



# **Training course on export credit & credit insurance**

Global Solutions



# Export credit & credit insurance

---

## OVERVIEW

Export Credit and Credit Insurance backed by ECA cover are an attractive tool for exporters, banks and buyers/borrowers. The terms and conditions of ECA cover as well as the significant benefits are sometimes unknown to market players. This practical and interactive course is designed for professionals seeking to build and improve their knowledge on Export Credit and Credit Insurance business, in order to widen their understanding both of the range of products offered by ECAs and of their modus operandi. Participants will be introduced to SACE's approach and methodology applied to real-life transactions.

## COURSE OBJECTIVES

To provide participants with a clear understanding of the main features of ECA products relevant to Export Credit and Credit Insurance, from the international regulatory framework governing the product, to the risks covered. The course will focus on the range of products offered by SACE, the structuring of transactions and the relevant due diligence process. Case studies and real examples will be used extensively to ensure that the training is highly interactive and practical.

The participants will be able to:

- identify the main features of Export Credit related products as well as Financial Guarantees and Surety products
- understand the key elements of the due diligence process necessary for the underwriting of transactions
- review internal procedures and how the evaluation process is carried out

## 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

## Export Credit and Political Risk Insurance

- Commercial contract: SACE's eligibility criteria
- Applicable international regulatory framework: arrangement on officially supported export credits, the OECD recommendations
- Overview on the main ECA products:
  - Supplier's Credit
  - Buyer's Credit
  - Letters of Credit
  - Political Risk Insurance

## Credit Insurance

- SACE's eligibility criteria
- Applicable regulatory framework
- Overview on the main products:
  - Surety/Bonds
  - Financial Guarantees for internationalisation
  - Financial Guarantees for working capital facility
  - Short Term 360° Policy
  - Multi-Buyer Policies

## Policy Underwriting

- Due diligence and decision-making
- Risk analysis
- Approval and monitoring
- Know Your Customer procedure
- Facility agreement: the conditions precedent
- Representations and warranties
- Undertakings

# 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.

## Beyond traditional advisory services

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

## CONTACT US

For further inquiries about our advisory services and a tailored offer please visit [www.sace.it](http://www.sace.it) or contact us

SACE Headquarters

Piazza Poli, 37/42 | 00187 Rome – Italy

Tel: +39 02 434499206 | Email: [globalsolutions@sace.it](mailto:globalsolutions@sace.it)

**sace simest**  
•gruppo cdp•