

Training course on sovereign and sub- sovereign risk analysis

Global Solutions

Sovereign and sub-sovereign risk analysis

OVERVIEW

One of the most influential bankers of the 1970s, Citibank's Chairman Walter Wriston, famously declared, "Countries never go bankrupt". During the Eighties, Citibank suffered from many sovereign defaults in Latin America, but Wriston never changed his idea. Why? It is certainly true that sovereign entities are substantially different from companies or banks. Therefore, sovereign specialists need a specific methodology and an accurate set of analytical tools. This training course is designed for professionals seeking to build and enhance their skills in analyzing sovereign and sub-sovereign counterparts and identifying major early warning indicators of financial crises. Participants to the course will be introduced to SACE's technical approach to sovereign and sub-sovereign risk evaluation with a number of examples drawn from its own experience.

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 factors causing financial crises
- Understand the key drivers of sovereign risk in both mature and emerging markets
- Interpret qualitative and quantitative indicators of vulnerability for sovereign and sub-sovereign counterparties
- Apply a structured approach to sovereign and sub-sovereign risk assessment

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.

TOPICS

Sovereign Risk Analysis: an introduction

- Differences between Country Risk and Sovereign Risk
- Brief History of Bubbles and Defaults
- Useful Definitions
- Sources of Information

Crises and External Support

- Causes of Financial Crises
- Warning Signals and Risk Indicators
- External Support: IMF and other IFIs
- Debt Relief and Debt Restructuring
- Paris Club and London Club

A Structured Approach to Sovereign Analysis

- Economic Performance
- Public Finances
- External Finances and Balance of Payments
- Social and Political Factors
- Influences from the Private Sector: Banks and Corporates
- Examples and Case Studies

Sub-Sovereign Risk Analysis

- Definitions and Legal Status
- Potential Support Analysis
- Main Indicators and Criteria
- Examples and Case Studies

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

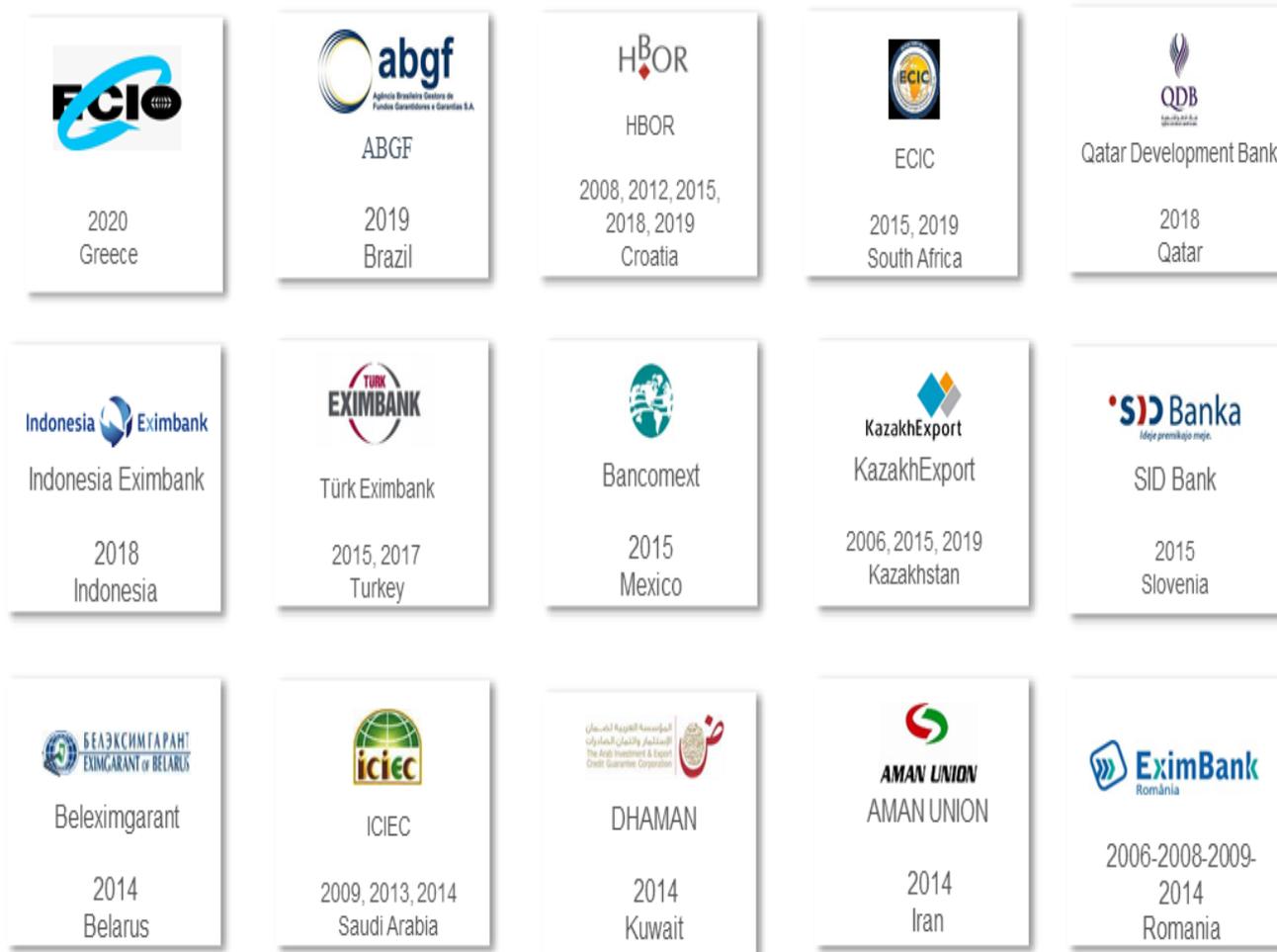


consultancy on the set-up of ECAs, including assistance to governments and supervisory authorities

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

Among our customers



CONTACT US

For further inquiries about our advisory services and a tailored offer please visit www.sace.it or contact us

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