

1st joint Meeting of Arab and Islamic ECAs

Third Session Headed by Mr. Fahad R. Al Ibrahim:

“Enhancing Cooperation among ECAs”

Introduction: Strategic relationship between ICIEC and DHAMAN

- ✚ Cooperation between Dhaman and ICIEC is a long term strategic choice dictated by the market evolution during the last few years.
- ✚ Dhaman and ICIEC signed in September 2008 a cooperation agreement that covers all technical aspects of investment and export credit insurance.
- ✚ Following this agreement, several facultative reinsurance agreements were concluded between Dhaman and ICIEC. Both Corporations have also united their efforts to provide a national ECA with additional capacity through facultative reinsurance.
- ✚ National ECAs are invited to join this strategic partnership, especially in the field of reinsurance. Dhaman and ICIEC are ready to provide national ECAs with additional capacity through Quota Share treaties.
- ✚ Both Corporations initiated with COTUNACE the project of a website and buyers database which will be presented to you during this session.

Topics of the third session:

This session will shed the light on areas of potential cooperation between ECAs:

- ✚ Update on the Common data base, presented by Mr. Hani Al Dabet, Head IT Unit, DHAMAN.
- ✚ “Rime credit information database”, presented by Mrs. Georgina Christofi, from RIME.
- ✚ “Credit data exchange project”, presented by Mrs. Dorra Fiani, from COFACE
- ✚ “Reinsurance Cooperation”, presented by Mr. Rahmatnor Mohamed, Head, Re-Insurance Division, ICIEC.
- ✚ “Debt Collection cooperation”, presented by Mr. Habib Daldoul, President, Director General, Cotunace.
- ✚ “MIGA pricing methodology”, presented by Mr. Gero Verheyen, Underwriter, Miga.