

Webinar Foreign Trade Agency

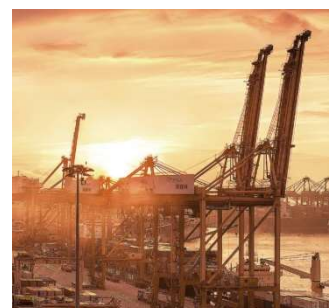
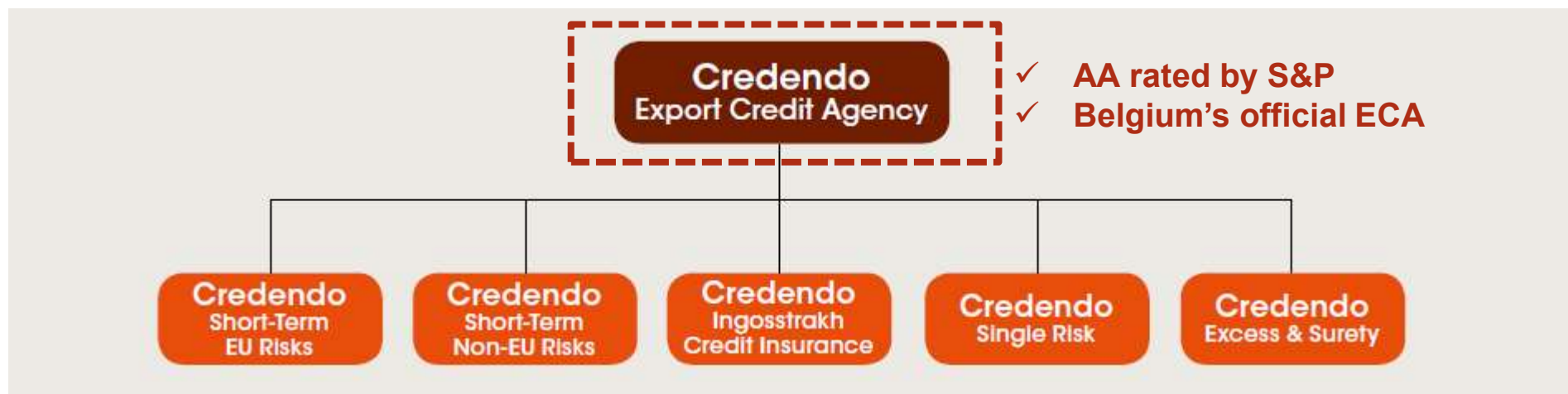
How Credendo can assist companies participating in
public tenders and international projects

Nabil Jijakli, Group Deputy CEO
CREDENDO – Credit Export Agency

Brussels – 26 November 2020

Credendo – Export Credit Agency

Credendo - group structure



Geographical presence



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

Mission



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**

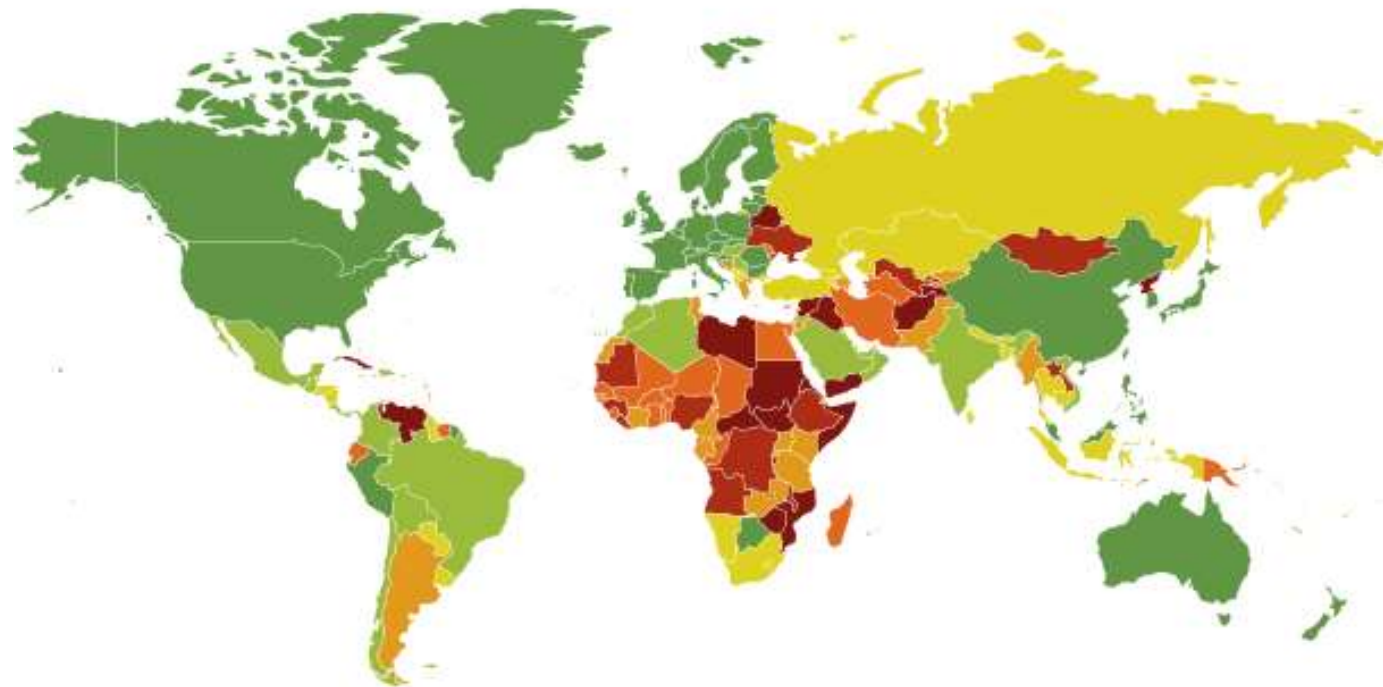
From **tailor-made risk** cover
to
easier access to **trade financing**



Prevention role

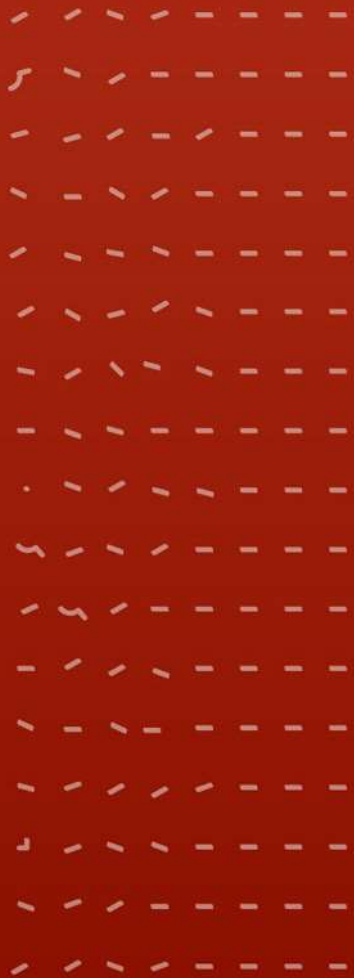
**Country policy and debtor
assessment**

Credendo's Political risk map

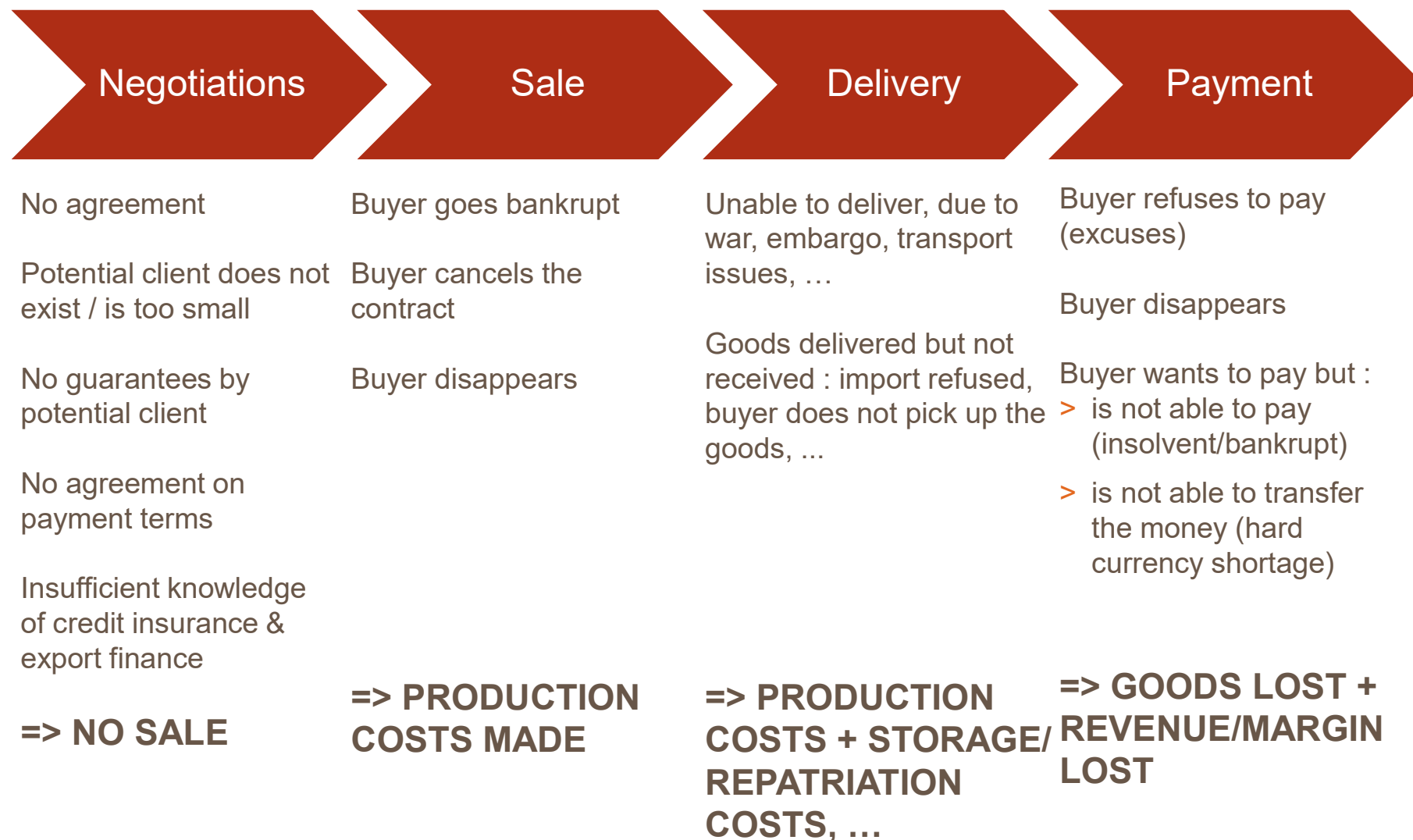


Low Risk  High Risk

What can go wrong?



What can go wrong in a trade transaction?



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?

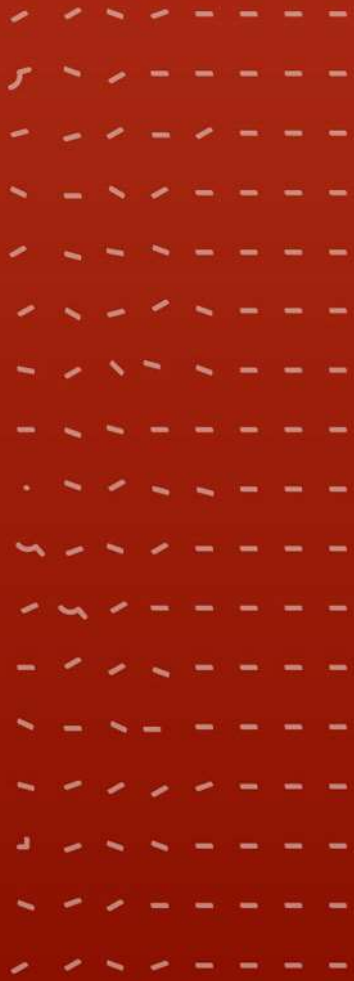


Which claim causes are covered?

- > 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

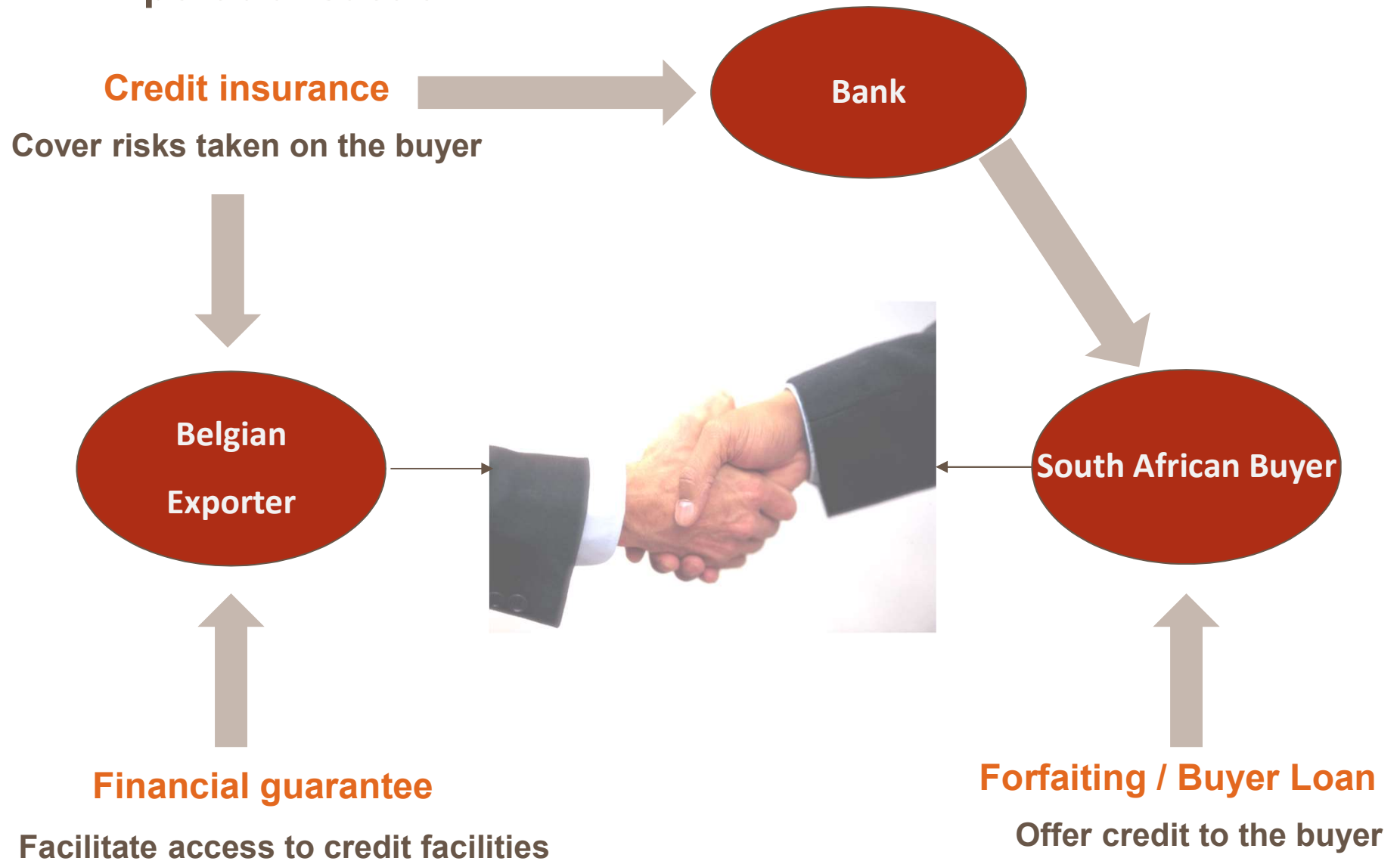
- Financing of the buyer (forfaiting / buyer credit)

- Financing of the exporter (financial guarantee)

3) Investment insurance (PRI)

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

Export transaction



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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**Turning uncertainties
into opportunities**