

# Global Network of Export-Import Banks and Development Finance Institutions

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Bashir M. Wali     Honorary President  
Gonzalo de Castro     Honorary Treasurer



## **2<sup>nd</sup> Steering Committee Meeting of 2016**

Geneva, December 7-9, 2016

Palais des Nations

Room XXIII

Day 2

## **Workshop**

### **Trade Regulations: Implications for the Financing of Trade**

**December 8, 2016**

**Programme, description of the different sessions, bio of the speakers  
and list of participants**

# Programme

9h00-10h00	<b>Registration and coffee</b>
<b>Part I</b>	
<b>Importance of trade regulations for the financing of trade</b>	
10h00-10h30	<b>Opening remarks</b> <i>Mr. Olatayo Omidiji, Assistant General Manager/Head of Strategy, NEXIM Bank (on behalf of the Honorary President of G-NEXID and Acting Managing Director of NEXIM Bank, Mr. Bashir Wali)</i> <i>Dr. Mukhisa Kituyi, Secretary General, UNCTAD</i> <i>Mr. Anders Aeroe, Director, Division of Enterprises and Institutions, ITC</i>
10h30-11h00	<b>Introduction</b> <b>Trade regulations and the financing of trade in goods</b> <i>Mr. Ralf Peters, Chief, Trade Information Section, UNCTAD</i> <b>Trade regulations and the financing of trade in services</b> <i>Ms. Martine Julsaint Kidane, Economic Affairs Officer, Trade Negotiation and Commercial Diplomacy Branch, UNCTAD</i>
11h00-11h15	<b>Coffee break</b>
<b>Part II</b>	
<b>Databases and surveys</b>	
11h15-11h35	<b>UNCTAD database on Non-Tariff Measures (NTMs)</b> <i>Mr. Samuel Munyaneza, Economic Affairs Officer, UNCTAD</i>
11h35-11h55	<b>ITC's program on Market Access and large-scale company surveys</b> <i>Mr. Yared Befecadu, Associate Market Analyst, Division of Markets, ITC</i>
11h55-12h15	<b>Integrated Trade Intelligence Portal (I-TIP) - Goods</b> <i>Mr. Dayong Yu, Senior Statistician, Economic Research and Statistics Division, WTO</i>
12h15-12h35	<b>Integrated Trade Intelligence Portal (I-TIP) - Services</b> <i>Mr. Joscelyn Magdeleine, Economic Affairs Officer, Trade in Services and Investment Division, WTO</i>
12h35-13h00	<b>Q&amp;A and conclusion of parts I and II</b>
13h00-14h30	<b>Lunch</b>
<b>Part III</b>	
<b>Specific issues for the financing of trade: treatment of concessionality in DAC statistics and WTO subsidy rules</b>	
14h30-16h00	<b>Treatment of concessionality in DAC statistics</b> <i>Ms. Valérie Gaveau &amp; Ms. Cécile Sangaré, Development Finance Analysts, Development Co-operation Directorate, OECD</i>
16h00-16h15	<b>Coffee break</b>
16h15-17h45	<b>The WTO subsidy rules &amp; trade financing by State-owned policy banks</b> <i>Mr. Jesse Kreier, Counsellor, Rules Division, WTO</i>
17h45-18h00	<b>Conclusion of part III</b>
18h00-19h30	<b>Cocktail reception</b>

# Description of the different sessions

## Part I

### Importance of trade regulations for the financing of trade

#### **Trade regulations and the financing of trade in goods**

*Mr. Ralf Peters, Chief, Trade Information Section, UNCTAD*

This introduction will cover trade Regulations and Non-Tariff Measures (NTMs) and their effect on the trade developing countries. The International NTMs Classification will be shown and corresponding data including on technical and finance measures discussed.

#### **The speaker**

**Mr. Ralf Peters** is the Chief of UNCTAD's Trade Information Section of the Trade Analysis Branch, Division on International Trade in Goods and Services, and Commodities. He is in charge of the programme on trade control measures, including non-tariff measures. He conducts analysis and implements technical cooperation projects on trade policy and development. For several years, he was in UNCTAD working closely with developing countries on the WTO Doha round negotiations on agriculture and non-agriculture market access. He was also Chief Technical Advisor at the ILO for trade and employment. Before he joined the UN he was Project Coordinator at the Centre for European Economic Research and Assistant Professor for economics. He has a master degree in mathematical economics and holds a Ph.D. in economics.

#### **Trade regulations and the financing of trade in services**

*Ms. Martine Julsaint Kidane, Economic Affairs Officer, Trade Negotiation and Commercial Diplomacy Branch, UNCTAD*

UNCTAD has implemented a comprehensive work programme on services, trade and development with a view to assisting developing countries in developing their services sectors, increasing their participation in services trade and realizing development benefits.

This presentation will discuss some of the implications of sector regulations and trade regulations on the financial services sector, including trade finance. Specific challenges associated with services trade will be presented. Issues relating to policy coherence and regulatory harmonization will receive particular attention. Different areas of UNCTAD's work on trade in services that may be of interest to the trade finance community will be presented.

#### **The speaker**

**Ms. Martine Julsaint Kidane** joined UNCTAD at the end of 2004 to work for the Trade Negotiations and Commercial Diplomacy Branch (TNCDB) as Economic Affairs Officer. She works on trade in services and development issues, with a specific focus on trade policy formulation, trade negotiations and regional integration in Africa. Prior to joining UNCTAD Ms. Julsaint Kidane worked at the South Centre as Project Officer in the organization's Trade and Development Programme. Ms. Julsaint Kidane has a Master degree in International Relations from the Graduate Institute of International Studies in Geneva and a Master of International Law and Economics from the World Trade Institute in Bern.

## Part II Databases and surveys

### **UNCTAD database on Non-Tariff Measures (NTMs)**

*Mr. Samuel Munyaneza,  
Economic Affairs Officer,  
UNCTAD*

UNCTAD works on Non-Tariff Measures (NTMs) with the objective to assess and improve export opportunities for developing countries and to promote integration into regional and global value chains.

UNCTAD presentation will focus on this work on NTMs and how to access and use the designated tools to disseminate NTM data collected by UNCTAD.

The UNCTAD Trade Analysis and Information System (TRAINS) is a comprehensive database at the most disaggregated level of the Harmonized System (HS), covering tariff and non-tariff measures as well as import flows by origin for more than 170 countries. TRAINS data are published through the World Integrated Trade Solution (WITS), a software developed by the World Bank in close collaboration with UNCTAD. The advantage of WITS is that it integrates under one application trade-related databases including TRAINS, WTO IDB and CTS databases, as well as UN COMTRADE. The software aims at assisting trade researchers giving them access to a comprehensive and consolidated database on trade statistics and related information. It can be accessed freely at [wits.worldbank.org](http://wits.worldbank.org).

UNCTAD also publishes its NTM data through the WTO Integrated Trade Intelligence Portal (I-TIP) software (<http://i-tip.unctad.org/>), developed by the WTO ([i-tip.wto.org](http://i-tip.wto.org)) for members' notifications and made available to UNCTAD to disseminate collected official NTM data. This on-line tool allows policymakers to search by country and product to find out quickly the relevant non-tariff requirements.

### **The speaker**



**Mr. Samuel Munyaneza** is an Economic Affairs Officer of the Trade Information Section in the Trade Analysis Branch of the Division on International Trade in Goods and Services, and Commodities of UNCTAD. The section is responsible, inter alia, for the collection and dissemination of information on market access conditions, including tariff and non-tariff measures. Since early 90's, the information has been disseminated as a package known as the Trade Analysis and Information System (TRAINS). His main role is the development, updating and maintenance of TRAINS database.

Mr. Munyaneza, who holds a Master's degree in applied Statistics from Michigan State University, has been a staff member of the UNCTAD secretariat for over 18 years, always specializing in the development and dissemination of databases and information systems of trade and market access data. He has in-depth knowledge of the technical issues related to negotiations and research in tariff and other market access conditions and has vast experience in conducting trainings and workshops in developing countries.

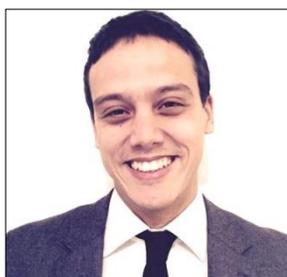
## **ITC's program on Market Access and large-scale company surveys**

*Mr. Yared Befecadu,  
Associate Market Analyst,  
Division of Market  
Development, ITC*

Market Access Map represents one of the most extensive sources of information on tariff and, so called, non-tariff measures. An ITC expert will guide the participants toward a brief introduction to the application (developed thanks to the support of the EC, DFID, the World Bank and the Ministry of Finance of the Russian Federation), explaining what its scope is in terms of data availability and analytical possibilities. A particular focus will be devoted to the modules' presenting information on non-tariff measures. Participants will also be briefed on ITC's upcoming initiatives in the area of trade intelligence.

ITC also conducts large-scale surveys of companies to improve knowledge of existing NTM-related obstacles by providing detailed qualitative impact analysis and directly addressing key stakeholders. Building on the experience and knowledge of exporters and importers that have to deal with these measures, these surveys are a viable and proven mechanism to deepen understanding of the perception of NTMs which, by their nature, are hard to quantify. An at a glance view over the main outcomes of the surveys and other activities that are part of the broader ITC's programme on non-tariff measures (NTMs) will conclude the presentation.

### **The speaker**



**Mr. Yared Befecadu** is an Associate Market Analyst at the International Trade Centre. Since 2011, Yared has been working on the implementation of Trade Related Technical Assistance interventions ranging from the development of innovative trade intelligence solutions to the preparation of tailored eLearning and capacity building materials that could ensure the outreach of trade and market access information to a varied audience (including SMEs, trade policy makers, and academia). Among his main responsibilities, Yared contributed to the development and maintenance of worldwide known ITC Global Public Goods, as Market Access Map, as well as of national trade alert systems, as the Trade Obstacles Alert (TOA) platform, already in force in Cote d'Ivoire and Mauritius. He is currently involved in the drafting of a survey methodology to capture the obstacles faced by exporters and importers in the service sector.

Yared holds a master degree in Economic Analysis from the University of RomaTre and a M.A. in Development Economics and International Cooperation from the University of Rome Tor Vergata. He is an Italian national of Ethiopian and Eritrean origins which speaks fluently English, French and Spanish.

**Integrated Trade  
Intelligence Portal (I-TIP) -  
Goods**

*Mr. Dayong Yu, Senior  
Statistician, Economic  
Research and Statistics  
Division, WTO*

The Integrated Trade Intelligence Portal (I-TIP) provides a single entry point for information compiled by the WTO on trade policy measures. In the area of trade in goods, the I-TIP allows the access to a database containing trade-related measures, laws and regulations notified by the WTO Member governments, through a user-friendly web interface.

This presentation provides an introduction to the I-TIP database tools, including its data sources, coverage and main functionalities. It also discusses the caveats that users should be aware of and the future development in the pipeline.

**The speaker**



**Mr. Dayong Yu** is a Senior Statistical Officer in the Economic Research and Statistics Division of the WTO Secretariat. He works on a number of WTO statistical and policy database projects and contributes to various projects as a specialist on tariff classification, non-tariff measures and information technology products. From 2010 to 2014, he worked in the Accessions Division as Secretary of a number of Working Parties to facilitate acceding governments in their WTO accession process. From 2004 to 2010, he worked as a Senior Statistical Officer in Statistics Group, providing technical support on NAMA and agriculture negotiations of the Doha Round. Prior to joining the WTO Secretariat, he served for the Chinese Government for 10 years, as a specialist in tariff, taxation and trade and investment policies. He participated in China's WTO accession negotiations and the Doha Round multilateral trade negotiations. Mr. Yu holds a Master of Science in Computer Science from Jilin University and a Master of International Development Policy from Duke University

## **Integrated Trade Intelligence Portal (I-TIP) – Services**

*Mr. Joscelyn Magdeleine,  
Economic Affairs Officer,  
Trade in Services and  
Investment Division, WTO*

## **I-TIP Services**

I-TIP Services, the services component of the Integrated Trade Intelligence Portal (I-TIP), is a joint initiative of the World Trade Organization and the World Bank. I-TIP services provides a single – and unique in the world – entry point for information on WTO Members' GATS commitments, Members' services commitments in RTAs, Members' current regulatory frameworks, and services statistics. The main objective of the integrated database is to make it easier for Members and other stakeholders to access the various types of information relevant for services trade policy-making. It is the only database providing such scope of information on trade in services.

In its four modules (GATS, RTA Commitments, Applied Regimes, and Statistics), the integrated database permits searches by Member, sector, agreement, or source of information. Search results are presented in summary form, as well as in more detail. Search results can be filtered across a number of additional criteria. Further, users can easily switch from one module to another, for example from looking at a particular Member's commitments in a given sector, to relevant commitments in RTAs, and then to related services statistics.



**Mr. Joscelyn Magdeleine** is an Economic Affairs Officer with the Trade in Services Division since 2014. He is responsible for the Services Integrated-Trade Intelligence Portal (I-TIP services) database, distribution services as well as economic related questions. He has participated in a number of technical assistance and capacity building activities on GATS as well as on trade in services statistics in Africa, Asia, Middle

East, Latin America and South Eastern Europe.

Before joining the Trade in Services Division, he was responsible from 2003 to 2014 for trade in services statistics related issues in the Economic Research and Statistics Division of the WTO. Joscelyn Magdeleine has participated in the activities of the UN Interagency Task Force on Statistics of International Trade in Services since 1999 as well as the Task Force's Subgroup on the Movement of Natural Persons-Mode 4. Within the activities under the responsibility of the Task Force he notably contributed to the recent revision of the Manual on Statistics of International Trade in Services, as well as its accompanying Compiler's Guide.

He is a national of the United Kingdom and obtained a graduate degree from the University of Nanterre (France). Before joining the WTO he worked in the OECD's Statistics Directorate from 1996 to 2003, notably on services statistics (services output and employment, trade in services). Joscelyn Magdeleine recently co-authored two papers entitled "Measuring Trade in Services in a World of Global Value Chains" and "Understanding Trade in digitized Ideas – What are the Statistical Challenges?". He is also a co-author of the Guide on Measuring Global Production and the chapter on "Measuring Trade in Services" in the Handbook of International Trade in Services. Finally he wrote a number of papers, in particular on "Measuring GATS Mode 4 Trade Flows" or "Measurement issues of labour mobility and trade in services through the movement of persons".

## Part III

### Specific issues for the financing of trade: treatment of concessionality in DAC statistics and WTO subsidy rules

#### Treatment of concessionality in DAC statistics

*Ms. Valérie Gaveau & Ms. Cécile Sangaré, Development Finance Analyst, Development Co-operation Directorate, OECD*

For over 50 years, the OECD Development Assistance Committee (DAC) has grouped the world's main donors, defining and monitoring global standards in key areas of development. The Development Co-operation Directorate (DCD) supports the DAC, contributing to developing better policies for better lives through transparent data on development finance, and improved development co-operation practices and policies. The DAC supports the UN in ensuring the success of the Sustainable Development Goals and has played a role in forging major international development commitments, including the Millennium Development Goals and the Paris Declaration on Aid Effectiveness. The DAC measures and produces statistics on development finance to support the implementation of the 2030 Agenda for Sustainable Development, and provides analysis on a range of development finance topics.

The DAC statistical system is being modernised to better reflect the new global development landscape and to contribute to broader global efforts to monitor international resource mobilisation for implementing the 2030 agenda. The DAC has embarked on a process of modernising its system for measuring official development assistance (ODA) and agreed to capture in OECD DAC statistics, the wide array of support provided beyond concessional finance through a measure of Total Official Support for Sustainable Development, TOSSD. DAC members have also agreed to identify best practice and develop guidance to support the use of public funds to catalyse private capital (an approach known as "blended finance").

The way in which ODA is measured can incentivise development spending and improve its targeting. The presentation will focus on ODA modernisation and recent decisions by the DAC on measuring loans and assessing concessionality in DAC statistics:

- clarifications in the reporting of concessional loans to promote lending on highly concessional terms to low-income countries – in particular the least developed among them,
- a series of principles whose intention is to offer the right incentives (and to remove the existing disincentives) for the public sector in their development co-operation policy to extend finance to the private sector in developing countries (referred to as private sector instruments, including loans, guarantees, mezzanine finance and equity).

#### The speakers

**Ms. Valérie Gaveau** and **Ms. Cécile Sangaré**, French nationals, work as development finance analysts for the OECD Development Co-operation Directorate, in the Statistical and Development Finance Division. They have focused in recent years on the modernisation of the DAC statistical system.

Valérie Gaveau' areas of expertise include ODA definition and reporting rules, in particular the treatment of concessionality in DAC statistics (rules and calculation methods), boundaries of ODA-eligibility in specific areas (peace and security, refugees) and climate finance. Ms. Gaveau joined the OECD in 1995. She holds a Master degree (DEA) in Mathematical Economics and Econometrics and a Master

degree (Magistère) in Economics and Statistics from the University of Toulouse (France).

Cécile Sangaré is in charge of the statistical workstream on resource flows to developing countries beyond ODA. Her areas of expertise include the leveraging effect of official development finance interventions, Development Finance Institutions' portfolio, export credits, foreign direct investment, climate finance, remittances and private philanthropy. Prior to joining the OECD Development Cooperation Directorate in 2006, Ms. Sangaré has worked as a statistician for the Secretariat of the OECD Export Credit Group. She holds a 2-year Master degree (DEA) in international economics and development from the Panthéon-Sorbonne University in Paris.

### **The WTO subsidy rules & trade financing by State-owned policy banks**

*Mr. Jesse Kreier, Counsellor,  
Rules Division, WTO*

The WTO's Agreement on Subsidies and Countervailing Measures ("SCM Agreement") regulates the provision by governments of subsidies, as well as the actions that governments may take when confronting subsidized imports.

State-owned banks, and particularly those banks tasked with public policy functions, should be aware of the SCM Agreement's rules and their potential implications for their activities. This presentation will outline for participants the circumstances under which state-owned banks are subject to SCM rules, the types of measures that constitute subsidies under those rules, and the disciplines governing the provision of any such subsidies, including the extent of special and differential treatment for developing countries. It will also explore the actions that may be taken against the recipients of any such subsidies when they export their products to other countries.

#### **The speaker**



**Jesse Kreier** is a senior counsellor in the Rules Division of the WTO Secretariat, which is responsible for assisting Members in the implementation of the SCM Agreement. He has been working on subsidies issues for nearly 25 years, including as Secretary of the SCM Committee, as dispute settlement officer to WTO dispute settlement panels, and as Secretary of and legal officer to WTO negotiations. Prior to joining the GATT Secretariat in 1992, Mr. Kreier was in private legal practice in Washington DC, where he specialized in international trade regulation. Mr. Kreier holds a Juris Doctor and a Masters in Foreign Service from Georgetown University in Washington DC, and a Bachelor of Arts from Johns Hopkins University in Baltimore, USA.

# Participants

## Members of the Steering Committee

### Development Finance Institutions (DFIs)

Development Bank of Latin America (CAF)

Development Bank of Zambia (DBZ)

Eastern and Southern African Trade and Development Bank (PTA Bank)

### Export-Import Banks

African Export-Import Bank (Afreximbank)

Export Import Bank of India (Exim Bank, India)

Nigerian Export-Import Bank (NEXIM Bank)

## Speakers

### International organizations

International Trade Centre (ITC)

Organization for Economic Co-operation and Development (OECD)

United Nations Conference on Trade and Development (UNCTAD)

World Trade Organization (WTO)