

# Training course on Green Guarantees

## Training Course Main Topics

- Relevant Regulatory Framework
- Mandate and Product's Features
- Green Due Diligence and Risk Analysis
- Analysis of Guarantee text's main clauses
- Business-cases and best-practices

# Green Guarantees

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## OVERVIEW

SACE has been mandated by the Italian Government to issue “Green Guarantees” in support of domestic projects in line with the objectives of the European Green New Deal. SACE’s new Green Guarantees, backed by the guarantee of the Italian Government, are intended to finance projects aimed at facilitating the transition to an economy with a lower environmental impact, integrating production cycles with low-emission technologies for the production of goods and services, and promoting mobility with lower polluting emissions, in line with the objectives of the EU Green Deal.

## COURSE OBJECTIVES

This course intends to provide participants with a clear and practical understanding of the Green Guarantees. After the initial presentation of the product’s main features and the benefits it implies for banks and companies, this course is tailored to meet underwriters and risk analysts’ needs for an effective implementation of the product. Hence, SACE specialists will focus on the specific regulatory framework and the due diligence process underlying this new-branded Green product. In order to render the course highly practical, particular attention will also be given to the analysis of the Guarantee text’s main clauses.

Real case-studies, business insights and best-practices will complement theoretical presentations in order to ensure the most practical and interactive approach and to support the prompt enhancement of the product right after the training.

This module is particularly connected to our courses on the Financial Guarantees and the Working Capital Guarantees. Therefore, SACE Global Solutions offers the possibility to customize the course by merging the relevant modules in order to provide a comprehensive training on SACE’s Guarantees offer.

# TUITION

Tuition will be provided by highly qualified professionals, with proven experience and comprehensive knowledge of the relevant fields. The course may be customized to meet the real needs of participants.

# LOCATION

Upon request, at client's premises or in SACE's Rome office. In special circumstances, this course can be held virtually, by means of videoconferencing software.

# TOPICS

## **Green Guarantees**

- Regulatory Frameworks for Green Finance
- Product Description and key Features
- Eligibility Criteria
- Pricing Overview

## **Operational Framework**

- Process Work Flow
- Eligibility screening
- Green Due Diligence
- Assessment of the Counterparty
- Execution

## **Analysis of WCFG Transaction Documentation**

- Green Guarantees Application
- Analysis of Guarantee Text's Main Clauses
- Transaction Approval Document

# Related Courses

- Financial Guarantees for Internationalization
- International Surety Business – Surety Bonds
- Working Capital Financial Guarantees
- Export Credit & Credit Insurance

# We are

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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 € 28 billion of deployed resources, 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
- Export Credit & Credit Insurance

- Environmental Impact Assessment
- Governance, Corporate Strategy, CSR and Internal Auditing
- Factoring and Trade Finance
- Customer Relationship Management

## Among our customers

### Capacity-Building Project



## 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

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