



Training course on claims & recovery

Global Solutions



Claims & recovery

OVERVIEW

The collection of overdue payments from companies or banks in default of their payment obligations is a fundamental activity for an ECA. Overdue payments can be difficult to recover, especially in emerging markets. For this reason, experience is the key factor for implementing effective debt collection. SACE, acting through its affiliate company SACE SRV, has proven expertise in skip tracing, extra-judicial collection, judicial collection and insolvency procedures. Participants will be introduced to the SACE approach and methodology applied to real-life transactions.

COURSE OBJECTIVES

To provide participants with a clear understanding of the main features of debt collection and recovery services, the course will focus on several activities pertaining to different products (medium- to long-term and short-term debt) and the specific phases of recovery (extrajudicial, judicial or insolvency proceedings). Case studies and real-life examples will be used extensively to ensure that the course is highly interactive and practical.

The participants will be able to:

- identify the main features of debt recovery activities for both medium- to long-term and short-term loans
- understand the key elements of each specific recovery phase and the appropriate instruments used by SACE during each step
- review internal procedures and decisional process

TUITION

Tuition will be provided by highly qualified professionals and executives with proven expertise based on work experience and comprehensive knowledge of the relevant fields.

LOCATION

Upon request, at client's premises or in SACE's Rome office.

TOPICS

Medium- to Long-Term Claims and Recovery

Claims:

- Procedures in case of default (credit default notice and relevant documents)
- Claims macro process
- Document assessment
- e-sace Platform (claims)
 - Purpose
 - Data input

Recoveries:

- Recoveries macro process
- In-house activities (phone collection)
- In-place activities
- Insolvency proceedings
- e-sace Platform (recoveries)
 - Purpose
 - Data input
 - Collection activities
 - Information sharing with other units

We are

SACE is a leading provider of financial solutions, supported by a range of trade finance, political and credit risk insurance as well as financial guarantees. With over € 87 billion of outstanding commitments, we serve more than 25,000 business customers, facilitating access to commercial & bank financing in 198 countries worldwide. Since 2004 we have been providing advisory services, consultancy and training on topics relevant to ECA's activities, financial and multilateral institutions and sharing best practices and know-how to enhance mutual understanding and cooperation.

Medium- to Long-Term Claims and Recovery

We believe that sharing best practices and know-how enhances mutual understanding and facilitates cooperation amongst players active in trade finance.

Our training services cover a variety of areas and topics and are provided by highly qualified professionals and executives at client premises or in SACE's Rome office. Advisory services are offered through various modalities in order to meet the respective needs of the counterparties, namely:



standardised formulas of workshops on specific topics



tailor-made advisory and assistance for new business/product/activity development















consultancy on the set-up of ECAs, including assistance to governments and supervisory authorities

Other training modules you could be interested in

- Corporate and Bank Risk Assessment
- Country Risk Analysis
- Risk Management and Monitoring
- International Regulation for Export Credit
- Project Finance
- Export Credit & Credit Insurance
- Environmental Impact Assessment
- Governance, Corporate Strategy, CSR and Internal Auditing
- Factoring and Trade Finance
- Customer Relationship Management

Among our customers

 <p>КазЭкспортГарант</p> <p>KECIC</p> <p>2006 Kazakhstan</p>	 <p>EXIM THAILAND</p> <p>THAIEXIM</p> <p>2006 Thailand</p>	 <p>Expert Guarantee Fund Of Iran</p> <p>EGFI</p> <p>2007, 2008, 2011 Iran</p>	 <p>HBOR</p> <p>HBOR</p> <p>2008, 2012 Croatia</p>
 <p>EXIAR EXPORT INSURANCE AGENCY OF RUSSIA</p> <p>EXIAR</p> <p>2011, 2013 Russia</p>	 <p>iciec</p> <p>ICIEC</p> <p>2009, 2013, 2014 Saudi Arabia</p>	 <p>المؤسسة العربية لضمان الاستثمار واتئمان الصادرات The Arab Investment & Export Credit Guarantee Corporation</p> <p>DHAMAN</p> <p>2014 Kuwait</p>	 <p>BANCOMEXT Banca de Desarrollo</p> <p>BANCOMEXT</p> <p>2015 Mexico</p>
 <p>белагропромбанк</p> <p>BELAGROPROMBANK</p> <p>2015 Belarus</p>	 <p>PARTNERSHIP FUND</p> <p>PARTNERSHIP FUND</p> <p>2015 Georgia</p>	 <p>ECIC</p> <p>2015-2016 South Africa</p>	 <p>TURK EXIMBANK</p> <p>EXIMBANK</p> <p>2016 Turkey</p>

CONTACT US

For further inquiries about our advisory services and a tailored offer please visit www.sace.it or contact us

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