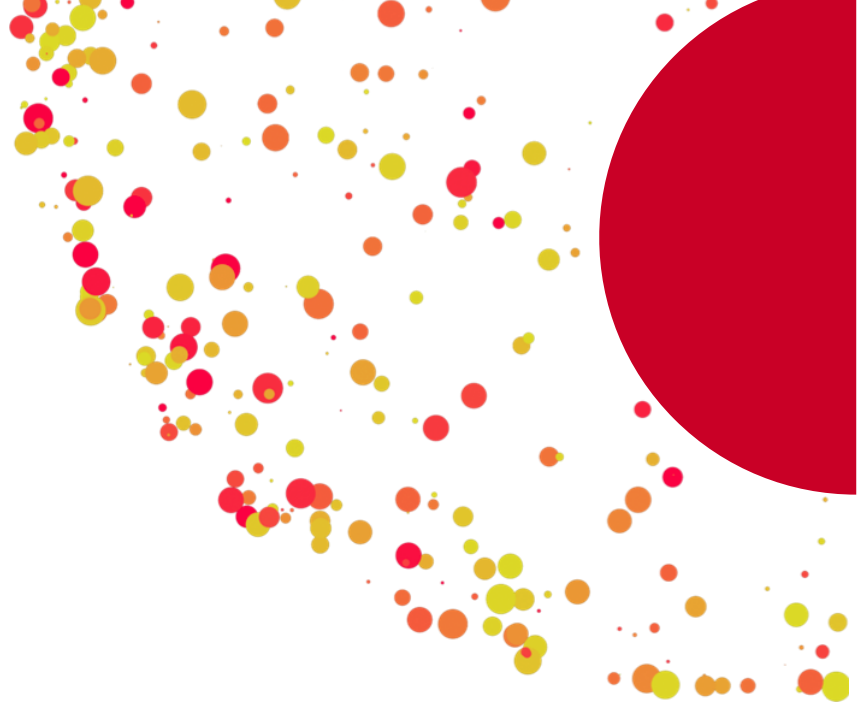


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SACE Global Solutions

Advisory Services



Global Solutions

Global Solutions is a dedicated SACE's unit which provides advisory services and capacity building programs aimed at transferring own experience and know how to ECAs, ministries and financial institutions such as foreign banks, multilaterals and IFIs, mainly in emerging markets through:

-  Advisory to governments and relevant authorities for the **set-up and operational development of Export Credit Agencies** since their early stage;
-  **'Tailor-made' courses and training programs** for existing ECAs willing to enhance their skills on specific products, policies and due diligence;
-  **Seminars and workshops** dedicated to foreign banks and other financial institutions on trade finance and export credit related topics.

Services provided by SACE's internal resources, with know-how based on working experience.

Areas of Training

- Export Credit & Credit Insurance
- Corporate & Bank Risk Assessment
- Risk Management and Monitoring
- Country Risk Analysis
- Sovereign Risk Analysis
- Surety Bonds
- Project Finance
- International Regulations for Export Credit
- Customer Relationship Management
- Claims and Recovery
- Corporate Governance
- Environmental Impact Assessment
- Communication & Promotion

*SACE might offer
a wide range of
training modules
related to Export
Credit and Credit
Insurance
industry*

SACE Credentials: Set-up ECAs/EXIMs

*SACE was appointed as
Advisor for the set-up of
three new ECAs*



SACE has provided **capacity building services targeted at establishing a new ECA** in Georgia, that contribute to country's balance of payments and enhancing the competitiveness of Georgian companies and their export activity.



EXIAR was set-up with the objective to increase and diversify Russian exports to new markets. SACE supported the process **from the preliminary to the implementation phase**, through a dynamic approach outlined on EXIAR's specific needs.



Developed in strict collaboration with the World Bank, in order to expand cross border trade and relieve the country from its dependency on donations. WB financed the ECA's establishment while SACE organized the **trainings necessary to transfer expertise to both SMECA and local exporters.**

SACE Credentials: Training and Advisory Programs

In the last 10 years SACE offered training and advisory programs to more than 20 ECAs/ EXIMs worldwide



EGFI

2007, 2008, 2011
Iran



Türk Eximbank


2015
Turkey



KazExportGarant

KECIC

2006, 2015
Kazakhstan



Bancomext

2015
Mexico



Beleximgarant

2014
Belarus



ECIC

2015
South Africa



HBOR

2008, 2012, 2015
Croatia



SID Banka

SID Bank

2015
Slovenia



AOFI

2006, 2011
Serbia



ICIEC

2009, 2013, 2014
Saudi Arabia



DHAMAN

2014
Kuwait



AMAN UNION

2014
Iran



EximBank Romania

2006-2008-2009-2014
Romania



Ministry of Finance

2007
China



China Eximbank

2007
China



EXIM THAILAND

2006
Thailand

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