

Training course on Financial Guarantees

THE MODULE'S HIGHLIGHTS

DEFINITIONS AND PRODUCT'S STRUCTURE

TYPES OF GUARANTEES

COOPERATION FRAMEWORK WITH BANKS

PROCESS FLOW CHART

GUIDELINES ON PRICING

Financial Guarantees



OVERVIEW

SACE provides Financial Guarantees covering Italian and international banks from the credit risk relevant to loans granted in favor of domestic companies that intend to scale up their competitiveness on global markets.

SACE's Financial Guarantees facilitates access to credit for SMEs and to ease investments in large projects. SACE guarantees can also be issued in respect of a counter-guarantee or a standby letter of credit in favor of a local bank in order to cover credit lines granted locally to foreign subsidiaries of Italian companies.

SACE has developed different kinds of Financial Guarantees with the purpose of responding to market needs and its continuous evolution. In particular, this product can support Internationalization strategies of large corporate and SMEs, commits the payment of domestic companies, or facilitate their access to working capital needs.

COURSE OBJECTIVES

This course provides participants with a clear understanding of the product functioning *end to end*. In particular, this module addresses the Standard Financial Guarantees and the Financial Guarantees for SMEs. Additional modules on the Green Guarantees or the Working Capital Financial Guarantees can be included in the project upon request. The training will encompass a first general description of the key features of the product, defining in depth its structure and its different typologies (e.g. Direct Guarantee, Counter Guarantee, etc.).

SACE's specialists will also present the whole underwriting process, from the preliminary assessment to the final monitoring. As SACE consolidated practice, the capacity-building will also encompass specific guidelines on pricing and an overview of the relevant regulatory framework.

In order to ensure the most practical and interactive approach, SACE's training also envisage the analysis of the Guarantee text's main clauses, as well as the presentation of different case-studies and consolidated business best-practices.

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. In special circumstances, this course can be held virtually, by means of videoconferencing software.

TOPICS

Financial Guarantees

- Definitions & Product Structure
- Direct Guarantee
- Counter Guarantee
- Eligibility Criteria
- Cooperation with Banking Sector
- Guidelines on Pricing
- Case-studies
- Extra focus on SACE's Push Strategy

Process flow chart

- Preliminary Assessment
- The Application Form
- SACE Guarantee's main clauses
- Monitoring

RELATED COURSES

- Working Capital Financial Guarantees
- Green Guarantees
- Surety Business

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:



standardized 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

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 2023, 2021 Ukraine</p>	 <p>DHAMAN 2021 - 2014 Kuwait</p>	 <p>ECIO 2021 - 2020 Greece</p>	 <p>EGG 2023-2022-2021 2020, Greece</p>	 <p>Saudi EximBank 2019-2018 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 2019, 2015, 2006 Kazakhstan</p>	 <p>Indonesia Eximbank 2018 Indonesia</p>	 <p>ALTUM 2018 Latvia</p>	 <p>Partnership Fund 2015 Georgia</p>	 <p>EXIAR 2011 - 2012 - 2013 Russia</p>
 <p>Ukr Exim Bank 2018 Ukraine</p>	 <p>Turk Eximbank 2017 - 2015 Turkey</p>	 <p>Bancomext 2015 Mexico</p>	 <p>Belximgarant 2014 Belarus</p>	 <p>ICIEC 2014, 2013, 2009 Saudi Arabia</p>	 <p>EximBank 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

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