

A low-angle, upward-looking photograph of several modern skyscrapers with glass facades, set against a clear, light blue sky. The perspective creates a sense of height and architectural scale.

sace^{||}

SACE Global Solutions

Consulting Services for Export
Credit Agencies

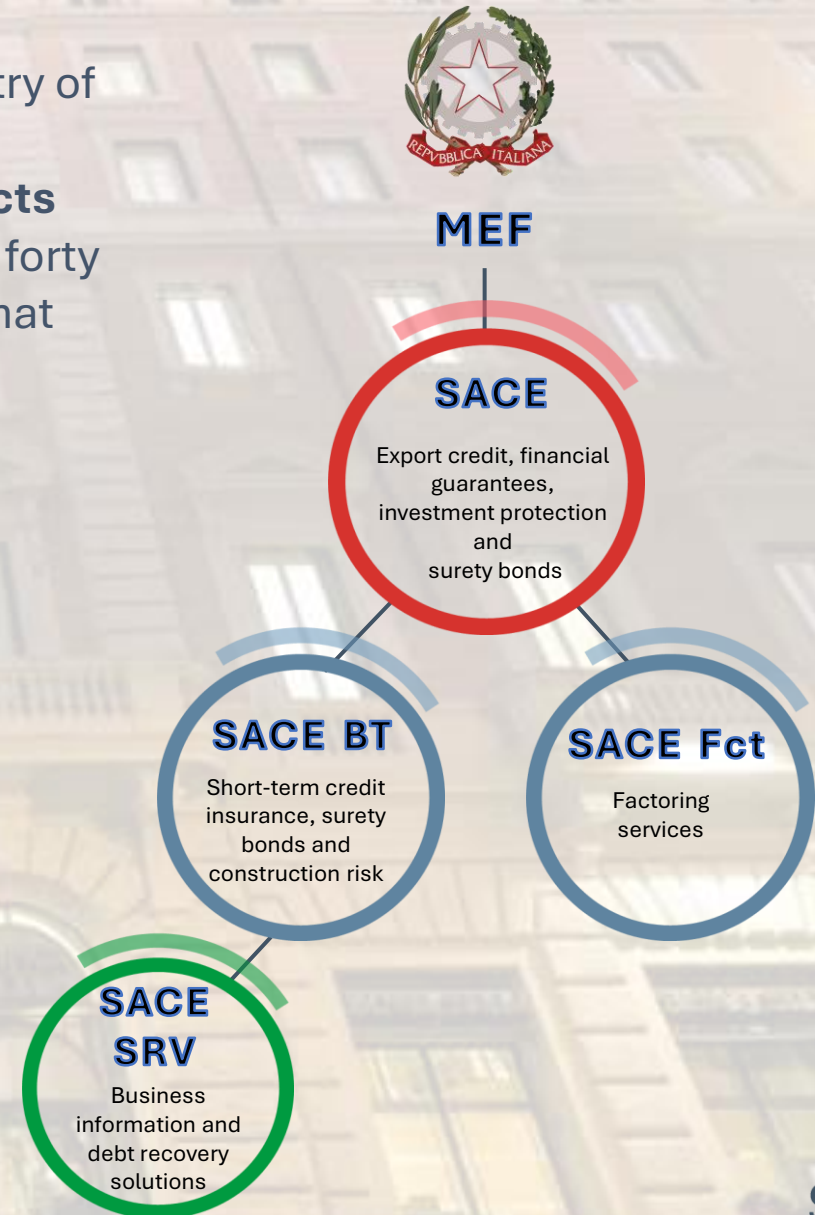
SACE Group

SACE is the Italian **Export Credit Agency**, fully owned by the Ministry of Economy and Finance. We support businesses and the national economy through a **wide range of insurance and financial products** aimed at fostering competitiveness in Italy and worldwide. For over forty years, SACE has been the reference partner for Italian companies that export and grow on foreign markets.

BEYOND TRADITIONAL ADVISORY SERVICES

Since 2004, 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.



SACE Range of Activities

TRADITIONAL ACTIVITIES	
Supporting the national economy and increasing portfolio diversification	
Business Cluster	Mission
Export Credit	Traditional activities in support to exporting companies
Political Risk Insurance	Insurance cover of FDI (Foreign Direct Investments) against political events



MAIN PRODUCTS
<ul style="list-style-type: none"> • Supplier Credit • L/C Confirmation Insurance • Buyer Credit • Project Finance • Civil Works • PRI • Whole-turnover / Selective Risk Policy*

ENHANCED ACTIVITIES	
Supporting the internationalization of Italian companies at market terms	
Business Cluster	Mission
Internationalization	Financial guarantees to assist domestic companies to expand in global markets
Strategic Business	Financial guarantees for transactions with a strategic interest for competitiveness of productive processes



MAIN PRODUCTS
<ul style="list-style-type: none"> • Surety bonds • Financial guarantees • Green Guarantees • Untied guarantees (“Push”) • Factoring*

* Products provided by SACE’s subsidiaries

Service

Methodology

Capacity Building

Development of Products

Customized advisory for the development of new financial & insurance products

Trainings & Workshop

Organization of technical training courses & workshops on a variety of topics related to Export Credit & Credit Insurance

Knowledge & Documentation Transfer

SACE's specialists hold technical courses on products' structures & technicalities. Advanced projects also encompass the transfer of policy/guarantee texts and related working documentation.

Customized trainings

We design tailor-made trainings based on specific needs of our clients. We can focus our attention on specific products or risks underlying business transactions.

ECA Set-up

Set-up of ECAs & EXIMs

A dedicated Project Team offers an end-to-end assistance in the establishment of new export-oriented institutions. Set-up Projects are usually divided in two major phases:

- Research & feasibility study
- Implementation and testing phase

Methodological Approach

In preliminary phases, a team of PMs and economists produces in-deph Market Analysis and a Gap Analysis relevant to the Export Credit business in the target region. Our deliverables also include a set of recommendations for the development of an effective Export Credit Agency and insurance & financial products.



Our Credentials: Over 40 advisory projects for ECAs & EXIMs

Capacity Building Projects

Set-up & Modernizations



Qatar Development Bank
2023, 2018
Qatar



SAUDI EXIM BANK
2022
Saudi Arabia



Export Bahrain
2022
Bahrain



EKA Ukraine
2021
Ukraine



DHAMAN
2021 - 2014
Kuwait



ECIO
2021 - 2020
Greece



ECG
2020-2021-2022
Greece




Saudi EximBank
2018-2019
Saudi Arabia



ABGF
2019
Brazil



HBOR
2019 - 2018 - 2015
- 2012 - 2008
Croatia




ECIC
2019, 2015
South Africa



KazakhExport
2019, 2015, 2006
Kazakhstan



Indonesia Eximbank
2018
Indonesia




ALTUM
2018
Latvia



Fund
2015
Georgia



EXIAR
2011 - 2012 - 2013
Russia



Ukreximbank
2018
Ukraine



Turk Eximbank
2017 - 2015
Turkey



Bancomext
2015
Mexico



Beleximgarant
2014
Belarus



ICIEC
2014, 2013, 2009
Saudi Arabia



2014 - 2009 - 2008
- 2006
Romania



SMECA
2004-2005
Serbia and Montenegro

An Example of our Services

SACE's Advisory in the development of 2 Products in a leading Bank of the GCC

Products Developed

Buyer's Credit Policy

Financial Guarantees

Description of the Service

- Establishment of a sound due diligence & underwriting process;
- Provision of Risk Assessment Procedures and Pricing guidelines
- Advisory on products' term sheets and ancillary documentation
- Organization of technical trainings on products' technicalities
- Identification of potential partners for the Go-To-Market Phase

Deliverables

Product Manual

Operational Procedures

Business Documentation

Technical Trainings

Matrix Partners/sectors

Our Training Catalogue 1/4

Products Underwriting & Management

International Regulatory Framework for Export Credit Business

Main contents:

- OECD Arrangement (*Consensus*)
- Sector Understandings
- OECD Recommendations
- EU Communications
- WTO regulatory framework



Export Credit Products

Main contents:

- Supplier's Credit
- Buyer's Credit
- Project Finance
- Letters of Credit Confirmation
- Due Diligence
- Risk Analysis



Credit Insurance Products

Main contents:

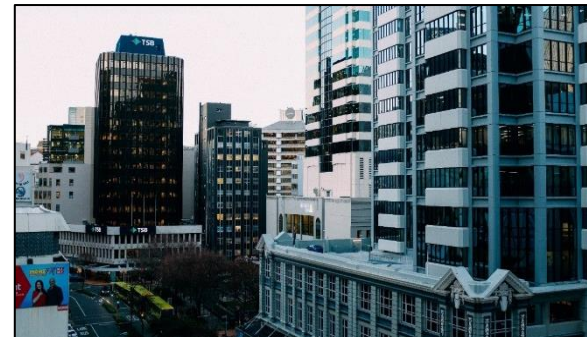
- Surety Bonds
- Financial Guarantees
- Working Capital Guarantees
- Short Term 360° Policy
- Short Term Selective Risk Policy



Political Risk Insurance

Main contents:

- Structure and Applications
- Eligible Investments
- Insured Risks
- Premium Guidelines



Our Training Catalogue 2/4

Products Underwriting & Management

Working Capital Guarantees

Main contents:

- Relevant Regulatory Framework
- Eligibility Criteria
- Process Flow Chart
- Risk Assessment Procedure
- Guarantee's Main Clauses



Financial Guarantees

Main contents:

- Products structures
- Cooperation with Banks
- Process Flow Chart
- Guidelines on Pricing
- Guarantee's Main Clauses
- Focus on Green Guarantees



Surety Bonds

Main contents:

- Types of Bonds
- Counter Guarantee
- Credit Risk
- Performance Risk
- Contractual & Legal Risk



Claims & Recoveries

Main contents:

- Procedures in case of default
- Claims macro process
- Document assessment
- Recoveries macro process
- In-house / in-place activities
- Insolvency proceeding



Our Training Catalogue 3/4

Risks

Country & Sovereign Risks

Main contents:

- Country Risk vs Sovereign Risk
- Bubbles and Defaults
- Warning Signals and Risk
- Indicators
- Public Finances
- External Finances and Balance



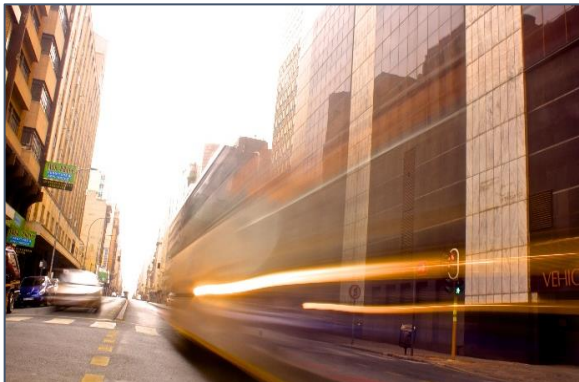
Environmental & Social Risk Assessment

Main contents:

- Background and overview on E&S
- OECD Common Approaches on Environment
- Screening and real cases classification
- Early warnings for identification of risks



Corporate & Bank Risk Analysis



Main contents:

- SACE's rating methodology & scoring model
- Quantitative & Qualitative assessment
- Financial statements adjustments
- Capital assessment - adequacy
- International standards

Risk Management



Main contents:

- Risk categories and Portfolio management
- Risk measurement, monitoring and reporting
- Pricing to Risk Methodologies
- Provisioning for Insurance and Capital Adequacy Levels

Our Training Catalogue 3/4

Services

Education to Export



Main contents:

- Engagement with SMEs
- Education for SMEs
- Export Kits
- Online Events
- On-site Partnerships

Communications



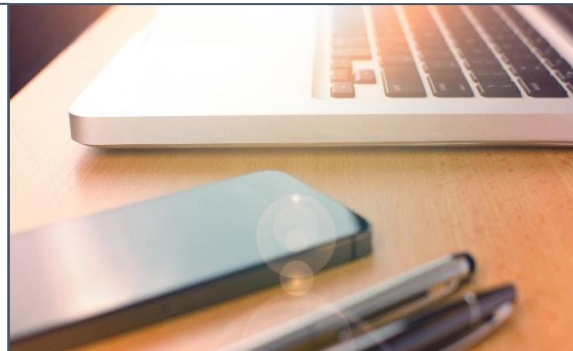
Main contents:

- Corporate Governance
- Organization, Management & Control Model
- Code of Ethics
- Bodies & Committees
- Delegated Powers

Corporate governance

Main contents:

- Corporate Communications Strategies
- Customer Care
- Annual Reports
- Media and Public Relations
- Social Media Management



Our Team



Paola Valerio

Head of International Relations

p.valerio@sace.it



Vincenzo Caputi

Head of Global Solutions

v.caputi@sace.it



Riccardo Mariano

Associate International Relations

r.mariano@sace.it



Contact us @GlobalSolutions
for the elaboration of a tailored
Technical Proposal
or any additional information
you may need

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