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AWARENESS
INITIATIVE



PHD CHAMBER
OF COMMERCE AND INDUSTRY

Webinar Trade Credit Insurance & ECGC Insurance

Friday, 4 August 2023 from 11:00 AM to 01:00 PM

**Domestic
Sales**

**Exports &
Project Exports**

**Trade Credit
Insurance**

**ECGC
Insurance**

**Protecting Indian MSME's,
Exporters & Large Manufacturers**



Why the need for Webinar on “Trade Credit Insurance & ECGC Insurance”?

Sudden stopping of operations by Kingfisher, Jet Airways or Go First resulted in losses to large number of MSME's, who were provider of products or services to these airlines. There are hundreds of examples from various industries before us.

Non-receipt of payment results in sickness of MSMEs, and then turning into NPAs for the loans granted by Banking Institutions.

This webinar is an attempt of PHD Chamber of Commerce & Industry & Insurance Foundation of India to bring to you the details of Trade Credit Insurance and ECGC Insurance.

In this important timely webinar we will discuss the following aspects:

- **Why we thought of this webinar?**
- **Trade Credit Insurance**
 1. Importance of Trade Credit Insurance.
 2. What does it covers?
 3. What does not cover?
 4. Claims settlement process in the event of default.
 5. Importance of Trade Credit Insurance in the Growing of Indian Economy.
- **ECGC Insurance**
 1. Importance of ECGC Insurance
 2. What does it cover?
 3. What does not cover?
 4. Claims settlement in the event of default.
 5. Salient Points of Project Exports & Case Studies where ECGC claims were paid.

Benefits to attend the webinar:

- ❖ Understand the details of these insurance products.
- ❖ Hear the viewpoint of various stakeholders
- ❖ Thought-provoking discussions on the key issues being faced by Industry.
- ❖ Will help you in managing your credit risks in the years to come.
- ❖ Get clarification for your questions, if any.

The webinar will be beneficial for the following:

- ❖ MSME's/ Exporters
- ❖ Industry Stakeholders -Insurers; Insurance Intermediaries like Broker Firms, Corporate Agents, POS, CSC, Agents, Banks and Customers/Clients
- ❖ Professionals
- ❖ Academia & Consultants
- ❖ Industrialists
- ❖ Business men
- ❖ Chartered Accountants/ Accountants
- ❖ Agents/Corporate Agents/Insurance Brokerage Firms

Delegate Fee:

- ❖ No fee but pre-registration is requested.

Eminent speakers who will be participating in this Webinar are:



Mr. S. K. Jain
Author &
Insurance Professional



Mr. Arnab Das
Chief Manager -Credit Insurance
Underwriting Speciality Lines,
IFFCO-Tokio General Insurance Company Ltd.



Mr. Pratik Dave
Head of Business Development,
Coface India Credit
Management Services Pvt. Ltd.



Mr. Saradendu Kumar
Formerly Asst. General Manager,
ECGC Ltd.



Mr. S.K. Sethi
Founder & CEO,
Insurance Foundation of India

About The Organizers

Insurance Foundation of India

Insurance Foundation of India (IFI) is set up under Trust Registration Act 1882 of Government of India as a Not-for-Profit Organization.

It is engaged in conducting:

- Training Programmes
- Seminars
- Webinars
- Conferences
- Workshops

PHD Chamber of Commerce & Industry

PHD Chamber of Commerce and Industry, established in 1905, is a proactive National Apex Chamber working at the grass-root level and with strong national and international linkages. The Chamber acts as a catalyst in the promotion of industry, trade and entrepreneurship.

PHD Chamber, through its research-based policy advocacy role, positively impacts the economic growth and development of the nation. PHD Chamber is more than an organization of the business community, as it lives by the chosen motto In Community Life & Part of It and contributes significantly to socio-economic development and capacity building in several fields.

“PHD Chamber of Commerce and Industry (PHDCCI) is one of the Premier Chambers in India to have been accredited with “Diamond Grade” by NABET(QCI), at national and international level.

PHDCCI is a National Apex Chamber having its international office at Bahrain for 6 GCC countries, with 1, 30,000 companies as its members base, as total focus on the development of small and medium businesses. PHDCCI has co-opted National and International Industry Associations and Organizations through over 100 MoUs signed between the parties.”

Training Programme Calendar (2023-24)

| S.No. | Events Planned | Date & Time |
|-------|---|-------------------------------|
| 1 | Webinar on "Trade Credit Insurance & ECGC Insurance" | Friday 4 August, 2023 |
| 2 | Webinar on "Gratuity Insurance- Implications of Gratuity Act for Directors/ Top Management" | Friday 25 August, 2023 |
| 3 | Workshop on "Horticulture Insurance-Need of the Chhattisgarh Farmers" | Delhi: Friday 1 Sep, 2023 |
| 4 | Seminar on "Insurance Growing Need of MSME Sector" | Delhi: Friday 22 Sep, 2023 |
| 5 | Seminar on "Liability Insurance & Cyber Insurance" Need of the Day | Delhi: Friday 27 Oct, 2023 |
| 6 | Seminar on "Artificial Intelligence" in Insurance Industry | Delhi: Friday 17 Nov, 2023 |
| 7 | Workshop on "Cyber-Security, Crime & Insurance 2023" | Delhi: Friday 29 Dec, 2023 |
| 8 | 1 Day Training Programme on "Insurance Fraud" | Delhi: Mon 29 Jan, 2024 |

Recent Successful Programmes

| S.No. | Successful Events | Date |
|-------|---|-------------------------------|
| 1 | Webinar on "Implications of Taxation in General Insurance Industry" | 28 June, 2023 |
| 2 | Webinar on "Bima Sugam – The Game Changer in 2023" | 4 May, 2023 |
| 3 | 1 Day Training Programme on "Emerging Risks & Liability Insurance" | Delhi: Friday 6 Jan, 2023 |
| 4 | 1 Day Training Programme on "Insurance Claims Management - How to Manage Claims Settlement Successfully?" | Delhi: Friday 2 Dec, 2022 |
| 5 | 1 Day Training Programme on "Risk Assessment and Fire (Property) Insurance" | Delhi: Friday 4 Nov, 2022 |
| 6 | Full Day training Programme on "Marine (Cargo) Insurance" | Delhi: Friday 07 Oct, 2022 |
| 7 | Workshop on "Cyber-Security, Crime & Insurance 2022" | Delhi: 15 July 2022 |
| 8 | Webinar on "Health Insurance 2042: Let us Plan for Ambitious Target for 2042" | 10 May 2022 |
| 9 | Webinar on "Challenges & Opportunities in implementation of IFRS in Insurance Sector in India" | 06 May 2022 |
| 10 | Conference on "Art Collection: building and Managing Programme by Rishiraj Sethi" | Delhi: 27 April 2022 |
| 11 | Participant in the Webinar on "Securing Retirement with NPS & Insight for Employer" | 15 Mar. 2022 |
| 12 | Webinar on "Insurance Claims Management- Growing Need of MSME Sector" | 15 Feb. 2022 |
| 13 | Webinar on "Investment Option - During Pandemic Time" | 10 Feb. 2022 |
| 14 | Participated in the Webinar on "Security Retirement with NPS and Insights for employer" | 12 Nov. 2021 |

Any Query or Registration for this Training Programme, Please Contact :

Mr. Anirudh Katiyar

(Programme Co-ordinator)

INSURANCE FOUNDATION OF INDIA

(A not for profit organization under Trust Registration Act, 1982)

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