

Training course on Reinsurance

THE MODULE'S HIGHLIGHTS

ECA-TO-ECA REINSURANCE

NEGOTIATION PROCESS

PRIVATE MARKET REINSURANCE

BUSINESS INSIGHTS & TRENDS

Reinsurance

OVERVIEW

SACE reinsurance framework aims at encouraging greater risk taking in support of exports.

In order to protect its own portfolio and achieve its strategical targets, SACE makes use of reinsurance cover **in line with market standards and best practices** adopted in the export credit business. In particular, SACE Group's reinsurance framework is twofold:

- ECA to ECA reinsurance
- Reinsurance with the private market

Sound reinsurance strategies generates relevant advantages not only in terms of Risk Management, as it also provides insurance companies with additional underwriting capacity, as well as a buffer against expected losses.

Emerged as a key business area for Export Credit Agencies and FIs, Reinsurance is now object of a comprehensive module encompassing business technicalities, area insights, informative case-studies and guidelines on negotiation process.

COURSE OBJECTIVES

The course illustrates the main features characterizing the implementation of a reinsurance service. It consists of two main educational lines, focusing on ECA to ECA and private market reinsurance respectively. Training sessions are particularly designed for professionals interested in enhancing technical skills and knowledge relevant to the reinsurance technical functioning, workflows, and regulatory frameworks. As common practice in SACE's capacity building activities, trainings are designed according to a *peer-to-peer methodology* intended to identify business insights and best-practice among main actors.

TUITION

Tuition will be provided by highly qualified professionals and executives with proven expertise based on work experience and comprehensive knowledge of the relevant fields.

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

ECA TO ECA REINSURANCE

- Main purposes
- Scope & Advantages
- Negotiation Process
- Internal workflows & responsibilities
- Focus on Working Documentation

Private Market Reinsurance

- What for
- Claims mitigation
- Frequency & severity
- Types of Reinsurance
- Regulatory Framework
- Who is who: Main actors
- Market trends and rational

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 € 54 billion of deployed resources, we serve more than 37,000 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.

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

Our Credentials

Our Credentials: Over 40 advisory projects for ECAs & EXIMs



Capacity Building Projects

Set-up & Modernizations

<p>Qatar Development Bank 2023, 2018 Qatar</p>	<p>SAUDI EXIM BANK 2023, 2022 Saudi Arabia</p>	<p>EXPORT BAHRAIN 2022 Bahrain</p>	<p>EKA Ukraine 2021 Ukraine</p>	<p>DHAMAN 2021 - 2014 Kuwait</p>	<p>ECIO 2021 - 2020 Greece</p>	<p>EGG 2020-2021-2022 Greece</p>	<p>Saudi EximBank 2018-2019 Saudi Arabia</p>
<p>ABGF 2019 Brazil</p>	<p>HBOR 2019 - 2018 - 2015 - 2012 - 2008 Croatia</p>	<p>ECIC 2019, 2015 South Africa</p>	<p>KazakhExport KazakhExport 2019, 2015, 2006 Kazakhstan</p>	<p>Indonesia Eximbank 2018 Indonesia</p>	<p>ALTUM 2018 Latvia</p>	<p>Fund 2015 Georgia</p>	<p>EXIAR 2011 - 2012 - 2013 Russia</p>
<p>UkrEximbank 2018 Ukraine</p>	<p>Turk Eximbank 2017 - 2015 Turkey</p>	<p>Bancomext 2015 Mexico</p>	<p>BELEXIMGARANT 2014 Belarus</p>	<p>ICIEC 2014, 2013, 2009 Saudi Arabia</p>	<p>2014 - 2009 - 2008 - 2006 Romania</p>	<p>SMECA 2004-2005 Serbia and Montenegro</p>	

CONTACT US

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

SACE Headquarters

Piazza Poli, 37/42 | 00187 Rome – Italy

Tel: +39 02 434499206 | Email: globalsolutions@sace.it

