



# 14-16<sup>TH</sup> NOVEMBER 2018

## IGK ANNUAL INTERNATIONAL SEMINAR RIGA 14-16<sup>TH</sup> NOVEMBER 2018 **AGENDA**

### Wednesday, 14 November 2018

- 19:00 a.m. Registration of participants
- 19:30 a.m. Welcome cocktail

### Thursday, 15 November 2018

- 09:30 a.m. Registration of participants
- 10:00 a.m. Welcome speech  
Mrs. Galina Serjant Member of the Board IGK AG
- 10:15 a.m. **Russia**  
Credit information  
Official sources of information. Availability, integrity, relevance of the data.  
Common problems. Extended information. Case studies.  
Probability of default IGK Model.  
Mrs. Irina Kochubey Senior Supervisory Financial Analyst IGK AG
- 10:45 a.m. **Russia**  
Changes in credit risk and risk appetite. Industry trends and hot topics  
Tatyana Kryuchkova Head of Business Operations Dep.

**11:30 a.m. Coffee break**

**12:00 a.m. Russia**

Industry and Market conditions. Settlement of losses and receivables management Russia and CIS.

Head of Risk Underwriting Atradius Russia and CIS Aleksandr Utochkin

**12:30 a.m. Russia**

Debt collection

Amicable collection practice. Court proceedings. Insolvency proceedings. Case studies.

Mr. Maksim Ananjev Chief Lawyer International collection IGK AG

**13:00 a.m. Ukraine**

**Market overview. Credit information**

Type and quality of the data in Official sources of information. Availability, integrity, relevance of the data. Common problems. Extended information. Case studies.

Mr. Sergey Kononenko General Director IGK Credit Management Ukraine

**13:30 a.m. Kazakhstan**

Industry and market conditions. Underwriting criteria.

KazExportGarant

**14:00 a.m. Kazakhstan**

**Credit information**

Official sources of information. Availability, integrity, relevance of the data. Common problems. Extended information. Case studies.

Mr. Ruslan Bisengaliev General Director IGK Credit Management Kazakhstan

**14:30 a.m. Coffee break**

**15:10 a.m. Belarus**

Market overview

Mr. Ilja Sakhar Head of International Business Development Dept. Eximgarant of Belarus

**15:40 a.m. Belarus, Ukraine**

Debt collection

Deputy Director IGK AG Liza Serjant

**16:10 a.m. All countries  
Credit information**

The role of external IGK audit for the Risk Assessment of the buyers with long terms of deferred payments and significant amounts of the credit limit. Case studies.

Larisa Degtyareva IGK AG financial analyst

**16:10 a.m.**

**Russia**

Broker's experience credit insurance

Mrs. Svetlana Krasnova General Director IGK Credit Insurance Broker Russia

**17:00 a.m.**

**End of the day**

**18:00 a.m.**

**Excursion Old Riga Town**

**19:30 a.m.**

**Dinner**

**Friday, 16 November 2018**

**10:00 a.m.**

**Turkey**

Market overview. Credit information

Turkeximbank

**10:30 a.m.**

**Poland**

Market Risk analysis. Credit information and debt collection tools.

Credit Risk Brokers Sp.z.o.o. Managing Director Pawel Leszczuk

**11:00 a.m.**

**Poland**

Industry and market conditions. Underwriting criteria.

Kuke Export Credit Insurance Corporation Director Buro Communication Lidia Garbaczuk

**11:30 a.m.**

**Coffee break**

**12:00 a.m.**

**Baltic States**

Industry and market conditions

Atradius Sweden

**12:30 a.m.**

**Baltic States**

Credit information and Debt collection

Claims and Legal department IGK AG Cristina Petrova

**13:20 a.m.**

**Coffee break**

**14:00 a.m.**

**End of the day**

Your contact person: Maksim Ananyev  
Email: [maksim\\_ananyev@igkservice.lv](mailto:maksim_ananyev@igkservice.lv)  
Phone: +371 29 518296, +371 67 317532

