

Capacity Sharing Marketplace – Hyderabad India

Workshop exploring cooperative finance and risk sharing opportunities for projects with economic and developmental impact

About the Meeting

A networking and knowledge exchange workshop attended by regional and international institutions involved in cross-border finance, including: export credit and investment banks and insurers, development finance institutions, multilateral agencies, commercial banks, project sponsors and industry think tanks.

Discussion topics will focus on exploring cooperative case studies of blended finance and capacity building, risk sharing for climate finance and brainstorming actions to overcome barriers to infrastructure development.

The meeting will take place on Thursday 24th October, in Hyderabad, immediately prior to the 2019 Berne Union Annual General Meeting. Lunch and dinner will be provided, with no cost for invited institutions.

Objectives of the Capacity Sharing Marketplace

The 'Capacity Sharing Marketplace' is a nascent platform, hosted by the Berne Union and connecting together all institutions and individuals involved in cross-border financing and risk sharing, especially for projects in high-risk markets: ECAs and Direct Lending Institutions (Eximbanks), Bilateral and Multilateral Development Finance Institutions and Banks, Private Sector Insurers and Financiers, Financial Advisors and Project Sponsors.

The focus is on sharing information, linking together cross-industry research initiatives, and tackling practical challenges.

- Introduce and facilitate effective interaction among the various different actors involved in cross-border finance
- Provide a centralised knowledge and data resource to inform industry leaders, shape initiatives to better address industry needs, and avoid duplication of work
- Create useful tools and collect information which enables smoother cooperation in multi-sourced finance
- Organise workshops where we can brainstorm to tackle practical challenges together

The long-term objective is to promote and facilitate better opportunities for cooperative financing of multi-sourced projects and innovative financing solutions amongst trade finance institutions, development institutions, private sector finance and other investors. By engaging regularly with counterparts from other sections of the 'financing ecosystem', we aim to build the relationships and tools which will help to achieve this goal.

Agenda, Format, Participants and Documents

A detailed programme is currently under development and will be available to share soon. In the meantime, we strongly encourage interested participants to share their ideas on topics or formats for the discussion which will bring most value for their institution.

Participants will include Berne Union Members (Export Credit Insurance Agencies, Private Political Risk Insurers and Multilateral institutions), as well as invited guests from regional and international organisations involved in cross-border financing of infrastructure and development projects.

Participants in Berne Union meetings include a mix of Senior Executives (C-Level), International Relations and technical specialists: Underwriters, Claims Specialists etc. We invite guest participants to send more than one participant, in order to include both senior managers and practitioners.

In advance of the meeting each institution will be invited to submit answers to a very brief survey on their business, which will help all participants to understand who is in the room.

All discussions are closed to registered participants only, no press are present and Chatham House Rules apply.

Logistics

The meeting will take place at the Hyderabad International Convention Centre (HICC). Accommodation is available at the Novotel Hotel, Hyderabad, India. The Berne Union has arranged a block booking and discounted rate, available for bookings made by 23rd August.

Any participants requiring a visa can obtain an invitation letter from the meeting hosts, ECGC India, by contacting Mr Gaurav Tewari / Mr. SP Vignesh by emailing cud@ecgc.in.

Hotel booking form and other logistic information is available via the Berne Union website at: www.berneunion.org/Stub/Display/104

Next Steps

We are currently asking invited institutions to 'save the date' and discuss internally who will be available to attend the meeting. At the same time we are working to build an interesting agenda for the meeting and invite active contributions to this from all participants.

Invitees may confirm participation, or request any further information by contacting Paul Heaney at the Berne Union Secretariat, via pheaney@berneunion.org | +44 207 841 1112

Berne Union Profile

The Berne Union is the leading international association for the export credit and investment insurance industry, representing 83 members from 73 countries around the world. Members include government-backed ECAs, private credit and political risk insurers and multilateral agencies who provide payment risk protection to exporters, financial institutions and investors.

Our 2019 Annual General Meeting will be hosted by the Indian Export Credit Agency, ECGC India and will be attended by delegations from most Berne union members. We expect a total attendance of some 250 participants to the meetings, providing an excellent opportunity to meet with international business partners.