



AMAN UNION

2nd Training Program

April 8th to 11th, 2012 (Dubai)

About

Risk Underwriting and Bond Insurance

Sunday April 8th, 2012

(Buyer Risk Underwriting)

Presented by **Mr. Mourad Mizouri** From ICIEC and **Mr. Maroun Abi Saad** From LCI

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| 08:30 – 09:00 | Registration |
| 09:00 – 09:30 | Welcome speech and tour de table |
| 09:30 – 11:00 | Buyer underwriting : Approach, methodology, risk factors and financial assessment |
| 11:00 – 11:15 | Coffee break |
| 11:15 – 12:30 | Practical cases in small groups |
| 12:30 – 14:00 | Lunch |
| 14:00 – 15:30 | Practical cases in small groups |
| 15:30 – 15:45 | Coffee break |
| 15:45 – 16:30 | Wrap-up session (open discussion) |

Monday April 9th, 2012

(Buyer and Bank Risk Underwriting)

Presented by **Ms. Selin Çaliskan** From Turk Eximbank (Buyer Underwriting) and **Mr. Owais Diyan** From ICIEC (Bank Underwriting)

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| 09:00 – 10:30 | Buyer underwriting : Practical cases |
| 10:30 – 10:45 | Coffee break |
| 10:45 – 12:30 | Practical cases in small groups |
| 12:30 – 14:00 | Lunch |
| 14:00 – 15:15 | Bank underwriting : (Financial assessment) |
| 15:15 – 15:30 | Coffee break |
| 15:30 – 17:00 | Practical cases in small groups |

Tuesday April 10th, 2012

(Bond Insurance)

Presented by **Mr. Gianfranco Sanseverino** From **Atradius-Re**

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| 09:30 – 11:00 | Introduction to Bond insurance |
| 11:00 – 11:15 | Coffee break |
| 11:15 – 12:30 | Practical cases in small groups |
| 12:30 – 14:00 | Lunch |
| 14:00 – 15:15 | Practical cases in small groups |
| 15:15 – 15:30 | Coffee break |
| 15:30 – 16:30 | Wrap-up session (open discussion) |

Wednesday April 11th, 2012

(Bond Insurance)

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| 09:30 – 12:00 | Practical cases in small groups |
| 12:00 – 13:00 | Ceremony of end of training and groups photos |
| 13:00 | Lunch hosted by ECIE |

Venue of the Training: Dubai-Deira-Next to clock tower-business village block B-2nd floor Export credit insurance company of the emirates, Hall Number 11 and 12.