

ONDD

The Belgian export credit agency
Rue Montoyerstraat 3
B-1000 Brussels

FINEXPO

Committee for financial support to the export of capital goods
FPS Foreign Affairs: rue des petits Carmes/Karmelietenstraat 15, B-1000 Brussels
FPS Finances: avenue des Arts/Kunstlaan 30, B-1040 Brussels

Intervention requested:

Credit insurance

Discounting by ONDD

Interest rate stabilisation

Interest relief

Interest relief and additional grant

Pure grant

State-to-State loan

Explanatory note

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Underwriting
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B-1000 Brussels

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FPS Foreign Affairs: rue des petits Carmes/Karmelietenstraat 15, B-1000 Brussels
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INTERVENTION REQUESTED:

Credit insurance: documents I and II – for ONDD

Discounting by ONDD: documents I and III – for ONDD

Interest rate stabilisation: documents I and IV – for Finexpo (Foreign Affairs)

Interest relief: documents I and V – for Finexpo (Foreign Affairs)

Interest relief and additional grant: documents I and V – for Finexpo (Foreign Affairs)

Pure grant: documents I and V – for Finexpo (Foreign Affairs)

State-to-State loan: documents I and V – for Finexpo (Finance and Foreign Affairs)

Exporter	Country	Amount of the contract	Name of the project	Intervention requested*

APPLICANT'S DECLARATION AND SIGNATURE

- 1) The exporter accepts to have the part of his accounts relating to this transaction examined at the request of ONDD and/or Finexpo and/or to have the price and/or the origin of the goods checked.
- 2) The undersigned certifies/certify:
 - > that the information provided is correct and presents a full picture of the transaction as it is known to him/them at the time of submitting the application,
 - > that both the exporter and the intervening bank have knowledge of the act of 9th June 1999 pertaining to the approval of the Convention on Combating Bribery of Foreign Public Officials in International Business Transactions, concluded on 17th December 1997 in Paris, as well as of the act of 9th February 1999 on combating corruption as modified by the act of 1st September 2006, Belgian Gazette of 4th May 2007,
 - > that they themselves as well as any person acting on their behalf (e.g. agents) comply and continue to comply with this legislation during the full term of the contract's execution, in the knowledge that any breach makes the parties concerned liable to penalties ranging from the cancellation of the insurance contract to the exclusion from any later concessional help,
 - > that they do not appear on publicly available exclusion lists of the following international financial institutions: the Worldbank group, the African Development Bank, the Asian Development Bank, the European Bank for Reconstruction and Development and the Interamerican Development Bank,
 - > that they commit to revealing whether they themselves or any person acting on their behalf as part of the transaction are being prosecuted before a national tribunal or an administrative court or, in the last five years, have been convicted by a national tribunal or have been subject to equivalent national administrative measures for infringement of laws on combating bribery of foreign public officials in whichever country,
 - > that he/they will inform ONDD and/or Finexpo as soon as possible of any modification and/or additional information with regard to the present declaration or the content of the form,

Consult the [law of 9 June 1999](#) (Belgian Gazette of 20 November 1999) on the approval of the Convention for the struggle against foreign public government officials' corruption in international trade transactions

> that he/they observe the standards laid down by international criminal law (as described in the explanatory note) and by Belgian criminal law, in the knowledge that any infringement of international or Belgian criminal law means the exclusion of the right to indemnity under the insurance contract,

> that he/they have knowledge of the OECD's "Guidelines for Multinational Enterprises", as described in the explanatory note.

> that he/they have knowledge of the OECD's "Global Compact Initiative", as described in the explanatory note.

Done in _____ on _____

(the name must be written in full and the signature preceded by "read and approved".)

For the exporter
Name:

For the intervening bank
Name:

The articles that can give rise to sanction under international criminal law relate to:

- > war crimes
- > genocides
- > worst forms of child labour.

The worst forms of child labour refer among others to those forms of work that are likely to harm the health, safety or morals of a child.

The OECD's Guidelines for multinational enterprises (www.oecd.org/daf/investment/guidelines) are non-restrictive recommendations addressed to enterprises. These guidelines provide standards for the responsible conduct of multinational enterprises, in compliance with applicable laws.

The website of the FPS Economy, SMEs, Self-employed and Energy (<http://www.ocde-principesdirecteurs.fgov.be>) provides enterprises with information on these guidelines.

The Global Compact (<http://www.unglobalcompact.org>) consists of ten principles and asks companies to embrace, support and enact, within their sphere of influence, a set of core values in the areas of human rights, labour standards, the environment, and anti-corruption.

The **ten principles** are the following ones:

Human rights

1. Businesses should support and respect the protection of internationally proclaimed human rights; and
2. make sure that they are not complicit in human rights abuses

Labour Standards

3. Businesses should uphold the freedom of association and the effective recognition of the right to collective bargaining;
4. the elimination of all forms of forced and compulsory labour;
5. the effective abolition of child labour; and
6. the elimination of discrimination in respect of employment and occupation.

Environment

7. Businesses should support a precautionary approach to environmental challenges;
8. undertake initiatives to promote greater environmental responsibility; and
9. encourage the development and diffusion of environmentally friendly technologies.

Anti-Corruption

10. Businesses should work against corruption in all its forms, including extortion and bribery.

Document I:
Information on the export transaction and the financing

1. EXPORTER

Name:
Contact :
Address:
Company registration number:
Phone number:
Fax number:
Email address:
Website:

2. INTERVENING BANK

Name:
Contact :
Address:
Phone number:
Fax number:
Email address:
Website:

3. DEBTOR AND GUARANTOR(S)

3.1 Debtor of the commercial contract: Write the name both in full and in its possibly abridged form

Name:
Address:
Status:
Website:

3.2 Debtor of the financial contract: Write the name both in full and in its possibly abridged form

Name:
Address:
Status:
Website:

Document I:
Information on the export transaction and the financing

BASIS INFORMATION

All information given in the sections 1 to 5 included shall solely refer to the commercial contract or the portion thereof that you present for cover to ONDD or for which you call on Finexpo.

3.3 Guarantor(s)

Specify:

> name and address of guarantor:

> nature: guarantee letter of guarantee:

If trade paper is issued for the amounts in principal and/or in interest, state:

> nature (negotiable bills, promissory notes, etc.):

> their respective numbers:

> acceptance and issuing procedures:

4. PURPOSE OF THE EXPORT TRANSACTION:

The export transaction consists of:

- > Performance of works: yes no partly
- > Performance of research or design: yes no partly
- > Provision of services: yes no partly
- > Supply of goods: yes no partly
- > Supply of "stand-alone" equipment: yes no partly
- > Supply of a complete installation/infrastructure: yes no

Role of the exporter: Main contractor Subcontractor

Detailed description of the project (or installation) of which the capital goods, works and services concerned are a part (mention the purpose of your contract and the main characteristics of the project):

Is the transaction part of:

- a new installation or project an extension of an existing installation an alteration of an existing installation

The exporter is active in the following sector:

1	Industrial hardware	<input type="checkbox"/>
2	ICT - hardware + software (incl. telecoms)	<input type="checkbox"/>
3	Services	<input type="checkbox"/>
4	Contracting works (buildings, dredging, pipelines, ...)	<input type="checkbox"/>
5	Transport equipment	<input type="checkbox"/>
6	Energy generation & supply	<input type="checkbox"/>
7	Mineral resources & mining	<input type="checkbox"/>
8	Water purification and supply	<input type="checkbox"/>
9	Health	<input type="checkbox"/>
10	Education	<input type="checkbox"/>
11	Public transport	<input type="checkbox"/>
12	Other	<input type="checkbox"/>
	specify :	

The transaction relates to the following sector:

1	Electricity - Production - Coal	<input type="checkbox"/>
2	Electricity - Production - Gas	<input type="checkbox"/>
3	Electricity - Production - Oil	<input type="checkbox"/>
4	Electricity - Production - Hydro	<input type="checkbox"/>
5	Electricity - Production - Nuclear	<input type="checkbox"/>
6	Electricity - Production - Renewable	<input type="checkbox"/>
7	Electricity - Distribution - Coal	<input type="checkbox"/>
8	Electricity - Distribution - Gas	<input type="checkbox"/>
9	Electricity - Distribution - Oil	<input type="checkbox"/>
10	Electricity - Distribution - Hydro	<input type="checkbox"/>
11	Electricity - Distribution - Nuclear	<input type="checkbox"/>
12	Electricity - Distribution - Renewable	<input type="checkbox"/>
13	Electricity - Transport - Coal	<input type="checkbox"/>
14	Electricity - Transport - Gas	<input type="checkbox"/>
15	Electricity - Transport - Oil	<input type="checkbox"/>
16	Electricity - Transport - Hydro	<input type="checkbox"/>
17	Electricity - Transport - Nuclear	<input type="checkbox"/>
18	Electricity - Transport - Renewable	<input type="checkbox"/>
19	Gas - Production	<input type="checkbox"/>
20	Gas - Distribution	<input type="checkbox"/>
21	Gas - Transport	<input type="checkbox"/>
22	Oil - Production	<input type="checkbox"/>
23	Oil - Distribution	<input type="checkbox"/>
24	Oil - Transport	<input type="checkbox"/>
25	Oil Refinery	<input type="checkbox"/>
26	Soft Commodities	<input type="checkbox"/>
27	Non-Ferro	<input type="checkbox"/>
28	Steel	<input type="checkbox"/>
29	Other Raw Materials	<input type="checkbox"/>
30	Mining	<input type="checkbox"/>
31	Port Infrastructure	<input type="checkbox"/>
32	Telecoms	<input type="checkbox"/>
33	Industrial Complexes	<input type="checkbox"/>
34	Water Purification, Waste Processing, Soil Remediation	<input type="checkbox"/>
35	Chemical, Petrochemical Industry	<input type="checkbox"/>
36	Defense	<input type="checkbox"/>
37	Public Transport (Buses, Trains, Trams, Stations, Airports, ...)	<input type="checkbox"/>
38	Transport (Road, Sea, Waterways, ...)	<input type="checkbox"/>
39	Textiles	<input type="checkbox"/>
40	Services and Research	<input type="checkbox"/>
41	Tourism, Amusement Parks	<input type="checkbox"/>
42	Healthcare (Hospitals, ...)	<input type="checkbox"/>
43	Buildings (Houses, Offices, Public Buildings ...)	<input type="checkbox"/>
44	Agriculture/Fisheries/Plantations ...	<input type="checkbox"/>
45	Wood	<input type="checkbox"/>
46	Road Infrastructure and Various Contracting Works	<input type="checkbox"/>
47	Agro-Industry / Food	<input type="checkbox"/>
48	Other ...	<input type="checkbox"/>
	specify :	<input type="checkbox"/>

5. EXPORT TRANSACTION

5.1. Performance periods

5.2 Contract amount in the contractual currency

- > State the total contract amount in the contractual currency or currencies:
- > Split up the contract amount into export and local portions:
- > Split up the contract amount over the contract items (if applicable):
- > Estimate price adjustments if they are admitted in the contract:

5.3 Terms of payment

5.4 Payment guarantees

5.5 Securities

5.6 Guarantees to be issued by the exporter

5. EXPORT TRANSACTION

5.1. Performance periods

State – where possible – start and end of the performance for each contract item (equipment, services, etc.) and, where applicable, the time of the provisional and/or final acceptance.

5.3 Terms of payment

Specify the method of payment, where applicable per contract item.

When certain payments are made by documentary credits, state the bank that opens the L/C (and if applicable the confirming bank), the amount and the validity period (from ... till ...) and the documents required for using an L/C.

5.6 Guarantees to be issued by the exporter

State for each guarantee (advance payment bond, performance bond, etc.) the beneficiary, the amount or the percentage of the contract amount, the duration (from ... till ...) and conditions of their enforcement.

Specify the other specific provisions.

Join a copy (or a draft version) of the guarantee clauses.

6. FINANCING

6.1 Nature of the financing

> Kind of State intervention:

A) concessional

- interest relief
- interest relief and additional grant
- pure grant
- mixed credit: commercial credit + State loan
- State loan only

Motivation of the financing terms

B) Commercial

- interest rate stabilisation

> Type of commercial credit:

- supplier credit
- supplier credit with discounting
- buyer credit
- individual financing credit (bank-to-bank credit)

> Other:

6.2 Credit amount

State under commercial credits

> Total amount in the currency of the credit:

> What is financed and up to what amount/percentage?

- export portion local portion interim interest ONDD premium

State under mixed credits

> Total amount and currency of the commercial credit:

> The amount of the State credit requested:

> What is financed and up to what amount/percentage and under what credit?

- export portion local portion interim interest ONDD premium

State under State credits not combined with a commercial credit

> The amount of the State credit requested:

> What is financed and up to what amount/percentage?

- export portion local portion interim interest

6.3 Withdrawal period in months

6.4 Reimbursement of the principal

Under commercial credits only, specify:

> credit period in months:

> repayment periodicity (for example : half-yearly, equal and consecutive; specify in other cases):

> date or time of first repayment:

6. FINANCING

The information given in section 6 shall solely refer to the commercial contract or the portion thereof that you present for cover to ONDD or for which you call on Finexpo.

6.5 Interest

Specify:

- > commercial interest rate:
- > nature of interest (fixed or floating):
- > mode of calculation (degressive, progressive, other):
- > periodicity of interest payments:
- > date or time of first maturity of interim and credit interest:

6.6 Status of negotiations

6.7 Competition

- > Name of the competitor(s):

- > Country:

7. COMPOSITION OF THE TRANSACTION AMOUNT

7.1 Belgian interest (if known and on best efforts basis)

- > deliveries/services by the exporter himself - amount

- > Belgian subcontractors, if any (names, products and amounts)

7.2 Foreign incorporation: (if known and on best efforts basis)

Products

Name of the supplier and country of origin

Amount

7.3 Local expenditure

Total from 7.1 to 7.3 = amount of the transaction

7. COMPOSITION OF THE TRANSACTION AMOUNT

7.1 Belgian interest (if known and on best efforts basis)

Specify the deliveries / services of the exporter himself: nature and amount or percentage compared to the transaction amount.

Specify the deliveries / services of the main Belgian subcontractors: nature and amount or percentage compared to the transaction amount.

Totalise the remaining Belgian subcontracts.

7.2 Foreign incorporation: (if known and on best efforts basis)

Specify the deliveries / services of the main foreign subcontractors: nature and amount or percentage compared to the transaction amount, country of origin and reason for buying abroad.

Note

Foreign incorporation means: goods / services (except raw materials) which the exporter orders abroad

- either directly
- or through Belgian importers who import these goods from abroad.

7.3 Local expenditure

Specify your local expenditure in the debtor's country: nature and amount or percentage compared to the contract amount.

Local expenditure may include: local purchases of materials, labour costs for local work force, local subcontractors.

8. ENVIRONMENTAL QUESTIONS

Introduction

Assessing the impacts that projects have on the environment and on local population is part of the investigation of applications for credit insurance. Every application for insurance includes questions relating to the environmental and social aspects of transactions.

These questions should enable ONDD to have knowledge of and to assess the possible environmental impacts of the proposed transactions and to classify these into three categories (A=major impact, B=moderate impact or C=no or virtually no impact). Each category corresponds with a detailed assessment process for the environmental risk and the specific requirements that are described in ONDD's environmental policy (www.ondd.be).

The three main criteria that determine whether ONDD has to conduct an in-depth environmental assessment are the following:

- > is the project under which the transaction is made part of a sector that is environmentally sensitive?
- > is the project under which the transaction is made located in an environment that is environmentally sensitive (protected sites, world heritage sites, exceptional marine environments, ...)?
- > does the project under which the transaction is made have significant impacts on the environment?

When a project is eligible for an in-depth environmental impact assessment, more targeted and detailed questions may be put to the exporter.

A. Identity of the contact person for the environmental questions

Name:
Phone number:
Email address:

B. Location of the project under which the transaction is made

8.1. What is the precise geographical location of the project? (if possible add a location or route map)

Country: _____ City: _____

8.2. Is the project located:

- In an agricultural area
- In a residential area
- On an existing industrial site/existing infrastructure (port, airport, ...)
- In an environmentally sensitive area*
- On a mixed-use site (specify): _____
- On an off-shore site
- On a site without specific use

* If so, please tick off in the list below:

8. ENVIRONMENTAL QUESTIONS

General remark

Further to relevant international agreements, ONDD is to examine the environmental impact of any project where an insurance request is submitted. This means an assessment of the impact on the environment, the social context and the historic heritage.

We expect your information to be as complete as possible on the basis of available data.

On the basis of your answer we can classify projects in one of the three categories underneath:

A. The environmental impact is undeniable and an Environmental Impact Assessment (EIA) is required.

B. The environmental impact is probable. This extent will become clear from a detailed questionnaire.

C. The environmental impact is nil or negligible. A specific study is unnecessary.

Sensitive projects (A) will be published on our web site before any decision is taken.

Less sensitive projects (B) will be published on our web site after the policy is issued. In both cases, the insured receives a letter which informs him of the classification and the publication of his project.

According to the OECD, sensitive areas include National Parks and other protected areas identified by national or international law, and other areas of international, national or regional importance, such as wetlands, forests with high biodiversity value, areas of archaeological or cultural significance, and areas of importance for indigenous peoples or other vulnerable groups.

Sensitive areas are mentioned among others on the websites of the following organisations:

- > the United Nations Environment Programme: <http://www.unep-wcmc.org>
This website notably lists:
 - >> protected areas, national parks and natural reserves;
 - >> coral reefs;
 - >> mangroves;
 - >> forests.
 - >> the Ramsar convention: <http://www.ramsar.org>
 - >> Unesco World Heritage List : <http://www.unesco.org>

And more specifically about:

- > coral reefs: <http://www.reefbase.org>
- > desert areas: <http://www.infoplease.com/ipa/AO778851.html>

Environmentally sensitive areas (see list of websites in the explanatory note):

- Exceptional marine environments (coral reefs, ...)
- Insular environments
- Exceptional coastal areas (marchlands, mangroves, ...)
- Areas threatened by desertification
- Areas subject to erosion
- Protected areas (world heritage sites), national parks
- Areas protected by virtue of an international convention
- Areas of cultural, historical or archaeological interest
- Landscape areas of major interest (greenfield sites)
- Zones with high biodiversity
- Tropical rain forests
- Areas of interest for particularly vulnerable populations (nomads, ...)

C. General information

8.3 Does the exporter have internal environmental procedures, certificates, quality standards that may apply to the transaction concerned? If so, please specify which:

8.4 Does the project have other financial or cover resources (national or multilateral)?

Yes No Unknown

If so, please specify which:

8.5. What influence does the exporter have in the project as a whole and what is the Belgian share in the entire project?

D. Taking account of environmental factors in the conception and implementation of the project

8.6. Has an environmental impact assessment (EIA) been carried out or is it planned?

Carried out on the following date: Not carried out but planned: Not planned Unknown

8.7. Is an environmental management plan available or is it planned?

Available and dating from: Not yet available but planned: Not planned Unknown

An Environmental Impact Assessment (EIA) or any other environmental assessment can be meant.

The Environmental Impact Assessment should contain at least the following information:

- > description of the project
- > description of the present environment where the project is to be realised
- > description of the environmental impact
- > description of the legal/regulatory framework
- > description of the follow-up and the supervision of environmental procedures
- > description of possible mitigating measures
- > a non-technical resume.

8.8. Has an environmental permit been awarded by the local authorities? Yes / No

If so :

Permit awarded on the following date: Permit awarded by the following authority:

If for the evaluation of the environmental risk the consultation of an environmental impact assessment (and an environmental management plan) is required, ONDD reserves the right to ask for the exporter to submit these in due course.

E. Impacts on the environment and the local population

8.9. To your knowledge, does the project involve a risk of impact on the environment with regard to:

Air emissions	Liquid effluents	Noise nuisance	Air pollution	Water pollution	Risks of soil contamination	Solid waste generation	Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

8.10. To your knowledge, does the project have consequences for the environment with regard to the protection of animal and plant species:

Yes No Unknown

If so, please specify what kind of impacts the projects has to your knowledge:

endangering protected species impacts on areas with high biodiversity impacts on greenfield areas Other

8.11. To your knowledge, is the project subject to environmental monitoring in the form of measures aimed at reducing impacts with regard to:

Air emissions	Liquid effluents	Noise nuisance	Air pollution	Water pollution	Risks of soil contamination	Solid waste generation	Impacts on flora and fauna	Other
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

8.12. To your knowledge, will the project be compliant with nationally and internationally recognised environmental standards?

Standards of the host country	Standards of the World Bank	European Standards	Belgian Standards	Others standards	Unknown
<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>	<input type="checkbox"/>

Please specify which:

8.13. To your knowledge, does the project have benefits for the environment?

Yes No Unknown

If so, please specify whether the expected benefits for the environment relate to:

the modernisation of an existing installation the replacement of existing installations reducing environmental impacts the nature of the project: the use of "environmentally friendly" technologies: Other :

8.14. To your knowledge, can the project generate or contribute to generating:

displacements of populations expropriations substantial changes to local populations' way of living non of the above categories Unknown

If so, please specify approximately how many people are concerned by these impacts (+ the approximate percentage share of the total local population):

Fewer than a hundred, %: Between 100 and 1000, %: Between 1000 and 10,000, %: More than 10,000, %: Unknown

Comments:

Document II:
Specific questions for obtaining ONDD cover

1. REQUIRED COVER

Tick the risks you want to cover:

- cancellation risk
- risk of non-payment of contractual claims
- risk of revocation
- cover in foreign currencies
- risk of calling-in of bank guarantees to be drawn up by the exporter
- risk relating to contracting equipment
- risk of calling-in of bid bonds
- exchange risk as from the date of the bid
- exchange risk as from order
- Risk of reemployment of funds (in case of interest relief)

2. REQUIRED GUARANTEED PROPORTION
(see explanatory note for possible choices)

Document II:
Specific questions for obtaining ONDD cover

2. REQUIRED GUARANTEED PROPORTION

You can choose among **one of these 8 options**.
Each option gives rise to the collection of an adapted premium.

Option	Political risk (= P) P + public debtor P + public bank	Private Debtor	Private bank
1	98 %	95 %	98 %
2	98 %	95 %	95 %
3	95 %	95 %	95 %
4	98 %	90 %	95 %
5	95 %	90 %	95 %
6	90 %	85 %	90 %
7	85 %	80 %	85 %
8	80 %	75 %	80 %

3. TRANSFER OF THE ENTITLEMENT TO INDEMNITY

3. TRANSFER OF THE ENTITLEMENT TO INDEMNITY

State – when appropriate – the name of the bank you wish to assign the indemnity entitlement to.

4. CONSULTING FOREIGN CREDIT INSURERS

5. EXPERIENCE ON THE DEBTOR/GUARANTOR

6. COVER FOR CONTRACTING EQUIPMENT

6.1 Description of the contracting equipment

6.2 Value at the start of the work

6.3 Value at the end of the work

6.4 Depreciation procedure

7. DISPUTES

4. CONSULTING FOREIGN CREDIT INSURERS

Pursuant to international agreements within the European and OECD contexts, ONDD cannot take certain decisions unless prior consultations of foreign credit insurers and authorities are held. If you object to a consultation, please state so in your relevant argumentation.

5. EXPERIENCE ON THE DEBTOR/GUARANTOR

Guarantors of the commercial and/or the financial contract are meant.

6.1 Description of the contracting equipment

This information should not be given unless you wish to have the contracting equipment covered. Describe the contracting equipment. State the value at the start and the end of the work and the depreciation procedure.

Document III:
Specific questions relating to applications for discounting by ONDD

For supplier credits with a maximum amount of EUR 3 million and a credit term of 2 to 5 years, for which negotiable instruments are created.

Wishes to receive a discounting offer from ONDD:

Credit amount:

Currency:

Document IV: Complementary information to obtain interest stabilisation

The interest rate stabilisation is granted on the basis of half-yearly instalments.

1. REQUESTED INTEREST RATE STABILISATION

- > Currency (please justify your choice if the currency is other than the euro)
- > CIRR Interest rates without reservation
 with reservation (+0.2 %)

For your information

Complete this form before the contract is signed.

If you submit an application to Finexpo for the first time, please join the following documents. If not, complete only item e):

- a) information on the company's activity
- b) the last three annual statements of accounts
- c) average employment during the last three years
- d) percentage of exports within the European Union in your turnover
- e) turnover of the last five years in the country this application relates to

Document V:
Additional information for obtaining interest relief, interest relief and additional grant, pure grant or a State-to-State loan¹

Complete this form before the contract is signed. This contract shall lay down that it will only enter into force if Belgium grants the interest relief, the interest relief and additional grant, the pure grant or the State-to-State loan (SSL).

1. GENERAL INFORMATION

1.1 Concessional element in relation to the total amount of the contract

- > pure grant percentage:
- > SSL percentage:
- > commercial credit percentage:

1.2 Nature of the tender

- International tender
- Restricted tender
- Direct negotiations
- Others:
- Mention:

1.3 Reasons why you apply for interest relief, interest relief and additional grant, pure grant or a State loan

- Requested by the debtor country
- Matching (competitors' names and countries and concessive modes offered)
- Others:
- Mention:

1.4 Compliance with the OECD rules: explain why the project is not commercially viable at market financing conditions.

1.5 Project(s) in the same sector: does your company have knowledge of projects that would be financed, in the same country or region, by an international or a bilateral development co-operation institution?

Document V:
Additional information for obtaining interest relief, interest relief and additional grant, pure grant or a State-to-State loan

1.4 Compliance with the OECD rules: explain why the project is not commercially viable at market financing conditions.

Commercial non-viability implies that – according to market conditions – the project is, over a period of 10 years, unable to cover its operating costs and to guarantee return on the capital contributed.

¹ Royal Decree of 30 May 1997 concerning the efficiency of instruments for financial support to the export, *Belgian Gazette*, 27 June 1997, as completed by Article 457 of the law relating to miscellaneous matters of 24 December, *Belgian Gazette*, 31 December 2002 and modified by Article 139 of the law relating to miscellaneous matters of 20 July 2006, *Belgian Gazette*, 28 July 2006.

2. IMPORTANCE OF THE PROJECT FOR THE SUSTAINABLE DEVELOPMENT OF THE BENEFICIARY COUNTRY

2.1 Sectorial context: describe the situation and the management relating to the project's sector, with specific attention for the region where it is located.

2.2 How is the activity integrated in the national policy of development and economy of the beneficiary country?

2.3 How does the project contribute to sustainable development? (Sustainable development: improved situation of the population without prejudicing the chances of development of the next generations)

2.4 How does the project meet the priority needs of the beneficiaries?

2.5 What are the local consequences of the project for employment, environment and availability of goods and services?

2.6 What are the technical, financial and human capacities of the institution answerable for the performance of the project?

2.7 Is training scheduled within the framework of the project? If so, what kind of training, for whom and where?

2.8 Institutional feasibility: which institution, Ministry, semi-public organization, organisation enjoying State guarantee, private company, ... will be responsible for the follow-up and further activities relating to the project?

2.9 Financial feasibility: give a general survey of the operating, maintenance and replacement investment costs. How will these costs be financed after the project is implemented?

3. ECONOMIC IMPACT OF THE PROJECT ON BELGIUM

3.1 Is this your first project in that country? If not, is it a repeat order?

3.2 What is the impact of the project on the market penetration?

3.3 Do you expect any ancillary projects in that country or in that area in the near future? If so, on what conditions?

3.4 What is the expected multiplier effect on the Belgian economy?

3.5 Have you already taken part in international tenders for projects in that region? What was the result?

3.6 Analysis of the export part

- > A) selling price
- > B) goods and services purchased, with separate mention of local costs
- > $C=A - B = \text{value added}$
 - Breakdown of C into personnel costs, general expenses and margins

For your information

Complete this form before the contract is signed.
If you submit an application to Finexpo for the first time, please join the following documents. If not, complete only item e):

- a) information on the company's activity
- b) the last three annual statements of accounts
- c) average employment during the last three years
- d) percentage of exports within the European Union in your turnover
- e) turnover of the last five years in the country this request relates to

3.1 Is this your first project in that country? If not, is it a repeat order?

Is the project open to future extension? In the affirmative, do you intend to place repeat orders? On what (commercial or concessive) conditions?

3.2 What is the impact of the project on the market penetration?

- > Exporter's position on the local market
- > Belgian subcontractors' position

It is essential to state whether this is your first export transaction to the country concerned

3.4 What is the expected multiplier effect on the Belgian economy?

What is the (short and medium-term) outlook to enter into future contracts at commercial financing conditions in the importing country or in the geographic zone concerned?