ICC Academy



Trade Finance

Export Finance

Author: Henri d'Ambrières

GET STARTED

Duration 5 learning hours
Language English
Price US$200
CPD hours 5
Access period 6 months

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.

Course outline

Lesson 1 Financial tools used in an Export Contract

Lesson 2 The roles of Export Finance, commercial loans and Multilateral Finance

Lesson 3 Export Finance—The life of an Export Credit

Lesson 4 Associated risks & Pro's and Con's for Exporters, Importers and Lenders & Trends

Lesson 5 Commercial Loans and Multilateral Finance

Lesson 6 Case Study

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?

ICC Academy courses are delivered via our Learning Management System (LMS) using innovative tools for combining digital learning with industry-centric community discussions.

Our courses are available for purchase individually or as pre-designed packages (ie: Certificates) and are delivered exclusively online. They include videos, animations, case studies, and a self-assessment section and are available to take at any time—anywhere in the world.



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 Ressources before joining again Project Finance as Deputy Head of Natural Ressources.

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.