Structured Trade, Export & Project  
Finance

16-17 October 2018  
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New York

## Chair's Opening Remarks

09:00 - 09:10

## Participants

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

## Assessing the Impact of Latin America's Elections

09:10 - 09:50

Since last year, Latin America has seen a wave of change and upheaval. Elections have yielded new governments and therefore new policies. Join this panel as it discusses the impact of new politics and other key geopolitical changes in the region.

- How will Mexico's new government effect NAFTA?
- What does Brazil's newly elected government mean for trade in the region?
- What to expect from Colombia's new president
- Venezuela: Is there an end to the crisis in sight?
- How has this affected insurers appetite in Latam?
- What is the current availability of liquidity for financing there?

## Participants

**Brendan Herley** - Director, Wells Fargo

**Henrique Avila** - Senior Advisor, Brazilian Development Bank

**Michelle Digruttolo** - Senior Managing Director, Ankura Consulting

## Examining Argentina's Prospects

09:50 - 10:30

Despite the keen observation of many financiers and traders, Argentina is a key Latin American market that is reluctant to emerge. Since the economic crisis in 2001, the country has been struggling to attain steady and stable growth. This year, following the sharp weakening of the peso on May 8, the country reached a US\$50bn dollar deal with the IMF. This session will take a look at this IMF deal and the economic outlook for Argentina. Join the panel of experts and business insiders share their thoughts on the likely future of this key market and its regional impact.

- What does it mean for future investment and trade?
- What else needs to be done for the country?
- What can institutional investors do?
- From an insurance perspective, what has been the outcome of restricting and/or security enforcement following obligor defaults?
- What role could insurance play for trade and export?

## Participants

**Jeff Cain** - Sr. Vice President, Project and Export Finance, Siemens Financial Services

## Networking: Morning Refreshments

10:30 - 11:10

## Financing and Development in Latin America

11:10 - 11:50

In April this year, Goldman Sachs issued a BRL 3.2 billion bond, backed by Swiss ECA, SERV, to finance the 'Porto de Sergipe I' power plant in Brazil. This deal was a market first and could prove a turning point in project finance in the region. This session will take an inside look at this landmark deal and examine its impacts for future project finance and trade.

- What makes this deal so landmark?
- What are the implications for local currency financing in Brazil and Latam?
- How was the deal insured by SERV?
- What were the biggest challenges?
- How can this be applied elsewhere?

## Networking Lunch

11:50 - 13:20

## Securing Cyber Space: Trends in Insurtech

13:20 - 14:10

With the rise of our dependence on digital networks and systems, our exposure to cyber risk also grows. Fortunately the capability to protect and insure trade finance is also growing. Join this discussion to learn:

- How exactly are cyber threats manifested in insuring trade finance?
- What new challenges have emerged for trade and development in terms of cyber security?
- What tools are at the disposal of traders and financiers?
- What is the best way to insure against cyber risk?
- What are the biggest potential threats on the horizon?

## The Digitalisation Debate: How Are New Technologies Impacting Short Term Trade Credit?

14:10 - 15:00

Technology in trade credit is not so much a question of *if*, more a question of *when*. The answer to that seems to be 'very soon, if not now' so instead this panel will look at the *how*. Much talk of a blockchain revolution and Artificial Intelligence has left many wondering how exactly this will impact the industry. So this panel will debate:

- What are the current tools available for trade?
- What impact could existing technologies have?
- What are the obstacles to implementation?
- What type of evolution are we going to see?

## Participants

**Igor Zax** - President, Tenzor AI

## Networking: Afternoon Refreshments & Conference Close

15:00 - 16:00

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ExCred New York: Insuring Structured Trade, Export & Project Finance

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2018

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