

## Review Surety webinar organized for the Paraguayan market by Hannover Re Credit, Surety and Political Risk division

Everything has changed during the last year. We have been immersed in an unimagined experience that has undoubtedly had a profound impact on all of us. We have also encountered new possibilities and lifestyles at work, in interpersonal communications, now more frequently conducted through technological means.

These technological means have also allowed us during this last year to be able to "visit" our clients without the need to be physically present. Of course, physical contact and interaction with our clients can never be substituted by a virtual visit. However, we have all had to adapt to this new reality, looking for the best way to stay connected.

At the end of May, we were able to travel to Paraguay without having to board a plane and cross the Atlantic Ocean, as we were used to doing every time we wanted to visit our clients in this market.

As Credit, Surety and Political Risk department we were pleased to organize a Webinar called "The Benefits of Surety Insurance" focused on the Paraguayan market, attended virtually by 40 participants, including brokers and 13 of our ceding companies active in the surety business.

During the 90 minutes of our Webinar we focused firstly on the relationship between surety insurance and the agri-food sector, highlighting its

importance as drivers of development in that country. We focused specifically on the soybean market, as it contributes around 17% of the GDP and represents around 62% of the exports in that country. We wanted to share from our experience the importance of surety insurance in this sector and the opportunities we see to provide support.

Among our presenters we also had Andreas Bronk, General Manager of Agricultural Risks at Hannover Re. Through an interview with Andreas, we were able to share with our clients the visions, opportunities and challenges that we currently see in the agri-food sector in Paraguay, focusing on the interrelationship between surety insurance and agricultural insurance.

The last item on the agenda of our Webinar was a more technical consideration, where we sought to present the characteristics and challenges of operating in a conditional versus an on-demand surety market.

We tried to create a dynamic and interesting event, as it is not easy to keep the participants' concentration digitally for 90 minutes. It was a very enriching experience for all parties and the best thing was that we were able to enjoy time together and exchange concepts and opinions.

We thank all the participants for being part of this Webinar and we hope to be able to meet in person in the near future.