



**XIII** INTERNATIONAL  
MEETING ON SURETY  
BONDS AND CREDIT  
INSURANCE  
May 2nd, 2022

**XVIII** TECHNICAL SEMINAR  
ON SURETY BONDS  
AND CREDIT  
INSURANCE  
May 3rd and 4th, 2022



## Online meeting

All times indicated are in the local time of Argentina/Brazil

# PROGRAM

Monday, 2 May

## XIII INTERNATIONAL MEETING ON SURETY BONDS AND CREDIT INSURANCE

For PASA members and all the players of the surety and credit insurance industry

Current situation for surety bond and credit insurance.  
Information about their characteristics

**Targets:** 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.

**Sessions open to:** 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.

### 12.00 OPENING CEREMONY

- Adrian Kärle, PASA President

### 12.10 ROUND TABLE

**Sustainability in the surety and credit insurance business. What do we mean when we talk about sustainability? The impact on surety bonds and credit insurance underwriting**

**Moderator:** Adrian Kärle, PASA President

#### Speakers:

- Daniel de Búrca, Head of Public Affairs, ICISA
- **From the credit insurer's perspective:**  
Carlos Muniesa Churruga, Director – Strategy and Corporate Development, Crédito y Caución, Spain
- **From the surety company's perspective:**  
Gustavo Henrich, Vice President, Junto Seguros, Brazil
- **From the reinsurer's perspective:**  
Peter Schmidt, Chief Executive Emerging Markets, CUO Credit and Surety Reinsurance, AXA XL, Switzerland

### 13.10 SHORT COFFEE BREAK

### 13.15 COLLOQUIUM

**Technology applied to surety bonds. The Blockchain project. The surety bond execution and verification Lab**

**Moderator:** Marco Schiattone, Financial Risks, Partner Re, Bermuda

#### Speakers:

- Greg Davenport, Senior Vice President, Global Risks, Liberty Mutual Company, USA
- Mariano Viale, Managing Director, Global Surety, AON, USA

### 14.00 END OF ACADEMIC SESSIONS

## XVIII TECHNICAL SEMINAR ON SURETY BONDS AND CREDIT INSURANCE

Tuesday, 3 May

### 12.00 AN OUTLOOK ON THE MEXICAN SURETY MARKET

Developed by the PASA Legal Committee

**Speaker:** José Manuel Campero Vélez, Legal Committee's member

### 12.35 SHORT COFFEE BREAK

### 12.45 ROUND TABLE

Developed by the PASA Credit Committee

**The impact of inflation on the domestic credit insurance's loss ratio**

**Special guest:** Pablo Neme, Country Manager, Solunion Argentina

#### Speakers:

- Ignacio Álamos, CEO, AVLA Seguros de Crédito y Garantía, Chile
- Alejandro Santamaría, Regional Manager, Solunion Seguros de Crédito, Spain

### 13.15 SHORT COFFEE BREAK

### 13.25 CONFERENCE

Developed by the PASA Surety Committee

**New guarantees for the energy sector: renewable energy, environment, electricity generation. The Spanish case**

**Speaker:** Juan José Montes Fernández, Corporate Director Surety Insurance, Solunion Seguros, Spain

### 14.00 END OF ACADEMIC SESSIONS

Wednesday, 4 May

### 12.00 PANEL

Developed by the PASA Credit Committee

**Political risks' cover in credit insurance**

**Coordinator:** Jesús Urdangaray, Director of Subsidiaries, CESCE, Spain

#### Speakers:

- Roberto Castillo, General Manager, Hannover Re, Germany
- Gonzalo Stefanini, Senior Underwriter, Atradius Re, Ireland

### 12.50 SHORT COFFEE BREAK

### 13.00 COLLOQUIUM

Developed by the PASA Surety Committee

**LATAM surety market statistics. Analyzing the main indicators from before the pandemic to the present**

**Moderator:** Agustín del Torchio, Commercial Manager, Afianzadora Latinoamericana S.A., Argentina

**Speaker:** Juan Fernando Serrano, President, Latino Insurance, Ecuador

### 13.50 CLOSING CEREMONY OF ACADEMIC SESSIONS

- Adrian Kärle, PASA President

### 14.00 END OF SESSIONS