

Trade Credit Insurance

The Key to Successful Credit Risk Mitigation and Enhancing your Client's Credit Management to safely grow their Business



18-19 July 2018 @Ayana MidPlaza Hotel, Jakarta



Synopsis:

1. What is Trade Credit Insurance?
2. What is covered under the Policy
3. Exclusions
4. Definitions
5. Structuring the right cover for your client (How to calculate Credit Limits, DCL and Non-Qualifying Loss)
6. Commercial Underwriting Process (ToP, Insurable Turnover, Secured vs Unsecured)
7. Risk Underwriting Process
8. Credit Risk Analysis (DSO's, AR's and Probability of Default)
9. Premium Calculation
10. Claims Assessment, Collections and Recoveries

Presenter and Facilitator

Ir. R. Ricky S. Natapradja, APAI, CIIB, ANZIIF (Snr Assoc.), CIP.

[B. Eng. (Civil), Dip. Bus. (Mgt) - Hons, M. Eng. (Mgt) - Sydney Aust.] Assoc. I.E. Aust., Assoc. I.M.E. Aust]



Ricky is the General Manager – Head of Partnership Business for PT Sampo Insurance Indonesia. He is a qualified Civil Engineer and has post graduate qualifications in Business (Management & Finance) and Engineering Management from Sydney Australia, where he lived for 25 years. He has been working in the Asia Pacific Region for 20 years, the majority of which has been in the Financial Services and Insurance Industry.

From 2003 to 2005 he was a President Director of a Project Development & Finance Consulting Firm based in Jakarta and was successful in raising finance for acquisition (equipment, machinery & plant), construction, working capital, and trade finance (A/R, Structured and Supply Chain) ranging between USD 1,000,000 up to USD 50,000,000.

During the past 12 years he has held several Senior Management Positions in the Insurance Industry with extensive experience in Strategic Business Development, Commercial Marketing and Sales.

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| ▪ April 2018 to present | General Manager – Head of Partnership Business for PT Sampo Insurance Indonesia |
| ▪ Mar 2017 to Mar 2018 | President Director for PT Mitra Proteksi Madani Insurance Brokers (PNM Group) |
| ▪ Dec 2013 to Feb 2017 | Country Manager – Euler Hermes Indonesia for PT Asuransi Allianz Utama Indonesia |
| ▪ Jan 2008 to Dec 2013 | Vice President (Strategic Business Development) for PT Howden Insurance Brokers Indonesia |
| ▪ May 2007 to Dec 2007 | Director for PT Brianwood Asia (Noble Capital) |
| ▪ Feb 2006 to April 2007 | Director (Aviation & Construction) for PT Willis Indonesia Insurance Brokers |

He has professional Insurance Qualifications such as Ahli Pialang Asuransi Indonesia (APAI), Certified Insurance & Reinsurance Broker (CIIB) and ANZIIF Senior Associate, CIP (Certified Insurance Professional). Ricky also completed insurance training at Lloyds Insurance Markets in London and Hong Kong.

His reputation is well known and is regarded as the leading expert in Trade Credit and Financial Lines in Indonesia. His expertise is highly respected in the financial services industry and in 2014 to 2016 Ricky was a panellist speaker at the **Annual Indonesia Trade & Commodity Finance Conference hosted by Global Trade Review**. In 2015, he was a Key Note Speaker on Credit Risk Management at the **Standard Chartered Bank Corporate Client Event**. In May, 2016 he had the honour of being Moderator at the **2nd Annual Indonesia Infrastructure Finance Conference** amongst an elite panel of speakers, **hosted by Euromoney**. This high-profile event was attended by Honourable Ministers from Mr. Joko Widodo's cabinet.