

## **Export Credit / Direct Lending Knowledge Exchange & Discussion Forum**

A one-day joint meeting between direct-lending eximbanks and insurers of export credit, hosted by the Berne Union and taking place on Monday 8<sup>th</sup> April, in Singapore, immediately prior to the 2019 Berne Union Spring General Meeting.

### **Rationale & Objectives**

The purpose of the meeting is to create a platform for engagement on issues of mutual interest between the different providers of export credits. The overarching objective of the meeting is to develop a more complete understanding of the export credit landscape and facilitate a mutually-beneficial exchange of knowledge between Berne Union Members, and counterparts from the eximbank community. As an association of providers of export credit and investment insurance cover, we are interested in engaging with our counterparts on the financing side with whom we partner routinely on business transactions to develop a better understanding of the complete export credit landscape.

The meeting will provide an opportunity for all participants to:

- meet and learn more about each others' programs and current activity levels
- understand differing mandates, roles and strategic objectives
- discuss opportunities for partnerships (e.g. complementarity of debt and equity financing)
- exchange expertise on technical matters and share views on common challenges

### **Format, Agenda & Participants**

The format of the meeting will be a participatory roundtable discussion, including both broad strategic overview and detailed technical exchanges, explored through case studies.

Participants will include Berne Union Members (Export Credit Insurance Agencies, Private Political Risk Insurers and Multilateral institutions), as well as invited guests from Direct Lending Eximbanks, including members of the Asian Eximbank Forum (AEBF) and GNEXID.

Participants in Berne Union meetings include a mix of Senior Executives (C-Level), International Relations and technical specialists: Underwriters, Claims Specialists etc.

Since the meeting will cover both strategic and technical topics, **we are encouraging participants to also send both senior managers and practitioners.** The morning sessions will focus on strategic issues, and the afternoon on tackling technical issues through exploration of case studies.

In advance of the meeting each institution will be invited to submit answers to a very brief survey on their business, which will help all participants to understand the business of all institutions attending.

All discussions are closed to registered participants only, no press are present and Chatham House Rules apply. Latest agenda available here: [Export Credit / Direct Lending Singapore Meeting Agenda](#)

## Confirming Your Organisation's Participation

The meeting will take place at the Hilton Hotel, Singapore, on Monday 8<sup>th</sup> April 2019. Lunch and refreshments will be provided and there will be no cost for participants. We expect around 60-80 participants in total.

Invitees may confirm participation, or request any further information by contacting Paul Heaney at the Berne Union Secretariat, via [pheaney@berneunion.org](mailto:pheaney@berneunion.org) | +44 207 841 1112

## Hotel Bookings

Delegates are responsible for making their own hotel and travel arrangements, but may benefit from the preferential rates negotiated by the Berne Union at the Hilton Singapore - *guaranteed until 15 Feb*

Hotel Booking Link: <http://group.hilton.com/BerneUnionSpringMeeting2019>

Discount Group Name: Berne Union Spring Meeting 2019

Eugenie Tan at the Hilton Singapore ([eugenie.tan@hilton.com](mailto:eugenie.tan@hilton.com) / +65 6730 6825) can assist with reservation enquiries.

## Visa Arrangements

If required, visa support will be provided in the form of issuing an official letter of introduction for visa application. Information on visa requirements and the list of countries requiring visa to enter Singapore can be found on the following website: [https://www.ica.gov.sg/visitor/visitor\\_entryvisa](https://www.ica.gov.sg/visitor/visitor_entryvisa)

Visas can be applied for either through an authorised visa agent appointed by the Singapore Oversea Missions or at the nearest Singapore Overseas Mission. Visitors are advised to liaise with their nearest Singapore Overseas Mission direct for detailed procedure. Should you require an official letter of introduction, please contact our co-host Liberty at their Singapore office, via the following contact

Dorothy George E-mail: [dorothy.george@libertyiu.com](mailto:dorothy.george@libertyiu.com)

All requests should include the following information:

- Full name (including proper designation, Dr, Mr, Mrs, etc.)
- Name of the member company
- Country of embarkation
- Passport number
- Country that issued passport
- Date of expiry:

## Berne Union Profile

The Berne Union is the leading international association for the export credit and investment insurance industry, representing 85 members from 73 countries around the world. Members include government-backed ECAs, private credit and political risk insurers and multilateral agencies who provide payment risk protection to exporters, financial institutions and investors.

Our 2019 Spring General Meeting will be hosted by Singapore-based insurers: *AXA XL, Chubb, Liberty and Zurich*, along with official ECA, *Enterprise Singapore* and will be attended by delegations from most Berne union members. We expect a total attendance of some 250 participants to the meetings, providing an excellent opportunity to meet with international business partners.