



NACM'S 129TH
**CREDIT CONGRESS
& EXPO** *Cleveland*
MAY 18-21, 2025

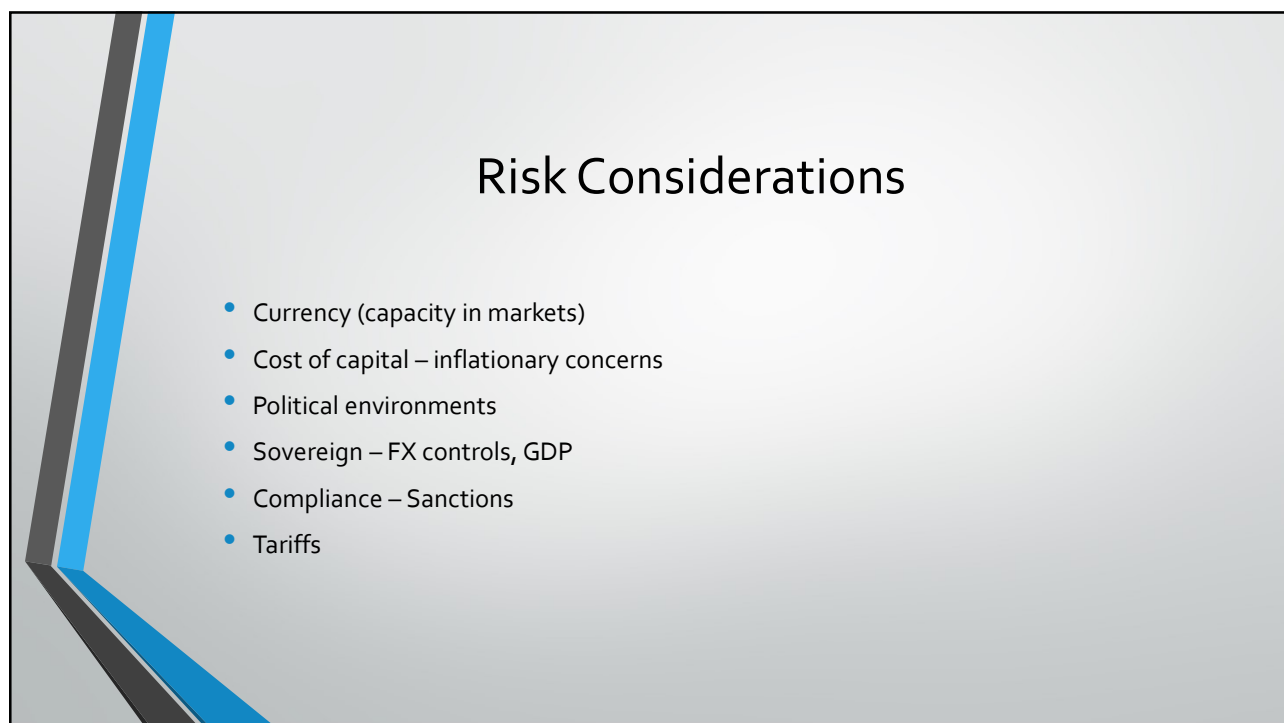
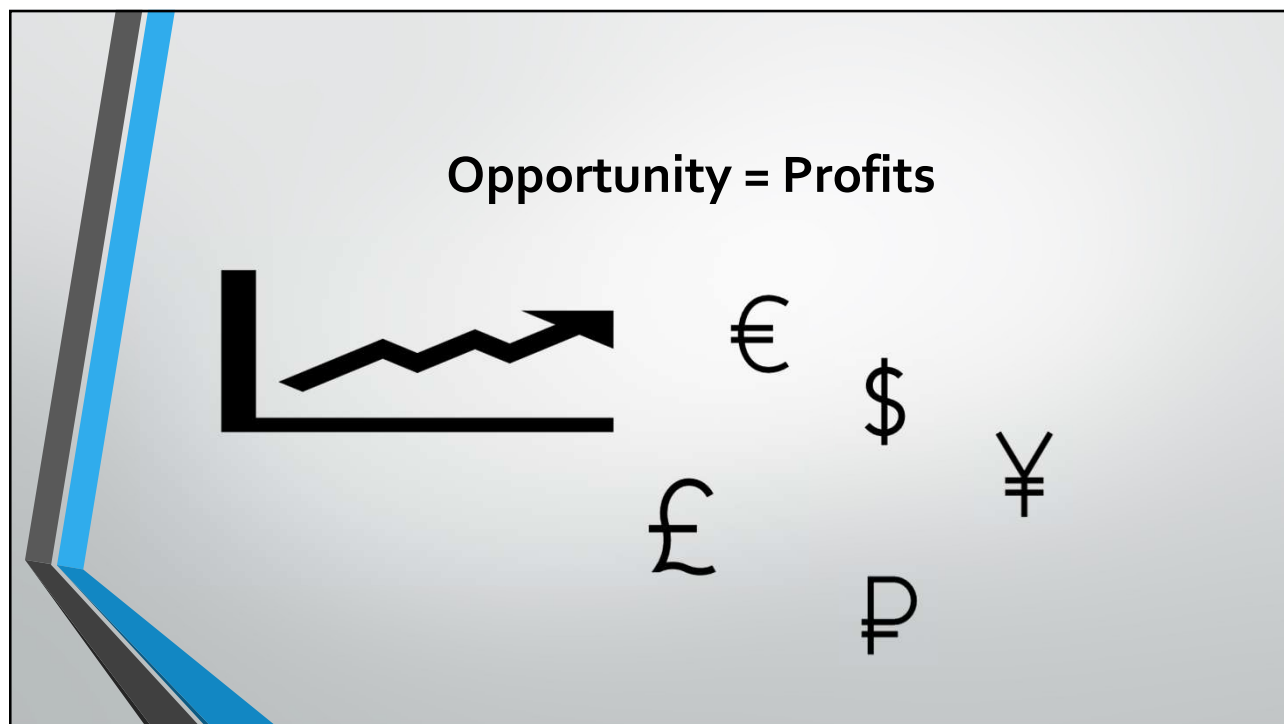
Managing Global Uncertainty: Balancing Risk & Opportunity

Panel: **Edith Hale ICCE**, Sr. Analyst & Treasury – Global Credit, Phillips 66
Tim Basham ICCE, Sr. Director of Corp Risk, Western Oilfields Supply
Perry Johnson, Sr. Vice President – International, Marsh Credit Specialties

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Considerations for Managing Risk/Opportunity

- Value of the opportunity
- Credit policy
- Your company's appetite for risk
- Customer's capacity to pay
- Market conditions - both internationally and in customers country
- Country & geopolitical risk dynamics
- Risk Mitigation tools



Risk Considerations

- Natural disasters
- Administrative burdens
- Logistics – supply chain issues
- Fraud
- Legal

Resources to build your Risk Analysis

- FCIB
 - International credit reports
 - PRS Country Reports
 - World Trade REF
- Banker
- Insurance Broker
- Exim
- Department of Commerce – Commercial Services

Resources to build your Risk Analysis

- US Secretary of State website
- Google Earth to verify locations
- Set up Google searches to track specific areas of concern
- Updated financial statements
- Monitor FX dynamics

Ways to Mitigate Risk

- Letters of credit
- Standby letters of credit
- Bank guarantees
- Down payments / progress payments
- Shorten terms

Ways to Mitigate Risk

- FX strategy – stable currency / hedging
- Credit insurance
- Cross corporate/third party guaranty
- Contractual safeguards

Opportunity = Profits



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