

Webinar Foreign Trade Agency

How Credendo can assist companies participating in public tenders and international projects

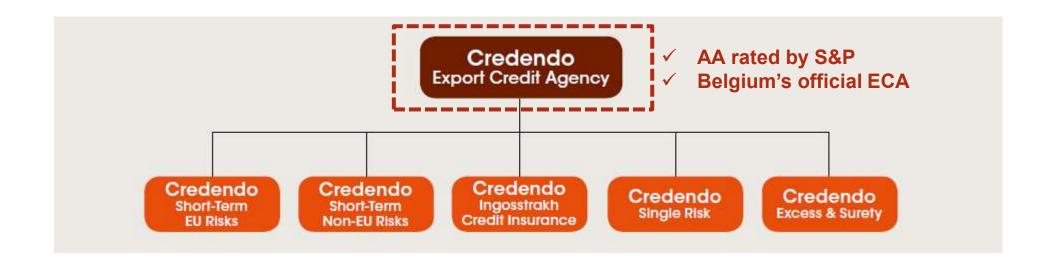
Nabil Jijakli, Group Deputy CEO
CREDENDO – Credit Export Agency

Brussels – 26 November 2020

Credendo – Export Credit Agency

CREDENDO

Credendo - group structure











Geographical presence







CREDENDO

International credit insurance group

BELGIUM

Credendo – Export Credit Agency

- > Formerly known as Delcredere | Ducroire
- > Public institution
- > Belgian State Guarantee / S&P : AA rated
- > MLT transactions and support to Belgian exporters

Credendo – Short-Term Non-EU Risks

- > Formerly known as Credimundi
- > Private insurance company
- > ST transactions insured's worldwide

Credendo – Excess & Surety

- > Formerly known as TCRe
- > Private insurance company
- > Excess of loss, Top-up and Surety



Credendo – Export Credit Agency:

- > Mission
- > Belgian interest



To support Belgian international economic relations by covering risks relating to exports, imports and investments abroad and by facilitating their funding.

Special focus on SMEs.

Credendo:



Credit insurance solutions

Direct access to a whole suite of credit insurance solutions

From tailor-made risk cover to easier access to trade financing

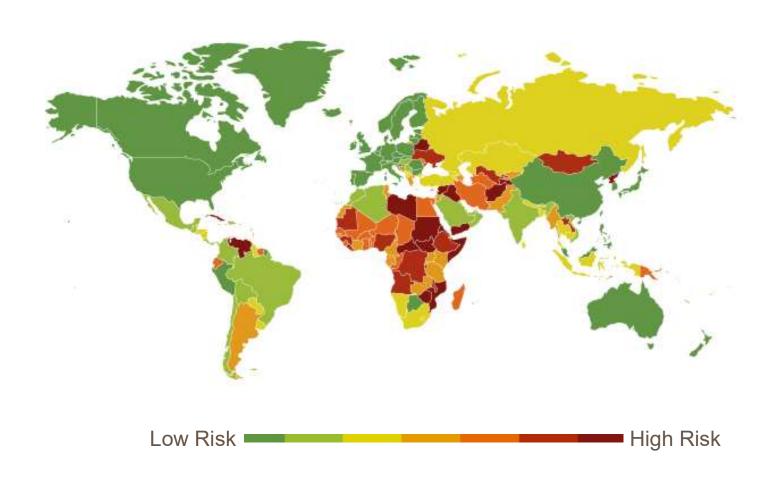


Prevention role

Country policy and debtor assessment

Credendo's Political risk map







What can go wrong?

What can go wrong in a trade transaction? CREDENDO



Negotiations	Sale	Delivery	Payment
No agreement	Buyer goes bankrupt	Unable to deliver, due to war, embargo, transport	Buyer refuses to pay (excuses)
Potential client does not exist / is too small	Buyer cancels the contract	issues,	Buyer disappears
No guarantees by potential client	Buyer disappears	Goods delivered but not received: import refused, buyer does not pick up the goods,	Buyer wants to pay but : > is not able to pay (insolvent/bankrupt)
No agreement on payment terms			> is not able to transfer the money (hard
Insufficient knowledge of credit insurance & export finance			currency shortage)
=> NO SALE	=> PRODUCTION COSTS MADE	=> PRODUCTION COSTS + STORAGE/ REPATRIATION COSTS,	=> GOODS LOST + REVENUE/MARGIN LOST



What is Credit insurance?

What is Credit Insurance?



What?

Insurance against "certain" risks related to commercial transactions

Which claims are covered?

- Non payment : delivery -> payment
 - payment -> delivery (prefinancing)
- > Contract cancellation
- > Unfair calling of bonds
- > Loss of property

What is Credit Insurance?



Which claim causes are covered?

> Commercial risks

> Political risks : - risks on public debtors

- pure political risks

- transfer and convertibility risks



ECA Products

Credendo ECA - Products

Summary of the products



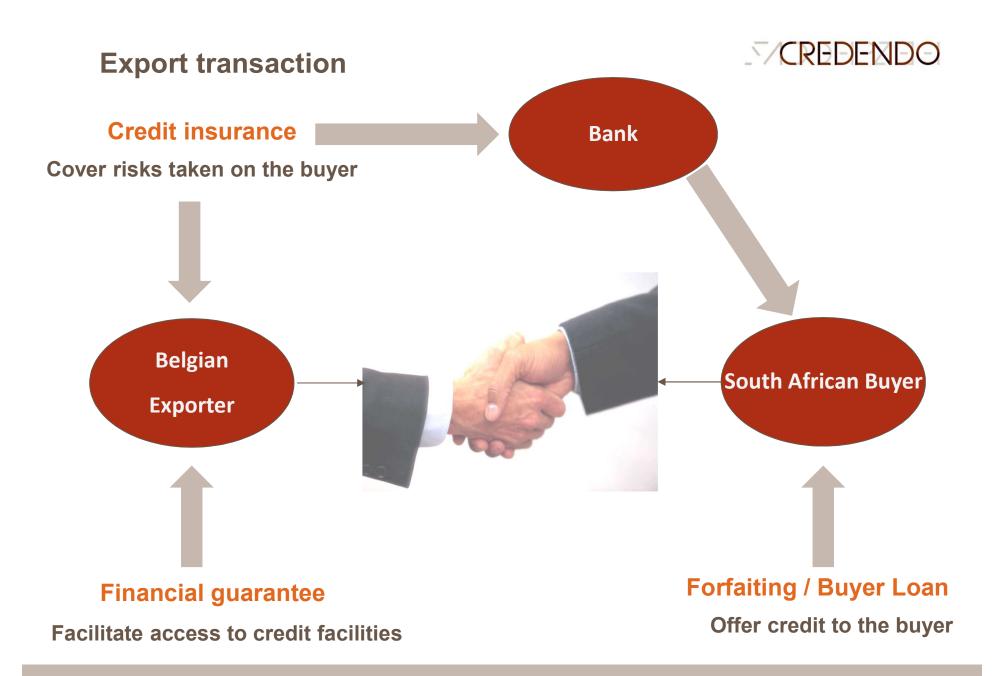
- 1) Credit insurance
- 2) Financing
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- Financing of the exporter (financial guarantee)

- Financing of the buyer (forfaiting / buyer credit)

3) Investment insurance (PRI)

- ✓ Public institution
- ✓ Belgian State Guarantee
- ✓ OECD regulations
- ✓ Single risk (MLT)



Financing solutions



for transactions up to EUR 5 M

- > Forfaiting for small Belgian export transactions
 - Indirect financing
 credit to the buyer / Credendo
- > Buyer Loan
 - Direct financing
 credit to the buyer / Credendo

Other Products



- > Investment Insurance no credit
 - Capital invested abroad
 - Insured for political risks only

- > Financial Guarantee credit to the exporter / bank
 - Helps to access to bank financing
 - Risk sharing with bank

Questions ? At your service!





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~ CREDENDO

Turning uncertainties into opportunities