Getting paid is a source of concern to nearly every business. In a business climate that is volatile and uncertain, we understand that trading safely and successfully is uppermost in the mind of management of companies. As the credit crisis fallout continues, trade credit risks are growing, and no company is shielded from the impact. Trade credit risk, the risk that debtors may not pay, or may not pay within a reasonable timeframe, can be very costly. A company’s liquidity is paramount to its survival, and bad debt and late payment are commonly the main threats to liquidity.

This Seminar aims to understand the industry’s expectations and protection mechanisms available to companies to mitigate these trading risks between companies around the world through the optimisation of their trade receivables. This will be an eye opener to understand the associated trade risks and how to mitigate them. Raheja QBE through its expertise can educate the attendees about available risk mitigation strategies.

### Programme

**1700 – 1730 hrs**

**Registration of Delegates**

### 1730 – 2015 hrs

<table>
<thead>
<tr>
<th>Time</th>
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| 1750 – 1810 hrs | Keynote Address                           | Praveen Gupta  
Managing Director & Chief Executive Officer  
Raheja QBE General Insurance Co. Ltd. |
| 1810 – 1815 hrs | Concluding Remarks                       | Maulik Mehta                                 |
| 1815 – 1830 hrs | Tea/ Coffee Break                        |                                              |
| 1830 – 1835 hrs | Introductory Remarks by Session Chairman | Girish R Satarkar  
Gujarat State Electricity Corporation Ltd. |
| 1835 – 1900 hrs | Special Address on Credit Risks – An Industry Perspective | M B Kaka  
Senior Chief General Manager – Finance  
Gujarat State Electricity Corporation Ltd. |
| 1900 – 2000 hrs | Presentation on Risk Inherent during Trading and Mitigation Solutions Available | Shantanu Pathak  
Vice President – New Business  
Raheja QBE General Insurance Co. Ltd. |
| 2000 – 2010 hrs | Question and Answer                      |                                              |
| 2010 – 2015 hrs | Concluding Remarks                       | Girish R Satarkar  
Gujarat State Electricity Corporation Ltd. |
| 2015 hrs Onwards | Networking Dinner                      |                                              |