

TXF 2018

POLITICAL RISK & TRADE CREDIT INSURANCE

"THE FORUM FOR THE PRIVATE INSURANCE COMMUNITY"



 **19TH SEPTEMBER 2018**
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EVENT OVERVIEW

TXF Political Risk & Trade Credit Insurance 2018

19th September 2018

Join the movers and shakers of the political risk and trade credit insurance market for a day of networking, education and collaborative discussion

The private insurance market finds itself at a crucial point in its timeline. On the one hand we have an industry that is going from strength to strength with risk appetite, coverage capacity and product offerings all booming. On the other hand we have great uncertainty in the form of impending regulations, economic and political instability and digital disruption. The need for a collaborative response from the market has never been greater.

This one day conference aims to tackle each of these issues and ultimately help you prepare your business for the future.

Key topics include:

- **Country Risk Review:**

Hear from country risk experts as they discuss the challenges and opportunities that key regions present to your business.

- **Insurance at a crossroads:**

A look ahead to the future of the market with practical advice on how to be prepared for any eventuality.

- **Risk sharing and re-insuring:**

Hear how ECAs are turning to the private market for help with re-insuring their portfolios.

- **Live underwriting workshop:**

Underwriters weigh up deal case studies and provide you with an insight into the underwriting process.

- **Commodity Finance Spotlight:**

Commodity traders provide their feedback on CPRI products.

For more information about TXF Political Risk & Trade Credit Insurance 2018, including sponsorship enquiries, speaking requests and delegate registration, please contact henry.nichol@txfmedia.com

SPEAKERS

Gary Lowe

Head & Executive
Director

Corporate Finance
Credit Insurance

Standard Chartered

Carole Macaire-Freyne

Global Head of
Syndication Distribution

Natixis

Nataliya Frolova

Head of Trade &
Corporate Finance

**Gazprom Marketing &
Trading**

Catherine Aubert

Head of Trade Credit &
Political

Risk Insurance

Societe Generale

Robert Frank

Global Head of
Insurance/Risk

Mitigation

Gerald Group

Michael Frank

General Manager

Credendo

Saqib Mustafa

Executive Director -
Structured Trade

& Receivable Finance

Santander

Alexia Ash

Senior Consultant,
Economics

and Country Risk

IHS Markit

Diletta D'Addario

Head of Recoveries

SACE

James Bamford

Head of Political Lines

Talbot

Jerome Swinscoe

Chief Underwriting
Officer

Tokio Marine HCC

Rachael Anstock

Head UK - Credit &
Political Risks

Zurich

Audrey Zuck

Director

A2Z Risk Services

Tim Bradford

CEO

Leadenhall Adjusting

Rupert Boyle

Executive Director

Arthur J. Gallagher

Nick Kilhams

Senior Underwriter

Chaucer Syndicates

Bernie de Haldevang

Head of Specialty

Canopus

Silja Calac

Head of Insurance
Relations

& Head of Treasury

ITFA

Carol Searle

General Counsel

Texel Finance Ltd

Sébastien Heurteux

Head Trade & Insurance
Syndications

BNP Paribas

Rudolf Putz

Head, Trade Facilitation
Programme (TFP)

EBRD

Marilyn Blattner-Hoyle

Head of Supply Chain
and Trade Finance

AIG Europe Limited

Rebecca Harding

CEO

**Coriolis Technologies
Ltd**

Laszlo Varnai

Associate Director

Berne Union

Peter Jenkins

Co-Head & Class
Underwriter

Brit Insurance

Mark Norris

Partner

Sullivan & Worcester

George Bellord

Director

BPL Global

AGENDA

8:00 COFFEE & REGISTRATION

9:00 OPENING REMARKS

Katharine Morton, Head of Trade, Treasury & Risk, TXF

9:05 LIVE AUDIENCE SURVEY
YOUR VIEWS ON THE MARKET

This anonymous live survey is a chance to hear your thoughts. Topics discussed will cover the key trends shaping the market, the strategies and priorities which people have in place for the next five years as well as the biggest concerns which industry practitioners have for the future health of the industry. After the conference we'll send you a full set of annotated results. So grab your keypads and start voting!

Dominik Kloiber, Co-founder, TXF

9:20 COUNTRY RISK REVIEW
HOW ARE UNDERWRITERS APPROACHING THIS TIME OF UNCERTAINTY?

With strong growth prospects and rapid rates of development, emerging markets provide plenty to be optimistic about heading into 2019. However, with certain key regions gripped by geopolitical instability, there is still cause for concern for the insurance industry. This panel of experts provide an analysis of the key geopolitical risk hot spots and discuss the challenges and opportunities which these present for the insurance market going forward.

Nick Kilhams, Senior Underwriter, Chaucer Syndicates

Peter Jenkins, Co-Head & Class Underwriter, Brit Insurance

Alexia Ash, Senior Consultant, Economics and Country Risk, IHS Markit

Rebecca Harding, CEO, Coriolis Technologies Limited

Moderator: Dan Sheriff, Managing Director, TXF

10:00 INSURANCE AT A CROSSROADS: A LOOK TO THE FUTURE OF THE PRIVATE INSURANCE MARKET

With the solvency II directive, Basel 4, IFRS 17, Brexit and the PRA's recent proposals on unfunded credit protection, the insurance landscape is set for drastic change in the coming years. What will the market look like and how will it prepare to mitigate the risks from these changes? Who will be the winners and losers and what separates them? What strategies does the market have in place and how can it ensure it responds in unity.

Michael Frank, General Manager, Credendo

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

Rachael Anstock, Head UK - Credit & Political Risks, Zurich

Gary Lowe, Head & Executive Director, Corporate Finance Credit Insurance, Standard Chartered

Moderator: Audrey Zuck, Director, A2Z Risk Services

10:45 NETWORKING COFFEE BREAK

AGENCY & INFRASTRUCTURE FINANCE

RISK SHARING AND RE-INSURING: SUPPORTING THE PUBLIC MARKET

The private insurance market plays a key role in supporting the public ECA market. With ECAs increasingly looking to reinsure their portfolios via the private market, this session discusses the advantages of such an approach and provides a guideline for other agencies looking to generate new capacity and diversify their portfolios using the private market reinsurance.

Bernie de Haldevang, Head of Specialty, **Canopus**

Mark Norris, Partner, **Sullivan & Worcester**

Rudolf Putz, Head, Trade Facilitation Programme (TFP), **EBRD**

Moderator: Rupert Boyle, Executive Director, **Arthur J. Gallagher**

11:30

TRADE & COMMODITY FINANCE

COMMODITY FINANCE SECTOR SPOTLIGHT ARE CPRI PRODUCTS MEETING THE NEEDS OF THE MODERN DAY TRADING HOUSE?

As the commodity finance industry begins to adapt to the new reality of consolidation and declining margins, how are the demands of traders evolving and how can the private insurance market continue to support their goals? This panel of traders discuss their experience using CPRI products and provide feedback on how the market can continue to help them service their risk mitigation needs.

Nataliya Frolova, Head of Trade & Corporate Finance, **Gazprom Marketing & Trading**

Robert Frank, Global Head of Insurance/Risk Mitigation, **Gerald Group**
Marilyn Blattner-Hoyle, Head of Supply Chain and Trade Finance, **AIG Europe Limited**

Moderator: Katharine Morton, Head of Trade, Treasury & Risk, **TXF**

INFRASTRUCTURE FINANCE SECTOR SPOTLIGHT: CAN PRIVATE INSURERS HELP CLOSE THE INFRASTRUCTURE FINANCE GAP?

As private insurers continue to grow their appetite and capacity in the energy and infrastructure project space, this panel of buyers and insurers discuss the latest trends in the sector. How has the market for long-tenor credit risk insurance evolved over the years and how can it ensure that it continues to meet the needs of buyers? How can private insurers work with banks to help encourage the financing of much

George Bellord, Director, **BPL Global**

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

12:15

IN A COMPETITIVE MARKET DOES PRICE ALIGN WITH RISK?

In a competitive market, can we expect the price of insurance to accurately reflect the underlying risk to the insured? Our panel of experts tackle this question and ultimately reflect on the drivers behind the cost of insurance.

Saqib Mustafa, Executive Director - Structured Trade & Receivable Finance, **Santander**

13:00

LUNCH

LIVE UNDERWRITING WORKSHOP MAPPING OUT THE UNDERWRITING PROCESS

This interactive live underwriting workshop aims to provide clarity on how the underwriting process works and what deals can and can't be placed in the market. We present a panel of underwriters with a series of hypothetical deals and ask them to walk us through their approach to pricing.

James Bamford, Head of Political Lines, **Talbot**

Jerome Swinscoe, Chief Underwriting Officer, **Tokio Marine HCC**

14:40

15:15

CLAIMS, DEFAULTS & RECOVERIES: IS THE PRIVATE MARKET APPROACH TO CLAIMS OUTDATED?

Our panel of claims experts provide an analysis of the latest changes and developments in the claims process and ultimately debate whether the private market approach to claims and recoveries is working. What steps can the market take to make the process more efficient and how can we expect the nature of a claim to evolve going forward? How does the private market claims process differ to the public market and what can be learnt?

Tim Bradford, CEO, Leadenhall Adjusting

Diletta D'Addario, Head of Recoveries, SACE

16:00

NETWORKING COFFEE BREAK

16:30

BERNE UNION UPDATE: A DATA ANALYSIS VIEW OF THE MARKET

Analysis of the Berne Union data from H1 2018 provides an insight into latest trends in the market. From the rise of With the use of Berne Union data from H1 2017, this session provides an overview of the key trends occurring in the private market.

Laszlo Varnai, Associate Director, Berne Union

16:45

MARKET DATA INITIATIVES: WHERE ARE WE NOW?

As the movement towards transparency and the standardisation of market data begins to pick up traction, what challenges has the initiative faced and how can this large and fragmented market come together to improve collaboration and transparency?

Audrey Zuck, Director, A2Z Risk Services

17:00

REGULATORY Q&A PLANNING AHEAD FOR BREXIT

From Solvency II to the PRA's unfunded credit protection proposals, this session is a chance to shine a light on some of the key regulatory issues set to impact the London insurance market post-Brexit. Pose your questions to industry experts and start planning ahead for the future.

Carol Searle, General Counsel, Texel Finance Ltd

Sébastien Heurteux, Head Trade & Insurance Syndications, BNP Paribas

Moderator: Silja Calac, Head of Insurance Relations & Head of Treasury, ITFA

17:45

CLOSING REMARKS TOP TAKEAWAYS FROM TFX POLITICAL RISK & TRADE CREDIT INSURANCE 2018

Katharine Morton, Head of Trade, Treasury & Risk, TFX

18:00

COCKTAIL RECEPTION

The cocktail
reception will
be at Boyds Grill
and Wine Bar, 8
Northumberland

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