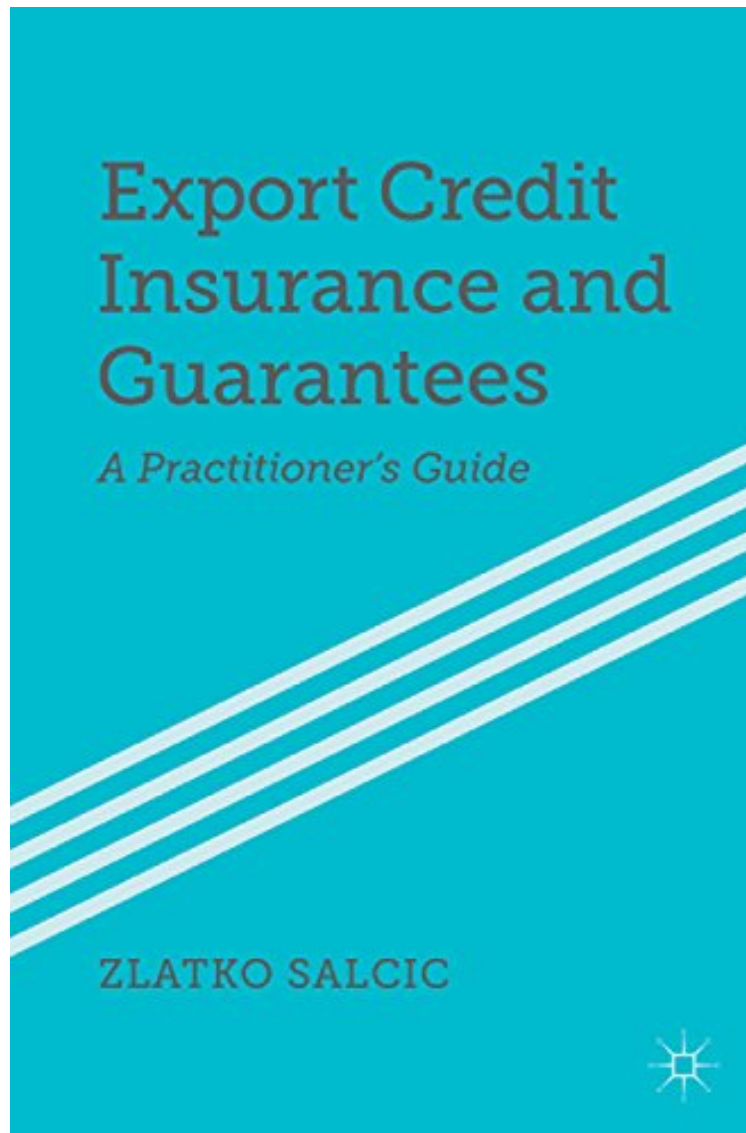


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About the Author Zlatko Salcic is a solicitor of England and Wales with 14 years experience in export credit insurance and guarantees. He began his career as a litigation and transaction lawyer before moving into the export credit insurance business 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.