

Training course on Claims & Recoveries

THE MODULE'S HIGHLIGHTS

CLAIMS PROCESS FOR EXPORT CREDIT

CLAIMS FOR CREDIT INSURANCE

RESTRUCTURING PROCESS

RECOVERIES PROCESS

RECOVERIES: SHORT TERM VS MLT

Claims & recovery

OVERVIEW

The collection of overdue payments from companies or banks in default of their payment obligations is a fundamental activity for an ECA. Overdue payments can be difficult to recover, especially in emerging markets. For this reason, experience is the key factor for implementing effective debt collection. SACE has proven expertise in skip tracing, extra-judicial collection, judicial collection and insolvency procedures. Participants will be introduced to the SACE approach and methodology applied to real-life transactions.

COURSE OBJECTIVES

To provide participants with a clear understanding of the main features of debt collection and recovery services, the course will focus on several activities pertaining to different products (medium- to long-term and short-term debt) and the specific phases of recovery (extrajudicial, judicial or insolvency proceedings). Case studies and real-life examples will be used extensively to ensure that the course is highly interactive and practical.

The participants will be able to:

- Identify the main features of debt recovery activities for both medium- to long-term and short-term loans
- Understand the key elements of each specific recovery phase and the appropriate instruments used by SACE during each step
- Review internal procedures and decisional process

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

Medium- to Long-Term Claims and Recovery

Claims:

- Procedures in case of default (credit default notice and relevant documents)
- Claims macro process
- Document assessment
- Claims for Export Credit Products
- Claims for Internationalization Products (Guarantees and Bonds)

Restructuring:

- Introduction to restructuring
- Restructuring Process
- Practices and Trends (Debt for Swap)

Recoveries:

- Recoveries macro process
- In-house activities (phone collection)
- In-place activities
- Insolvency proceedings
 - Debt Collection Short Term Policies
 - Debt Collection Medium Long Term Policies

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.

Medium- to Long-Term Claims and Recovery

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

Our Credentials

Capacity Building Projects

Set-up & Modernizations

 Qatar Development Bank 2023, 2018 Qatar	 SAUDI EXIM BANK 2023, 2022 Saudi Arabia	 صادرات البحرين EXPORT BAHRAIN 2022 Bahrain	 ECA Ukraine 2023, 2021 Ukraine	 DHAMAN 2021 - 2014 Kuwait	 ECIO 2021 - 2020 Greece	 EGG 2023-2022-2021 2020, Greece	 Saudi EximBank 2019-2018 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	 PARTNERSHIP FUND 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	 EximBank Romania 2014 - 2009 - 2008 - 2006 Romania	 SMECA 2004-2005 Serbia and Montenegro	

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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