

## PANAMERICAN SURETY ASSOCIATION

### VIII INTERNATIONAL MEETING ON SURETY BONDS AND CREDIT INSURANCE

Wednesday, 28 September 2016

and

### XIII TECHNICAL SEMINAR ON SURETY BONDS AND CREDIT INSURANCE

Thursday 29 and Friday 30 September 2016


San Juan (Puerto Rico)




Venue: Condado Vanderbilt Hotel

### PROGRAM

Languages: Spanish and English

<b>Tuesday, 27 September</b>	
19:00	<b>Accreditation/Registration (Condado Vanderbilt - venue hotel)</b>
19:30	Welcome cocktail at the venue hotel

<b>Wednesday, 28 September</b>	
<b>VIII INTERNATIONAL MEETING ON SURETY BONDS AND CREDIT INSURANCE</b> <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	
<b>Targets:</b> 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.	
<b>Sessions open to:</b> 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.	
08:30	<b>Accreditation/Registration (Condado Vanderbilt - venue hotel)</b>
09:000	<b>Opening ceremony</b> <ul style="list-style-type: none"><li>• Jan Müller PASA President</li></ul>
09:30	<b>Opening conference</b> <a href="#"><u>Present situation of Puerto Rico's economy: Something funny happened on the way towards future</u></a>  <ul style="list-style-type: none"><li>• Speaker:<ul style="list-style-type: none"><li>• Manuel E. Maldonado Cotto (Economist and President of Intelligence Forecasting Co., Puerto Rico)</li></ul></li></ul>



10:30	Coffee break at the foyer
11:00	<p><b>Conference</b>  <a href="#">Puerto Rico's economy</a></p>  <p>Speaker:</p> <ul style="list-style-type: none"> <li>• Carlos A. Colón De Armas (Economist and Professor of Finance at the University of Puerto Rico)</li> </ul>
11:45	Questions and answers
12:00	<p><b>Round table</b>  <b>Building industry's situation within a context of State default. Possible consequences for contractors when the State fails to meet its obligations. The Puerto Rican case.</b></p> <p>Moderator:</p> <ul style="list-style-type: none"> <li>• Alfredo Del Prado-Saliva (Underwriting Head, CNA Surety, Puerto Rico)</li> </ul> <p>Main speaker:</p> <ul style="list-style-type: none"> <li>• Neyssa Varela (President, General Contractors' Association of Puerto Rico)</li> </ul> <p>Speakers:</p> <ul style="list-style-type: none"> <li>• Surety company's point of view:  Javier Santiago (Assistant Vice President, United Surety &amp; Indemnity Company, USIC Life Insurance Company, Puerto Rico)</li> <li>• Broker's point of view:  Francisco Tirado (President, Marsh Saldaña Inc., Puerto Rico)</li> </ul>
13:00	Lunch at the venue hotel
15:00	**Permanent coffee station in the meeting room**
15:00	<p><b>Conference</b>  <a href="#">Presentation of the project: "Puerto Rico as an International Insurance Center"</a></p>  <p>Speakers:</p> <ul style="list-style-type: none"> <li>• Ángela Weyne (Insurance Commissioner of Puerto Rico)</li> <li>• Rubén Gely Rodríguez (Deputy Commissioner Supervision and Compliance)</li> </ul>
15:30	Questions and answers
16:10	<p><b>Conference</b>  <a href="#">Brexit: How does it affect the economy and the insurance companies?</a></p>  <p>Speaker:</p> <ul style="list-style-type: none"> <li>• María Rodríguez (Head Credit &amp; Surety Iberia &amp; LatAm, Reinsurance, Swiss Reinsurance Company Ltd, Switzerland)</li> </ul>
16:40	Questions and answers
16:50	<p><b>Closing ceremony</b></p> <ul style="list-style-type: none"> <li>• Jan Müller  PASA President</li> </ul>
19:00	Cocktail and Camaraderie dinner at Hotel La Concha (adjacent to the venue hotel) Cocktail at the Ocean Lounge and dinner at Indigo rooms

## XIII TECHNICAL SEMINAR ON SURETY BONDS AND CREDIT INSURANCE

<b>Thursday, 29 September</b>	
09:30	<p><b>Opening ceremony</b></p> <ul style="list-style-type: none"> <li>• Jan Müller PASA President</li> </ul>
10:00	<p><b>Panel</b> <b>Credit Insurance and PASA.</b> <b>Presentation of the video developed by PASA Credit Committee</b> Speaker:</p> <ul style="list-style-type: none"> <li>• Paulo Morais (PASA Credit Committee President)</li> </ul>
10:40	Questions and answers
10:50	Coffee break
11:20	<p><b>Panel</b> <b>On-demand bond claims. Comparing the experience of three countries.</b> <b>An analysis by PASA Legal Committee</b></p> <p>Coordinator:</p> <ul style="list-style-type: none"> <li>• Clementina Hiteshew (Project Leader – Special Proj. IC, Liberty Mutual Insurance Co., USA)</li> </ul> <p><a href="#"><u>Presentation of the comparative analysis of 2015 session:</u></a> Argentina/Ecuador/ Paraguay</p> <p>Speaker:</p> <ul style="list-style-type: none"> <li>• Gabriel Mármol (PASA Legal Committee President)</li> </ul> <p>Speakers:</p> <ul style="list-style-type: none"> <li>• <a href="#"><u>Panama</u></a> Gina de Eisenmann (General Manager, Aliado Seguros)</li> <li>• <a href="#"><u>Guatemala</u></a> Manolo Enríquez (Business Director, Aseguradora Fidelis)</li> <li>• <a href="#"><u>Puerto Rico</u></a> Leslie Alvarado-Lliteras (Alvarado &amp; Fernández Law Offices, PSC)</li> <li>•</li> </ul>
12:00	Questions and answers
12:15	<p><b>Colloquium</b> <a href="#"><u>4G in Colombia. Fourth Generation of Concessions in Colombia</u></a></p> <p>Coordinator:</p> <ul style="list-style-type: none"> <li>• Camilo Rodríguez (UW Credit &amp; Surety, Axis Re Europe, Switzerland)</li> </ul> <p>Speaker:</p> <ul style="list-style-type: none"> <li>• José Luis Ojeda (Surety Director, Confianza Cía. de Seguros y Reaseguros, Colombia)</li> </ul>
12:45	Questions and answers



12:55	End of academic sessions
13:00	Group photo
13:15	Lunch, afternoon and evening free

<b>Friday, 30 September</b>	
10:00	<p><b><a href="#">Credit Insurance workshop</a></b>  Developed by PASA Credit Committee.  “Managing a credit insurance policy” – Part I</p> 
11:15	Coffee break
11:45	<p><b><a href="#">Surety workshop</a></b>  Developed by PASA Surety Committee.  “United States Construction Surety PML Model – A Practical Guide”  Speaker:</p> <ul style="list-style-type: none"> <li>• Joseph Malsky (Actuary, The Travelers Companies, USA)</li> </ul> 
13:00	<p>Reports from the Presidents of PASA Working Committees:</p> <ul style="list-style-type: none"> <li>• Surety Committee</li> <li>• Credit Committee</li> <li>• Training Committee</li> <li>• Legal Committee</li> </ul>
13:40	<p><b>Closing ceremony</b></p> <ul style="list-style-type: none"> <li>• Jan Müller PASA President</li> </ul>
Lunch and evening free	
20:00	Cocktail, closing dinner and dance at Cuartel de Ballajá, a colonial building in the historical area of old San Juan.