

PANAMERICAN SURETY ASSOCIATION

X INTERNATIONAL MEETING ON SURETY BONDS AND CREDIT INSURANCE

Wednesday, 3 October 2018

and

XV TECHNICAL SEMINAR ON SURETY BONDS AND CREDIT INSURANCE

Thursday 4 and Friday 5 October 2018

Lima (Peru)

Venue: Hilton Miraflores Hotel

Program

Languages: Spanish and English

Tuesday, 2 October	
19:30	Welcome cocktail at the venue Hotel, swimming pool area
Wednesday, 3 October	
X INTERNATIONAL MEETING ON SURETY BONDS AND CREDIT INSURANCE <i>For PASA members and all the players of the surety and credit insurance industry</i>	
Current situation for surety bond and credit insurance. Information about their characteristics	
Targets: Inform about and share with the participants how surety bond and credit insurance are perceived by their different players: insurers, reinsurers, clients, insureds, beneficiaries, and insurance and reinsurance brokers.	
Sessions open to: Presidents, vice presidents, managers, underwriters, commercial staff and officers in charge of risk management areas and legal areas of insurers, reinsurers, insurance and reinsurance brokers; public and private contracting agencies, contractors and consultants.	
09:45	Opening ceremony <ul style="list-style-type: none">Bruce Cliff PASA President
10:30	Opening conference Superintendency of Banks, Insurance and Pension Fund Administrators <ul style="list-style-type: none">Janett Vallejos Castillo (Intendant of Insurance)
11:15	Round table Current situation of the surety line in Peru. Risk mitigation alternatives on financial rescue scenarios for the construction sector Moderator: <ul style="list-style-type: none">Diego E. Novoa Castañeda (Director, Surety Latam, Chubb)

	<p>Guests:</p> <ul style="list-style-type: none"> • Fernando Jiménez F. (General Manager, INSUR S.A. Compañía de Seguros, Peru) • Pamela Arce (Senior Associate, Rebaza, Alcázar & De Las Casas, Attorneys, Peru) • Roger Eduardo Sánchez Flores (Legal & Compliance Manager, Legal & Compliance, Chubb, Peru)
12:15	Questions and answers
12:30	<p>Conference</p> <p>Credit insurance in Peru: current situation, future challenges and impact of the economic context</p> <p>Speaker:</p> <ul style="list-style-type: none"> • Javier Guzmán Barrón (General Manager, SECREX CESCE, Peru)
13:00	Questions and answers
13:15	<p>Closing ceremony</p> <ul style="list-style-type: none"> • Bruce Cliff PASA President
13:30	Lunch at the venue hotel
15:00	Afternoon: own arrangements
18:00	Meeting at the venue hotel lobby for the evening activity
18:30	<p>Guided visit to Pedro de Osma Museum, located in the Barranco district - Vice regal Peruvian art.</p> <p>Cocktail and camaraderie dinner in the Museum's courtyard.</p>
22:00	Return to the hotel

XV TECHNICAL SEMINAR ON SURETY BONDS AND CREDIT INSURANCE

Thursday, 4 October	
09:45	<p>Opening ceremony</p> <ul style="list-style-type: none"> • Bruce Cliff PASA President
10:10	<p>Panel</p> <p>On-demand bond claims.</p> <p>Comparing the experience of three countries.</p> <p>An analysis by PASA Legal Committee</p> <p>Coordinator:</p> <ul style="list-style-type: none"> • Clementina Hiteshew (Global Service Center, Global Risks, Liberty Mutual Surety, USA) <p>Speakers:</p> <ul style="list-style-type: none"> • Chile María de la Luz Berg (Commercial Manager, Aseguradora Porvenir) • Peru Daniel Chávez Vélez (Manager of Surety Bonds and Surety Insurance, La Positiva Seguros) • Bolivia

	Jaime Christian Gutiérrez Jordán (National Head of Surety Bonds and Surety Insurance, Nacional Seguros)
10:50	Questions and answers
11:00	Coffee break
11:10	<p>Panel: Developed by PASA Credit Committee Outsourcing in the development of credit insurance business. Relevance, characteristics and applied examples.</p> <p>Coordinators:</p> <ul style="list-style-type: none"> • Paulo Morais (Territory Head, Crédito y Caucción, Spain) • Stefano Lusenti (Credit & Surety, VP Senior Underwriter, Scor Re, France) <p>Speakers:</p> <ul style="list-style-type: none"> • Software • Commercial reports • Collection proceedings
12:10	Questions and answers
12:20	<p>Conference Developed by PASA Surety Committee The autonomous or accessory nature of performance bonds. Case analysis</p> <p>Speaker:</p> <ul style="list-style-type: none"> • Cristina Contreras (Technical and Reinsurance Manager, Seguros Confianza, Ecuador)
12:50	Questions and answers
13:00	Group photo
13:20	Lunch, afternoon and evening free for meetings

Friday, 5 October	
10:00	<p>Credit Insurance workshop Developed by PASA Credit Committee</p>
11:20	Coffee break
11:30	<p>Surety workshop Developed by PASA Surety Committee</p>
13:00	<p>Reports from the Presidents of PASA Working Committees:</p> <ul style="list-style-type: none"> • Gustavo Henrich (Surety Committee President) • Paulo Morais (Credit Committee President) • Camilo Rodríguez (Training Committee President) • Gabriel Mármol (Legal Committee President)
13:40	<p>Closing ceremony</p> <ul style="list-style-type: none"> • Bruce Cliff PASA President
Lunch and evening free for meetings	
19:30	Cocktail, closing dinner and dance at Country Club Lima, housed in a historical building erected in 1927, in San Isidro district.

22:30	End of activity
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