
Morning Networking: Coffee and Registration

08:30 - 09:00

Chair's Opening Remarks

09:00 - 09:15

Participants

Igor Zax - President, Tensor AI

Trends in the Public Insurance Industry

09:15 - 10:00

Utilising the data collected from their members, Berne Union secretary general, Vinco David, will talk through the latest developments in insolvencies as well as the impact of trade conflicts and sanctions on business volumes.

Participants

Vinco David - Secretary General, Berne Union

Private Insurance Market Update

10:00 - 10:40

Utilising the private market data available, the ICISA will talk through claims, market capacity and softness. It will also provide some insight into what we should expect in the next 12-18 months.

Participants

Robert Nijhout - Executive Director, ICISA

Morning Break

10:40 - 11:10

Where Credit's Due: How Banks Analyse Prospective Clients

11:10 - 11:50

Before a bank goes to an insurer, they have usually agreed to provide credit to a client. But what is the decision-making process behind this? What are the key points they look out for? Has anything changed recently? This session is all about understanding what informs banks when they onboard new credit risk.

Insurance Supporting the Financing of Trade Receivables

11:50 - 12:30

One of the big question in the industry today is should banks insure assets or liabilities? The session will attempt to answer that question.

- Is there a market to wrap the financing of receivable?
 - How can seller risk be efficiently covered?
 - Can monoline be as efficient credit insurers?
 - How can you use an existing corporate insurance to offer financing to a multi-national?
 - Is there sufficient underwriting capacity? How can this be increased?
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Networking Lunch

12:30 - 13:50

Policy Wording: Standardisation and the Hunt for Capital Relief

13:50 - 14:40

One of the hidden challenges of underwriting is the policy wording. This panel will examine the key issues around this and try and forge out solutions to them.

- How can we make a policy that really works for both the banks and insurers? Without the right wording, capital relief isn't secured by insurance. So how can insurers best to package their products?
 - How can an industry-wide standardization of wording be achieved? Another big concern among users of insurance is the wordings can vary between providers and leave even the in-house counsel stumped.
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Credit Insurance from a Regulatory and Rating Agency Perspective

14:40 - 15:30

The PRA Paper and new Basel regulations could have a profound impact across the financial sector. Though the PRA is still dealing with the industry response to its proposals, this session will take a step back and see how exactly regulators think about credit insurance.

- Have regulators given enough consideration to insurance as credit risk mitigants?
- Is it viewed as a complete substitution?
- Is it a reduction of probability or reduction of loss?

Naturally, the answers to this could decide the utility of credit insurance - so this session is not to be missed!

Afternoon Refreshments

15:30 - 15:50

The Future of Credit Insurance

15:50 - 16:40

Like most of the financial sector, short term trade credit is burgeoning with new technological opportunity. This panel will look at the latest tech and see where the industry will be in the coming months and years. Not to be missed.

- What are banks gaining from massive investment in block-chain?
 - Can AI be used to automate credit management?
 - What are the major obstacles for automating connectivity between banks, brokers and insurers?
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How Should Insurers React to New Digital Disruption?

16:40 - 17:20

Unfortunately, digitalisation isn't all opportunities and benefits. A number of disruptors are emerging in the market and could have profound consequences. Some even estimate, should InsurTech not be properly embraced, zero growth for insurers and perhaps worse for brokers. So, the question is how should the insurance industry react?

- What are the main digital disruptors affecting the insurance industry today?
 - Should the insurance market respond individually or as an industry?
 - What is the worst-case scenario for the current insurance market?
 - What can we expect over the next 5 to 10 years?
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Drinks Reception

17:20 - 18:20

SCHEDULE

NOV 27 -

Insuring Short Term Trade Finance

27 November 2018
London

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16:00	16:40 - How Should Insurers React to New Digital Disruption?
17:00	17:20 - Drinks Reception