



The 1st Joint Meeting of Arab and Islamic ECA's
27th & 28th October 2009 - Beirut- Lebanon

Speech of Mr. Fahad Rashid Al-Ibrahim

Director General

The Arab Investment & Export Credit Guarantee Corporation

Dear Ladies & Gentlemen,

It is with great pleasure that we meet in Beirut for the first Joint Meeting of Arab and Islamic ECA's for which we hope every success in order to continue with our efforts in consolidating and further cementing the credit insurance industry in Arab & Islamic countries and to raise the level of awareness of its importance.

The fundamentals of credit guarantee & insurance have witnessed over the past years vast improvements in sequential global mergers & acquisitions that caused the formation of three massive ECAs and their control over the global insurance market with strict and strong competition even in our own Arab & Islamic markets. Due to such severe opposition both the Arab & Islamic Corporations have emerged in a joint collaboration and devised a strategy to suppress the competition by offering the best in terms of services to exporters, importers and financiers from member nations being spear headed by strong re-insurance operations and joint marketing campaigns.

In line with these efforts, both Corporations have concentrated on attracting and gathering Arab & Islamic ECA's under one roof and uniting them under the name of "Aman Union" which will be conveyed and discussed with all of you during the 2nd day of our forum. It will also be a great opportunity to showcase and present the new Arab & Islamic ECAs website to highlight to exporters, importers and researchers the vast scope of guarantee in Arab & Islamic nations and the coverage needed for members to exchange their views and technical expertise during specific sessions in our forum.

Our meeting today will discuss a major topic of great importance to two service industries and is considered necessary in the process of our economic boom, that is the relationship between financing institutions and ECA's, where financial institutions and insurance become a vital tool for mitigating risk and on such basis we can expand our base of operations,

whilst these same institutions believe that current imports and exports are in need of flexible credit facilities to cover all stages of the export process. There is no doubt that the presentations to be submitted by experts in this area will highlight the integration and interdependence between finance and insurance.

Ladies & Gentlemen,

This meeting takes place in the shadow of significant events in the global economy which started about two years ago and which had a direct impact on world trade in general and credit insurance industry in particular. Euler Hermes estimated that a decline in global economic growth by one percent lead to a five per cent increase in bankruptcy cases. It also believes that the financial situation of companies is developing much faster than before due to globalization which gave enormous opportunities for these companies to develop their business, but also made them simply more exposed to risks. The results of the questionnaire distributed to you and which will be presented during this meeting will highlight the impact of the financial & economic crisis on our activities.

Before concluding, I would like to emphasize that the Arab Investment & Export Credit Guarantee Corporation is keen on playing an effective role in this forum and in the development of the insurance industry with-in its member countries with the continued support & cooperation of its members.

In conclusion, I wish you all success and a safe journey back home.

