

# Export Credit Insurance, Factoring & Forfaiting

**July 12, 2012  
Hotel Sunfort  
Lahore**

## About Softax

Softax (Formerly NIU) has been established in 1997 with an objective to part with affordable quality training in the fields of Taxation, Corporate Laws, Internal audit, Information technology, HRM, Accounting and Finance etc. by introducing a unique training concept of "Learning For Solutions". Today Softax is proud to have trained over 17000 Corporate Executives and arranged more than 600 workshops and short courses.

## WORKSHOP OBJECTIVES

The workshop aims at to equip the participants with understanding of the almost new concept of Export Credit Insurance, Factoring and Forfaiting in Pakistan. As these trade finance techniques are new for Pakistani Exporters, who can boost up their export sales safely by offering open competitive account terms in the global market while substantially mitigating the risk of non-payment by foreign buyers.

At the end of the session, the participants will be able to handle their export credit risk in a professional and safe manner by sharing their export credit burden with internationally recognized companies through export credit insurance, Factoring and Forfaiting facilities.

## Resource Persons

### Umar Farooq

Mr. Umar Farooq is dealing with Export Credit Insurance, Factoring and Forfaiting for the last six years. He also worked as Manager Insurance with a renowned group in Pakistan having diversified Export Oriented Companies. He successfully handled a number of cases relevant to Export Credit Insurance, Factoring and Fofaiting.

## Registration Details

Please send the following information of the participant through E-mail, Fax or Courier.

1. Name of Participant
2. Designation
3. Organization
4. Tele #.
5. Cell #
6. E-mail
7. Payment details i.e cash/ PO/Cheque/DD (In favor of **Softax (Pvt) Limited**)

## For registration or other details, please contact

**Mr. Abdul Qadir**  
 Coordinator  
 0321-4932555

Softax (Pvt) Limited  
 Softax House, 51/A-2, Lawrance Road, Lahore.  
 Phone: 042 36312148, 36305534  
 Fax: 36305535  
 Email: training@softax.com.pk  
 URL: www.softax.com.pk

## WORKSHOP CONTENTS

- Methods of Payment in International Trade
- What is Credit Insurance or Credit Guarantee?
- Advantages of Export Credit Insurance
- Commercial and Non-Commercial Risks covered in Export Credit Insurance
- Who provides credit insurance Coverage?
- Who gets Credit Insurance Coverage? Or who are the beneficiaries of Export Credit In-surance?
- Methods of Payment in Export Credit Insurance
- Indemnity or Percentage of Coverage
- Duration of Coverage
- Risks Not Covered under Export Credit Insurance
- What is Factoring?
- With or Without Recourse Factoring.
- Different ways by which exporters can receive payment from factor.
- Advantages of factoring without recourse to the exporter
- How does the factor work?
- What is Export Forfaiting?
- Difference between factoring and forfaiting
- How does the Export Forfaiting work?



**Timing**  
 10:00 am to 05:00 pm

**Fee Structure**  
 (Per participant per workshop)  
 Up to last date **Rs. 6,995/-**  
 After last date **Rs. 7,495/-**

**Last Date for Registration**  
**July 06, 2012 (Lahore)**