

# Training course on international Regulatory Frameworks for export credit

## THE MODULE'S HIGHLIGHTS

**OECD FRAMEWORK: THE *CONSENSUS***

**OECD RECOMMENDATIONS ON EXPORT CREDITS**

**INTERNATIONAL FORA OF THE INDUSTRY**

**CLIMATE INITIATIVES**

**NOTIFICATION & REPORTING DUTIES**

# International regulation for export credits

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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.

The participants will:

- understand the provisions of the Consensus and the relevant pricing regulations
- obtain an overview of the rationale and content of the Sector Understandings
- fulfill reporting requirements under the OECD framework (as required)
- obtain an outline of the OECD Recommendations
- explore the multilateral initiatives set up for climate & sustainability purposes
- get an outline of the International Fora of the industry (OECD, Berne Union, EU, and Paris Club)

## TUITION

Tuition will be provided by highly qualified professionals, with proven experience and comprehensive knowledge of the relevant fields. The course may be customized to meet the real needs of participants.

## LOCATION

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

## TOPICS

### **Session 1 | 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

### **Session 2 | Sector Understandings and Project Finance**

- Ship Sector Understanding (SSU)
- Nuclear Sector Understanding (NSU)
- Aircraft Sector Understanding (ASU)
- Climate Change Sector Understanding (CCSU)



### **Session 3 | OECD Notification and Reporting Obligations**

- Provisions of the Arrangement
- OECD Reporting Directive

### **Session 4 | OECD Council Recommendation on Bribery and Officially Supported Export Credit**

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

### **Session 5 | OECD Recommendation on Common Approaches for Officially Supported Export Credits and Environmental and Social Due Diligence**

- Common Approaches scope
- Screening and project classification

### **Session 6 | International Fora & Climate Initiatives**

- Berne Union
- OECD Working Groups
- Paris Club
- ECA-driven Climate Initiatives

# 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 € 54 billion of deployed resources, we serve more than 37,000 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
- Country Risk Analysis
- Risk Management and Monitoring
- International Regulation for Export Credit
- Project Finance
- Export Credit & Credit Insurance
- Environmental Impact Assessment
- Governance, Corporate Strategy, CSR and Internal Auditing
- Factoring and Trade Finance
- Customer Relationship Management

## Our Credentials

### Capacity Building Projects

### Set-up & Modernizations

 Qatar Development Bank 2023, 2018 Qatar	 SAUDI EXIM BANK 2023, 2022 Saudi Arabia	 Export Bahrain 2022 Bahrain	 EKA Ukraine 2023, 2021 Ukraine	 DHAMAN 2021 - 2014 Kuwait	 ECIO 2021 - 2020 Greece	 ECG 2023-2022-2021 2020, Greece	 Saudi EximBank 2019-2018 Saudi Arabia
 ABGF 2019 Brazil	 HCBOR 2019 - 2018 - 2015 - 2012 - 2008 Croatia	 ECIC 2019, 2015 South Africa	 KazakhExport KazakhExport 2019, 2015, 2006 Kazakhstan	 Indonesia Eximbank 2018 Indonesia	 ALTUM 2018 Latvia	 Fund 2015 Georgia	 EXIAR 2011 - 2012 - 2013 Russia
 Ukreximbank 2018 Ukraine	 Turk Eximbank 2017 - 2015 Turkey	 Bancomext 2015 Mexico	 Beleximgarant 2014 Belarus	 ICIEC 2014, 2013, 2009 Saudi Arabia	 2014 - 2009 - 2008 - 2006 Romania	 SMECA 2004-2005 Serbia and Montenegro	



## 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

SACE Headquarters

Piazza Poli, 37/42 | 00187 Rome – Italy

Tel: +39 02 434499206

Email: [globalsolutions@sace.it](mailto:globalsolutions@sace.it)

