

# ICIEC Newsletter

Quarterly Publication of The Islamic Corporation for the Insurance of Investment and Export Credit  
(a member of Islamic Development Bank Group, Jeddah)



Islamic Corporation for the Insurance  
of Investment and Export Credit  
(Member of IDB Group, Jeddah)

ICIEC is a multilateral export credit and political risk insurer. ICIEC was established in 1994 by the IDB and member countries of the Organization of Islamic Conference (OIC), with an objective to encourage exports from Member Countries and to facilitate the flow of foreign investment into them by providing and encouraging the use of the principles of Shariah export credit and investment insurance/reinsurance, rated Aa3 by Moody's with a stable outlook.

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## ICIEC & Atradius (Dutch State Business) Sign Agreement in Budapest



Johan Schrijver, MD of Atradius and Dr. Taha, at the signature ceremony of the cooperation agreement – Budapest, October 17th, 2011

ICIEC and Atradius Dutch State Business, the Export Credit Agency of the Netherlands insuring export credit risks on behalf of the Dutch State, recently concluded a cooperation agreement in the sidelines of the Berne Union General Annual Meeting 2011, which was held from October 17 to 20, 2011 in Budapest, Hungary.

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## # Inside: Special Coverage

### The 2<sup>nd</sup> Annual Meeting of AMAN UNION

Aman Union, an international union of commercial and non-commercial risks insurers and reinsurers (ECAs) from Arab and Islamic countries, initiated by ICIEC and Dhama, held its second Annual Meeting on October 4 and 5, 2011 in Istanbul. The meeting was hosted by Turk Eximbank. About 70 delegates representing Member Companies as well as invited financial institutions, reinsurance, credit information and debt collection companies attended the meeting.



## # Breaking News

### KSA to Increase Contribution to the Capital of ICIEC

The Minister of Culture and Information H.E. Abdul Aziz Khoja said the Council of Ministers of Saudi Arabia has approved an increase in Saudi Arabia's contribution to ICIEC's capital. The Cabinet meeting, chaired by the Custodian of the Two Holy Mosques King Abdullah, was held at Yamamah Palace in Riyadh on November 28, 2011. The Cabinet agreed to increase the Kingdom's contribution to the capital of ICIEC from 13,500 to 60,000 shares valued at 46.5 million Islamic Dinars. The Cabinet also authorized Finance Minister Ibrahim Al-Assaf and the IDB Governor for Saudi Arabia to subscribe to necessary shares.

*This development will be covered in more details in the next issue.*

## Cooperation Agreement between ICIEC and Turk Eximbank



Dr. Abdel-Rahman Taha and Hayrettin Kaplan sign the MOU, Istanbul October 4th, 2011

In a move designed to help Turkish investors and contractors doing business in the Member Countries of the Organization of Islamic Cooperation's (OIC), ICIEC and Turk Eximbank, the National Export-Import Credit Bank of the Republic of Turkey, signed a Memorandum of Understanding (MOU) on the sidelines of the 2<sup>nd</sup> Annual Meeting of Aman Union which was held in Istanbul on October 4 and 5, 2011 at Hilton Hotel.

..... continued on page 6

## Editorial

Current uncertainty prevailing in the global economic environment shows no sign of clearing. The world's economy faces challenges on multiple fronts, including the Eurozone, slowing Asian economies, and political upheaval in the Middle East. Against this backdrop, the demand for ICIEC's Export Credit & Political Risk Insurance continues to remain strong. New Insurance Commitments at the end of the 9 months of 1432H reached USD 2.45 billion, and the actual business insured reached USD 2.5 billion during the same period last year.

During the Quarter, ICIEC signed an agreement with Turk EximBank to provide Political Risk Insurance (PRI) to Turkish companies doing business in ICIEC's Member Countries. This is an excellent first step in enhancing cooperation between Turk EximBank and ICIEC, and will go a long way in benefitting investors and host countries alike. I would like to take this opportunity to thank Turk EximBank for hosting

the 2<sup>nd</sup> Annual Meeting of the Aman Union, which witnessed a number of new members joining the Union.

A major new development I am pleased to report is that the Kingdom of Saudi Arabia has agreed to enhance its subscription to ICIEC's Share Capital from the existing USD 13.5 million to 60 million as part of ICIEC's Capital Increase. This increase will help to significantly enhance ICIEC's insurance capacity.

The coming year 1433H (2012) promises to be full of opportunities and challenges for the Corporation. As always, we count on the continued support of all ICIEC's stakeholders in order for the Corporation to continue to play its role as a world-class enabler of trade and investment flows in its Member Countries.

**Dr. Abdel-Rahman Taha,**  
ICIEC's Chief Executive Officer

## Business Highlights

### 65<sup>th</sup> Meeting of The Board of Directors 9 Months Report of ICIEC Marks Increase of 96% in Business Insured BOD Approves 1433H Business Plan and Budget

On November 21, 2011 in conjunction with the 278th IDB Board of Executive Directors Meeting and under the chairmanship of H.E. Dr. Ahmad Mohamed Ali, ICIEC held its 65th Board of Directors (BOD) meeting at the IDB Headquarters, Jeddah.

Members took note of the ninth month operational and financial results of the Corporation. The Report of the Corporation showed that the total new commitments for the nine months of 1432H reached USD 2,439 million, indicating an achievement of 105% of the set target for the period.

The business insured during the ninth month period, which represents implementation of insured shipments and projects, reached USD 2,497 million, indicating an achievement of 133% of the set target for the period and an increase of 161% compared to the same period last year.

The CEO of the Corporation presented the Business Plan and Budget of the Corporation for the Year 1433H (2012) to the Board; these showed the continued efforts of ICIEC towards maintaining high growth targets in its operations.

#### # the percentage

Increase in business insured during the 9 months of 1432H compared to the same period of 1431H.

# 161%

### ICIEC Issues EUR 75 Million Investment Insurance Policy for Turkish Investment in MENA

The Islamic Corporation for the Insurance of Investment and Export Credit (ICIEC) issued a EUR 75 million Investment Insurance Policy in favor of a Turkish investor establishing a factory in the MENA region. The Policy, which was originated by the brokerage company, Finance & Insurance – Turkey, protects the investor against the risks of War & Civil Disturbance, Expropriation and Transfer Restrictions that may arise in the host country in the coming 5 years. The total cost of the investment is EUR 250 million.

The Chairman of Finance & Insurance Insurance brokerage company, Osman Tolay emphasizes his strong belief in this Investment which will have an important developmental impact on both countries. "This is important for the investor in light of the increasing geopolitical risks across the world in general and in the MENA region in particular. On one hand, it will create more than 1,000 jobs and enable a transfer of technology. On the other hand, it will help the Turkish investor to expand its business abroad and reach new markets. Mr. Tolay also added, "Such insurances would facilitate deeper penetration for the IDB Member Country businessman in the region for cross-border business in terms of direct investment trade, and contracting."

### ICIEC MENA'da 75 milyon Euro'luk Türk yatırımını sigortaladı

"ICIEC (İslami Yatırım ve İhracat Kredi Sigortası Şirketi), Ortadoğu Kuzey Afrika "MENA" bölgesinde fabrika kuran bir Türk yatırımcısı lehine 75 milyon Euro Yatırım Sigortası Poliçesi düzenledi. ICBA Türkiye üyesi olan Finance & Insurance Sigorta Brokerliği tarafından yapılandırılan poliçe ile Yatırımcı, 5 yıl boyunca ortaya çıkabilecek Savaş, İç Karışıklık, Kamulaştırma, Para Transferi Kısıtlaması risklerine karşı koruma altına alınıyor. MENA bölgesine yapılan yatırımın toplam maliyeti 250 milyon Euro.

Osman S. Tolay  
Chairman  
Finance & insurance



Osman Şükrü Tolay, Finance & Insurance Sigorta Brokerliği AŞ Yönetim Kurulu Başkanı, bu poliçenin her iki ülke için önemli bir gelişimsel bir etkiye sahip olacağına inancını vurguluyor. "Bu poliçeye sahip olmak günümüzde dünya genelinde ve artan jeopolitik risklere karşı, özellikle de MENA bölgesinde yatırım yapacak müteşebbisler için çok önemlidir. Bir yandan, 1000'den fazla insana yeni iş fırsatı yaratılması ve teknoloji transferini sağlanması, öte yandan Türk girişimcisinin

### ICIEC Supports Saudi Exports to New Markets



ICIEC recently signed a Comprehensive Short-Term Policy (CSTP) with Petro Rabigh, a leading petrochemical company based in Saudi Arabia. ICIEC's policy will cover Petro Rabigh's exports to over 37 countries. The policy involves ICIEC covering the whole turnover of Petro Rabigh. The exporter provides Open Account credit to its buyers, and ICIEC's involvement insulates Petro Rabigh against the non-payment of its buyers due to commercial or political reasons. The Policy was signed by CEO of ICIEC, Dr. Abdel Rahman Taha on behalf of ICIEC and by CEO of Petro Rabigh, Mr. Ziad Al-Labban at Petro Rabigh Headquarters.

The partnership will allow Petro Rabigh to explore new markets in North Africa, Europe, and the Far East, simultaneously ensuring its balance sheet is protected against shocks by isolating the risk of non-payment. The presence of credit insurance will allow Petro Rabigh to offer competitive credit terms to its buyers, directly enhancing its competitiveness in new markets.

ICIEC, on the other hand, will have access to specialized databases which provide detailed information on the payment history and creditworthiness of millions of companies, allowing it to advise Petro Rabigh on credit management and enhancement, where required.

#### About Petro Rabigh

Based in Jeddah, Petro Rabigh is a joint venture of Saudi Aramco and Sumitomo Chemical of Japan. Petro Rabigh comprises of 23 plants producing 18.4 million tons of petroleum-based products and 2.4 mtpa of ethylene and propylene-based derivatives per annum. On January 26, 2010 Rabigh Refining and Petrochemical Company, Petro Rabigh, was awarded the Global Competitiveness Forum Award for being the company with the highest foreign investment in the Kingdom of Saudi Arabia during the Forum's 4th Annual Edition.



yurtdışında faaliyetlerini genişletmek ve yeni pazarlara ulaşmalarını kolaylaştırması için yardımcı olacaktır." Osman Tolay ayrıca " Bu tür sigortalar İKB ( İslam Kalkınma Bankası ) üyesi ülkelerde faaliyet gösteren İşadamlarının sınır-ötesi ülkelerde direkt yatırıma dayalı ticaret hacmini artıracak , veya yüklenici olarak üstleneceği işleri büyütmesini kolaylaştıracağı"ni ekledi

### News in Brief

- The CEO of ICIEC, Dr. Abdel Rahman Taha accompanied a delegation headed by the President of the IDB Group to the 2011 Annual Meetings of the Governors of the World Bank Group and the international Monetary Fund. The team included the CEO and GM of ICD, Khaled Al-Aboodi and CEO of ITFC, Walid Al-Wohaib.

- The CEO of ICIEC led a Reconnaissance Mission for Member Country Partnership Strategy (MCPS) for the State of Kuwait (2012-2014) on October 24 and 25, 2011. The delegation comprised of representatives from the IDB complexes and entities. The mission undertook preliminary dialogue with the Government on key strategic areas for the MCPS to develop the interim engagement program for the IDB intervention and agree on the MCPS's exercise timeline.

## Product Developments

# ICIEC Launches Contract Frustration Policy

The ICIEC management recently approved an enhancement of its Specific Transaction Policy with the inclusion of a new cover: Contract Frustration. This extension sets up ICIEC as a distinct full-service Trade & Political Risk Insurer for its existing and potential clients in the market, especially those involved in large and complex cross-border projects.

Companies that enter into sales and trade contracts overseas are constantly subjected to cross border perils. Government actions such as trade embargoes, import/export license cancellations, and currency transfer restrictions as well as unilateral termination of contracts by governmental entities and non-payment by a sovereign buyer or by a private company (when caused by a political event) can threaten a company's contractual rights and its ability to do business in a given country. The Specific Transaction Policy (Contract Frustration) has

been launched to cater to the needs of exporters to mitigate such risks.

### Loss Scenario

A manufacturer of Gas Turbines has a USD100 million contract to sell its equipment to a foreign sovereign buyer. The item is yet to be budgeted in the importer's country fiscal budget, which unfortunately is refused by the approving committee and hence the contract is canceled. The company can now no longer complete the contract and loses the USD100 million deal after incurring some work in progress expenses.

### Product Overview

This policy protects a company against nonperformance of a trade or sales contract by either party due to political events, including:

- Pre-shipment risk: Costs incurred, such as work in progress, raw materials, finished goods or engineering design, up to the point of the termination of contract caused by political events, such as:
  - o Buyer's Country Embargo and License Cancellation
  - o Buyer Termination
- Post-shipment risk: After the goods have been shipped, coverage is provided for loss (varies by contract; typically it is gross invoice value) caused by political events, such as:
  - o Buyer Non-Performance
  - o Guarantor Non-Payment
- Indemnification against breach of contract by an agent of the government otherwise known as a public buyer
- Indemnification against breach of contract by a private entity or buyer caused by an act of government

# Brainstorming Session Kicks Off the 1433H Planning Exercise

On September 13, 2011 ICIEC organized its annual brainstorming session at Al-Nakheel Village, Jeddah in order to kick off the 1433H Business Plan preparation exercise. The event was organized by the 1433H Plan & Budget Preparation Task Force and guests at the event were invited from the IDB Group departments to share their views with the ICIEC staff.

The event was chaired by the ICIEC CEO, Dr. Abdel Rahman Taha and moderated by the Accounting and Finance Director of ICIEC, Muhammad Azam. It was a full day event with the goal to assist the Task Force in arriving at the Strategic Planning Parameters (SPP) for the 1433H Business Plan. It included presentations from the IDB Group Strategic Planning Department and certain ICIEC functions like the Country Risk Analysis, the Insurance Operations, and Risk Monitoring. Each presentation was followed by discussions to bring out the salient features for assisting the Task Force in preparing the SPP. The event concluded with a tentative

list of operational targets and a comprehensive list of strategic focus areas to be used by the Task Force in preparing the SPP.

The 1433H Strategic Focus Areas can be summarized as follows:

- 1- Product Development – An emphasis shall be placed on developing new products for various market segments. In particular, the concept paper on sukuk insurance was considered to be transformed into a new policy.
- 2- Capital Increase Implementation – Based on the BOG resolution, the follow up for additional capital with Member Countries shall be intensified. It would be useful to start with the major shareholders like Saudi Arabia.



Investment Conference held in Geneva, Switzerland, organized by the World Association of Investment Promotion Agencies (WAIPA) during 5-6 September 2011. The CEO was one of the panelists on the panel titled "Back to Basics – Ending the Short Term View" by presenting IDB Group contribution to facilitating the flow of FDI to member countries.

- On October 19 and 20, 2011 the CEO of the Corporation accompanied by Lotfi Zairi attended the 27th session of the COMCEC which was inaugurated by President of the Republic of Turkey and the Chairman of the COMCEC, G.E Abdullah Gül. The 27th Session of the COMCEC discussed many issues pertaining to the promotion of economic and commercial cooperation among the OIC Member Countries and review progress with regard to the implementation of COMCEC resolutions.

- The CEO of ICIEC, Dr. Abdel Rahman Taha, accompanied by The Director of the Short Term Insurance Division, Khemais El-Gazzeah, and Underwriter in the Investment Insurance Division, Khaled Khalafallah, attended the Berne Union Annual General Meeting held in Budapest, Hungary.

- The CEO of ICIEC in his capacity as the Chairman of ITAP's Supervisory Committee participated in the World

- In preparation of the visits of H.E. the President of IDB Group to His Royal Highness Prince Mecharry bin Abdul Aziz, Amir of Al-Baha, a delegation composed of representatives from IDB, ICIEC, and ICD under the supervision of Thiqaq (the IDB Group Business Forum) visited Al Baha on 24, Dhu al-Hijjah, 1432 (November 20, 2011) and held a meeting with the Under Secretary of the Emirate of Al-Baha, Dr. Hamad Al-Shamary and the Secretary General of the Chamber of Commerce and Industry Al Baha, Eng. Safar.

- 3- Improved Expense Ratio – ICIEC experienced a high expense ratio in its formative years. Now is a good time to bring it in the realm of the industry average. The matter was also emphasized in Moody's rating report.
- 4- Sub-Saharan Africa Market Outreach – There is a need to support the developmental objective of ICIEC, therefore focus will be to increase participation in the IDB Group MCPS and utilize the IDB Regional Offices to facilitate business and investment in Africa.
- 5- Enhanced Investment Income – For accelerating the build-up of reserves, income from investments shall be increased. Setting up of an Investment Committee could facilitate the flow of lucrative investment opportunities.
- 6- Business Development Focus – While short-term insurance business has matured, there is a need to improve the medium-term and foreign investment insurance business. The role of the Dubai Office in this area shall be emphasized.
- 7- Organizational Adjustment – Review of the organizational set-up for Insurance Operations is required. This will help in removing operational bottlenecks, and enhancing customer relationship.

## The 2<sup>nd</sup> Annual Meeting of AMAN UNION



# 70 international insurance and finance experts meet in Istanbul to discuss developments in the ECI industry in the region.



From left to right: Fahad Rashed Al-Ibrahim, DG of Dhaman and the Secretary General of the Union, Hayrettin Kaplan, GM of Turk Exim-Bank Left and Souheila Chabchoub Chairman of COTUNACE

The opening ceremony was chaired by General Manager of TürkEximbank and Chairman of the Annual Meeting of Aman Union, Mr. Hayrettin Kaplan. His opening speech was followed by the speech of Chairman and General Manager of COTUNACE and Chairman of the Executive Council of Aman Union, Mrs. Souheila Chabchoub, and Director General of DHAMAN and Secretary General of Aman Union, Mr. Fahad Al Ibrahim.

During the meeting, members discussed the latest developments and their expectations for the year 2011. The Secretariat presented the 2010 Annual Report of the Union which reveals that the insured business reached USD 15.06 billion

against USD 13.02 billion in 2009, generating USD 122.82 million of premium income against USD 72.91 million in 2009. From one year to the next, paid claims increased from USD 22.88 million to USD 23.88 million and recoveries fell from USD 69.4 million to USD 28.9 million.

Five new organizations, including credit insurance, credit information, and reinsurance companies, were accepted as new members of the Union. Also, the Annual Meeting of the Union approved the project of the database. The purpose of the project is the of sharing negative information and credit limit on buyers in order to optimize the cost of ordering credit reports and to create a regional buyer database.

In addition to ICIEC and Dhaman, the five new elected organizations on the executive council of Aman Union are Compagnie Tunisienne Pour l'Assurance du Commerce Extérieur (COTUNACE), Export Guarantee Fund of Iran (EGFI), Turkey Exim Bank, Saudi Export Program (SEP), and Export Credit Insurance Company of the Emirates (ECIE).

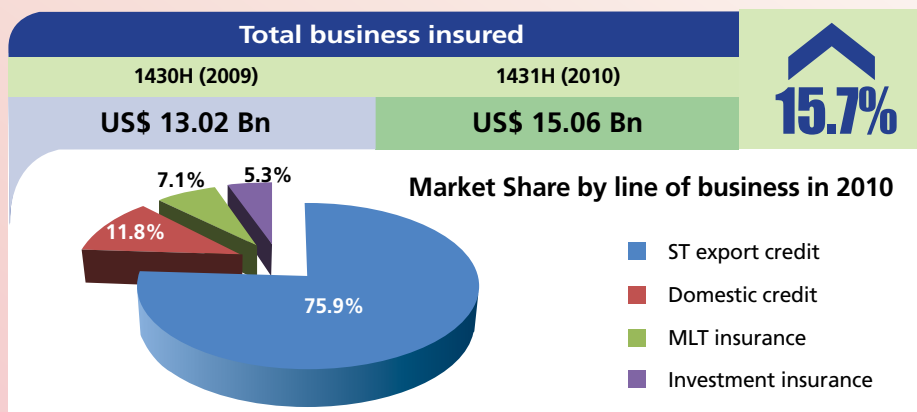
It is worth mentioning that the CEO of ECIE, Eng. Saed Al Awadi has been elected as the Chairman of the Council for the upcoming two years. The 3rd Annual Meeting will be held in Malaysia and hosted by Exim Bank, Malaysia.



**AMAN UNION is a professional environment for sharing information, opinions and establishing the value creation**

**process to manage risks. We are at your service.**

**Gianfranco Sanseverino**



New members of the Aman Union	
Tasdeer (Qatar Export Development Agency)	Associate Member
Rime ( Rime Information Bureau FZ LLC)	Observer
Catlin	Observer
Atradius Reinsurance Limited	Observer
ATI (African Trade Insurance Agency)	Observer

# The Aman Union Database

The Aman Union Database Project is an initiative created out of vision, inspiration and foresight. It represents an exclusive alliance and cooperation between Arab and Islamic ECAs to establish a common database which will contain ECA Buyer Related Information and Regional and International Credit Reports.

The Rime IT Platform has been chosen as the tool to host The Aman Union Database and make this available exclusively to other ECAs that chose to participate in this unique initiative.

### Scope of the Project

- Rime IT Platform (RONDAS) will be used as a tool for the members of Aman Union to obtain Business Information Reports (any country) and make these reports available to all other members free of cost by holding all purchased report in a "pool of reports".

- Rime IT Platform (RONDAS) will be used as a tool for the members of Aman Union to communicate ECA buyer related data and update this data when changes occur.

### Reasons for ECA's Participation

- Minimizing claims through sharing of adverse information on buyers
- Strengthening cooperation between members through exchange of experience, knowledge and technical know-how
- Establishing a consolidated database which will be a positive indicator for the industry in the region
- Benefiting from a common pricing structure for all Credit Report requirements

In conclusion, The Aman Union Database Project represents the beginning of an Arab and Islamic shared IT Platform. Due to its flexible structure,



**Rime is honoured to not only be accepted as Associate Members of the Aman Union but also selected as Managers of the Aman Union Database Project.**



**Georgina Christofi**  
Group Sales & Operation Manager



the organization is ready to listen to your ideas and initiatives in order to further enhance the alliance and opportunities of the Arab and Islamic ECAs.



**As the new Chairman of the council, we will work to meet the Aman Union's objectives of strengthening the cooperation channels and uniting efforts**

**of each member and contribute to development of the industry of export credit and investment insurance in Arab and Islamic Work.**

**Eng. Saed Al Awadi, CEO of ECIE**



**ATI is honored to be accepted into the esteemed brotherhood of the Aman Union. We look forward to a deep and prosperous relationship that**

**benefits the Union and our African member countries.**

**George Otieno, CEO, of ATI**



**Malaysia Exim Bank is proud to be hosting the 3rd Annual Meeting of the Aman Union, a unique organization of ECA's in Islamic Countries**

**Md. Arop Othman**  
Head of Division  
Export Credit Insurance



Group photo of the participants during the Second Annual Meeting of Aman Union hosted by Turk Exim Bank, 4-5 October 2011, Istanbul

Partners' Cooperation

# ICIEC Signs a Cooperation Agreement with Bahrain Development Bank

The Bahrain Development Bank (BDB) is the country's leading Financial Development Institution. The Government has entrusted BDB with the task of promoting investments in Bahrain, with the aim of diversifying the economic base and creating new employment opportunities for Bahrainis. BDB offers financial and advisory services specifically designed to meet SME's special needs.

BDB recently approached Coface to provide support in introducing Export Credit Insurance to Bahraini exporters. As a result of their discussions, it was agreed that BDB will originate referrals that will be insured by policies issued by ICIEC and which will, in turn, be re-insured by Coface and serviced by Coface Emirates Services in Dubai.

Coface Emirates Services (CEMS) is a subsidiary of CAMEEMS, part of the Coface Group. Coface is among the leaders of B2B Trade Receivables management in the world providing a modular range of products like Credit Insurance, Business Information, Debt Collection and Invoice Management.

Under this Cooperation Agreement, which was signed by BDB & ICIEC on August 28, 2011, ICIEC

will be the Fronting Partner and responsible for policy issuance and management related activities such as client follow-up post signature, policy implementation, policyholder reporting and management visits.

The CEO of ICIEC, Dr. Abdel Rahman Taha stated, "We are fully committed to provide every kind of support to BDB in launching this concept in Bahrain and we believe it will ultimately contribute to the development of a dynamic export based SME sector in the country."

CEO of Bahrain Development Bank, Mr. Nedhal Al Aujan also stated, "This is an important concept for Bahrain and will have an invaluable contribution in further developing SMEs along with encouraging the Export Market. We are very proud to have ICIEC and Coface as partners on this new initiative of national significance. BDB will continue to work



ICIEC and BED CEOs' during the Signing Ceremony at BDB, Headquarters, Bahrain

closely with ICIEC and Coface on further enhancing this initiative and progressing the export market for Bahraini SMEs."

MD of CEMS, David Venediger added, "We are proud to be able to contribute towards the development of the credit insurance activity in Bahrain and thus assist the growth of Bahrain's exports."

## Cooperation Agreement between ICIEC and Turk Eximbank

..... continued from page 1 The MOU was signed by the Chief Executive Officer of ICIEC, Dr. Abdel Rahman El-Tayeb Taha and the General Manager of Turk Eximbank, Mr. Hayrettin Kaplan.

This MOU aims to provide political risk insurance (PRI) to Turkish companies doing business in ICIEC Member Countries. It is believed that there is strong demand for PRI from Turkish companies especially after the recent political turbulence in the Middle East. Turkish companies will benefit from the cooperation of the two signatories by insuring their investments against the risk of war, civil disturbances, expropriation, transfer restrictions, and non-honoring of sovereign financial obligations of the host country. Both institutions strongly believe that by joining hands they will meet the needs of Turkish companies for political risk insurance and thereby encourage them to invest in OIC Member Countries.

Commenting on the MOU, Dr. Taha said, "Turkish companies are very active in doing business in OIC Member Countries, especially in the Middle East, Africa, and CIS countries; this is where ICIEC's expertise lies. On the other hand, Turk Eximbank is the first address that any Turkish company can think of for the insurance of export credit. Therefore it is natural that the two institutions cooperate to provide this critical service to Turkish exporters."

Mr. Kaplan, the General Manager of Turk Eximbank, concluded that, "The Bank has provided insurance coverage and lending facilities to Turkish exporters and contractors operating in the Middle East, Africa and OIC Member Countries. The agreement will enhance the capacity of Turk Eximbank's activities in these countries by providing co-insurance and re-insurance facilities. Moreover, a new instrument run by ICIEC, the investment insurance, will be available to Turkish exporters, contractors and investors through Türk Eximbank. The agreement will pave the way to for collaborations in the countries of operations and share experience and knowledge at the same time."

It is important to note that ICIEC is also active in Turkey, since it has signed more than 11 insurance policies in favor of Turkish banks and investors. ICIEC recently signed and issued an investment policy of EUR 75 million in favor of Turkish investors in one of ICIEC's Member Countries. The insurance policy protects the investor against the risks of war and civil disturbance, expropriation and transfer restrictions that may arise in the host country in the coming 5 years.



## ICIEC and Atradius Dutch State Business Sign Agreement in Budapest

..... continued from page 1 The MOU was signed by the Chief Executive Officer of ICIEC, Dr. Abdel Rahman Taha and Managing Director of Atradius Dutch State Business of Atradius Dutch State Business, Johan Schrijver.

According to the Agreement, ICIEC and Atradius Dutch State Business will work together in the area of cross-border transactions for capital goods and infrastructure. The cooperation can include the exchange of buyer information and the alignment of credit insurance policies where both Dutch exporters and companies from ICIEC's Member Countries are involved in the same export transaction. ICIEC has 56 participating countries.

Commenting on the agreement, Managing Director of Atradius Dutch State Business, Johan Schrijver said, "With the synergies created by this cooperation, which involves a large number of countries ranging from Morocco to Indonesia, cover capacity for Dutch exporters will be expanded, especially for exports to countries where we have limited capacity so far, such as a number of African and Central-Asian markets. Following the political events in Northern Africa and the Middle East, we see an increasing interest in insurance against payment and political risk in these regions. With our cover we are happy to protect exporters and contractors against these risks."

The CEO of ICIEC, Dr. Abdel-Rahman El-Tayeb Taha commented that such an agreement is regarded as an important development since ICIEC as a multilateral will be joining hands with a leading European ECA. Dr. Taha also expressed his confidence that this agreement will help ICIEC's Member Countries to attract Dutch investors, contractors, and banks doing business, especially after the recent political turbulence in the MENA region (Arab spring).

## ITAP-ISPAT Training Program on “Effective Road-Show Implementation” for KAZNEX INVEST, Kazakhstan

ITAP and the Investment Support and Promotion Agency of Turkey (ISPAT) conducted a capacity building program on the premises of National Export & Investment Agency (Kaznex Invest) of Kazakhstan in Astana, during September 14 to 16, 2011. The program aims to share the experience of ISPAT, represented by Vice President and Head of Investors Services Department, Mr. Mustafa Rumeli and Project Director on conducting investment road-shows with Kaznex Invest, Mr. Ferruh Parmaksiz. The program was attended by 15 participants from Kaznex Invest.

The event started with an opening speech and presentation by Acting Deputy Chairman of Kaznex Invest, Mr. Kairat Karmanov on the investment climate and opportunities in Kazakhstan and the role of Kaznex Invest. Representative of ITAP, Dr. Khaled Khalafallah gave a presentation on the IDB Group with special focus on the Group’s services of ITAP, and its operations in Kazakhstan.

For the remaining part of the program, ISPAT representatives shared their experiences in promotion strategies and the way they conduct road show, also doing a presentation on ISPAT and its structure and mandate. There was also a detailed discussion on the role of ISPAT in the image building of Turkey as an investment destination, highlighting Turkey-Kazakhstan economic relationship.



Program participants during the graduation ceremony - Kazakhstan

“It was a great pleasure to have two and a half days training with ISPAT. I am grateful to ISPAT colleagues for conducting this program and kindly sharing their experience. I believe this event was mutually beneficial.”

**Ramina Ungarbekova**  
Leading Specialist of the Corporate Development Department, KAZNEX Invest

## Program on “Turkey’s Experience on Investment Climate Reform”



Group photo of the participants in the Program, Ankara, October 14th, 2011

ITAP, in collaboration with the Ministry of Economy of Turkey, General Directorate of Investment Incentives Implementation and Foreign Investments, the Economic Policy Research Foundation of Turkey (TEPAV), and the Union of Chambers and Commodity Exchange of Turkey (TOBB) organized a capacity building program for the officials of the Investment Promotion Agencies in the IDB Member Countries. The theme of the Program was: Turkey’s Experience Sharing Program on Investment Climate Reform. The Program took place in Ankara, Turkey on October 10 to 14, 2011 and was attended by 31 investment officials representing 29 Member Countries.

The Program was officially opened by the Turkish Minister of Economy, H.E. Mr. Zafer ÇAĞLAYAN in the presence of representatives of some diplomatic missions in Ankara and the private sector institutions. This year’s Program was ITAP’s 6th Program to be organized with the Turkish institutions, under the IDB Group’s MOU with TOBB.

## The 6<sup>th</sup> ITAP- MIDA Capacity Building Program for the Officials of Investment Promotion of IDB MCs FDI Promotion and Economic Development Strategies

ITAP, the Malaysian of the Investment Development Authority (MIDA), the FIAS of World Bank Group and the Malaysian Technical Co-operation Program (MTCP) organized a capacity building program for the officials of the Investment Promotion Agencies (IPAs) in IDB Member Countries on FDI Promotion and Economic Development Strategies. The Program took place on November 21 to 25, 2011 in Kuala Lumpur, Malaysia.



H.E. Dato Noharrudin Nodin, CEO of MIDA delivers his speech during the opening ceremony

The Program was officially opened by CEO of MIDA, H.E. Dato Noharudin Nodin in the presence of representatives of some diplomatic missions in Kuala Lumpur and private sector institutions.

This year’s Program was ITAP’s 6th Program to be organized with MIDA. The five-day program was attended by 32 investment officials representing 29 countries. The program aims to transfer industry best practices and exchange ideas among the IDB Member Countries, as well as to identify lessons from Malaysia’s successful experience in the field of investment promotion.

During the five-day program, participants were provided with a comprehensive look at Malaysia’s investment promotion framework on DI Promotion and Economic Development Strategies. The program also included site visits to Multimedia Development Corporation (MDEC), Cyberjaya and to Port Klang Free Zone (PKFZ).

## Community News

## ICIEC Welcomes New Executive Directors

The Chief Executive Officer of ICIEC, Dr. Abdel Rahaman Taha welcomes all honorable new Executive Directors and wishes them success in their mission as representatives of their countries/constituencies.



**Hon. Dr. Hamad bin Suleiman Al Bazai** has been appointed by the Kingdom of Saudi Arabia as country a member in the IDB Board of Executive Directors (BED) and ICIEC Board of Directors (BOD) representing his country. Hon. Dr. Al Bazai (born in 1960), holds a PhD and an M.S in Economics from College of Arts and Humanities, Colorado State University. His current designation is Vice Minister of Finance, Saudi Arabia. Prior to that he was the Deputy Minister of Economic Affairs for more than 10 years, and has represented Saudi Arabia at various institutions including OPEC Fund for International Development where he is also Governor for Saudi Arabia.



**Hon. Abul Wahab Sialeh Al-Muzaini** has been appointed by the Government of Kuwait as a member in the IDB BED and ICIEC BOD representing his country, Hon Al-Muzaini (born in 1960), holds a Bachelor of Accountant from Kuwait University. His current designation is Assistant Deputy Minister for General Budget Affairs in Minister of Finance of State of Kuwait. Prior to that he was Director Budget Department in the Ministry. He is a member of Kuwait Association of Accountants and Auditors, and member of Exports Committee of the GCC. In addition, Hon Al-Muzaini has represented the Ministry at various national committee board and participated in the development of his country.



**Hon. Ibrahim Halil ÇANAKCI** has been appointed by the Government of Turkey as a member in the IDB BED and ICIEC BOD representing his country. Hon Ibrahim (born in 1950), completed his studies in Economics at the Faculty of Political Sciences at Ankara University and obtained a Masters Degree in Economics from Michigan State University in the United States. Hon. Ibrahim started his professional life in 1986 as an associate expert at the State Planning Organization and has held a number of other senior level positions including Head of the Department of Economic Evaluations and Vice Chairman of the Banking Regulation and Supervision Board.



**Hon. Mohamed Jawad Bin Hassan Suleman** from Oman has been elected for a period of three years by his constituency (Group of countries). In addition to his country Hon Suleman represents Bahrain, Sudan, and Yemen. Hon. Suleman (born in 1954), holds a Bachelor of Arts degree from Cairo University and is also a Certified Public Accountant. He is currently an Advisor to the Ministry of Finance of Oman. Prior to this position, he was the Director General of the Treasury & Accounts Section in the Ministry of Finance of Oman. Hon. Suleman also represents his country at various institutions including the IDB, Port Service Authority, Diwan Pension Fund, Oman National Livestock Co, Al Najd Agricultural Development Co., and Oman Sail Co.



**Hon. Adel Ben Ali** from Tunisia has been elected for a period of three years by his constituency (Group of countries). In addition to his country Hon Adel represents Algeria, Morocco, and Mauritania). Hon Adil (born in 1961), holds a Bachelors Degree in Economics from Economic and Political Sciences University, Tunis, with specialization in planning, and a Diploma in Advanced Studies from the National School of Administration. His current designation is Director of Regional Cooperation in the Ministry of Planning and International Cooperation, where he is in charge of cooperation with financial institutions in Arab, Islamic and African regional organizations. He served as an alternate governor for Tunisia at various Arab financial institutions, the African Development Bank, and on the IDB Group Board of Governors.



**Hon. Mohamed Ahmed Abu Awad** from Palestine has been elected for a period of three years by his constituency (Group of countries). In addition to his country Hon Awad represents Jordan, Syria, Iraq and Lebanon. Hon. Awad (born in 1950), holds a Bachelor of Commercial Science (BCS) degree from Arab University, Beirut. His current designation is Deputy Director General of the Palestinian Economic Council for Development and Reconstruction (PECDAR). Hon. Awad has held numerous important assignments during his career including Head of Internal Audit at National Marine Dredging Company in Dubai, UAE.



**Hon. Kanvaly Diomande** from Côte d'Ivoire has been elected for a period of three years by his constituency (Group of countries). In addition to his country Hon Diomande represents Benin, Guinea, Guinea Bissau, Sierra Leone, and Cameroon. Hon Diomande (born in 1954), holds a Doctorate from University of Rennes, France. In 1979, he got his Masters in Economic Affairs from National University of Côte d'Ivoire, and in 1982 he obtained a Postgraduate doctorate in Economics, Mathematics and Econometrics. Hon. Diomande is the Winner of the Concours d'Agregation of the African and Malagay Higher Education Council (CAMES). His current designation is the advisor to the Prime Minister of Côte d'Ivoire.

Hon Diomande's expertise is in the fields of economic and financial analysis, macroeconomics, poverty alleviation, international trade, regional integration and industrialization of developing countries.



**Hon. Yerlan Alimzhanuly Baidaulat** from Kazakhstan has been elected for a period of three years by his constituency (Group of countries). In addition to his country Hon Tan Sri represents Azerbaijan, Albania, Uzbekistan, Turkmenistan, Tajakistan and Kyrgyz, Hon Baidaulat born in August 1970, the Hon. Yerlan Alimzhanuly Baidaulat graduated with an Honors Bachelor's Degree in History and World Economy from Kazakh National University. He completed his post-graduate program at St.Gallen University, Switzerland, and also holds an MBA from Kazakhstan Institute of Management in Almaty. His current designation is the Chief Economic Adviser, Ministry of Industry and New Technologies. In August 2010, he was also elected as a Chairman of the Kazakhstan's Association for Islamic Finance Development. He is in charge of the OIC related economic and inter-investment issues.



**Hon. Tan Sri Dr. Wan Abdulaziz Wan Abdullah** from Malaysia has been elected for a period of three years by his constituency (Group of countries). In addition to his country Hon. Tan Sri Dr. Wan Abdulaziz represents Indonesia, Brunei Darussalam, and Suriname. Hon Tan Sri (born in 1952), holds a B.Econs degree in Applied Economics from the University of Malaya, Malaysia, an M. Phil in Development Studies from the University of Sussex, Brighton, UK, and a PhD in Business Economics, from the University of Leeds, UK. Hon. Tan Sri Dr. Wan Abdul Aziz currently serves as the Secretary General of Treasury, Ministry of Finance. He is also a board member for organizations such as the Malaysia Airlines System Berhad (MAS), and Petroliam Nasional Berhad (PETRONAS).



**Hon. Sékou Ba** from Burkina Faso has been elected for a period of three years by his constituency (Group of countries). In addition to his country, Hon Sékou represents Togo, Gambia, Senegal, Mali, and Niger). Hon Sékou (born in 1955), holds a Masters Degree in Economics Planning and Development from the University of Dakar, Senegal, and obtained a postgraduate Diplôme d'Etude Supérieures Spécialisés (DESS) in Economy of the Agri-Food Sector. From June 2007 to April 2011, he was the Minister of Animal Resources. Prior to that, he was Minister of Housing and Urbanism. During his career, Hon Ba occupied a number of key positions in his country including the position of Director General of the National Office of Foreign Trade.



**Hon. Musharraf Hossain Bhuiyan** from Bangladesh has been elected for a period of three years by his constituency (Group of countries). In addition to his country Hon Bhuiyan represents Afghanistan, Pakistan and Maldives, Hon Bhuiyan is Cabinet Secretary, Cabinet Division Government of Bangladesh. He holds a Masters Degree from Dhaka University. He pursued further studies in public policy at Curtin University, Perth, Australia and the University of Birmingham, UK. His current designation is Secretary, Cabinet Division, Government of Bangladesh. He is also responsible for external debt management in Bangladesh. In addition to that, he represents his country at various international institutions like the World Bank, and Asian Development Bank.



**Hon. Antonio Fernando Laice** from Mozambique has been elected for a period of three years by his constituency (Group of countries), in addition to his country Hon Laice represents Uganda, Chad, Gabon, Djibouti, Comoros, and Somalia. Antonio Fernando Laice (born in 1949), holds a Law Degree from Eduardo Mondlane University. He is currently the Inspector Superior and Director of Treasury, Ministry of Finance and Planning. Prior to that, he served as a Legal Advisor to the Minister of Planning and Finance, and held various key posts within the Ministry.

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