

Capacity Building programs and advisory services for ECAs, Eximbanks and IFIs

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, Exim Banks, ministries and financial institutions such as foreign banks, multilaterals and IFIs, mainly in emerging markets through:

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

Our strength is planning customised paths, taking into account different requirements for the set-up and operational development of Export Credit Agencies or Exim Banks since their early stage.

Establishment of ECAs/Exim Banks

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



SACE 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.

Advisory Team



SACE has established an ad hoc **Advisory Team** with a broad experience in Advisory and Training services, that operates with the aim of transferring SACE's experience in Trade Finance and Export Credit to external organizations



A **Project Manager** led the Advisory Team and is in charge of overseeing and directing the advisory services rendered and the deliverables provided during the execution of the Project



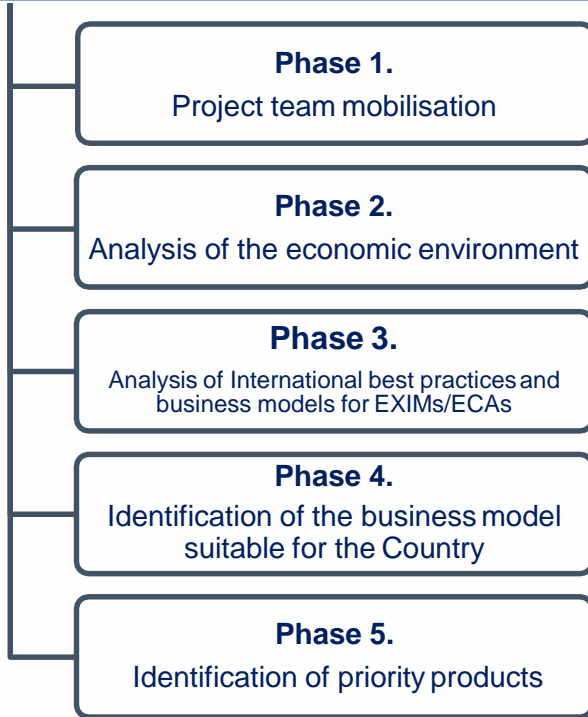
Besides the Advisory team, SACE also appoints highly **qualified specialists** from its operative departments, utilising a comprehensive “know-how” based on working experiences combined with consultancy skills

Assistance is provided in different stages/areas of expertise:

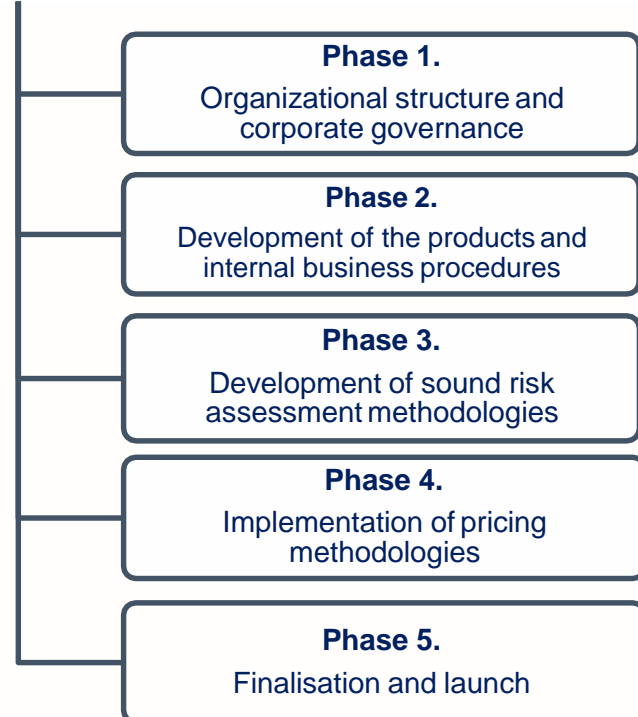
- **Consultation** phase with authorities and relevant Ministries;
- Analysis of **best practice** models for ECAs/ Exim Banks;
- **Business model** that best fits the mandate to promote local exports;
- Identification of **specific products** to be offered to exporters;
- **Organizational structure** that best fits good governance standards;
- Formulation of **internal guidelines and policies** in line with international standards;
- Development of **specific expertise** for underwriting, risk assessment and risk management.

Project structure

First Step: Feasibility Study



Second Step: Implementation Plan



How to contact us

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