





Quarterly Publication of the Islamic Corporation for the Insurance of Investment and Export Credit

#### Dhul Hijja 1430H

#### www.iciec.com



### BOD Appoints Dr. Taha, CEO of ICIEC

The Board of Directors (BOD) of ICIEC has appointed Dr. Abdel Rahman El-Tayeb Taha, as the Chief Executive Officer of ICIEC. This resolution was taken during the 57th meeting of ICIEC BOD held on 13 December 2009 at the Islamic Development Bank Headquarters.

This was actually a ratification of the resolution taken earlier by the Board of Governors (BOG) of ICIEC with the regards to the amendment of ICIEC's Corporate Governance, in its 16th Annual Meeting held in Ashgabat, 2nd June 2009.

All staff of ICIEC expressed sincere congratulations to Dr. Taha, renewing their commitment and the loyalty to the Corporation under his leadership.

#### Dr. Ahmad Mohamed Ali meets Ministers from COMESA



H.E Welshman Ncube, Minister of Industry and Commerce of Zimbabwe presents COMESARIA Shield to Dr. Ahamd Mohamed Ali, President of IDB Group

#### EDITORIAL

#### **ICIEC** weathers the crisis

In the context of the global financial meltdown, which continues to afflict the world economy, the Corporation was not spared the effects of increased credit risks and substantially reduced trade and investment flows worldwide. However, although this resulted in a decrease in business for the first 9 months of 1430H, it is expected that this will be reversed during the 4th quarter. Indeed, the positive net claims result is expected to produce enhanced corporate financial performance.

Moody's reconfirmation of ICIEC's Aa3 rating, the addition of the Sultanate of Oman as a full member and shareholder, ICIEC becoming a permanent member of the Berne Union, and the Board of Directors approving important amendments to the Articles of Agreement which will allow more flexibility in the insurance, are certainly important milestones in the history of ICIEC. Hopefully this will translate into a positive impact on the volume and quality of operations in the coming years, enhancing the role of ICIEC in the service of its member countries.

**Dr. Abdel-Rahman Taha,** ICIEC's Chief Executive Officer On 12 December, the president of IDB Group, Dr. Ahmad Mohamed Ali, met and greeted delegates from Common Market for Eastern and Southern Africa's (COMESA) comprising of 35 members including 6 ministers. *(more:p.7)* 

### Moody's confirms Aa3 rating

In November 2009, Moody's Investors Service, one of the leading rating agencies in the world, confirmed the Aa3 rating of ICIEC. Moody' noted that ICIEC's rating reflects both the stand-alone fundamentals as well as potential support from its shareholders/IDB Group member countries. Thus, Despite the



absence of explicit guarantees, in the context of its key role as facilitator of trade among Islamic Countries, ICIEC's rating reflects the strong ability and potentially high willingness of ICIEC's main ultimate shareholders. *(more:p.4)* 

#### ICIEC accedes to full membership of the Berne Union

The Berne Union, the international organization and community of leading export

credit and political risk insurers, confirmed ICIEC as a permanent member of the Union. The resolution was taken during the 75th Annual General Meeting (AGM) of the Berne Union which took place in Seoul, South Korea, during 12-16, October 2009.

Dr. Abdel-Rahman Taha, ICIEC's General Manager, who attended the meeting, commented on the decision of the Plenary Session of the AGM, "This is an important landmark achievement for the Corporation as it signifies its acceptance as a partner by the top Export Credit Agencies and major private sector credit and political risk insurers and reinsurers in the World".





"We are particularly pleased that ICIEC has joined the Berne Union. This is a further testimony of the openness and strength of our association the members of which support 10% of all world trade through insurance and finance".

Kimberly Wiehl, SG, Berne Union, commented





**Business Highlights** 

# BOD approves 1431H Business Plan and Budget

News letter

ICIEC's Board of Directors held its 57th meeting on December 14th, 2009 at the IDB's headquarters. The CEO of ICIEC presented ICIEC's 9 months report, which highlighted ICIEC activities and results for the period and noted that during the 3rd Quarter of 1430H, the global financial meltdown continued to afflict the world economy. Also, He presented the Business Plan and Budget of the Corporation for the Year 1431H (2009-2010), which showed the continued efforts of ICIEC in maintaining the high growth targets in its operations.

The Plan shows high growth targets in ICIEC operations where business exposure is expected to increase by 25%, while the insured business of the Corporation is expected to increase by 48%. The BOD approved the 1431H ICIEC's Business Plan and Budget as proposed.

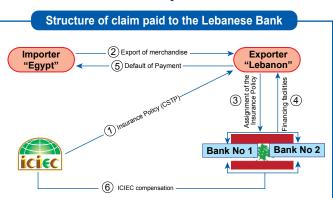


IDB Group President chairs the 57th ICIEC's BOD Meeting, 13th December 2009

### Lebanese Banks receive USD 1.5 mn as indemnity

During the last quarter of 2009, ICIEC paid a claim for an amount of USD 1.5 million in favour of two banks in Lebanon. The banks had financed an export transaction from Lebanon to an importer in Egypt. ICIEC paid the claim due to the default of payment by the Egyptian buyer. The two banks benefited from the indemnity as financiers for the export transaction since they were the designated "Loss Payees" entitled to receive any compensation in case of default in the transaction.

The General Manager of the Corporation commented that "this indemnification proves ICIEC's commitment to support exporters and trade finance institutions in its member countries especially in the current situation where risks have increased due to the global economic recession".



### ICIEC supports Sheep Exports from Sudan to Saudi Arabia

ICIEC reinsured more than 1.2 million sheep exported from Sudan to Saudi Arabia specifically for kingdom of Saudi Arabia Adhahi project, managed by Islamic Development Bank.

This was a result of the implementation of an MOU signed between ICIEC, Shiekan Insurance and Reinsurance Company Limited of Sudan, and the Chamber of Sudanese livestock Exporters in July 2009 at IDB HQ in the presence of Dr. Ahmad Mohamed Ali, President of IDB Group and Ambassador Mohamed Fadl, the Counsel General of Sudan in Jeddah. According to the term of the MOU, ICIEC is reinsuring Shiekan insurance of livestock exports by to Saudi Arabia through The modus-operandi of this project is as follows:

- 1- Shiekan provides insurance coverage to the Sudanese exporter of livestock, based on ICIEC's Facultative reinsurance approval terms and condition.
- 2- The Sudanese Exporter will use Shiekan insurance to get financing from Sudanese Banks as per Bank of Sudan directives.
- 3- The Saudi Banks release documents to the Saudi importer of livestock after signing an "undertaking", based on which the bank will issue a shipping guarantee which authorizes the Saudi Importer title to the goods.

- 4- The Saudi importer will release goods from the port by submitting the Shipping Guarantee to the shipping company in Jeddah.
- 5- In case of claim, ICIEC indemnifies the Financing Sudanese Bank via Sheikan.
- 6- ICIEC gets recovery from the Saudi Bank the issuer of the Shipping Guarantee.

This successful cooperation of covering export of livestock between ICIEC and Sheikan led the two institutions to undertake to cover exports of livestock from Sudan to other countries including Egypt, Jordan and Qatar.

**Contributions** 

# Reinsurance – an important Risk Management tool for Insurers

News letter



In today's complex and uncertain global market, Reinsurance has increasingly gained importance as a risk management tool for many Insurance Companies. Basically, reinsurance is a financial transaction of which risk is transferred (ceded) from an insurance company (cedant) to a reinsurance company (reinsurer) in exchange of payment (reinsurance premium).

**Rahmatnor Bin Mohamed** Head of the Re-Insurance Division

premium).

There are many ways that reinsurance can assist Insurance Companies to wriggle through in uncertain markets. Some of which are by:

1) Increasing underwriting capacity

Very often insurance companies are offered risks that may surpass their financial strength. By ceding part of the risk, it allows the insurance companies to accept more business, taking higher risk and at the same time satisfying their client's needs.

For this purpose, sometimes co-insurance is used but it is not a mode of choice by many insurers. This is because in co-insurance, insurers are forced to contact their competitors and share vital information that may have strategic importance to the insurance company, especially in a competitive market. Co-insurance also places unnecessary burden on the insured to deal with each one of the participating companies with regard to premium payments and claim settlements.

2) Promoting diversification on same risk capital

No doubt, a more diversified portfolio of risks will somehow

assist the insurance company to have more stable financial results. This is because part of the risk is ceded leaving only a smaller portion of the risk to be retained by the insurance companies thus allowing more business with diverse portfolio to be covered on the same working capital.

3) Surplus relief

Reinsurance allows insurance companies to partially transfer risks off their balance sheet. This however, would not reduce the fact that the ultimate responsibility of the underwriting still remains with the insurance company.

4) Transfer to the experts

This is especially true for insurers that are new to a certain product but somehow because of clients' demand, are required to cover the product. Through reinsurance it allows the risk to be transferred to reinsurers that have significant knowledge of the product, markets and technical expertise. Thus allowing the insurers to focus on their core business, outsource the non-core activities to the experts and at the same time, fulfill the needs of their clients.

#### **ICIEC Outward Reinsurance Experience**

Outward Reinsurance, through which ICIEC cedes a certain portion of its insured business to reinsurers, is an essential capacity-enhancement and risk management tool for the Corporation. Over the years, the Corporation has developed strong relations with many reputable reinsurers of credit and political risk in the Industry. ICIEC's Quota Share Treaty is led by Atradius Re and Catlin, managed by FirstCity Partnership Limited brokers. Several other reinsures within and outside Lloyd's support ICIEC medium term and investment insurance business.

### Credit Insurance Terminology.

**Export Credit Insurance:** Insurance of credit risk related to the sale of goods to buyers in another country.

**Client (Insured, Policyholder):** Party that purchases the insurance policy and assumes responsibilities and obligations under that policy.

Assignee (Loss Payee): Party to whom is transferred (by authorization of the insured) the legal rights to a claim payment under a policy.



# What do Partners say about ICIEC?

"The Catlin organization has supported ICIEC with Treaty reinsurance from the outset and we are proud to play a continuing part in ICIEC's development. The underwriting expertise of ICIEC combined with its superlative local knowledge enables us, in partnership with ICIEC, to offer terms and tenors on risk that we might otherwise decline. Their regional strength and influence is growing and we certainly look forward to continuing our support of them".





#### Partners' Cooperation

## Islamic ECAs Launch "Aman Union"



Group photo of the participants in the 1st Joint Islamic and Arab ECAs, Beirut - October 2009

Lead by ICIEC and the Arab Investment & Export Credit Guarantee Corporation "Dhaman", Arab and Islamic ECAs launched the "Aman Union" on 28 October 2009 in Beirut, Lebanon.

The Aman Union is the first organization gathering investment and export credit agencies in the Arab and Islamic world under one umbrella, it aims at enhancing cooperation among Arab and Islamic export credit institutions and encouraging the development of investment and export credit insurance in member countries. It will also offer technical assistance to establish new agencies and to enhance the insurance capacity for existing agencies. I have no doubt that the Aman Union will be an excellent platform for technical cooperation and development of the credit insurance industry in member countries.

"

Dr. Taha said

## A promotional Seminar for Banks in Lebanon, Syria, and Jordan

ICIEC in cooperation with and the Arab Investment & Export Credit Guarantee Corporation "Dhaman" organized a seminar for banks operating in Lebanon, Syria and Jordan on "the relationship between Finance and Export credit" which was held on 29 October 2009 at Metropolitan Hotel, Beirut.



The event was chaired by<br/>Mr. Foued Shaker, the<br/>General Secretary of UnionFrom left to right: Karim Nasrallah (LCI), Omar Shouari, (Dhaman),<br/>Fouad Shaker (UAB), and Khemais El-Gazzah (ICIEC)

of Arab Banks. Mr. Pull Mudde, an international consultant, made the main presentation in the Seminar.

"

I hope ICIEC efforts will help acquaint bankers on the use of credit and PRI as a dependable security for extending credit to help expand the exports of their countries, particularly in these days of increasing risk and disappearing credit supply. ICIEC's GM said

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The seminar was part of a series of seminars ICIEC introduced on the 1st Quarter of 2009 to create awareness about the importance of export credit insurance, and its role in increasing the exports of member countries and helping them to attract foreign investments, among bankers in its member countries.



#### Moody's confirms Aa3 rating

*(continued from: p.1)* Furthermore, Moody's noted that the rating reflects ICIEC's legal structure and business nature, as the only multilateral export credit and investment insurance corporation in the world that provides Shariah-compatible insurance and reinsurance products, as well as its enhanced regional knowledge based on its experience by operating in the region.

The Plan shows high growth targets in ICIEC operations where business exposure is expected to increase by 25%, while the insured business of the Corporation is expected to increase by 48%. The BOD approved the 1431H ICIEC's Business Plan and Budget as proposed.

#### ICIEC Welcomes New Executive Director for Pakistan, Bangladesh and Afghanistan

lews letter



Hon. Sibtain Fazal Halim has joined the Board of Executives Directors of IDB representing Pakistan, Bangladesh and Afghanistan, replacing Hon. Farrakh Qayyum. Hon. Halim, is the Secretary, Economic Affairs Division at the Ministry of Economic Affairs & Statistics in Pakistan. He holds an M.A in Economics with a concentration in Development Economics and International Trade from American University of Washington, DC, USA. Prior to joining the Ministry of Economic Affairs, Hon. Halim was the Secretary, Ministry of Health in Pakistan. He has also represented Pakistan in various international institutions such as the Asian Development Bank, where he was an Executive Director.

The General Manager of ICEIC, welcomes honorable Hon. Halim and whishes him success in his mission as repressive of Pakistan.

# **Oman Joins ICIEC**



The Sultanate of Oman was recently welcomed to the membership of ICIEC after the completion of the membership requirements, and is now eligible to benefit from ICIEC export credit and investment insurance services. With the addition of Oman, the number of ICIEC's member countries reached 38, including 17 Arab countries, 13 African counties and 8 Asian and other countries in addition to IDB.

Dr. Taha, ICIEC's GM commented "The membership of Oman is very important to the Corporation, as it completes all GCC countries are members of ICIEC".

### 15<sup>th</sup> Anniversary of COMCEC



Between 5th and 9th November 2009, ICIEC participated at the 25th Session of the COMCEC Senior Officials and Ministerial meeting. During the meeting ICIEC presented a Report on "Improving the Investment Climate and Encouraging Investment Flows into OIC Member Countries".

As part of the IDB delegation headed by H.E. the President of IDB Group Dr. Taha attended the Economic Summit convened to commemorate the 25th Year Anniversary of COMCEC which was held on 9th November 2009, to review the existing economic and commercial cooperation among OIC member countries as well as to propose policy guidelines for future cooperation.



Dr. Abdel Rahman Taha and Dr. Önder Halisdemir sign the Agreement

ICIEC and Aktif Bank of Turkey signed a "Local Agency Agreement" on November 10th, 2009, in Istanbul. The Agreement was signed by Dr. Abdel Rahman Taha, ICIEC's GM and Dr. Önder Halisdemir, CEO of Aktif Bank.

As a local agent of ICIEC in Turkey, Aktif Bank is formally accredited to conduct promotion activities for ICIEC products and services for the benefits of exports and banks and investors.

The General Manager of ICIEC, Dr. Abdel Rahman Taha said "We see Aktif Bank as strong and strategic partner in Turkey to implement the objective of this partnership which is to encourage the Turkish private sector to expand their business worldwide while being supported by ICIEC's export credit and country risk insurance policies".

ngenda Opdates		
Event	Date	Venue
Forum on Islamic Finance in UEMOA	11-12 Jan.	Hotel Méridien, Dakar - Senegal
CreditAlliance General Annual Meeting	18-19 Jan.	The Hotel Méridien Etoile, Paris- France
Islamic Finance Forum	18-21 Jan.	Grange St Paul's Hotel, London, UK
The 6 th Middle East Trade & Export Finance Conference	16 -17 Feb.	Jumeirah Beach Hotel, Dubai - UAE
20th Annual Global Convention Insuring Export Credit Political Risk Conference	23-24 Feb.	Hilton London Tower Bridge, UK

# Agenda Updates



**IDB Group News** 

# High Level Nigerian Delegation Visits IDB

Further to August 2009 high level meeting between H. E. Umaru Musa Yar'Adua, President of Federal Republic of Nigeria and Dr. Ahmad Mohamed Ali, President of IDB Group, an official delegation from Nigeria visited the IDB during 11-13 October 2009. The delegation was led by the Chief Economic Adviser (CEA) to the Nigerian

Presidency. The Chief and comprised of Ministers of Agriculture, Foreign Affairs, Power, Transport, and Federal Capital Territory, the Managing Director of bank of Industry, a representative of the Nigerian Petroleum Corporation (NNPC) and H.E the Ambassador of Nigeria to the Kingdom of Saudi Arabia.

The delegation was received by Dr. Ahmad Mohamed Ali, President IDB Group and Birama B. Sidibe, Vice President (Operations).



The purpose of the visit was to work out and agree on a medium-term cooperation framework between Nigeria and IDB. During their stay, the delegation members held discussions with the Management of IDB affiliates (ICIEC, ICD, and ITFC).

It was agreed that the Government of Nigeria will send a request to the Coordination Group members before their next meeting in January 2010, inviting them to a Roundtable Confer-

A strategic cooperation agreement has been signed

between the Islamic Corporation for the Development of the Private Sector (ICD),

a member of the Islamic Development Bank (IDB), and Bank Asya, Turkey's leading participation bank. Under the terms of this agreement, Bank Asya will

acquire a 40 percent stake

in Senegal-based Tamweel



Dr. Ahmad Mohamed Ali, IDB Group President, discusses with Mr. Tanimu Yakubu, the Chief Economic Adviser (CEA) to the Nigerian Presidency

ence to be held in Nigeria in mid-2010. The aim of the conference would be to support Nigeria attain its Vision objectives as set out in the Nigerian government's seven-point agenda and medium-term development program.

# ICD and Bank Asya of Turkey Partnership



CEO and GM of ICD (right) signs agreement with President and GM of Bank Asya, October 2009

Africa Holding SA, which is owned by the ICD. The agreement was signed by Khaled Mohammed Al-Aboodi, CEO and General Manager of the ICD and President & GM of Bank Asya.

As a result of the agreement, ICD and Bank Asya, will operate in the interest-free banking sector together throughout Africa, especially in the western part of the continent. According to the plan, Tamweel Africa holding is expected to increase its stakes in the Islamic Bank of Niger (IBN), the Islamic Bank of Senegal (IBS) and the Islamic Bank of Guinea (IBG) to 66, 77.5 and 100 percent, respectively.All of these banks are engaged in the interest-free banking sector. Tamweel is also planning on raising its stake to 100 percent in the Islamic Bank of Mauritania (IBM), which is expected to begin operations in 2010. Bank Asya paid \$15 million for 40 percent stake in Tamweel Africa Holding.

Commenting on this development, Mr. Al-Aboodi noted "The partnership between ICD and Bank Asya will allow Tamweel to further expand its operations in the African region, and act as a catalyst for the development of the Islamic Financial Services industry"

#### Cooperation Agreement between ITFC & AKTIF BANK - Turkey



Dr. Waleed Al-Wohaib, (CEO of ITFC) signs the agreement with Dr. Önder Halisdemir (CEO of Aktif Bank)

A strategic cooperation agreement was executed between International Islamic Trade Finance Corporation (ITFC) and Aktif Bank. The agreement was signed by Dr. Waleed Al-



Wohaib, CEO of ITFC and Dr. Önder Halisdemir CEO of Aktif Bank.

Under the terms of reference of the agreement, Aktif Bank will be in charge of promoting ITFC's products and services to companies operating in Turkey, Azerbaijan, Kyrgyzstan, Tajikistan, Turkmenistan, Kazakhstan, Uzbekistan and Albania.

At the signing ceremony, Dr. Waleed Al-Wohaib, CEO of ITFC, said "This agreement is a strategic move for ITFC, aiming at expanding our intra-trade finance relationship amongst our member countries".

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IDB Group Investment Promotion Technical Assistance Program

### Dr. Ahmad Mohamed Ali meets Ministers from COMESA



(continued from :p.1) The delegation visit was part of an investment road show in the GCC region (Jeddah, Manama and Abu Dhabi), which aims to provide a platform for a select group of COMESA Member Countries to meet GCC investors and promote their countries' investment opportunities.

The Road Show, co-organized by ITAP and COMESA Regional Investment Agency (COMESARIA), took place in Jeddah during 12-13 December. The COMESA Delegation also met with the Chairman of Jeddah Chamber of Commerce and a number of Saudi businessmen.

### ITAP - TOBB hold the 1st Program on **"Private Sector Operated** Industrial Zones" - Turkey





Group photo of the participants with Manisa Governor and President of Manisa Chamber of Commerce

In cooperation with The Union of Chambers and Commodity Exchanges of Turkey (TOBB), ITAP conducted its first Capacity Building Program on Private Sector Operated Industrial Zones for Investment Promotion Officials from Member Countries that took place during the period 19-23 Oct. 2009.

Thirty two participants from 29 member countries in addition to representatives of the Islamic Corporation for the Development of Private Sector (ICD) and the Islamic Corporation for International Trade Finance (ITFC), attended the one-week program. The program included a field visit to Gebze Organized Industrial Zone where participants were introduced to the Turkish model of Organized Industrial Zones.

The program was an opportunity to interact with officials from the Islamic Development Bank's Member Countries and find out the experience of their organizations in the field of Industrial Zones. The program also created the opportunity for participants to network and share their experiences with the view of improving current policies and strategies on industrial development and investment promotion.

#### ITAP Activities

### **Participation in UNIDO Conference**



Taking part the 13th General Conference of UNIDO (GC13) which was held on December 9th, 2009, Dr. Abdel Rahman Taha, ICIEC's GM participated in the round table panel on "Investing in and Financing of Green Business in the Arab Region". As a member of the panel he presented his views on the role of investment funds and financial schemes available to finance green industries in the Arab Region, and role of the Islamic Development Bank Group in that regard.

During the event Dr. Taha took the opportunity to discuss with Director General of UNIDO Dr. Kandeh K. Yumkella the progress of cooperation between ITAP and UNIDO practically on Sudan and Uganda capacity building and investment promotion projects.

#### The 4th Capacity Building "Investment Program on Aftercare: **Post-Approval** Facilitation"



In cooperation with the Malaysian Industrial Development Authority (MIDA), ITAP organized its 4th Capacity Building Program that aimed at providing participating IPA officials with the necessary tools and techniques to enhance their investment promotion capacities. The one-week program was held in Kuala Lumpur during the period 9-13 Nov. 2009 and attended by 24 participants from OIC member countries.

Topics covered by the program included investment aftercare practices and techniques. The program also included a series of presentations on investment aftercare models from selected IPAs in OIC member countries where Uganda, Jordan and Turkey made presentations on their individual countries experiences on investment aftercare.

The Program's main objectives and focus points were to provide the IPAs in member countries with the best practices in investment aftercare techniques and help them to promote economic growth by creating a better environment for foreign investment and business development. The program also aimed at orienting IPAs in member countries the importance of aftercare in anchoring FDI.



Partners' Snapshots

### **Berne Union**

The Berne Union (BU) is the leading international organisation of public and private sector providers of export credit and investment insurance. Founded in 1934, it is an international, non-profit organisation dedicated to facilitating worldwide cross-border trade and investments by fostering international acceptance of sound principles in export credits and investments insurance, and by providing a forum for professional exchanges among its members. The first meeting of the Union was in Berne, Switzerland - which is where the name Berne Union came from.

Members of the Berne Union, provide a vital link in the flow of goods, services and investment capital world-wide. Through their involvement in transactions and

# berneunion **75**

projects large and small, the BU Members help make trade and investments happen. They do this by providing insurance or guarantees to protect exporting companies, investors and financial institutions against political and/or commercial risks. Some BU members also provide direct financing services.

BU Members role as trade and investment facilitators provides them with opportunities to promote behaviours and practices that contribute to sustainable growth in global economic exchanges for the benefits of stakeholders worldwide, the transactions and projects they facilitate, and the countries where these transactions and projects are located.

# The Lebanese Credit Insurer Sal.

The Lebanese Credit Insurer (LCI) was established in 2001 as a specialist trade credit insurance company. It is partly owned by Atradius (2nd largest credit insurer in the world) and a group of major local and regional insurance companies and investors. LCI is supported by international reinsurers who are rated at least A- by S&P. In October 2009, LCI became a member of Amen Union.

LCI's policies cover suppliers against the risks of non-payment of their account receivables with local and foreign buyers. These policies covering short term trade credit up to 180 days, but are extendable to up to 3 years.

Since 2002, LCI's total turnover has been in excess of USD 900 million, and actual outstanding exposure is in excess of USD 200 million.

LCI Credit Information: LCI's local and regional credit reports are based on Finan-

cial Factors, Non-Financial Factors and Cover History.

LCI Debt Collection: LCI's debt collection services extend to the Regional and International markets through a network



**Karim Nasrallah** General Manager

of partners and other reliable recovery agencies.

LCI Factors s.a.l. (LCIF): LCIF is a joint venture between LCI and the Malta based FIMBank plc. LCIF's products include Full Factoring (Non recourse, including Credit Insurance, Sales Ledger Admin. and Financing), Maturity Factoring (Credit Insurance and Sales Ledger Admin. without Financing), and Combined Factoring (separate Factoring and Credit Insurance Contracts).



### Saudi Industrial Export Company

ICIEC has established a strategic relationship with Saudi IndustrialExport Company (SIEC). SIEC is the only Middle East Premier Trading House



Abdullah M. Al-Khenaifer CEO & President

formed as Joint Stock Company in 1990 by the leading industrial, commercial and financial entities of the Kingdom of Saudi Arabia. The company business model is driven in by its long-term association with the major industrial exporters in Saudi Arabia and its knowledge of the various markets around the globe.

The principal activities of SIEC are trading in a wide range of products including Cement, Clinker, Steel, Wheat, Rice, Soybeans, Corn, Fertilizers and Raw materials etc. SIEC is engaged to export and import different products around the world utilizing different services and facilities in favor of their suppliers and buyers.

#### Editor-in-Chief Dr. Abdel Rahman Taha The Chief Executive Officer

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