



14-16TH NOVEMBER 2018

**IGK ANNUAL INTERNATIONAL SEMINAR
RIGA 14-16TH NOVEMBER 2018
AGENDA**

Wednesday, 14 November 2018

- 19:00** Registration of participants
- 19:30** Welcome cocktail

Thursday, 15 November 2018

- 09:30** Registration of participants
- 10:00** Welcome speech
Mrs. Galina Serjant / Member of the Board IGK AG
- 10:15** **Russia**
Credit information.
Official sources of information. Availability, integrity, relevance of the data.
Common problems. Extended information. Case studies.
Probability of default IGK Model.
Mrs. Irina Kochubey / Senior Supervisory Financial Analyst IGK AG
- 11:00** **Russia**
Changes in credit risk and risk appetite. Industry trends and hot topics.
Mrs. Tatyana Kryuchkova / Head of Business Operations Dep. Credendo –
Ingosstrah Credit Insurance Russia

- 11:30** **Coffee break**
- 12:00** **Russia**
Industry and Market conditions. Settlement of losses and receivables management, Russia and CIS.
Mr. Aleksandr Utochkin / Head of Risk Underwriting Atradius Russia and CIS
- 12:30** **Russia**
Debt collection.
Amicable collection practice. Court proceedings. Insolvency proceedings.
Case studies.
Mr. Maksim Ananyev / Chief Lawyer International collection IGK AG
- 13:10** **Ukraine**
Market overview. Credit information.
Type and quality of the data in Official sources of information.
Availability, integrity, relevance of the data. Common problems.
Extended information. Case studies.
Mr. Sergey Kononenko / General Director IGK Credit Management Ukraine
- 13:50** **Kazakhstan**
Industry and market conditions. Underwriting criteria.
Mr. Eldar Kuanbayev / Head of Underwriting Department at KazExportGarant
- 14:20** **Baltic States**
Credit information and Debt collection.
Mrs. Liza Serjant / Head of Claims Department, Deputy CEO IGK
- 14:40** **Coffee break**
- 15:30** **Belarus**
Market overview.
Mr. Ilya Sakhar / Head of International Business Development Dept.,
Eximgarant of Belarus
- 16:00** **Belarus, Ukraine**
Debt collection.
Amicable collection practice. Court proceedings. Insolvency proceedings.
Case studies.
Mrs. Kristina Petrova / Claims and Legal department IGK AG
- 16:30** **Russia**
Broker's experience credit insurance.
Mrs. Svetlana Krasnova / General Director IGK Credit Insurance Broker Russia

- 17:00** **End of the day**
18:00 **Excursion Old Riga Town**
19:30 **Dinner**

Friday, 16 November 2018

- 10:00** **Turkey**
Market overview. Credit information.
Mr. Evren Karabulut / Member of the Executive Board
VADI DANISMANLIK A.S.
- 10:40** **Poland**
Industry and market conditions. Underwriting criteria.
Mrs. Urszula Pawlowska-Klab / Chief Expert, Underwriting Division KUKE –
Export Credit Insurance Corporation
- 11:20** **Baltic States**
Industry and Market conditions. Market Risk analysis.
Mr. Mantvydas Stareika / Managing Director Coface Baltic HUB
- 11:40** **Coffee break**
- 12:20** **Lithuania**
Credit information and debt collection.
Mrs. Vilma Pekoriene / General Director IGK Credit Management Lithuania
- 12:40** **Kazakhstan**
Credit information
Official sources of information. Availability, integrity, relevance of the data.
Common problems. Extended information. Case studies.
Mr. Ruslan Bisengaliev / General Director IGK Credit Management Kazakhstan
- 13:20** **Coffee break**
- 14:00** **End of the day**

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