

# EXPORT FINANCE

ICC  
ACADEMY

Level 2

Duration 5 learning hours

Language English

Price US\$200

Credits 5

Credits category CTFP Core Course

Course code TF 201-4



**Author:** HENRI D'AMBRIÈRES

## Target audience

General practitioners working in banks, corporates, or financial institutions in functions such as Relationship Management, Credit, Compliance, etc. but with an interest in trade finance.

## Course objectives

In 2014, the value of internationally traded goods and services reached 23.5USD Trillion – most of these represent significant investments for their buyers and often need to be financed with long-term credits. Additionally, buyers established in developing and less-developed countries (which represent 40% of the total imports) are frequently faced with significantly more difficulties to finance these transactions than in developed countries.

This is where export credits with official export credit agencies (ECAs) play a key role. Export credits contribute to the financing of new projects valued at 150USD Billion per year and a deeper understanding of these products is essential for anyone involved in international sales and/or their financing.

## Lessons:

- Module 1 Financial tools used in an Export Contract
- Module 2 The roles of Export Finance, commercial loans and Multilateral Finance
- Module 3 Export Finance – The life of an Export Credit
- Module 4 Associated risks & Pro's and Con's for Exporters, Importers and Lenders & Trends
- Module 5 Commercial Loans and Multilateral Finance
- Module 6 Case Study



### HENRI D'AMBRIÈRES

Henri d'Ambrières joined Credit Lyonnais in 1984. Based in Paris or Madrid (5 years), he held several positions in Project & Export Finance (8 years) or in Corporate Finance (3 years). Back in Paris in 1995, he spent two years in Human Resources before joining again Project Finance as Deputy Head of Natural Resources.

He was appointed Global Head of Export and Multilateral Finance in 2002 at Crédit Lyonnais. He was Global Head of Export Finance of Calyon then Credit Agricole CIB from 2004 to 2012. He also managed the commercial activities in Trade Finance from 2008 to 2012.

He chaired the Export Credit Group of the European Banking Federation from 2008 to 2013.

Since 2013 with HDA Conseil, he has advised companies (Degrémont,...), banks (Bpifrance, EIB,...), ECAs (US Exim,...) or the OECD in Structured Finance and in the financing of international development. He is also Technical Advisor for the Trade Register of the ICC (International Chamber of Commerce).

He has been a Director of several companies in France and in Spain since 2005.

Born in 1960, Henri d'Ambrières holds a French MBA (HEC). He speaks French, English, Spanish and German.

### Assessment

This eLearning course will include a self-assessment tool to help you prepare for the Certified Trade Finance Practitioner (CTFP) Final Examination if you choose to obtain this Certificate. The passing grade for the Final Examination is set at 70%.

### What is an ICC Academy online course?

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