

**TRADE CREDIT, FINANCING & GOVERNMENT SUPPORT**  
**WEDNESDAY 16 APRIL 2014, 2 – 5PM**

STI Auditorium, Capital Tower, Level 9, Singapore 068912



Dear Members,

The Eighth Series of Maritime Knowledge Shipping Sessions (MKSS), co-organized by the General Insurance Association of Singapore (GIA) and the Singapore Maritime Foundation (SMF) brings you the first seminar in 2014 on **Trade Credit, Financing & Government Support**. This session will be conducted **on Wednesday, 16 Apr from 2pm to 5pm, at the Capital Tower, Level 9, STI Auditorium**.

Under the MKSS, maritime experts are invited to share insights about their specializations and the latest trends and challenges to enhance the maritime knowledge of our insurance professionals and the maritime community. We would like to encourage your staff and partners to attend this enriching session. The seminar is free-of-charge. The MKSS seminars have been proudly sponsored by LCH (s) Pte Ltd since 2007.

**REGISTRATION**

To attend the seminar, please register online via URL: [http://www.gia.org.sg/registration\\_form/reg\\_mkss.php](http://www.gia.org.sg/registration_form/reg_mkss.php) by **Friday, 11 April 2014**. The registration site will not be accessible after the deadline. This seminar is limited to 200 people and pre-registration is required. 3 CPD hours will be credited. Kindly register early to avoid disappointment.

For more information, please contact GIA Secretariat at [glenn.chia@gia.org.sg](mailto:glenn.chia@gia.org.sg) or 6221 8788 extn 211.

Thank you and best wishes

Derek Teo  
Executive Director  
General Insurance Association of Singapore

## PROGRAMME

In this Maritime Knowledge Shipping Session, we are pleased to have three specialists in the fields of marine insurance/maritime loss adjusting with us to share their expertise on the topic, **Trade Credit, Financing & Government Support**. Through the presentation by the three distinguished speakers, participants will certainly be able to gain a well-rounded understanding of the topic.



**Mr. Gerald Lim**  
**Chief Executive Officer**  
**Trade Credit, Financial & Political Risks (Asia)**  
**Marsh (Singapore) Pte Ltd**

Gerald Lim is CEO for Trade Credit, Financial & Political Risks Asia for Marsh. He is also President of the Singapore Insurance Brokers Association; and Honorary Consul of the Republic of Slovenia.

In the early 80s Gerald moved from banking to the Credit Insurance Association to develop of credit and political risks in the region, and in 1990 he was the founding Managing Director of Asia's first private market credit and political risk underwriting company.

In 1999 he moved to be CEO Aon Trade Credit for Asia Pacific to establish the credit and political risk practice in the region, and also served as CEO of Aon Taiwan and then Aon Singapore.

In 2012 he joined Marsh as CEO South East Asia, and CEO Trade Credit, Financial & Political Risks Asia.

Recognized as a pioneer in credit and political risks, he has been involved (both as broker and underwriter) in the development of this class of insurance across various industries in the region.

### **SYNOPSIS: Credit and Political Risks and the Marine industry**

The marine industry has long been associated with trade and the movement of goods. Participants can expect to learn about the various credit and political risks facing those in the industry eg. traders, charterers, shipowners, builders, marine contractors, and how the insurances of such risks helps facilitate trade and financing.



**Ms Esther Xu**  
**Divisional Director,**  
**Financing Management Division,**  
**Capability Development Group**  
**International Enterprise Singapore**

Ms Esther Xu was appointed Divisional Director, Financing Management Division, Capability Development Group of International Enterprise (IE) Singapore with effect from June 2010. As the government agency driving Singapore's external economy, IE Singapore spearheads the overseas growth of Singapore-based enterprises and promotes international trade. The agency has a global network in more than 35 locations, with presence in many developed and emerging markets. As Divisional Director of Financing Management Division, Ms Xu is responsible for developing financing schemes to help Singapore companies gain access to funding for trade and Internationalisation. Before joining IE Singapore, Ms Xu was with a Singapore corporate, specialising in mergers and acquisition and corporate finance. Ms Xu holds a Bachelor of Computing (Honours) Degree in Information Systems from the National University of Singapore.

**SYNOPSIS: Managing non-payment and political risks – IE Singapore's assistance to companies**

Participants can expect to learn about the relevant tools that IE Singapore has in place to support companies in managing payments from your customers, and protect your projects and investments against political risks.



**Mr David Chin**  
**Executive Director**  
**Singapore Maritime Foundation**

David Chin is the Executive Director of the Singapore Maritime Foundation (SMF), a private sector-led organisation that works in partnership with different sectors of the maritime industry and the government to promote Singapore as an international maritime centre, to raise public awareness of the global impact of Singapore's maritime industry, and to attract and retain talent for the industry. Prior to his service in the government sector with the Trade Development Board (now I.E. Singapore), he was a Commercial Manager of Shipbuilding and Ship Repair Yards and was in charge of

negotiating, drafting of contracts and the administration of these contracts. David is a Marine Engineer.

### **Catering for Insurance Coverage in Contracts**

This talk aims to elaborate on the 10 issues that a contractor or a supplier needs to cater for, if one were to have access to Export Credit Insurance and/or Political Risk Insurance. There will be an explanation on how and where to have these incorporated into your contract with the Buyer.

### **AGENDA**

<b>TIME</b>	<b>PROGRAMME</b>	<b>SPEAKER</b>
14:00	Opening Address	Mr. Paul Faulkner GIA Management Committee and Marine & Property Convenor
14:10	Credit and Political Risks and the Marine industry	Mr. Gerald Lim Chief Executive Officer Trade Credit, Financial & Political Risks (Asia) Marsh (Singapore) Pte Ltd
15:00	Tea break	
15:30	Managing non-payment and political risks – IE Singapore's assistance to companies	Ms. Esther Xu Divisional Director, Financing Management Division, Capability Development Group International Enterprise Singapore
15.45	Catering for Insurance Coverage in Contracts	Mr. David Chin Executive Director Singapore Maritime Foundation
15.55	Q&A Session	Mr. Jonathan Ranger (Moderator) Chief Executive Officer of Watkins Syndicate and GIA Property & Marine Committee Member
17:15	Closing Address	Mr. David Chin Executive Director Singapore Maritime Foundation

**Note: For more information, please contact GIA Secretariat at [glenn.chia@gia.org.sg](mailto:glenn.chia@gia.org.sg) or at 6221 8788 extn 211.**