

# Training course on Credit Insurance

## THE MODULE'S HIGHLIGHTS

**REGULATORY FRAMEWORK**

**FINANCIAL GUARANTEES**

**SURETY BONDS**

**SHORT-TERM CREDIT INSURANCE**

**OPERATIONAL PROCESS AND RISK UNDERWRITING**

# Credit insurance

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## OVERVIEW

SACE can provide different typologies of Credit Insurance in order to support the internationalization of Italian Business in the global market. This practical and interactive course is designed for professionals seeking to build and improve their knowledge on Credit Insurance business, in order to widen their understanding of the range of products and their relevant internal functioning.

## COURSE OBJECTIVES

To provide participants with a clear understanding of the main features of Credit Insurance products, ranging from the relevant international regulatory framework, to the risks covered and the products work flow. The course will also focus on 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 features Credit Insurance products
- Understand the key elements of the due diligence process necessary for the underwriting of transactions
- Review internal procedures and how the evaluation process is carried out

## 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

## Credit insurance

- SACE's eligibility criteria
- Applicable regulatory framework
- Overview on the main products:
  - Surety/Bonds
  - Financial Guarantees for internationalisation
  - Financial Guarantees for working capital facility
  - Short Term 360° Policy
  - Selective Risk Policy

## Policy Underwriting

- Due diligence and decision-making
- Risk analysis
- Approval and monitoring
- Know Your Customer procedure
- Facility agreement: the conditions precedent
- Representations and warranties
- Undertakings

## Related Courses

You might be also interested in our courses on:

- Export Credit Products
- Political Risk Insurance
- Domestic Business Guarantees (Green and Working Capital)
- Country & Sovereign Risk Assessment
- Corporate & Bank Risk Assessment

# 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 € 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.

## 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



taylor-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



EXPORT BAHRAIN  
2022  
Bahrain



EKA Ukraine  
2023, 2021  
Ukraine



DHAMAN  
2021 - 2014  
Kuwait



ECIO  
2021 - 2020  
Greece



ECG  
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  
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  
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](http://www.sace.it) or contact us

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