

Training course on Working Capital Financial Guarantees (WCFG)

THE MODULE'S HIGHLIGHTS

DESCRIPTION AND KEY FEATURES

ELIGIBILITY CRITERIA

OPERATIONAL WORKFLOW

RISK ASSESSMENT PROCEDURE

GUARANTEE MAIN CLAUSES

Working Capital Financial Guarantees

OVERVIEW

SACE's Working Capital Financial Guarantee (WCFG) allows companies underserved by traditional financing to obtain additional banking financing, improving cash flow to carry out export supply orders. In particular, this product is key for companies dealing with productive and occupational processes not necessarily linked to export and internationalization purposes. SACE's WCFG covers banks from the risk of the debtor's non-reimbursement of the working capital and the relevant interests.

COURSE OBJECTIVES

To provide participants with a clear understanding of the Working Capital Guarantees by focusing on its description and its practical functioning. In particular, this module intends to present the advantages for banks and borrowers, as well as the internal process underlying the issuance of the guarantee. The focus on the work flow will be complemented by an analysis of the Guarantee text's main clauses conducted by SACE specialists and senior underwriters.

As SACE consolidated practice, the module will also encompass the provision of effective guidelines on pricing, paying due attention to the relevant regulatory framework.

Real case-studies, business insights and best-practices will complement theoretical presentations in order to ensure the most practical and interactive approach and to support the prompt implementation or enhancement of the product right after the training.

Finally, this module envisages a special focus on the Italian Domestic Business Guarantee, a specific kind of Working Capital Guarantee that proved to be fundamental in supporting Italian business resilience in emergency contexts (i.e. Covid-19 economic effects).

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

Working Capital Financial Guarantee

- Working Capital Regulatory Framework
- Product Description and key Features
- Eligibility Criteria
- Pricing Overview

WCFG Operational Framework

- Process Work Flow
- Preliminary Credit Assessment
- Execution
- Transaction Closing
- Monitoring

Analysis of WCFG Transaction Documentation

- WCFG Application
- Analysis of Guarantee Text's Main Clauses
- Transaction Approval Document
- Framework Agreement with Banks

Special Focus on Domestic Business Guarantee – Emergency Response

- Mandate & Product's Features
- Regulatory Framework
- Involved Parties: Lender-Guarantor-Companies
- Framework Agreement with Domestic Banks
- Products Eligibility Criteria: Loan Purposes, Amounts, Tenors and Repayment Terms
- Analysis of the main clauses
- Underwriting Process: from the Application Form to the Guarantee Issuance

Related Courses

- Financial Guarantees for Internationalization
- International Surety Business – Surety Bonds
- Green Guarantees
- Export Credit & Credit Insurance

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

Among our customers

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 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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