



AMAN UNION

9TH TRAINING COURSE

CREDIT INFORMATION

&

BUYER UNDERWRITING



JORDAN
LOAN GUARANTEE CORP.

The Small Business Company Of Jordan

Hosted by Jordan Loan Guarantee Corp.

Fairmont Amman Hotel

March 5-8, 2018

Amman, Hashemite Kingdom of Jordan

AMAN UNION 9th TRAINING SOCIAL PROGRAM

Jordan Loan Guarantee Corp.
Tour in Amman and Madaba

5 March 2018

Schedule:

Guide: Alaa Qanadilo (079 5552493)

08:30	Your bus and Guide will arrive at the hotel and prepare for departure.
09:00	Departure from the hotel.
09:20	Arrival at the Amman Citadel, and start of the visit.
10:40	End of visit and board the bus.
11:00	Arrival at The Roman Amphitheater downtown, and start the visit.
12:00	End the visit and board the bus to Madaba
12:45	Arrival to Madaba and walk through the park to visit the St. George Church
13:45	End the visit, and return to the bus, and head to Kan Zaman for Lunch
14:10	Arrival at Kan Zaman and enjoy lunch.
15:30 – 16:00	Head Back to the hotel (40 min. drive)



Amman Citadel:

The area known as the Citadel sits on the highest hill in Amman, Jebel Al Qala'a (about 850m above sea level), and is the site of ancient Rabbath-Ammon. Occupied since the Bronze Age, it's surrounded by a 1700m-long wall, which was rebuilt many times during the Bronze and Iron Ages, as well as the Roman, Byzantine and Umayyad periods. There's plenty to see, but the Citadel's most striking sights are the Temple of Hercules and the Ummayyad Palace.



Madaba:

The modest 19th-century Greek Orthodox church houses a treasure of early Christianity, rediscovered in 1884 when Christian builders came across the remnants of a Byzantine church on their construction site. Among the rubble, having survived wilful destruction, fire and neglect, the flooring they discovered wasn't just another mosaic but one with extraordinary significance: to this day, it represents the oldest map of Palestine in existence and provides many historical insights into the region.



Kan Zamaan:

The 19th Century lime-stone stacked structure was a stop for caravans for supplies and rest. The main hall with vaulted ceilings which used to be the stable is now one of Jordan's best restaurants featuring a selection of regional and Jordanian cuisine, in a warm and unique setting. Your menu will give you a taste of Jordan's delicacies and most widely known foods.

AMAN UNION 9th TRAINING PROGRAM

FIRST DAY, MARCH 6		
9:00-9:30	Welcome Speech by Dr. Mohammed Al Ja'fari Director General of the JLGC	
		Trainer
9:30-10:45	DEFINITION OF CREDIT INFORMATION <ul style="list-style-type: none"> • Introduction • Definition of Credit Information • Importance of Credit Information 	LCI
10:45-11:00	Coffee Break	
11:00-12:15	CREDIT INSURANCE PROCEDURE <ul style="list-style-type: none"> • Application • Types of Information Reports • Sources of Information • Credit Information Procedure • Company Validation • Examples 	LCI
12:15-12:30	Questions and Discussion	
12:30-13:30	Lunch	
13:30-14:45	CREDIT INSURANCE AND BUYER UNDERWRITING <ul style="list-style-type: none"> • What is Credit Insurance • What is Underwriting • Functions of Underwriting 	Turk Eximbank
14:45-15:00	Coffee Break	
15:00-16:15	REINSURANCE AND UNDERWRITING <ul style="list-style-type: none"> • Definition of Reinsurance • Type of Reinsurance Agreements • Benefits of Reinsurance Agreements 	Turk Eximbank
16:15-16:30	Questions and Discussion	

SECOND DAY, MARCH 7		
		Trainer
9:30-10:45	BUYER UNDERWRITING PROCESS <ul style="list-style-type: none"> • Establishing an application file • Identification of the buyer • Information collection • Buyer assessment <ul style="list-style-type: none"> ○ <i>Problems faced</i> ○ <i>Applications of Turk Eximbank</i> 	Turk Eximbank
10:45-11:00	Coffee Break	
11:00-12:15	BUYER UNDERWRITING PROCESS <ul style="list-style-type: none"> • Exporter's assessment <ul style="list-style-type: none"> ○ <i>Analyzing quantitative and qualitative information</i> ○ <i>Business capacity</i> ○ <i>Risk averse or risk alike</i> • Evaluation of sales contract (if applicable) • Commercial and political risks • Case Studies 	Turk Eximbank
12:15-12:30	Questions and Discussion	
12:30-13:30	Lunch	
13:30-14:45	BUYER UNDERWRITING PROCESS <ul style="list-style-type: none"> • Buyer assessment <ul style="list-style-type: none"> ○ <i>Analyzing quantitative and qualitative information</i> ○ <i>Group assessment (if applicable)</i> ○ <i>Sector assessment</i> ○ <i>Country assessment</i> 	LCI
14:45-15:00	Coffee Break	
15:00-16:15	BUYER UNDERWRITING PROCESS <ul style="list-style-type: none"> • Underwriting Decisions 	LCI
16:15-16:30	Questions and Discussion	LCI

THIRD DAY, MARCH 8		
		Trainer
9:30-10:45	RISK MONITORING <ul style="list-style-type: none"> • Permanent watch • Monitoring upon new applications • Information sources 	Turk Eximbank
10:45-11:00	Coffee Break	
11:00-12:15	HOT TOPICS IN BUYER UNDERWRITING <ul style="list-style-type: none"> • Modelling rating/scoring internally • Automatic underwriting 	Turk Eximbank
12:15-12:30	Questions and Discussion	
12:30-13:30	Lunch	
13:30-14:45	CREDIT INSURANCE PROGRAMMES IN TURK EXIMBANK <ul style="list-style-type: none"> • Post-Shipment Buyer Credit Insurance <ul style="list-style-type: none"> ○ <i>Short Term Buyer Credit Insurance</i> ✓ <i>Domestic Buyer Credit Insurance</i> ✓ <i>Export Credit Insurance</i> ○ <i>Medium and Long Term Export Credit Insurance</i> • Pre-Shipment Export Credit Insurance 	Turk Eximbank
14:45-15:00	Questions and Discussion	

Training Team

Bahaa MERHI, Manager, Risk Assessment & Credit Information Department, LCI

Bahaa Merhi is the Manager of the Risk Assessment and Credit Information Department at The Lebanese Credit Insurer SAL (LCI), a partner of Atradius. LCI is the first private Trade Credit Insurance Company in Lebanon and the Middle East. Bahaa's experience spans over 12 years, heading Risk Underwriting, Credit Information and Policy Underwriting departments. In his roles, he has built Risk Underwriting Models, to enhance risk mitigation, as well as Policy Underwriting Rules and Procedures, to strengthen ties with partners and policy holders.

Prior to his role at LCI, Bahaa held several positions in reputable organizations such as Coface (UAE), where he was a Senior Risk Underwriter, in Obeji Chemicals Group (UAE) where he assumed the position of Credit Controller and he worked as a Credit Analyst in Rafco and Al Mawarid Bank.

Bahaa is a member of the Risk, Claims, and Commercial Underwriting committees.

He holds a BS Degree in Business Banking and Finance from the Lebanese American University (2005) and is a certified Documentary Credit Specialist (CDCS).

Nutiye SEÇKİN OKMAN, Underwriter, Underwriting Department, Türk Eximbank

Nutiye SEÇKİN OKMAN is working as an underwriter in Türk Eximbank for 8 years. She is experienced in buyer underwriting, credit information, risk monitoring and claim recovery.

Nutiye SEÇKİN OKMAN graduated in 2005 with a B.Sc. Degree in Economics from Middle East Technical University (METU), Turkey (2005). She holds a M.Sc. Degree in Economics from METU (2009) and a M.Sc. Degree in Economics from Tilburg University, Netherlands (2013). She worked as research/teaching assistant in the Department of Economics at METU prior to her role at Türk Eximbank. During her studies at the university she worked as research assistant in a project of the Migration Research Program at Koc University (MiReKoc). She also worked in a project supported by Scientific and Technological Research Council of Turkey as a researcher.