



AMAN UNION SECOND ANNUAL MEETING
İSTANBUL, 4 - 5 OCTOBER 2011
 Hosted by Türk Eximbank

OCTOBER 3, 2011

19:00 – 20:00

Meeting of the Executive Council

OCTOBER 4, 2011

09:00

Opening Ceremony

- Recitation from the Holy Qur'an.
- Welcome address by Mr. Hayrettin Kaplan, General Manager of Türk Eximbank and Chairman of the General Assembly of Aman Union.
- Welcome address by Mrs. Souheila Chabchoub, Chairman and General Manager of COTUNACE and Chairman of the Executive Council of Aman Union.
- Welcome address by Mr. Fahad Al Ibrahim, Director General of DHAMAN and Secretary General of Aman Union.
- Welcome address by Mr. İbrahim Halil Çanakçı, Undersecretary of Treasury.

First session: Developments in ECAs activities

Chairman: Eng. Saed Mohamed Alawadi, CEO, ECIE (UAE).

10:00

1. Round table: developments in products, systems or organization since the last meeting in Tunis and business expectations for 2012.

10:30

2. Performance of Member ECAs.
Presented by The Secretariat.

11:00

3. Open discussion.

11:20

Coffee break

Second session: Underwriting, panel discussion.

Moderator: Mr. Mohamed O. Chouari, Director, Operations Department, DHAMAN.

11:40

Panelists:

- Mrs. Deborah Wyatt, Underwriter, Catlin.
- Mr. Mourad Mizouri, Underwriter, Short Term Dept, ICIEC.
- Mrs. Hayriye Esra Yeğın, Manager, Underwriting Division, Türk Eximbank.
- Mr. Olivier Foulonneau, Senior Underwriter, COFACE.

to
12:40

Themes:

- ✓ Methodology of setting credit limits when financial information is available/not available.
- ✓ Criteria for group risk underwriting.
- ✓ Buyer risk monitoring.
- ✓ Underwriting gone wrong? Why despite all the best practices in place, Credit Insurers still end up with huge claims?
- ✓ Risk exit strategies: how and when to withdraw from an existing limit.

13:15

Lunch at ŞADIRVAN Restaurant

Third session: Insuring risks in post-conflict countries

Chairman: Mr. Michael McPhilimey, Advisor to the Board, LCI (Lebanon).

14:30

1. MIGA's Conflict Affected and Fragile Economies Facility.
Presented by Mr. Gero Verheyen, Underwriter – Syndications, MIGA.

14:50	2. Insuring risks in post-conflict countries: private market experience. Presented by Mr. David Wright, Chief Underwriting Officer, CV STARR, London.
15:10	3. Open discussion.
15:30	Coffee break
	Fourth session: Domestic Credit Insurance Chairman: Dr. Kazem Doost Hosseini, Chairman & CEO, EGFI (IRAN).
15:50	1. Domestic credit insurance: the experience of ECGA Oman. Presented by Mr. Nasir Issa Al Ismaily, General Manager, ECGA, Oman.
16:20	2. Open Discussion.
	Fifth session: International standards in Export Credit Insurance Chairman: Mr. Indra Noor, Operations Director , ASEI (INDONESIA)
16:40	1. International standards in Export Credit Insurance Industry Presented by Mr. Lennart Skarp, Acting Secretary General, Berne Union.
17:10	2. Open Discussion.
17:40	3. End of session.
18:30	Bosphorus boat tour and Dinner hosted by Türk Eximbank
OCTOBER 5, 2011	
09:00	Sixth session: General Assembly of Aman Union Chairman: Mr. Hayrettin Kaplan, General Manager, Türk Eximbank
	<ol style="list-style-type: none"> 1. Nomination of the Keeper of Minutes and the Vote Counters 2. Minutes of the first General Assembly meeting (GA1) 3. Financial report for 2010 (final audited accounts) 4. Report of activities 2011 5. Amended budget of the year 2011 6. Business plan of the year 2012 7. Budget of the year 2012 8. Date, place and main topics of the 2012 Meeting 9. Election of the Chairman of the Executive Council 10. Report on the Aman Union Database project <p>Open discussion.</p>
11:00	Coffee break
11:20	11. Acceptance of new Members: - Introduction of applicants (by alphabetical order). - Secret vote by Full Members. - Announcement of the vote results and signing ceremony.
12:00	Closing session: Conclusion of meeting points and formulation of recommendations.
13:00	Lunch at ŞADIRVAN Restaurant
14:30	Tour
19:00	Dinner hosted by Türk Eximbank at Matbah Restaurant