

Hong Kong Export Credit
Insurance Corporation
香港出口信用保險局



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Exports to Middle East – ECIC's Underwriting Experience Sharing

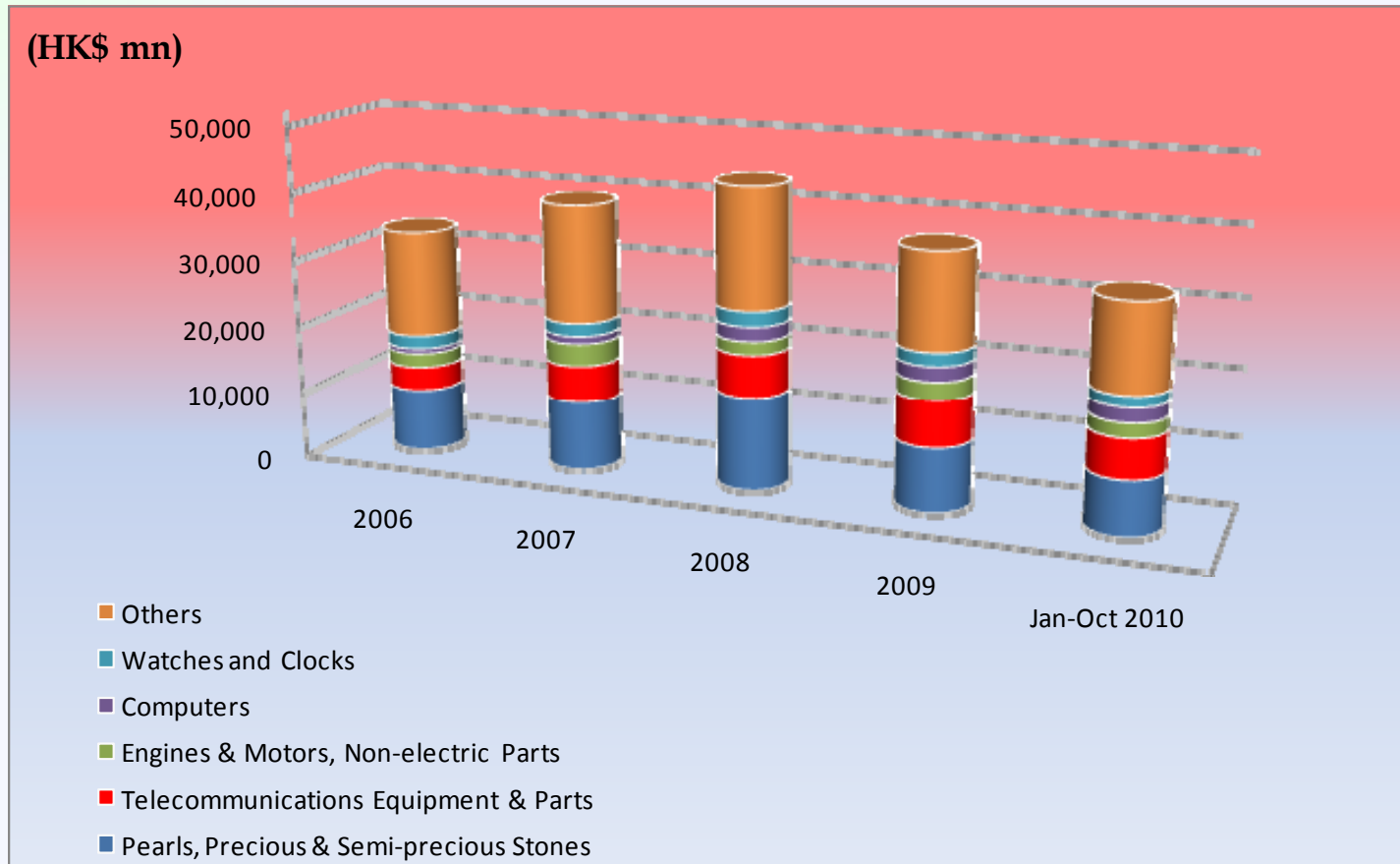
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3 December 2010

Hong Kong Export
Insurance Corporation



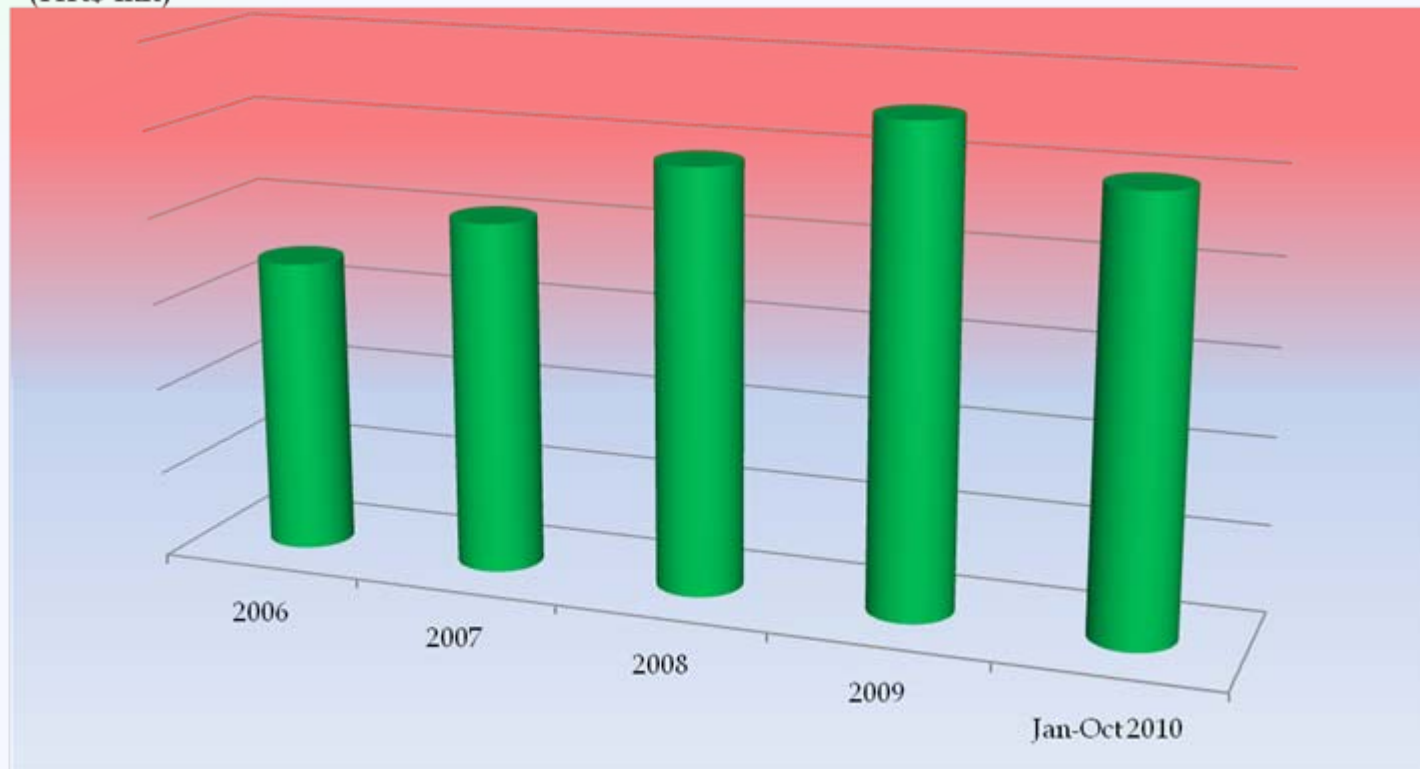
Hong Kong Exports to Middle East





ECIC : Insured Exports to Middle East

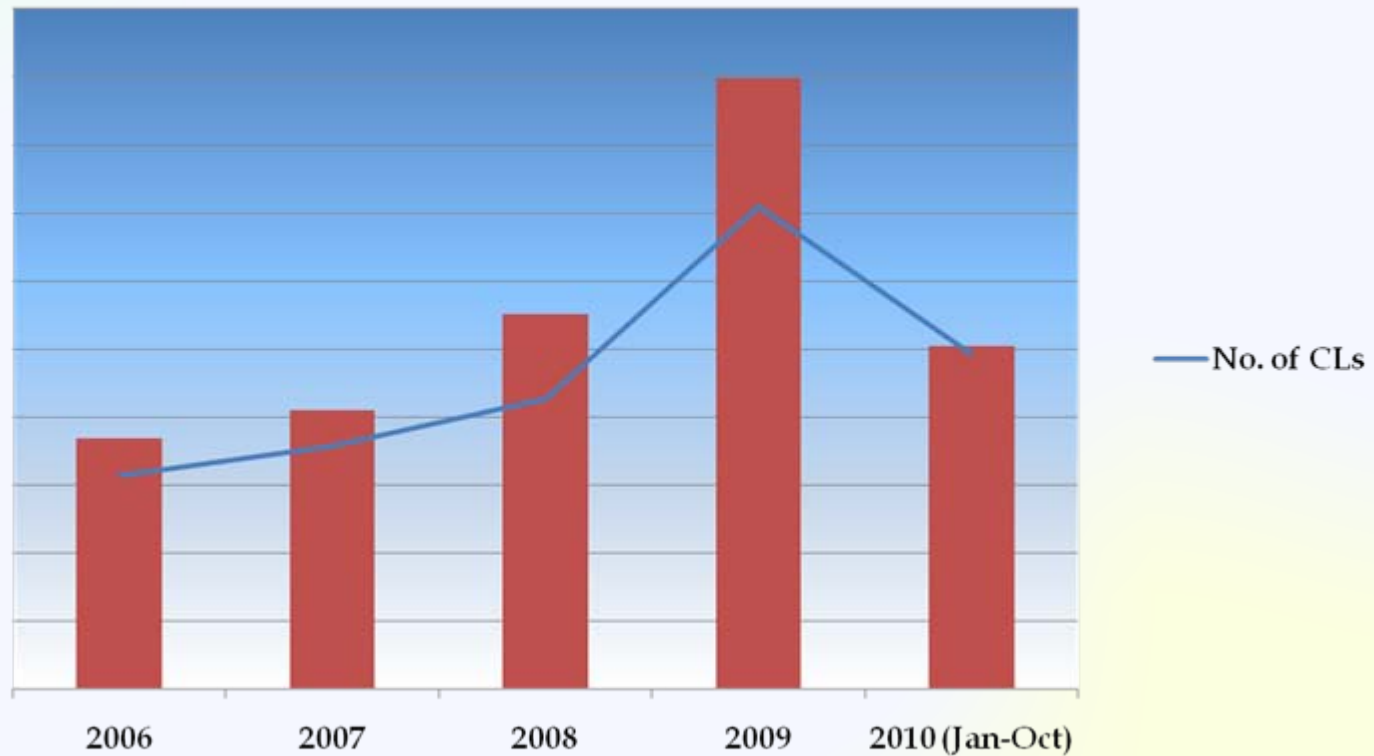
(HK\$ mn)





ECIC : Issued Credit Limits (Middle East)

(HK\$ mn)





ECIC : Payment Difficulty (Middle East)

(HK\$ mn)





Major Factors to Consider

Political & Economic

Management & ownership

Business

Financial



Warning Signals

<ul style="list-style-type: none">• Continuous loss	<ul style="list-style-type: none">• Drop in share price
<ul style="list-style-type: none">• High inventory level	<ul style="list-style-type: none">• Delay to render financial statements
<ul style="list-style-type: none">• Excessive loan	<ul style="list-style-type: none">• Sudden change of senior management
<ul style="list-style-type: none">• Over expansion	<ul style="list-style-type: none">• Management succession problem
<ul style="list-style-type: none">• Drop in market share	<ul style="list-style-type: none">• Delay payment or request to change payment method



Export Credit Insurance - Benefits



Risk Protection

- ✓ Percentage of indemnity mostly up to 90%

Credit Management

- ✓ Buyer credit checking and assessment, regular update of information to monitor the risk

Receivables Management

- ✓ Global debt collecting network
- ✓ Sharing expense of pursuing debts

Financing

- ✓ Collateral for trade finance



ECIC Background

- Established in 1966
- Wholly-owned by the Hong Kong SAR Government
- Government guarantee HK\$ 30 billion
- Financially self-sufficient
- Provision of export credit insurance services to companies with business registration in Hong Kong
- Protection of non-payment risks arising from political and commercial events
- Our mission is to encourage & support export trade through the provision of professional & customer-oriented services



Managing your credit risks wherever you are

EC-link provides a wide range of online services,
giving you an easy link to credit protection

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« Other Information

System Requirements for EC-link

