



# Export Credit Insurance and Guarantees: A Practitioner's Guide

By Z. Salcic

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The first practitioner handbook on export credit insurance and guarantees, providing manufacturers, exporters, bankers, and lawyers with a much needed resource. The book contains descriptions and analyses of almost every type of export credit insurance and guarantee used in international trade with explanations about the risks inherent in each.

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### **Editorial Review**

#### **About the Author**

Zlatko Salcic is a solicitor of England and Wales with 14 years experience in export credit insurance and guarantees. He began his career as a litigation and transaction lawyer before moving into the export credit insurance business as senior legal counsel. Dr Salcic has been involved in all aspects of the export credit insurance business ranging from structuring and negotiating the export credit transactions in the power, pulp and paper, transportation, telecommunication, mining and chemical industries. He has prepared export credit insurance documentation and advised parties on various transactions in the areas of trade finance, structured finance and project finance.

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