

Training course on Export Credit Products

THE MODULE'S HIGHLIGHTS

SUPPLIER'S CREDIT

BUYER'S CREDIT

PROJECT FINANCE

LETTERS OF CREDIT CONFIRMATION

OPERATIONAL PROCESS AND RISK ASSESSMENT

Export credit Products

OVERVIEW

Export Credit Products backed by ECA cover are an attractive tool for exporters, banks and buyers/borrowers. The terms and conditions of ECA cover as well as the significant benefits are sometimes unknown to market players. This practical and interactive course is designed for professionals seeking to build and improve their knowledge on Export Credit business, in order to widen their understanding both of the range of products offered by ECAs and of their modus operandi. Participants will be introduced to SACE's approach and methodology applied to real-life transactions.

COURSE OBJECTIVES

To provide participants with a clear understanding of the main features of ECA products relevant to Export Credit, 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 features of Export Credit 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

Export Credit and Political Risk Insurance

- Commercial contract: SACE's eligibility criteria
- Applicable international regulatory framework: arrangement on officially supported export credits,
the OECD recommendations
- Overview on the main ECA products:
 - Supplier's Credit
 - Buyer's Credit
 - Letters of Credit
 - Political Risk Insurance

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 interested also in our courses on:

- Credit Insurance Products
- Domestic Business Guarantees (Green & Working Capital)
- Country & Sovereign Risk Analysis
- Corporate & Bank Risk Analysis

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.

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

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	 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 KazakhExport 2019, 2015, 2006 Kazakhstan	 Indonesia Eximbank 2018 Indonesia	 ALTUM 2018 Latvia	 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	 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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