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- Sustainable Finance & Insurance
- IHS Global Insight
- AON Trade Credit
- Ince & Co
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- Menas Associates
- PwC
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- Berne Union
- ICISA
- Country Risk Solutions
- Auprès Consult
- Control Risks

Ex-Cred-23

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Danshui, Société Générale

23rd Annual Global Convention

Insuring Export Credit Political Risk

Attend the leading global industry event

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The Trade Credit & PRI Market

- Trends, pricing, & capacity
- Priorities for underwriters in the year ahead
- XOL vs. traditional Ground Up

- The changing role of ECAs
- Short-term marketable risk
- Evolution or Revolution in MLT market

Global Economics & Geopolitical Risk

- Emerging markets growth prospects
- Fate of the Eurozone
- Tensions in the Persian Gulf

- Prospects for MENA
- Investment in East Africa
- Economic & political transition in China

The Export Finance Crunch

- 'Originate to distribute' - can insurers adapt?
- Who is filling the funding gap?
- Reconciling Export Finance

- Exporters use of export credit & PRI
- Catalysing alternative sources of finance
- Industry perspectives on Basel III



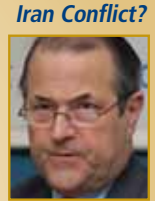
Charles Berry
BPL GLOBAL



Marcelo Franco
SBCE



Johan Schrijver
BERNE UNION



Sir Richard Dalton
former British
Ambassador to Iran

Conference Chair



Diana Smallridge
INTERNATIONAL
FINANCIAL
CONSULTING



Marc Auboin
WTO



Jan Randolph
IHS GLOBAL INSIGHT



Graham Hutchings
OXFORD
ANALYTICA



Dr Reinhard Zehetner
SIEMENS



Valentino Gallo
CITI



Mini Roy
SMBC

Legal Aspects of Export Credit & PRI Claims

Led by Ince & Co
Tuesday 26th February 2013

Identifying & Mitigating Political Risks

Led by Control Risks
Friday 1st March 2013 (am)

Impact of Basel III on Trade & Export Finance

Led by Bob Piller, Auprès Consult
Friday 1st March 2013 (pm)

Multi-Speaker Workshops

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Day One, Wednesday 27th February 2013

09.00 Registration & Refreshments

09.30 Chair's Opening Remarks

 **Diana Smallridge**
President
INTERNATIONAL FINANCIAL CONSULTING

09.40 The Global Macro-Economy: Prospects for Growth in a Challenging Environment

- Will world trade in 2013 continue on the slow path of 2012?
- Prospects for the US and Europe
- Can we still rely upon the emerging economies to provide global growth?
 - How are they going to fare?
 - Can developing countries maintain recent levels of growth as demand from developed countries falls away?
 - As things begin to slow, are we likely to see a hard, or a soft landing?
- In this environment, what will be the role of finance in world trade?

 **Marc Auboin**
Councillor, Economic Research & Statistics
WORLD TRADE ORGANISATION

10.10 How are the Credit & PRI Markets Developing?

MARKET UPDATE

- What can we learn from the market over the past 12 months?
- Trends in ST Credit insurance & Trends in PRI
- Capacity, pricing, new players, new products
- Does the low claims activity of the past year indicate a return to long-term stability?
- What are the priorities for insurers going forward?


Moderator:

 **Nick Robson**
Deputy Chairman, Financial Risks
JLT SPECIALTY

Panel Includes:

 **Richard Maxwell**
Global Head and Chief Underwriting Officer, PRTC
XL GROUP

 **Robert Nijhout**
Executive Director
ICISA

 **Price Lowenstein**
President
SOVEREIGN RISK INSURANCE

 **John Salinger**
President, Global Trade & Political Risk
AIG

11.00 Morning Refreshment Break

11.20 Competition & Cooperation In Public-Private Interactions

1. Short Term 'Marketable Risk' in the European Union

- European Commission perspectives, one year on

Presenter:

 **Justyna Majcher-Williams**
Policy Officer, DG COMP
EUROPEAN COMMISSION


2. Revolution or Evolution in the Medium-Long Term Market?


- The transition in MLT business: from de facto ECA monopoly to a mixed market of ECAs and private insurers
- The pressures for change among the ECAs
- The barriers to private insurers participating in MLT risks
- The limits to ECA competition with private insurers
- Competition and choice: better for exporters and their financiers

Presenter:

 **Charles Berry**
Chairman
BPL GLOBAL

Panel Includes:

 **Roul Ascari**
Chief Operating Office
SACE

 **Hans Janus**
Member of the Board
EULER HERMES

 **Louis Habib-Deloncle**
CEO, **GARANT**
Chair, Single Risk Committee,
ICISA

 **David Anderson**
Director, Global Business Development
ZURICH

12.10 Evolution of the Export Credit Agency: Contrasting Cultures & Models around the World


INTERNATIONAL PANEL

- Perspectives on the mandate, philosophy and practicality of ECAs
- In addition to their traditional function, promoting export and investment in emerging markets, to what extent have ECAs now become a pillar for stabilising the system of international trade in advanced economies?
- How do different governments relate to their ECAs?
- How are fiscal austerity measures, particularly in Europe, impacting the business of ECAs?
- Changing attitudes to risk management processes and the treatment of peak risks
- New global players coming to the fore - Emerging Agencies - Eximbanks and ECAs

Moderator:

 **Peter Jones**
Secretary General
BERNE UNION

Panel includes:

 **Satoru Koyama**
Chief Representative of Europe
NEXI

 **Marcelo Franco**
Managing Director
SBCE

 **Jan Vassard**
Deputy CEO
EKF

 **Lorraine Audsley**
Vice President, Business Intelligence & Innovation
EDC

 **Carmen Vara**
Deputy Director Underwriting (America) & International Relations
CESCE

13.00 Networking Lunch

"Good presentations/discussions & perfect for meeting new people"

Erik Hammer, **DNB NOR BANK**

Streamed Sessions Commence

Insurance Market Developments Chaired By:  Diana Smallridge President INTERNATIONAL FINANCIAL CONSULTING		Managing Political Risk Chaired By:  Daniel Wagner CEO COUNTRY RISK SOLUTIONS	
14.00	Securing Cover for Domestic Trade In Emerging Markets <ul style="list-style-type: none"> ■ Availability of coverage for local elements of international supply contracts, and purely domestic transactions ■ Scope of cover ■ Potential pitfalls  Jane Johnson Director, Special Products, Asia & Northern Europe ATRADIUS	Sovereign Risk Analysis: Assessing Short, Medium & Long Term Threats & Opportunities in Emerging & Frontier Markets <ul style="list-style-type: none"> ■ Comparing and contrasting country & sovereign risk methodologies – including the significance of “PD” (Probability of Default) ■ Uncovering risk divergences down the timeline for different kinds of business in the same country ■ Combining quantitative & qualitative based techniques to evaluate liquidity conditions and creditor relationships ■ Benchmarking risk ratings in short and medium to long terms against established sovereign credit ratings  Jan Randolph Head of Sovereign Risk IHS GLOBAL INSIGHT	
14.35	Trends in Banks’ Use of Insurance for Credit Risk Management <ul style="list-style-type: none"> ■ How the insurance market is evolving to meet the needs of bank clients ■ Increased capacity for relationship banking ■ Comparison with other methods of credit risk management  John Lentaigne Vice President, Capital Risk Solutions AXIS INSURANCE  Nick James Credit Portfolio Management EMEA BANK OF TOKYO-MITSUBISHI UFJ	Recoveries, Sovereign Defaults & Enforcement Actions: An Update on Recent Developments <ul style="list-style-type: none"> ■ Sovereign immunity ■ Liability of state-owned entities for debts of State ■ Restructuring - the Argentine crisis ■ BIT claims to recover sums owed under international arbitral awards  Carol Searle Partner INCE & CO  Ben Ogden Partner INCE & CO	
15.10	The Latest Developments In Claims & Recoveries <ul style="list-style-type: none"> ■ Iran: Exporting and getting paid under the sanctions regime ■ Claims funding in Europe ■ Claims recoveries in Europe: How to choose your jurisdiction  Elizabeth Mechelse Director EAST WEST DEBT	Is Myanmar Open For Business? What are the Risks & Opportunities? <ul style="list-style-type: none"> ■ Regulatory uncertainty ■ Government inefficiency & corruption ■ Infrastructure concerns ■ Prospects for investors 	

Streamed Sessions End

15.45 Afternoon Refreshments

16.05 **What Lies Ahead for the Eurozone?**

- Can the Euro survive?
- What kind of monetary union do we need and want?
- What will it cost to save the Euro and who will pay for it?
- Potential scenarios for the Euro zone going forward
- Impact on Europe and the global financial system

 **Michael Menhart**
Chief Economist
MUNICH RE

16.45 **Tensions in the Persian Gulf: Potential for Iran Conflict?**

- How has the fallout from the Arab Spring affected the political and economic position of Iran and its neighbours?
- Potential significance of the US elections

 **Sir Richard Dalton**
Former British Ambassador to Iran
GUEST SPEAKER

17.25



End of Day One & Drinks Reception Hosted By:



Day Two, Thursday 28th February 2013


09.00 Refreshments

09.30 **Chair’s Opening Remarks**

 **Diana Smallridge**
President
INTERNATIONAL FINANCIAL CONSULTING

09.40 **Berne Union President’s Address**

- Business flows from Berne Union members – what do these say about the global economy and robustness of the trade & export credit insurance business?
- New initiatives from members
- New initiatives from the Berne Union

 **Johan Schrijver**
President BERNE UNION
Managing Director, ATRADIUS DUTCH STATE BUSINESS

10.00 Use of Export Credit & PRI To Support Cross-Border Trade

EXPORTERS' PERSPECTIVES

- Impact of squeezed bank capital & medium term liquidity on the availability of finance
 - The concentration of credit facilities on top tier business
 - How happy are exporters with current pricing levels?
 - Is sufficient finance available for small to medium sized exports?
- Meeting buyers' increasing appetite for longer credit terms
 - Are exporters able to offer credit terms which reflect the cash flows of their customers?
 - What conditions need to be met and how can banks and insurers help provide solutions
- Alternative Sources of finance
 - Corporate finance
 - Insurance wrapped bonds
 - Could export credit insurance alone become a substitution product for lack of traditional banking credit?
- How important are risk mitigation products to financing your trade? How could these be improved?

Moderator:



Susan Ross
Director
AON TRADE CREDIT

Panel Includes:



Tim Gaul
Capital Markets & Export
Finance Manager
CATERPILLAR FINANCIAL



Leigh Salkeld
Global Special Projects Manager
IBM UK Ltd



Dr Reinhard Zehetner
Vice President
**SIEMENS VAI METALS
TECHNOLOGIES GmbH**

10.45 The Trade & Export Finance Crunch

BANK PANEL

- Assessing the Current Market Dynamic
 - Are financial institutions remaining committed to international trade, despite the slow growth environment, rising costs and lower margins?
 - Basel III and the retreat of European banks: Will this be a long-term or temporary phenomenon?
 - Who will pick up the slack? Will there be sufficient capacity, and how much is sustainable?
- How can Insurance Cover Alleviate the Pressure on Banks?
 - What do banks expect from private insurers?
 - How can insurers adapt to accommodate the banks' new business model - originate to distribute?
 - Competition issues arising from risk participation provided by a few market players
 - Use of insurance to attract new pockets of liquidity for banks
 - The need for insurers to widen their offering instead of competing for the same type of business (i.e. trade related deals)

Moderator:



Catherine Aubert
MD, Head of Trade Credit & PRI
SOCIETE GENERALE

Panel Includes:



Valentino Gallo
MD & Global Head Export &
Agency Finance
CITI



Christophe Meurier
Head of Trade Credit & PRI
Group
BNP PARIBAS CIB



Mini Roy
Senior Vice President, Export &
Agency Finance
SMBC



Andreas Hillebrand
Head Credit Underwriting
SWISS RE

Paul Sanders
Vice President & Manager for UK
ZURICH

11.35 Morning Refreshments

11.55 Reconceiving Export Finance: A Cross-Industry Think Tank

INDUSTRY ROUNDTABLE

- In this changing landscape of tighter regulation and fierce competition for liquidity, what opportunities are there to evolve and improve the export finance product?
- With ECAs seemingly willing to cover potential funding gaps, is there potential for a more integrated approach to export finance through common standards, platforms and joint or hybrid products?
- Securitisation of trade debt as an investable asset class as a means to tap third party liquidity from institutional investors
- What changes to current financial infrastructure does this entail? What would the market look like?
- Predictions for the shape of the market 5-10 years from now

Moderator:



Kai Preugschat
Head of International Origination, Structured Trade & Export Finance
UNICREDIT

Panel Includes:



Chris Mitman
Head of Export & Agency
Finance
INVESTEC



Andreas Klassen
Partner & Managing Director,
Hermes Cover
PwC



Simon Sayer
Head of Structured Trade &
Export Finance
DEUTSCHE BANK

A major capital markets investor;
details tbc

12.45 Catalysing Alternative Sources of Finance For Investment & Development

- How can the international donor community bridge the funding gap which exists between government spending and development finance from multilateral and bilateral donors?
- What role can guarantees play in this area?
- Do the multilateral and bilateral development banks have the right products and policies to catalyse other sources of finance?
- How do Multilateral Development Banks and ECAs cooperate? Are the differences in the business mandates an obstacle for cooperation? How can cooperation be improved?
- What are the benefits for developing countries and exporters for an improved cooperation between the development finance community and other important financiers of developing countries?

Moderator:



Paul Mudde
Strategic Business Consultant
SUSTAINABLE FINANCE & INSURANCE

Panel includes:



Pankaj Gupta
Manager, Financial Solutions
Group
IBRD



Bart Raemaekers
Senior Guarantees &
Syndications Specialist
ADB



Nabil Jijakli
Secretary General
ONDD

Richard Hodder
Director, Export Finance,
Europe & Sub Saharan Africa
HSBC

13.30 Networking Lunch

"Excellent to have such a wide representation of industry players providing a good balanced overview"

Melanie Lawrence, **NEDBANK**

Streamed Sessions Commence

Regional Risk Analysis Chaired By:
Diana Smallridge, President, **INTERNATIONAL FINANCIAL CONSULTING**

Insurance Developments Chaired By:
Daniel Wagner, CEO, **COUNTRY RISK SOLUTIONS**

- 14.30 **Offshore Gas a Game-Changer for East Africa If Government & Investor Interests Align**
- The discovery of big offshore gas fields is a potential game changer for Tanzania and Mozambique. Oil finds in Kenya and Uganda also point to major change
 - How big are these finds and who is developing them? And how are governments seeking to maximise benefits from the trend?
 - How do they fit into the macroeconomic picture? Should trading partners be worried about Dutch disease and other 'resource curse' ills?
 - What are the plans to manage growth and mitigate risk in the East African Community area and Mozambique?



Jon Marks
Chairman
CROSS BORDER INFORMATION

- Trade Credit Insurance XOL / Traditional Ground Up**
- As the Trade Credit Insurance industry moves far away from the "one product fits all approach, are we now seeing a wider number of business models being offered?
 - How do these products and underwriting approaches differ?
 - How are these models performing post credit crisis and what changes/innovation is being introduced or demanded?
 - What are the opportunities for Trade Credit in the Basel III / Solvency II world?



Richard Talboys
Executive Director - Credit Risks
WILLIS



Neil Ross
Trade Credit Regional Manager
AIG



Lukas Neckermann
Commercial Director
EULER HERMES UK

- 15.05 **The MENA Region: Two Years After the Arab Spring**
- How are post-revolution republics faring?
 - Have the monarchies avoided meaningful reform?
 - Will the revolution spread to other Arab countries or Iran?
 - The implications for Western oil and non-oil investors



Charles Gurdon
Managing Director
MENAS ASSOCIATES

- Impact of Basel III on the Export Credit & PRI Industry**
- Motivation and concept of Basel III
 - Key aspects for export credit and political risk insurance
 - Changed capital rules
 - Introduction of liquidity rules
 - Leverage ratio



Hiltrud Thelen-Pischke
Director
PwC

Streamed Sessions End

15.40 Afternoon Refreshments

- 16.00 **Transitions, Tests, Tensions: China Changes Gear**
- Economic rebalancing: How fast? How far?
 - Under new management: Beijing's Top Team Settle In
 - Nervous neighbours: China and its Boundaries



Graham Hutchings
Director of Analysis
OXFORD ANALYTICA

- 16.40 **Evolving Patterns in Global Political Risk**
- How does the current world risk map look?
 - Where do the greatest threats and opportunities lie at present?
 - What is the future of political risk? Are the sources of political risk changing, either in terms of the geography or nature of the threats involved?

17.10 Chair's Summary & Close of Conference

Tuesday 26th February 2013
Hilton Tower Bridge London

Legal Aspects of Export Credit & PRI Claims

Pre-Conference
Workshop

PROGRAMME

Registration 10.45 for 11.00 start

Insurance : The Basic Concepts

- What is insurance and how does it differ from a financial guarantee?
- General principles of English Insurance Law:
 - insurable interest
 - "utmost good faith"
 - warranties
 - conditions precedent
- The role and responsibility of the broker in the insurance market
- Reform: the Law Commissions and the EU

The Products

- What's available
- The protection afforded, tenor, capacity and cost

James Esdale
Director

BPL GLOBAL



Carol Searle
Partner
INCE & CO

Coverage

- Placing a risk in the market – some frequent issues
- Insured perils
- Exclusions
- The management of the cover
- Particular clauses and case studies

Establishing a Claim

- The general position and policy provisions
- Notification, date of loss and waiting periods
- Quantum
- Deductibles, limits and coinsurance
- Proofs of loss and examination of insured
- The role of the loss adjuster

Disputes

- Negotiation and compromise
- Proper law and jurisdiction
- Court or arbitration – a comparison
- Alternative Dispute Resolution



Ben Ogden
Partner
INCE & CO

Recoveries

- Subrogation
- Private and public international law
- Enforcement and execution
- Reinsurance
- Alternative approach

Conclusion: Lessons to be Learnt

- Do the products deliver?
- The record to date
- **includes guest speakers –**
Bernie de Haldevang
Head of FINPRO International
Aspen Insurance & Aspen Syndicate 4711 at Lloyds of London

Workshop close 17.30

Led by: **Ince & Co**



Tony George
Consultant
INCE & CO

Practical & Topical Workshops

Friday 1st March 2013
Hilton Tower Bridge London

Identifying & Mitigating Political Risks

Post-Conference
Morning
Workshop

PROGRAMME

Workshop led by experts from **Control Risks**

Timings:

Registration: 09.45
Workshop Commences: 10.00
Finish & Lunch: 13.00

Introduction & Welcome



Zachary Rothstein
Senior Consultant, Strategic Analysis

Sovereign and sub-sovereign risk: After the storm

Our experts will discuss the latest trends and developments across the globe, with a particular focus on high-risk countries.

- Analysis of **sovereign default** episodes: elucidating common patterns and predicting outcomes
- **Implications for insurers:** Control Risks' golden rules for assessing sovereign risk
- Spotlight on the **Eurozone:** three scenarios for resolution
- **Country watch list:** where next?



Jonathan Wood
Associate Director, Strategic Analysis



David Lea
Senior Analyst, Europe

Shifting risk profiles in oil & gas frontier markets

Focusing on emerging developments in the oil and gas sector, this session will explore countries in which traditional risk profiles are changing, for better or worse.

- **Latin America:** spotlight on Colombia and Argentina
- **East Africa's** oil and gas potential
- Political risk & the **shale gas** 'revolution'



Michael Denison
Research Director



Joanna Turner
Associate Director, Africa



Jonathan Wood
Associate Director, Strategic Analysis

All politics is local: Ground-level assessments of political risk

This panel will explore several case studies demonstrating the localisation of political risk and granular variations in risk profiles within countries and cities.

- **MENA focus:** Beirut, Cairo, Tripoli
- **Asia focus:** Bangkok, Karachi, Mumbai
- **Africa focus:** Johannesburg and Lagos



Gala Riani
Head of Analysis, MENA



Claudine Fry
Senior Analyst, Asia



Simiso Velepini
Analyst, Africa

Political violence and terrorism: latest trends and losses

Assessing the changing dynamics of terrorism across the globe. Case studies of recent major loss incidents and analysis of trends in the capability & sophistication of terrorist groups.

- Outlook on **terrorism** for the year ahead: shifting actors, strategies, tactics and targets
- Anticipating **critical destabilizing events**
- In-depth breakdowns of **recent incidents**



Peter Simpson
Protective Design Practice Leader



John Nugent
Analyst, Strategic Analysis

Conclusions and networking

"Vast overview of worldwide political developments."

Klinge, **Dresdner Bank DKIB**

Friday 1st March 2013
Hilton Tower Bridge London

Impact of Basel III on Trade & Export Finance

Post-Conference
Afternoon
Workshop

PROGRAMME

This workshop will explore how Basel III affects the different segments of trade and export finance and the relative position of a business unit vis-a-vis other businesses.

- How does Basel III affect a business unit's ability to win internal capital allocations relative to its bank's other business units?
- How does this change for the various product lines; **short-term trade, medium term pre-export or structured commodity finance and export finance?** Are there different issues for each?

Workshop Timings:

Lunch & Registration: 13.00
Workshop Commences: 14.30
Workshop Ends: 17.00

Featuring high-profile guest speakers from the trade and export finance industry the workshop will cover:

- Overview of Basel II/III regulations affecting **trade, structured commodity finance and export finance**
- **What does Basel III introduce?** What remains of Basel II?
- What are the particular Basel II/III issues and **impact for each segment?**
- What are the key **performance measures and potential constraints?**
- Effectiveness of **internal bank application** of Basel II/III to this business
- Relative **capital allocation** position in the bank
- **Will these segments be winners or losers** in the internal struggle for capital allocation?
- **Discussion round table** including audience questions

Workshop led by:



Bob Piller
Director
AUPRÈS CONSULT



Markus Wohlgeschaffen
Global Head of Trade Finance
UNICREDIT



Momchil Ivanov
Director,
Structured Metals & Energy
ING BANK NV



Xavier-Marie Robert
Head of Structured Export
Finance, Funding, Americas,
Asia & Sectors
SOCIÉTÉ GÉNÉRALE

Insuring Export Credit & Political Risk

23rd Annual Global Convention
27th -28th February 2013, Hilton, London Tower Bridge

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AIG is one of the world's largest insurance groups serving more than 88 million clients worldwide. We're also one of the UK's largest trade credit Excess of Loss Underwriters and have been writing this class of business for over 40 years. We have established an enviable reputation for developing innovative products that keep in step with new trends and business developments and have been voted Best Trade Credit Insurer in 2009, 2010 and 2011. Our solutions go well beyond conventional credit insurance, providing security to companies who compete on both a national and global scale, by managing and insuring what is often a company's largest asset – its account receivables. Our product range includes excess of loss programmes covering non-payment due to insolvency or default of both domestic and export buyers, Captive programmes, pre-export commodity finance and our revolutionary Trade Finance solution.

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Founded in 1983, BPL Global is an independent, employee-owned company based in London, Paris, Singapore and Hong Kong with associate offices in Europe, North and South America. With over 50 staff and an annual premium volume of USD 250 million, we are market leading specialist political risk insurance (PRI) brokers. With a focus on emerging market risk, BPL Global places credit and political risks for multinational corporations, banks and financial institutions engaged in international trade, investment and lending. Our market presence and experience has been reinforced by the settlement of some 300 PRI market claims, collecting over USD 1.3 billion of paid claims for our clients.



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Ince & Co handles claims in relation to political risk, trade credit, political violence and terrorism policies and deals with recoveries through its international offices. The firm also provides advice on the preparation and review of political and trade credit risk insurance wordings.



Established in 1997, Sovereign Risk Insurance Ltd (Sovereign) is one of the world's leading underwriters of political risk and sovereign/sub-sovereign nonpayment insurance. Sovereign underwrites coverage for commercial banks, investment banks, trading companies, as well as capital markets and cross-border equity investors. Sovereign is a member of the Berne Union (the International Union of Credit & Investment Insurers) and is also active in supporting ECAs and multilateral agencies with coinsurance and reinsurance. Sovereign is wholly-owned by, and underwrites risk on behalf of its parent company, ACE Bermuda Insurance Ltd., which holds financial strength ratings of AA- from Standard & Poor's and A.M. Best. ACE Limited, the Swissincorporated parent company of the ACE Group is listed on the New York Stock Exchange (NYSE: ACE) and is a component of the S&P 500 index. www.sovereignbermuda.com



With more than 20 years of experience, East-West Debt is the specialist in the collection of defaulted debts on political risk countries and in solving cartel damage claims. Our particular strength and subsequent success lies in a multidisciplinary approach and ability to think outside the box. This approach allows us to explore creative and efficient paths to problem solving and has resulted in an impressive track record. East-West Debt assists multinationals, banks, insurance companies and governments to solve defaulted debts and claims. We will try to maximise the worth of every claim, even if these have remained unpaid for many years. Due to our extensive legal knowledge and experience in international litigation, we are a strong partner in antitrust procedures. East-West Debt assesses each claim on its specific merits and devises a comprehensive approach to a successful recovery.

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<input type="checkbox"/> 3 DAYS: Conference + Legal Aspects Workshop	£2,098 + 20% VAT = £2,517.60	£300	£2,198 + 20% VAT = £2,637.60	£200	£2,298 + 20% VAT = £2,757.60	£100
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<input type="checkbox"/> 2 DAYS: Conference ONLY	£1,399 + 20% VAT = £1,678.80	£200	£1,499 + 20% VAT = £1,798.80	£100	£1,599 + 20% VAT = £1,918.80	-
<input type="checkbox"/> 1 DAY: Legal Aspects Workshop ONLY	£799 + 20% VAT = £958.80	-	£799 + 20% VAT = £958.80	-	£799 + 20% VAT = £958.80	-
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