

FCIB International Credit Executives (I.C.E.) ConferenceSM

April 17-19, 2011 • The Drake Hotel - Chicago, IL



Join us April 17-19 and learn to navigate today's risky and uncertain world markets. You will gain the knowledge and confidence to face today's fluctuating economic situations, characterized by high, unforeseeable risk and pending financial issues.

If you are a:

- CFO
- Export Credit (& Collections) Professional
- Trade Finance Professional
- Risk Management Professional
- International Business Professional
- Emerging Markets Professional
- Curious, feel like you should know more, Professional

I.C.E will prepare you for today's international marketplace:

- Consequences of currency/trade wars
- Global analysis of risks and opportunities
- Insight into credit insurance trends
- In-depth forum answering **questions** on Asia, Latin America, Europe and the Middle East
- And much, much more...

Program Agenda

Sunday, April 17th

6:30 – 7:30 pm

Welcome Reception

Sponsored by: Chartis

CHARTIS 

Monday, April 18th

8:00 – 8:30 am

Continental Breakfast

Sponsored by: Coface

coface 

8:30 – 8:45 am

Conference Welcome

8:45 – 9:30 am

Keynote Presentation:
Foreign Exchange Strategy

Speaker: Kevin J Hebner, Senior FX Strategist, J.P.Morgan Chase & Co.

J.P.Morgan

9:30 – 10:00 am

Coffee Break

Sponsored by: Trade Technologies

 **TRADE TECHNOLOGIES**

10:00 – 12:00 pm

Risk vs. Opportunity: Regional Global Economic Report

Moderator: Dr. Chris Kuehl, Managing Director, Armada Corporate Intelligence

Panelists: **Adolfo Laurenti, Deputy Chief Economist and Managing Director, Mesirow Financial**

Byron Shoulton, Economist, FCIA Management Company, Inc.

Freddy Van den Spiegel, Chief Economist and Director of Public Affairs, BNP Paribas Fortis

Analysis of the major risks and opportunities will be discussed in depth by region. The topics for discussion are politics, tariffs, war, weather and other developments that may affect global trade. This session will broaden your thinking of how seemingly outside events can potentially impact your risk.

12:00 – 1:15 pm

Networking Lunch

Sponsored by: Mesirow Financial



1:30 – 3:00 pm

Straight Talk: Trends and Concerns in Credit Insurance

Moderator: **Tom Corbett, Vice President, Marsh USA**

Panelists: **Richard Ariens, President & Regional Director-NAFTA, Atradius**

Wayne Bayer, Head of Credit and Surety, QBE the Americas

Kerstin Braun, Executive Vice President, Coface North America

Joseph A. Ketzner, Sr., Executive Vice President, Commercial Director, Euler Hermes - America

Paul Kunzer, President, WorldSource Trade Credit, Chartis Insurance

Fredrik Murer, Manager, North America - Political Risk & Credit, ACE Global Markets

John Pellew, Senior Vice President, Zurich NA Surety, Credit & Political Risk

André Python, Vice President, FCIA Management Company, Inc.

Top trade credit insurers will comment on what they see as trends and concerns, sharing their views about issues they will face in the next six months as their global network monitors the creditworthiness of companies. They will also provide insights about the types of information they consider most essential to identifying early signs of financial distress.

3:00 – 3:30 pm

Coffee Break

Sponsored by: Zurich



3:30 – 5:00 pm

Executive Exchange: Focus on Asia, Latin America, Europe and the Middle East

Moderator: **Pat Donnelly, CICP, Director of Credit and Risk Management, Osterman & Company Inc.**

Panelists: **Kelly Bates, Director, Global Credit & Collections, Chiquita Brands, Inc.**

Regine Hilgers, Credit Controller EMEA Region, ISP Switzerland GmbH

Curt Rothlisberger, CCE, CICE, Corporate Credit Manager, Fellowes, Inc.

What is on your radar screen? Join in this content driven, interactive expertise exchange led by a moderator and panel of experts. Prior to the conference, submit your toughest questions about specific day-to-day credit and country issues, obstacles and challenges you're facing in order to get solutions! This forum will give you the opportunity to ask the experts and get "real-time" answers to the issues that concern you today.

5:30pm

Networking Dinner – The Drake Bros.' Restaurant – The Drake Hotel

Sponsored by: Atradius



Tuesday, April 19th

8:00 – 8:30 am

Continental Breakfast

8:30 – 10:00 am

Doing Business in Brazil

Speaker: Octavio Aronis, Esq., Aronis Advogados

Brazil is one of the largest emerging markets in the world and offers great opportunities for investment, partnership and commerce. This session will highlight the important cultural and legal considerations for credit managers to weigh when conducting business in Brazil. Topics will include critical factors for collections such as legal process differences in Brazil, types of proceedings, methods for creating a strategic advantage with debtors, enforcement of commercial contracts, and options for legal action. Real-life case studies will also be reviewed and analyzed. Join us for a discussion of the dynamics of this competitive economy to better prepare your business for success.

10:00 – 10:30 am

Coffee Break

10:30 – 12:00 pm

Technology for International Trade

Use technology to increase the productivity of your company and credit department. This forward-thinking session offers insight on the scope of tools available, plus an inside look at how the Oracle and Global Limits Manager platforms function. A panel of experts will address your specific software questions on credit scoring, monitoring customers through analysis, managing credit insurance policies, collections, compliance and more.

Moderator: Mike Mino, CCE, Director Global Trade Credit, Oracle Corporation

Panelists: Tim Graham, Functional Oracle Expert, Oracle
Jack Musbach, Global Limits Manager Expert, Chartis

12:00 pm

Conference Adjourns

*Conference program is subject to change.

***Stay abreast of the best practices of mitigating risk
in today's challenging global economy!***