



6-8TH NOVEMBER 2019

IGK ANNUAL INTERNATIONAL SEMINAR

RIGA 6-8TH NOVEMBER 2019

Hotel "Grand Poet by SemaraH", Conference Hall EPIC

AGENDA

Wednesday, 6 November 2019

- | | |
|-------|------------------------------|
| 19:00 | Registration of participants |
| 19:30 | Welcome cocktail (Bar SNOB) |

Thursday, 7 November 2019

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| 09:30 | Registration of participants |
| 10:00 | Welcome speech.
Mrs. Galina Serjant / Member of the Board IGK AG |
| 10:15 | Russia
Credit information.
Update on the official sources of information.
Availability, integrity, relevance of the data.
Common problems. Extended information. Case studies.
Probability of default IGK Model next developments.
Mrs. Irina Kochubey / Senior Supervisory Financial Analyst IGK AG |
| 11:00 | Iran
ECA's role in risk management and trade facilitation at the time sanctions and political deterrents.
Mrs. Afrooz Bahrami / Chairperson and CEO at ECA of Iran |
| 11:30 | Coffee break |

- 12:00** **Russia**
Industry and Market conditions.
Changes in settlement of losses and receivables management, Russia and CIS.
Mr. Aleksandr Utochkin / Head of Risk Underwriting Atradius Russia and CIS
- 12:30** **China**
Doing business in China
Mr. Rizhakov / IGK AG Head of Asia department
- 13:20** **Ukraine**
Market overview. Credit information. Legal environment.
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
- 14:00** **Russia, other CIS, Baltics**
Debt collection.
Amicable collection practice. Court proceedings. Insolvency proceedings.
New Case studies.
Mr. Maksim Ananyev / Chief Lawyer International collection IGK AG
- 14:40** **Coffee break**
- 15:20** **Kazakhstan**
Credit information.
Economic situation. Market overview. Official sources of information.
Availability, integrity, relevance of the data.
Common problems. Extended information. Case studies.
Mr. Azamat Mukhametzhonov / General Director IGK Credit Management Kazakhstan
- 16:00** **Russia**
Credit management. Company experience.
Mr. Michael Bogdanov / Credit management Director at Grupp ILIM
- 16:20** **Belarus**
Credit management. Company experience.
Mrs. Kristina Babiy / CFO Horizont Belarus
- 16:40** **Russia**
Credit management. Company experience.
Mrs. Anna Skulacheva / General Director at RUSKLIMAT Holding
- 17:00** **End of the day**
- 18:00** **Excursion Old Riga Town**
(cobblestones !)
- 19:30** **Dinner**
Address: Restaurant Riviera, Dzirnava street 31
(entrance from Antonijas street), Riga

Friday, 8 November 2019

- 10:00** **Turkey**
News in the market. Market overview. Credit information.
Mr. Evren Karabulut / Member of the Executive Board at VADI
DANISMANLIK A.S.
- 10:30** **Turkey**
Commercial legal regulations and debt collection in Turkey
Mr. Cihan Yıldız / Attorney at Law at Yıldız Law Office
- 10:50** **Poland**
Credit risk based on KUKE S.A. experience
Mrs. Urszula Pawlowska-Klab / Risk Assessment Manager KUKE –
Export Credit Insurance Corporation
- 11:20** **Russia**
Changes in credit risk and risk appetite.
Industry trends and hot topics.
Mr. Alexey Bezdenezhnykh / CEO Credendo – Ingosstrah Credit Insurance
Russia
- 12:10** **Coffee break**
- 12:40** **Russia**
Broker's news. Last year experience in credit insurance.
Mrs. Svetlana Krasnova / General Director IGK Credit Insurance Broker
Russia
- 13:00** **Russia**
Credit management. Company experience.
Mr. Yury Pavlovskiy / CFO at Magnat Trade Enterprise LTD
- 13:20** **Coffee break**
- 14:00** **End of the day**

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