



# **Training course on international regulation for export credit**

Global Solutions



# International regulation for export credit

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## OVERVIEW

The Arrangement on Officially Supported Export Credits, also known as Consensus, is a set of rules defining conditions for officially supported export credits. Under the wider OECD framework, ECAs are also bound by the Recommendation on Environment and the Recommendation on Anti-Bribery. These provisions affect the terms of transactions backed by ECAs. Hence, understanding these provisions is also a valuable tool for financial institutions involved in export credit transactions. This course is designed for professionals seeking to build and enhance their knowledge of OECD provisions and International regulations on export credit business. All key elements will be presented from both a theoretical and practical perspective.

## COURSE OBJECTIVES

To provide participants with a clear understanding of the main features of the Consensus, from the international regulatory framework to concrete implementation in every-day work, the course will highlight the Consensus' main concepts and the most relevant issues related to the specific Sector Understandings. The recommendations and their impact on ECAs' activity will also be highlighted. A module may also be added on notifications and reporting obligations that might be relevant to ECAs and Government Authorities.

Participants will learn to:

- understand the provisions of the Consensus and the relevant pricing regulations
- obtain an overview of the rationale and content of the Sector Understandings as well as the specific rules for Project Finance
- fulfill reporting requirements under the OECD framework (as required)
- obtain an outline of the OECD Recommendations

## TUITION

Tuition will be provided by highly qualified professionals and executives with proven expertise based on work experience and comprehensive knowledge of the relevant fields.

## LOCATION

Upon request, at the client's premises or in SACE's Rome office.

# TOPICS

## **Overview of the OECD Arrangement on Officially Supported Export Credits (Consensus)**

- OECD Working Group
- OECD Consensus: scope of application and eligibility criteria
- Country risk categories
- Maximum repayment terms and repayment profile
- CIRR rates
- Pricing and related aspects

## **Sector Understandings and Project Finance**

- Ship Sector Understanding (SSU)
- Nuclear Sector Understanding (NSU)
- Aircraft Sector Understanding (ASU)
- Climate Change Sector Understanding (CCSU)
- Rail Infrastructure Sector Understanding (RSU)
- Project Finance

## **OECD Notification and Reporting Obligations**

- Provisions of the Arrangement
- OECD Reporting Directive

## **OECD Council Recommendation on Bribery and Officially Supported Export Credit**

- The Anti-Bribery Convention
- The Recommendation requirements for ECAs

## **OECD Recommendation on Common Approaches for Officially Supported Export Credits and Environmental and Social Due Diligence**

- Common Approaches scope
- Screening and project classification

# We are

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SACE is a leading provider of financial solutions, supported by a range of trade finance, political and credit risk insurance as well as financial guarantees. With over € 87 billion of outstanding commitments, we serve more than 25,000 business customers, facilitating access to commercial & bank financing in 198 countries worldwide. Since 2004 we have been providing advisory services, consultancy and training on topics relevant to ECA's activities, financial and multilateral institutions and sharing best practices and know-how to enhance mutual understanding and cooperation.

## Beyond traditional advisory services

We believe that sharing best practices and know-how enhances mutual understanding and facilitates cooperation amongst players active in trade finance. Our training services cover a variety of areas and topics and are provided by highly qualified professionals and executives at client premises or in SACE's Rome office. Advisory services are offered through various modalities in order to meet the respective needs of the counterparties, namely:



standardised formulas of workshops on specific topics



tailor-made advisory and assistance for new business/product/activity development















consultancy on the set-up of ECAs, including assistance to governments and supervisory authorities

## Other training modules you could be interested in

- Corporate and Bank Risk Assessment
- Export Credit & Credit Insurance
- Risk Management and Monitoring
- Customer Relationship Management
- Project Finance
- Claims and Recovery
- Environmental Impact Assessment
- Governance, Corporate Strategy, CSR and Internal Auditing
- Factoring and Trade Finance
- Country Risk Analysis

## Among our customers

 <p>КазЭкспортГарант</p> <p>KECIC</p> <p>2006 Kazakhstan</p>	 <p>EXIM THAILAND</p> <p>THAIEXIM</p> <p>2006 Thailand</p>	 <p>Expert Guarantee Fund Of Iran</p> <p>EGFI</p> <p>2007, 2008, 2011 Iran</p>	 <p>HBOR</p> <p>HBOR</p> <p>2008, 2012 Croatia</p>
 <p>EXIAR EXPORT INSURANCE AGENCY OF RUSSIA</p> <p>EXIAR</p> <p>2011, 2013 Russia</p>	 <p>iciec</p> <p>ICIEC</p> <p>2009, 2013, 2014 Saudi Arabia</p>	 <p>المؤسسة العربية لضمان الاستثمار واتتمان الصادرات The Arab Investment &amp; Export Credit Guarantee Corporation</p> <p>DHAMAN</p> <p>2014 Kuwait</p>	 <p>BANCOMEXT Banca de Desarrollo</p> <p>BANCOMEXT</p> <p>2015 Mexico</p>
 <p>белагропромбанк</p> <p>BELAGROPROMBANK</p> <p>2015 Belarus</p>	 <p>PARTNERSHIP FUND</p> <p>PARTNERSHIP FUND</p> <p>2015 Georgia</p>	 <p>ECIC</p> <p>2015-2016 South Africa</p>	 <p>TURK EXIMBANK</p> <p>EXIMBANK</p> <p>2016 Turkey</p>

## CONTACT US

For further inquiries about our advisory services and a tailored offer please visit [www.sace.it](http://www.sace.it) or contact us

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