

## Programme continues..

Day 2		
09:30 - 10:15	<b>Overview of ECIC</b>	<ul style="list-style-type: none"> <li>• ECIC: the South African ECA                             <ul style="list-style-type: none"> <li>◊ Financial products</li> <li>◊ Export credit products</li> </ul> </li> </ul>
10:00 - 10:15	<b>Break</b>	
10:15 - 13:00	<b>Overview on main Credit Insurance products</b>	<ul style="list-style-type: none"> <li>• Overview of the main products:                             <ul style="list-style-type: none"> <li>◊ Political Risk Insurance</li> <li>◊ Surety / Bond</li> <li>◊ Financial Guarantee for working capital</li> <li>◊ Facility</li> <li>◊ Short term products</li> </ul> </li> </ul>
13.00 - 4:30	<b>Lunch break</b>	
14.30 - 16:00	<b>Policies to support to internationalization</b>	<ul style="list-style-type: none"> <li>• Instrument to support internationalization                             <ul style="list-style-type: none"> <li>◊ Simest's stabilization program</li> <li>◊ Eligibility criteria</li> <li>◊ Application for support</li> </ul> </li> </ul>
15:30 - 15:45	<b>Break</b>	
15:45 - 16:00	<b>Policies to support to internationalization process</b>	<ul style="list-style-type: none"> <li>• The role of a development bank                             <ul style="list-style-type: none"> <li>◊ The case of Cassa Depositi e Prestiti</li> <li>◊ Export Banca</li> <li>◊ Eligibility criteria</li> <li>◊ Direct and indirect lending</li> <li>◊ Case studies</li> </ul> </li> </ul>
<b>CLOSING</b>	<b>CLOSING</b>	<b>CLOSING</b>



## Export Credit Finance



The SADC DFRC is accredited by the Botswana Qualification Authority as a training provider



The SADC-DFRC is a Subsidiary institution of SADC

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Building Partnerships for Economic Growth & Development

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Ernst and Young offices

Sandton, SOUTH AFRICA

## Objective

Development Finance Institutions have a pertinent role to play in providing local currency funding for projects being structured and or financed by the international Export Credit Agencies including US Exim, China Exim, SACE and ECIC.

The course will present the main features of Export Credit & Credit Insurance products. National Development Finance Institutions will benefit significantly from this training interventions since it will enable them to understand the basic principles relevant to export credit finance and it will allow them to improve their financial structuring skills in developing a new project or projects.

## Methodology

The methodology will be highly participatory combining Lectures with group discussions, exercises and practical case studies, which will be used to evaluate key issues arising from the classroom interaction.

## Facilitators

**Ms Paola Valerio**, the Head of International Relations will be presenting on behalf of SACE and her responsibilities include representing SACE within the OECD, EU, IWG and the Paris Club fora, which encompasses negotiations and working groups on policy-related issues and topics that steer Export Credit activities. During the semester of Italian presidency of the European Council, Paola was Vice Chair of the Council Working Group on Export Credit. She currently manages the reinsurance agreements that SACE enters into with other institutions and is also responsible for SACE's overall relationship with those entities. Ms. Valerio holds a degree in Economics from LUISS University in Rome, Italy.

**Mr. Benoit Fugah** is the Head of Political and economic Research at the ECIC will be addressing delegates. His areas of interest include assessment of country and industry risks; development of risk pricing methodologies; and, market research in new business opportunities and customer-focused insurance products. Mr. Fugah holds a Master's Degree in Economics from the University of Pretoria. Further to his academic qualifications, he has certificates in Credit Insurance and Surety and Management Advancement Programme.

## Programme

Day 1		
Time	Topics	Description
		<b>REGISTRATION</b>
09:30 – 10:15	<b>Introduction to the ECA world</b>	<b>Welcoming Remarks Introduction of Participants &amp; Expectations</b> <ul style="list-style-type: none"> <li>The role of ECAs</li> <li>Different business models</li> <li>Products and business lines of ECAs</li> <li>SACE: facts and figures</li> </ul>
10:15 - 10:30	<b>Break</b>	
10:30 - 13:00	<b>International Regulatory Framework and the Arrangement on Officially Supported Export Credits</b>	<ul style="list-style-type: none"> <li>OECD Working Groups</li> <li>OECD Consensus</li> <li>OECD Country Risk Classification</li> <li>Eligibility criteria</li> <li>Commercial Interest Reference Rates (CIRR) Pricing and related aspects</li> </ul>
13.00 - 14:30	<b>Lunch break</b>	
14.30 - 15:30	<b>Country Risk and Sovereign risk analysis (ECIC)</b>	<ul style="list-style-type: none"> <li>Country risk ratings</li> <li>Trade trends</li> <li>Investment trends</li> <li>Economic analysis and research</li> </ul>
15:30 - 15:15	<b>Break</b>	
15.30 – 17.00	<b>Overview on main ECA's products</b>	<ul style="list-style-type: none"> <li>SACE's eligibility criteria</li> <li>Overview and case studies on the main products:               <ul style="list-style-type: none"> <li>Supplier's Credit</li> <li>Buyer's Credit</li> <li>Letter of Credit</li> </ul> </li> <li>Political Risk Insurance</li> </ul>