

# Training course on Export Credit Products

## Training Course Main Topics

- Supplier's Credit
- Buyer's Credit
- Project Finance
- Letters of Credit Confirmation
- Due Diligence
- Risk Analysis

# Export credit Products

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## 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

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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 € 28 billion of deployed resources, we serve more than 25,000 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 Project



### ECAs and EXIMs Set-Up and Modernization



## 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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