



Maximizing Trade with USA under FTA

The Role of ECGA of Oman in Maximizing Trade By Way of Securing Payments

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Export Credit Guarantee Agency of Oman SAOC

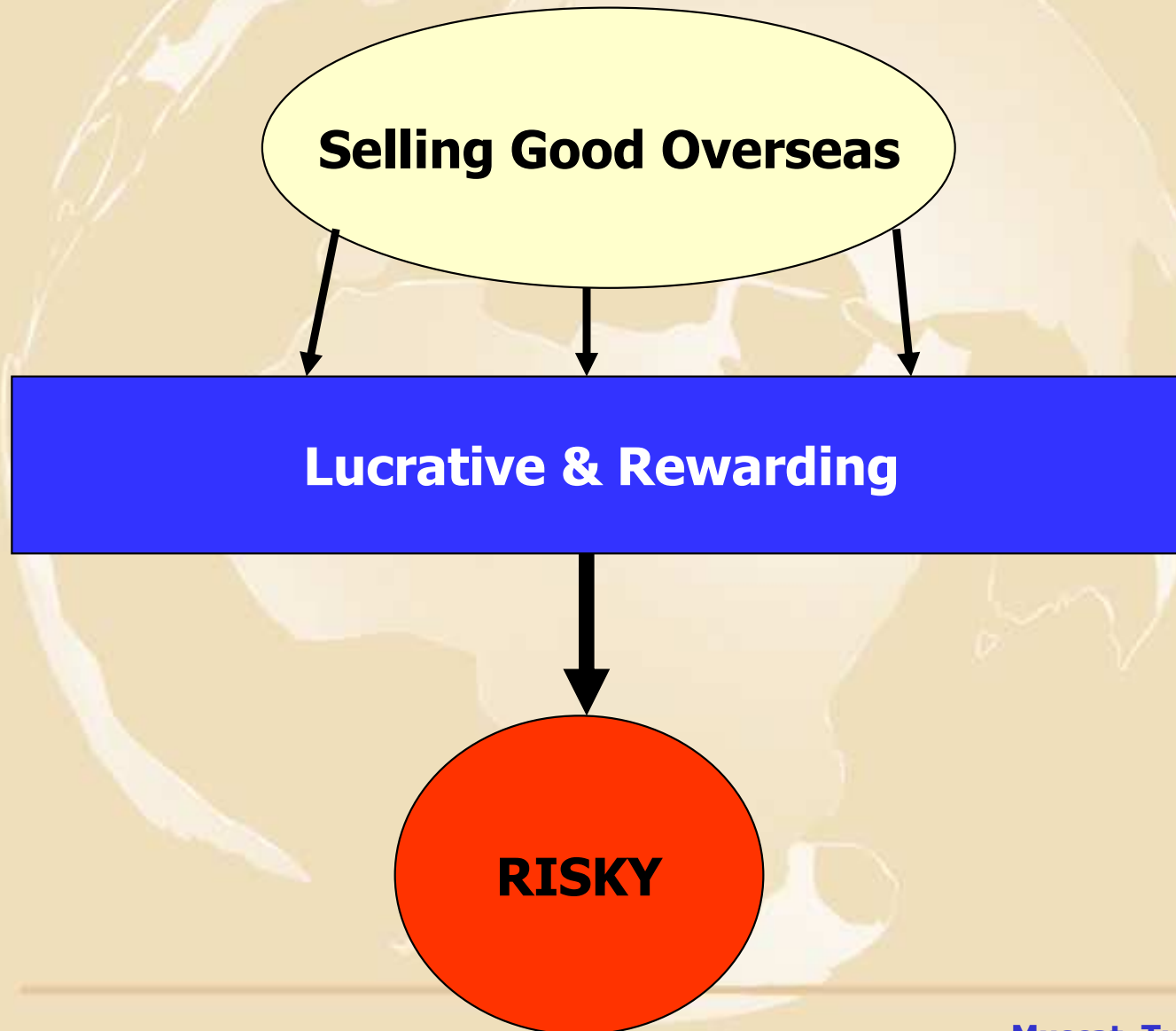
A large, light-colored, semi-transparent map of the world is centered in the background of the slide. The map shows the outlines of continents and is rendered in a pale yellow or beige tone, matching the overall background color.

**To Promote Omani Non-Oil Exports
Through Risk Minimization
While Remaining Self-Sustaining**



To Support & Encourage Omani Exporters
By Providing The Best Credit Insurance Solutions Obtainable
For Risk Mitigation & Other Valuable Services & Facilities

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- A large, semi-transparent, light-colored globe is centered in the background of the slide. The continents are visible but faded, serving as a backdrop for the text.
- **Export Credit Insurance**
 - **Domestic Credit Insurance**



The Insurance Of Non-Payment Of Trade Receivables

Where Such Non-Payment Arises From

Either

Commercial Or Non-Commercial Risks

- **Insolvency of the Buyer,**
- **Non-payment of goods accepted by the Buyer,**
- **Buyer's failure or refusal to accept goods dispatched which comply with the terms and conditions of the contract.**

- **Delays in transferring payment,**
- **Any action of the government of the foreign country which wholly, or partly prevents performance of the contract,**
- **Cancellation or non-renewal of import license or imposition of new restrictions on imports after date of contract,**
- **Failure or refusal to pay in case of a Public Buyer.**

- **Policyholder's own negligence or failure to comply with the terms and conditions of the Export Credit Policy,**
- **Risks which can be commercially insured e.g. Marine and Fire Insurance,**
- **Foreign Exchange losses,**
- **Sales to overseas associates or subsidiary companies, or companies in which policyholder has financial or vested interest.**

Benefits of Credit Insurance



- **Protected against divesting effects of non-payment arising from commercial & non-commercial risks,**
- **Safely expand your sales, develop & venture into new markets,**
- **Improve cash flow & enhance borrowing power with financial institutions,**
- **Balance sheet is protected against bad debts,**
- **Tight credit management discipline,**
- **Better trading relationships with suppliers.**

% Insured Exports to USA / Total Insured Exports



Figure are in Million Omani Rials

	<u>2004</u>	<u>2005</u>	<u>2006</u>	<u>2007</u>	<u>2008</u>
Total Insured Exports	73.4	78.0	86.3	123.3	157.3
Insured Exports to USA	1.74	0.03	0.16	0.59	1.71
%	2.37%	0.04%	0.18%	0.48%	1.08%



**As Credit Insured Policyholders
while you Reap the PROFITS
ECGA of Oman will Bear the RISKS**

Thank You



QUESTIONS

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