



## AMAN UNION

**AMAN UNION 6<sup>th</sup> ANNUAL MEETING**  
**InterContinental Hotel, Muscat 7-8-9 December 2015**  
**Hosted by ECGA of Oman**

### Sunday, December 6, 2015

**14:00-18:00** Hospitality Desk in Service: Registration

### Monday, December 7, 2015

**08:30-16:30** Excursion  
Hospitality Desk in Service

**18:00-19:30** Database Subscribers Meeting, at Bahla Nizwa Hall (Lower ground Floor)

**19:30-20:30** 11th Executive Council Meeting, at Bahla Nizwa Hall (Lower ground Floor)

**20:30-21:30** Welcome Reception, at Señor Pico (Lower Ground Floor)

### Tuesday, December 8, 2015

**08:00-18:00** - Hospitality Desk in Service

**08:45** - Recitation from the Holy Qur'an

**09:00-10:30** **Opening session**

- **09:00** Welcome address by Mr. Fahad R. Al Ibrahim, Secretary General of AMAN UNION.

- **09:15** Welcome address by H.E. Said bin Saleh Al-Kiyumi, Chairman of the board of ECGA.

- **09:30** International Keynote: **"An Overview of the Economy and Business Prospects"**  
Presented by Mr. Rob Nijhout, Executive Director of International Credit Insurance & Surety Association (ICISA).

- **09:50** Government Keynote: **"The Impact of the Slump in Oil Prices for GCC in General and Oman in Particular"** Presented by Dr. Hatem Al Shanfari, Member of Board of Governors of Central Bank of Oman.

**10:30-11:00** - Coffee break & Press conference

**11:00-12:30** **First session:**

**Moderator:** Mr. Fahad R. Al Ibrahim, The Secretary General of AMAN UNION

**1- Developments in ECAs activities/Roundtable:** Developments in products, systems or organization in 2015 and business expectations for 2016.

**2- Performance of Member ECAs:** Presentation by the Secretariat General followed by Q&A.

**12:30-14:00** **Lunch hosted by ECGA** - at the Garden Area of the InterContinental Hotel

**Second session:**

**14:00-14:45** **1- "Risk Appetite for MENA Region Markets: Credit & PRI Trends in 2015",**  
**Presented** by Mr. Toby Heppel, RFIB Group.  
**Moderator:** Mr. Khemais Al Gazzah, Director of Insurance Operations, ICIEC.

**14:45-15:30** **2- "Insuring trade default risk awareness in the market, how can insurers increase consciousness about this sensitive topic?"**  
**Presented** by Mr. Massimo Falcioni, Head of Coface Middle East Countries -Open discussion.  
**Moderator:** Mr. Alaa Gouda, General Manager of the Export Credit Guarantee Company of Egypt (ECGE).

<b>15:30-16:00</b>	<b>Coffee break</b>
<b>16:00-16:45</b>	<b>Third session:</b>
<b>16:45-17:30</b>	<p>1- <b>“The Risks &amp; Challenges of Cross Border Trade”</b> - Panel discussion,  <b>Moderator:</b> Mr. Mahan Bolourchi, CEO, Euler Hermes GCC.  <b>Panelists:</b> Mr. Enis Gültekin, Deputy General Manager, Turk Eximbank; Mr. Tarik Rahmoun, Underwriting and Risk Assessment Manager, CAGEX; Mrs. Georgina Christophi, Group Operations Manager, RIME; Ms. Rennie Kariuki, Underwriter, ATI.</p> <p>2- <b>“Managing Policyholder Engagement into the Recovery Process”</b>,  <b>Presented</b> by Ms. Mery Guzman, Recovery Advisers - Open discussion.  <b>Moderator:</b> Mr. Bahman Mennati, Director of Claims Department, EGFI.</p>
<b>20:00</b>	Gala dinner hosted by <b>ECGA</b> , at Al Bustan Palace - Ritz Carlton Hotel
<b>Wednesday, December 9, 2015</b>	
<b>08:30-18:00</b>	Hospitality Desk in Service
<b>9:00-12:30</b>	<p><b>General Assembly of AMAN UNION – Chairman: H.E. Said bin Saleh Al-Kiyumi, Chairman of the board of ECGA.</b></p> <ol style="list-style-type: none"> <li>1. The Secretariat General Report on Activity in 2015</li> <li>2. Financial Report for 2014 (Audited)</li> <li>3. The 2015 Budget Utilization</li> <li>4. Projected Budget for the year 2016</li> <li>5. Establishment of a Dedicated Secretariat General</li> <li>6. Election of Secretary General</li> <li>7. Amendment of the Aman Union Charter</li> <li>8. Increasing the number of Executive Council Members</li> <li>9. Election of the Members of the Executive Council</li> <li>10. Database Progress Report</li> <li>11. Date and Venue of the 2016 Annual Meeting</li> <li>12. Upgrading of KazExportGarant from Associate Member to Full Member</li> <li>13. Acceptance of New Members <ul style="list-style-type: none"> <li>- Introduction of applicants (by alphabetical order) <ol style="list-style-type: none"> <li>1. Dun &amp; Bradstreet South Asia Middle East Ltd</li> <li>2. Euler Hermes Service GCC Ltd.</li> <li>3. Near East Commercial Bank SAL</li> </ol> </li> <li>- Secret vote by Full Members</li> <li>- Announcement of the vote results and signing ceremony</li> </ul> </li> </ol>
<b>12:30-13:00</b>	<b>Group Photo.</b>
<b>13:00-15:00</b>	Lunch hosted by <b>ECGA</b> - at the Garden Area of the InterContinental Hotel