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Facts and figures.


Export Services-Annual Review 2017

EXPORT  
SERVICES

## Export Services - Highlights

Monetary values in € million	2014	2015	2016	2017
<b>Guarantees of the Republic of Austria under the Export Guarantees Act</b>				
<i>Number of holders of outstanding guarantees (rounded)</i>	1,100	1,100	1,100	1,200
<i>Number of new guarantee contracts issued</i>	676	738	824	965
<i>Number of guarantees in place</i>	3,502	3,509	3,544	3,773
New guarantee contracts issued	3,842	3,758	3,566	5,355
New conditional commitments (new guarantee offers for prosp. underlying transactions)	2,399	1,855	2,736	2,240
Aggregate guarantee exposure limit, at 31 December	50,000	50,000	50,000	40,000
Utilisation of the guarantee exposure limit, at 31 December	28,272	25,897	22,501	24,436
Unused limit	21,728	24,103	27,499	15,564
Aggregate guarantee exposure (after measurement)	28,467	26,210	22,754	24,378
Premium and interest income less other expenses	191	165	157	146
Gross claims paid by the guarantor	102	81	77	47
Recoveries on claims paid	73	58	154	49
Amounts written off as unrecoverable (of Maastricht relevance)	5	40	56	29
Guarantor's recoverable claims, at 31 December	952	935	803	770
Net interest rate relief granted	1	1	0	0
<b>OeKB Export Financing Scheme</b>				
<i>Number of banks/exporters involved</i>	68/934	67/948	66/974	72/1,006
<i>Number of export financing contracts outstanding (rounded)</i>	2,800	2,700	2,550	2,650
New commitments issued	3,173	5,007	4,464	5,282
New conditional lending commitments issued	158	369	1,057	1,493
Total lending commitments outstanding at 31 December	22,087	21,369	19,210	20,585
Financing contracts outstanding at 31 December	21,848	21,108	18,493	20,254
Disbursements outstanding	19,587	18,373	15,701	17,539
Loan funds disbursed	2,771	4,051	3,778	4,795
Repayments received	5,216	5,265	6,450	2,958
Increase/decrease in net loans outstanding	-2,445	-1,214	-2,672	+1,838
Total funds used under the Export Financing Scheme	34,882	39,391	34,569	34,486
<b>Guarantees of the Republic of Austria under the Export Financing Guarantees Act</b>				
Limit on aggregate guarantee exposure under the Export Financing Guarantees Act	45,000	45,000	45,000	40,000
Utilisation of the guarantee exposure limit, at 31 December	26,055	24,314	21,959	24,513
Unused limit	18,945	20,686	23,041	15,487
Total new guarantees issued	10,585	9,767	9,244	13,274

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# OeKB and its affiliates strengthening Austria's export industry



## Oesterreichische Kontrollbank AG

OeKB is Austria's main provider of financial and information services to the export industry and the capital market. OeKB is also a highly rated issuer of bonds.

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[www.oekb.at/en/export-services](http://www.oekb.at/en/export-services)



## Oesterreichische Entwicklungsbank AG

OeEB specialises in the provision of long-term finance for private sector projects in developing countries to promote sustainable development.

Strauchgasse 3  
1011 Vienna  
Tel. +43 1 533 12 00-0

office@oe-eb.at  
[www.oe-eb.at](http://www.oe-eb.at)



## „Österreichischer Exportfonds“ GmbH

Exportfonds provides financing for export sales and market development projects to Austrian small and medium-sized enterprises.

Strauchgasse 3  
1010 Vienna  
Tel. +43 1 712 61 51-2948

exportfonds@exportfonds.at  
[www.exportfonds.at](http://www.exportfonds.at)

## ACREDIA.

### Acredia Versicherung AG

Austria's credit insurers safeguard receivables at home and abroad. They keep track of risks and reimburse policyholders in the event of default.

Austria's leading credit insurer Acredia Versicherung AG can offer solutions tailored to customers' needs thanks to the pairing of two brands under one roof:

  
**VERSICHERUNG**

Weihburggasse 30  
1010 Vienna  
Tel. +43 1 531 27-2664

[service@oekbversicherung.at](mailto:service@oekbversicherung.at)  
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**PRISMA**  
Die Kreditversicherung.

Himmelfortgasse 29  
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## Letter from the Executive Board of OeKB



Dear Madam/Sir,

in the past financial year, OeKB created a win-win situation with its services for all the parties involved and generated a very solid business result. With the mandate of the Republic of Austria, we fulfilled our task to make a contribution to strengthen Austria as a business location. We were also able to optimally meet the increasing demand of small and medium-sized enterprises as well as of large companies.

Global economic growth and the associated export upturn are also reflected in the annual result. Export guarantees and financing saw double-digit increases, meaning that we were again able to generate a clear surplus for the country. In terms of export liabilities Russia was the clear leader in our country ranking, followed by China, India, Brazil and Indonesia.

Together with the Federal Ministry of Finance, we took an important step in the interest of domestic exporters and the Austrian economy last year. After all, value creation chains are now spread across the globe and it is important to respond to this development. We have achieved this with the introduction of “Exportinvest”, as, with this product, it is now possible to finance investments in Austria. The prerequisite is that these serve the export activities of the company and create added value for Austria.

We set another milestone in 2017, making our “Export Services” division even more customer and market-oriented by implementing a “One Face to the Customer” approach. Cross-product consulting expertise and clear contact persons enable us to be an even more efficient partner for our customers.

In the future – in cooperation with the Federal Ministry of Finance – we want to best possibly support our exporters on their journey abroad or with a view to production in Austria. This year, we have set ourselves the goal of further intensifying the existing cooperation between OeKB and Exportfonds in the interests of our customers, providing them with assistance with their export undertakings. At the end of 2017, for example, we took over one hundred percent of the shares of Exportfonds, which we had previously managed together with the Austrian Federal Economic Chamber.

*Angelika Sommer-Hemetsberger*

*Helmut Bernkopf*

# Letter from the Federal Minister of Finance



Dear Madam/Sir,


In order to support the Austrian export industry, the country's export guarantee system set up by the Federal Ministry of Finance (MoF) for decades, is handled reliably via OeKB. The export guarantees from the Ministry of Finance and the facilities of OeKB for the refinancing of exports and foreign investments will continue to be available to the Austrian export industry over the next five years, with a liability limit of 40 billion euros respectively, thanks to the amendments to the Export Promotion Act and the Export Financing Promotion Act enacted in April 2017.

In the area of liability, I am pleased that, in the 2017 financial year, not only was it possible to register a significant increase in demand but also a very pleasing, positive underwriting result for the federal government, as guarantor, and thus for the Austrian taxpayer. With the measures taken to promote exports, such as the possibility created by the most recent amendment to finance export-turnover-inducing domestic investments by means of guarantees by avals I am confident that OeKB will continue to safeguard its claim as one of the best export credit agencies in the future. The extremely positive effects of federal liability in the form of guarantees and guarantees by avals on employment and on the domestic current account were most recently confirmed impressively by the WIFO studies commissioned by the BMF and published on our website.

Guarantees of the republic of Austria enable OeKB to provide medium and long-term individual financing solutions for both commercial transactions and concessional projects ("soft loans"). This supports the internationalisation and competitiveness of Austrian export companies in an international environment characterised by growing and diverse challenges, as well as facilitating market access in difficult markets and in developing and emerging countries.

The instruments to promote exports also play an important role in the realisation of environmental and climate protection projects as well as projects in the interest of Austria, be it through OeKB or OeEB.

It is important for the guarding authority BMF to further develop this proven instrument of export credit insurance and export financing as a one-stop-shop in partnership with OeKB in the interests of the Austrian export industry so as to be a reliable partner for the Austrian export industry in the future.

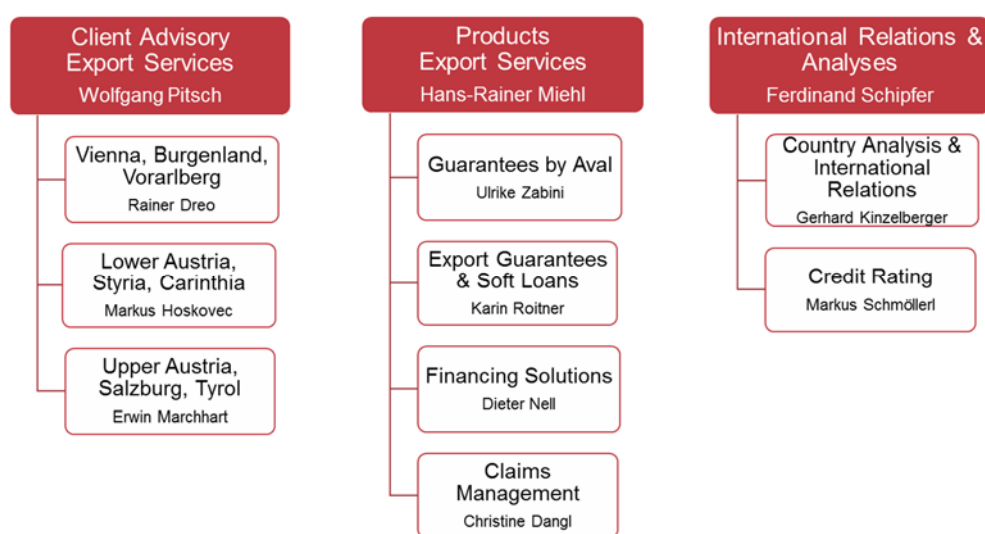


Hartwig Löger

## New structure of OeKB Export Services

With the implementation of the new Export Services structure from 1 August 2017, OeKB has laid the foundation to be a successful partner for Austrian companies and banks in the future too. The 'one face to the customer' approach enables OeKB to react more dynamically to changes in customers' and banks' circumstances and to advise companies and banks comprehensively about the entire OeKB product range.

The following organigram provides an overview of the new departments:



### Client Advisory Export Services

- Provision of advice to exporters and banks
- Setting of cases
- Frequent and intensive customer contact

### Products Export Services

- Acquisition of banks for the Export Financing Scheme
- Ongoing development of procedures, products and premium system
- Contact point for legal questions and claims handling incl. debt restructuring matters

### International Relations & Analyses

- Balance analysis for companies and banks
- Country analysis and participation in international meetings
- Checking of environmental, social, technological and economic aspects



# Development of the Export Services

Since **1950** OeKB, as the agent for the Republic of Austria, has been managing the country's export guarantee system. As a service provider for the Austrian Federal Ministry of Finance (BMF), OeKB operates the system for export guarantees and foreign direct investments. The export guarantees are limited to non-marketable risks on foreign sales. Cover for marketable risks is provided by private export credit insurers. Applications for guarantees are screened by OeKB and then reviewed by an advisory committee within the BMF. Guarantees are issued by the Federal Minister of Finance on behalf of the Republic of Austria.

*Guarantees and financing for exports*

Since **1954** OeKB has been a member of the Berne Union (International Union of Credit and Investment Insurers). This organisation currently comprises 85 export guarantee and investment guarantee institutions from 70 countries. The aims of the Berne Union are the coordination of international trade terms and the extensive sharing of information between members.

*Berne Union*

Since **1960** OeKB has been operating a programme to finance the export of goods and services, largely on a medium and long-term basis. Special emphasis is placed on exports of Austrian capital goods. Known as the Export Financing Scheme, this programme refinances export credit given by credit institutions and covers direct financing conducted by OeKB. OeKB provides financing in Euros and foreign currencies at floating and fixed interest rates.

*Export Financing Scheme*

The **1995** amendment to the Export Guarantees Act allows guarantees to be issued for untied credit.

*Guarantees for untied credit*

Since **1997** OeKB's Export Academy has been offering employees of banks, exporters and other interested parties a detailed insight into the export services of OeKB Group. To date, 1,225 participants have attended the 80 events arranged by the Export Academy.

*Export Academy*

Since **2000** OeKB has made it an absolute priority to sign agreements with other export credit insurers and financial institutions, thereby facilitating the overall insuring and financing of complex 'multisourcing projects'.

*International cooperation*

Since **2001** environmental and social impacts have been considered in the evaluation of projects applying for support, based on the resolutions of the OECD. In April 2016 these so-called Common Approaches were reworked, with human rights focused on more in the evaluation standards.

*OECD Common Approaches*

Since **2008** OeKB has been encouraging all guarantee holders and beneficiaries of aval endorsements for foreign investment projects to familiarise themselves with the OECD Guidelines for Multinational Enterprises and to observe them wherever possible in their international activities. The **2011** Update brought major advances in this comprehensive code of conduct.

*[www.en.bmdw.gv.at/ExternalTrade/Investment\\_Policy/Seiten/OECD-Guidelines-for-Multinational-Enterprises.aspx](http://www.en.bmdw.gv.at/ExternalTrade/Investment_Policy/Seiten/OECD-Guidelines-for-Multinational-Enterprises.aspx)*

Since **2012** the relevant bank rating for the calculating of premiums has been displayed on the OeKB website, thereby enabling bank-collateralised business to be calculated more precisely with the fee calculator.

*Improvement of coverage conditions*

In the middle of **2012** important coverage conditions were improved to further strengthen the competitiveness of the Austrian export industry on the international markets. Some of the measures taken were: The extending of the coverage possibilities for more than 50 countries by means of higher coverage quotas and the raising of limits as well as the extension of the maturity periods for business.

In **2014**, together with the Federal Ministry of Finance, OeKB put together a package of measures to provide companies entering foreign markets with even better support. This package consists of a more offensive coverage policy for around 30 future markets, the so-called 'Next Eleven' and other 'Frontier Markets'; a more liberal application of the value-added criteria in the case of smaller businesses; the sinking of the political excess in difficult markets or more favourable premiums for foreign investment.

For the WAL calculator see [wal.oekb.at/en](http://wal.oekb.at/en)

Since **2016** the setting of the interest conditions is done on the basis of the Weighted Average Life (WAL) of the refinancing credit for the Euro financing of supplier and buyer credit as well as of investments. Moreover, the refinancing was simplified and standardised and is now more orientated towards market practice.

*Order Invest*

Since **2016** domestic investments by Austrian exporters can also be financed on the basis of guarantees by aval in order to complete one or more existing export orders. Using a federal guarantee, the Republic of Austria takes over part of the risk of the exporter's bank.



For a number of years, Trade & Export Finance (TXF), a highly regarded conference and trend analysis agency based in London, has been presenting the so-called Exporters' Choice Awards in a range of categories. In **2016**, OeKB won in the category Export Credit Agencies (ECA). OeKB performed particularly well in the areas customer care and competence, finishing above Euler-Hermes and UK Export Finance.

*Flexible net-added-value rules*

Since the end of **2016** there have been even more flexible net-added-value rules. For the coverage of export business, in particular cases, an Austrian net-added-value share of 25% is also sufficient, if the exporter makes a lasting contribution to the employment situation in Austria and to the positive development of Austria as a business location.

*Amendments AusfFG and AFFG*

In **April 2017** the Export Guarantees Act (AusfFG) and the Export Financing Guarantees Act (AFFG) were amended. In both laws, among other things, the limits were set at 40 billion euros and extended by 5 years.

*Export Invest*

As a further improvement to Order Invest, domestic investments of 2 million euros or above and with an export quota of at least 20% from Austrian exporters can also, since **2017**, be financed on the basis of a guarantee by aval. This constitutes a further miles core in the support of the export industry, as every domestic investment by an exporter stimulates exports and, in turn, improves the Austrian current-account balance of payments, furthermore producing net-added-value and jobs on the domestic labour market.

# Guarantees of the Republic of Austria under the Export Guarantees Act (AusfFG)

Acting as the agent of and on the account of the Republic of Austria (represented by the Federal Ministry of Finance), OeKB performs the following tasks:

- evaluation (including credit assessment) of applications for guarantees for the due performance of contracts by foreign contracting parties, or through endorsements (guarantees by aval) of bills of exchange used to finance export transactions or outbound foreign direct investment,
- issuing and administrative technical processing of the guarantees on behalf of the Republic of Austria,
- exercising of the rights of the Republic of Austria under the guarantee contracts.

On 1 January 2013 the second part of Austria's budget law reform took effect, based on the 2013 Federal Organic Budget Act (BHG 2013). Important accounting requirements include, among others,

- the evaluation of Austrian federal government-backed guarantees issued and of federal government receivables in foreign currency,
- the setting-up of provisions for federal government-backed guarantees issued,
- the accrual-basis recognition of up-front premium income from federal government-backed guarantees and
- the recognition of impairment losses on existing federal government receivables.

The accounting principles are reflected in the tables below concerning export guarantees under the Export Guarantees Act, system income and expenses, and guarantee claims.

Export guarantees are issued in compliance with the guidelines, directives and regulations of international agreements by the OECD, the EU and the Berne Union.

## International cooperation

Large projects are often handled using international, cross-border cooperation on account of their complexity and the need to spread the risk. The growing number of multisourcing projects requires greater cooperation and coordination between export credit insurers (ECA's). The aim of this cooperation is to support the Austrian and foreign exporters in other countries and to simplify the financing. For this reason, OeKB has concluded framework agreements with more than 30 institutions.

The cooperation with other export credit agencies is deepened by means of regular meetings. At the start of July the traditional trilateral consultations with the Swiss and German partner institutions took place in Hamburg. A similar meeting with representatives of the Japanese Nexi was held in Paris.

## Aggregate exposure limit under the Export Guarantees Act

All data in the following tables includes guarantees for debt-rescheduling agreements and excludes recoverable claims (see the table 'Income and expenses from guarantees').

### Aggregate exposure limit under the Export Guarantees Act and its utilisation

Outstanding	31 December 2014		31 December 2015		31 December 2016		31 December 2017	
	€ million	%	€ million	%	€ million	%	€ million	%
Aggregate guarantee exposure limit <sup>1</sup>	50,000	100.0%	50,000	100.0%	50,000	100.0%	40,000	100.0%
Utilisation of the guarantee exposure limit	28,272	56.5%	25,897	51.8%	22,501	45.0%	24,436	61.1%
<i>Change from previous year</i>	<i>-3,229</i>	<i>-10.3%</i>	<i>-2,375</i>	<i>-8.4%</i>	<i>-3,395</i>	<i>-13.1%</i>	<i>+1,935</i>	<i>+8.6%</i>
Unused limit	21,728	43.5%	24,103	48.2%	27,499	55.0%	15,564	38.9%
Aggregate guarantee exposure (after measurement)	28,467	56.9%	26,210	52.4%	22,754	45.5%	24,378	60.9%

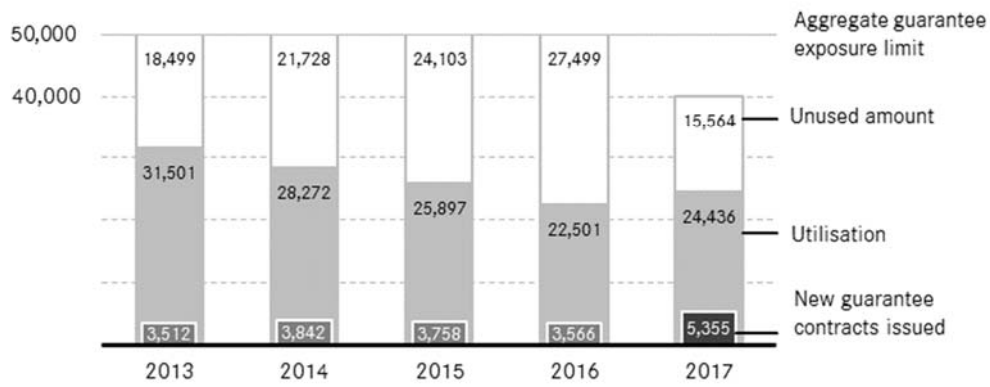
<sup>1</sup> Since 24 April 2017 € 40 billion Federal Law Gazette I no. 43/2017; Federal Law Gazettes I no. 145/2008 and no. 121/2012

### New guarantee contracts issued

€ million	2014	2015	2016	2017	1950-2017
New guarantee contracts issued <sup>1</sup>	3,842	3,758	3,566	5,355	216,125
Change from previous year	+330	-84	-192	+1,789	
Change in percent	+9.4%	-2.2%	-5.1%	+50.2%	

<sup>1</sup> Including conditional commitments converted into guarantee contracts; excluding new conditional commitments

**Utilisation of the guarantee exposure limit**  
 at 31 December 2017  
 in millions of Euro



## Guarantee business by type of guarantee

The export guarantee system comprises twelve types of guarantee. For certain kinds of guarantee, conditional commitments may be issued which are not counted against the aggregate guarantee exposure limit.

Conditional guarantee commitments are contingent in nature and intended to facilitate the contract negotiations of the exporter or of the credit institution providing funding.

G 1	Guarantee for direct deliveries and services with special types of guarantee
G 2	Guarantee for indirect deliveries and services
G 3	Guarantee for tied financial credits, credit transactions/bond issues and debt-rescheduling agreements
G 4	Investment guarantee
G 5	Turnover guarantee (one foreign customer)
G 6	Country-turnover guarantee or comprehensive guarantee (all foreign customers in one, several or all coverable countries)
G 7	Guarantee for stock in commission, machinery-deployment guarantee, advance guarantee
G 8	Reinsurance of the contract of an export credit or export credit insurance institution (reinsurance guarantee)
G 9	Guarantee for the acquisition of accounts receivable from export transactions by domestic or foreign credit institutions
G 11	Market development guarantee
AE	Aval endorsement (guarantee by aval) of bills of exchange
OeEB	Oesterreichische Entwicklungsbank AG (Austria's development bank)
CC	Conditional commitment to issue a guarantee (not counted against OeKB's aggregate guarantee exposure limit)

### *Revolving guarantees*

Revolving guarantees – mainly G 8 reinsurance guarantees – are recognised as newly issued guarantees only in the year of their initial issue.

### *Aval endorsements*

Endorsements (guarantees by aval) of bills of exchange, issued to the exporter's bank, are another type of cover provided under the Export Guarantees Act. Aval endorsements (also known simply as avals) are commitments to assume liability for the payment of the obligation of the issuer or acceptor of a bill of exchange that is issued by a credit institution to finance export transactions or Austrian companies' investments abroad. For exporters, avals thus facilitate funding of export business, outward direct investments and domestic investments connected with export orders. The exporter's bank has to file the applications for aval endorsements and arrange the financing.

The guarantees issued by the Republic of Austria for the OeEB in accordance with section 9 of the AusfFG, inter alia for the more long-term financing of sustainable investment in developing countries, are among the types of guarantees provided for by the AusfFG. These guarantees are, unless otherwise indicated, shown as 'Guarantees issued for OeEB' in the new guarantees issued and guarantees outstanding in the following tables.

*Guarantees issued for OeEB*

Since 2014 the Republic of Austria has also made use of the possibility defined in section 7(3) of the AusfFG to use a part of the funds of the Republic earmarked for the Export Guarantees Act for the development-related financing of selected OeEB projects.

### New guarantees issued and aggregate guarantee exposure by type of guarantee

	New guarantees issued in 2016			Guarantees outstanding (after measurement) at 31 December 2016			New guarantees issued in 2017			Guarantees outstanding (after measurement) at 31 December 2017		
	Count	€ m	%	Count	€ m	%	Count	€ m	%	Count	€ m	%
G 1	433	761	21.3%	772	1,553	6.8%	552	834	15.6%	906	1,644	6.7%
G 2	13	5	0.1%	22	279	1.2%	14	22	0.4%	23	286	1.2%
G 3	31	351	9.8%	650	5,508	24.2%	31	664	12.4%	630	5,390	22.1%
G 4	21	82	2.3%	128	1,432	6.3%	18	73	1.4%	126	1,383	5.7%
G 5	-	-	-	1	0	0.0%	-	-	-	1	0	0.0%
G 6	-	-	-	1	0	0.0%	-	-	-	-	-	-
G 7	12	4	0.1%	35	108	0.5%	9	2	0.0%	30	87	0.4%
G 8	7	183	5.1%	37	1,516	6.7%	1	23	0.4%	35	1,478	6.1%
G 9	27	25	0.7%	166	136	0.6%	15	15	0.3%	160	134	0.5%
<b>Total G 1 to G 9</b>	<b>544</b>	<b>1,410</b>	<b>39.5%</b>	<b>1,812</b>	<b>10,532</b>	<b>46.3%</b>	<b>640</b>	<b>1,632</b>	<b>30.5%</b>	<b>1,911</b>	<b>10,402</b>	<b>42.7%</b>
Aval endorsements (AE)	266	2,008	56.3%	1,651	11,286	49.6%	306	3,501	65.4%	1,770	13,024	53.4%
Guarantees issued for OeEB	14	148	4.2%	81	936	4.1%	19	222	4.1%	92	952	3.9%
<b>Total</b>	<b>824</b>	<b>3,566</b>	<b>100.0%</b>	<b>3,544</b>	<b>22,754</b>	<b>100.0%</b>	<b>965</b>	<b>5,355</b>	<b>100.0%</b>	<b>3,773</b>	<b>24,378</b>	<b>100.0%</b>
Increases to individual credit limits within comprehensive policies	-	-	-	1	0	-	-	-	-	-	-	-
Conditional commitments (CC)	224	2,736	-	177	3,410	-	242	2,240	-	208	3,673	-

## Guarantee business by credit period of transactions guaranteed

In the new guarantee contracts issued, most of the transactions underlying the guarantees have credit periods of five years or less. By contrast, most of the outstanding guarantees represent long-term contracts, as they include large guarantees for exports to developing countries, investment guarantees and guarantees for debt rescheduling. The outstanding guarantee with the longest term covers a credit period ending in 2046.

### Credit periods of transactions guaranteed

Credit period in years	Single-contract policies		Revolving policies		Single-contract policies		Revolving policies	
	Number	€ m	Number	€ m	Number	€ m	Number	€ m
	Guarantee contracts issued in 2016				Guarantee contracts issued in 2017			
Up to 1	250	574	97	370	348	759	93	274
More than 1 and up to 5	280	393	-	-	306	1,071	-	-
More than 5 and up to 10	150	1,548	-	-	174	2,899	-	-
More than 10	47	681	-	-	44	352	-	-
<b>Total</b>	<b>727</b>	<b>3,196</b>	<b>97</b>	<b>370</b>	<b>872</b>	<b>5,081</b>	<b>93</b>	<b>274</b>
	Guarantees outstanding (after measurement) at 31 Dec 2016				Guarantees outstanding (after measurement) at 31 Dec 2017			
Up to 1	318	1,507	791	5,187	383	1,692	769	5,050
More than 1 and up to 5	936	1,563	7	1,065	1,003	2,192	7	1,065
More than 5 and up to 10	828	8,565	-	-	941	9,739	-	-
More than 10	664	4,866	-	-	670	4,640	-	-
<b>Total</b>	<b>2,746</b>	<b>16,502</b>	<b>798</b>	<b>6,252</b>	<b>2,997</b>	<b>18,263</b>	<b>776</b>	<b>6,115</b>



## Guarantee business by region and country

The following tables show the analysis, by region and country, of newly-issued guarantee contracts and of aggregate guarantee exposure (guarantees outstanding). Since 2012 the outstanding guarantees have been adapted to the amended accounting regulations. This concerns, inter alia, the evaluation of Austrian federal government-backed guarantees and of federal government receivables issued in a foreign currency.

The G 6 and G 8 revolving guarantees are included under comprehensive policies in the following table 'New guarantee contracts issued and aggregate guarantee exposure by region'. In the table 'New guarantee contracts issued and aggregate guarantee exposure by region and country' the country data excludes comprehensive policies, aval endorsements, and guarantees issued for OeEB. All data excludes conditional commitments.

### New guarantee contracts issued and aggregate guarantee exposure by region

	New guarantee contracts issued in 2016			Guarantees outstanding (after measurement) at 31 December 2016			New guarantee contracts issued in 2017			Guarantees outstanding (after measurement) at 31 December 2017		
	Number	€ m	%	Number	€ m	%	Number	€ m	%	Number	€ m	%
Europe (incl. Turkey, CIS)	253	507	14.2%	715	4,005	17.6%	295	747	14.0%	751	3,822	15.7%
EU	78	315	8.8%	208	870	3.8%	70	82	1.5%	215	640	2.6%
North America	6	3	0.1%	16	68	0.3%	7	3	0.1%	16	60	0.2%
Latin America	98	226	6.3%	254	802	3.5%	114	107	2.0%	286	733	3.0%
Asia	145	413	11.6%	672	3,543	15.6%	178	681	12.7%	692	3,712	15.2%
Australia, Oceania	-	-	-	2	19	0.1%	-	-	-	2	19	0.1%
Africa	42	260	7.3%	145	1,030	4.5%	46	94	1.8%	157	990	4.1%
Comprehensive policies (CP)	-	-	-	8	1,065	4.7%	-	-	-	7	1,065	4.4%
<b>Total guarantees</b>	<b>544</b>	<b>1,410</b>	<b>39.5%</b>	<b>1,812</b>	<b>10,532</b>	<b>46.3%</b>	<b>640</b>	<b>1,632</b>	<b>30.5%</b>	<b>1,911</b>	<b>10,402</b>	<b>42.7%</b>
Aval endorsements	266	2,008	56.3%	1,651	11,286	49.6%	306	3,501	65.4%	1,770	13,024	53.4%
Guarantees issued for OeEB	14	148	4.2%	81	936	4.1%	19	222	4.1%	92	952	3.9%
<b>Total</b>	<b>824</b>	<b>3,566</b>	<b>100.0%</b>	<b>3,544</b>	<b>22,754</b>	<b>100.0%</b>	<b>965</b>	<b>5,355</b>	<b>100.0%</b>	<b>3,773</b>	<b>24,378</b>	<b>100.0%</b>
<i>Of which (excl. CP, AE, OeEB):</i>												
OECD	125	416	11.7%	327	1,359	6.0%	125	174	3.2%	345	990	4.1%
Non-European developing countries	271	864	24.2%	1,031	5,207	22.9%	323	830	15.5%	1,092	5,248	21.5%
OPEC	44	102	2.8%	132	873	3.8%	59	103	1.9%	130	785	3.2%

## New guarantee contracts issued and aggregate guarantee exposure by region and country

€ thousand	Guarantee contracts issued in 2017		Guarantees outstanding (after measurement) at 31 Dec 2017	
	Total	Of which rescheduling guarantees	Total	Of which rescheduling guarantees
Countries with guarantees outstanding over € 25 million				
<b>Total</b>	<b>5,355,499</b>	-	<b>24,377,801</b>	<b>213,822</b>
<b>Europe</b>	<b>747,353</b>	-	<b>3,822,364</b>	<b>105,469</b>
Albania	-	-	166,505	-
Belarus	3,057	-	65,291	-
Bosnia and Herzegovina	9,153	-	173,426	74,623
Bulgaria	238	-	50,049	-
Germany	5,756	-	33,255	-
Italy	23,829	-	49,760	-
Moldova	11,000	-	40,184	-
The Netherlands	-	-	262,910	-
Romania	4,746	-	63,470	-
Russia	503,620	-	2,096,498	-
Serbia	5,597	-	137,704	29,908
Slovenia	2,608	-	25,553	-
Spain	2,154	-	72,514	-
Turkey	56,649	-	270,670	-
Ukraine	74,199	-	196,708	-
<b>North America</b>	<b>3,242</b>	-	<b>60,118</b>	-
USA	2,970	-	46,834	-
<b>Latin America</b>	<b>106,837</b>	-	<b>733,213</b>	-
Brazil	41,259	-	392,338	-
Ecuador	15,971	-	35,010	-
Honduras	6,498	-	65,973	-
Mexico	4,909	-	58,059	-
Uruguay	3,720	-	70,515	-
<b>Asia</b>	<b>680,705</b>	-	<b>3,711,902</b>	<b>83,351</b>
Bangladesh	91,820	-	83,302	-
Bhutan	-	-	45,467	-
China (incl. Hong Kong)	130,968	-	1,309,406	-
Georgia	21,086	-	42,548	-
India	178,901	-	412,382	-
Indonesia	16,068	-	434,020	62,318
Iran	33,429	-	29,925	-
Kazakhstan	4,849	-	94,018	-
Laos	2,996	-	82,805	-
Mongolia	14,000	-	47,000	-
Pakistan	17,209	-	69,024	21,033
Philippines	5,289	-	144,071	-
Saudi Arabia	11,430	-	253,945	-
South Korea	28,167	-	62,094	-
Sri Lanka	19,551	-	120,123	-
Vietnam	22,195	-	292,193	-
<b>Africa</b>	<b>94,107</b>	-	<b>990,010</b>	<b>25,001</b>
Angola	-	-	144,452	-
Egypt	25,925	-	162,813	22,780
Ethiopia	32,631	-	78,132	-
Gabon	-	-	178,772	-
Ghana	-	-	144,265	-
Kenya	279	-	33,860	1,417
Senegal	2,122	-	54,073	-
Tunisia	7,943	-	46,510	-

## Debt rescheduling

Sovereign debt is rescheduled through agreements on that portion of a debtor country's external debt relating to sales of goods and services. They are insured by the creditor countries through their respective export guarantee system or they are categorised as governmental development aid.

In the so-called Paris Club, federally guaranteed credit and foreign aid debt are renegotiated and rescheduled. The Paris Club is formed, when necessary, from the group of official creditors to which 22 regularly participating countries currently belong. In addition, representatives of the international financial institutions take part in the sessions which are chaired by France. Austria is represented by the Federal Ministry of Finance and OeKB as consultant.

*Paris Club*

The aim of the Paris Club is to restore the credit-worthiness of highly-indebted countries in the long-term by extending the repayment obligations to this public-creditor community. This restoration of credit quality is to be achieved by the equal participation of all creditor nations. The rescheduling typically lengthens the repayment period for the debt, and market interest rates are applied.

*Conventional rescheduling*

A multilateral framework is implemented bilaterally with each creditor country.

Since 1988 debt relief ranging from 33% to 80% has been progressively accepted for the poorest borrower nations. In June 1999 the so-called enhanced HIPC (Heavily Indebted Poor Countries) Initiative was adopted, which allows debt reduction of 90% or more for highly indebted poor countries, primarily in Africa. As part of an EU-wide initiative, Austria bilaterally grants 100% debt relief to these countries.

*Debt reduction – concessional rescheduling*

### Business in 2017

In the period under review, no rescheduling regulation was signed on a multilateral/bilateral level.

At 31 December 2017 recoverable claims of the Republic of Austria for defaulted-on rescheduled debt repayments amounted to € 345 million, of which € 214 million represented overdue principal and € 131 million constituted overdue interest.

*The movement in claims relating to rescheduling guarantees is shown in the table 'Claims paid' in the next section.*

By 31 December 2017 cumulative receipts under rescheduling amounted to principal payments of € 8,868 million and interest payments of € 3,469 million.

## Rescheduling guarantees by region and by type of guarantee

	Guarantees outstanding (after measurement) at 31 December 2016			Guarantees outstanding (after measurement) at 31 December 2017		
	Number of countries	€ m	%	Number of countries	€ m	%
Europe (incl. Turkey, CIS)	3	111	45.6%	3	105	49.3%
Latin America	2	0	0.0%	2	0	0.0%
Asia	5	100	41.4%	4	83	39.0%
Africa	3	32	13.0%	3	25	11.7%
<b>Total</b>	<b>13</b>	<b>243</b>	<b>100.0%</b>	<b>12</b>	<b>214</b>	<b>100.0%</b>
<i>Of which</i>						
<i>Non-European developing countries</i>	10	132	54.4%	9	108	50.7%
<i>OPEC</i>	2	77	31.6%	1	62	29.1%
<i>G 3</i>		243			214	
<i>G 9</i>		-			-	

## Guarantee system income and expenses, and claims paid by region and country

This section gives an overview of income and expenses arising from export guarantees of the Republic of Austria under the Export Guarantees Act, both in the year under review and cumulatively since 1950.

In accordance with the international rules covering premiums, the income should cover losses and administrative costs long-term, thus enabling the process to be self-financing.

The amount of claims paid by the Republic of Austria under guarantees pursuant to the Export Guarantees Act must be viewed in the context of the total cumulative volume of guarantee contracts issued. From the inception of the guarantee programme in 1950 to the end of 2017, the value of guarantees issued was € 216.1 billion. In this cumulative total, revolving guarantees are included at their nominal amounts. € 3,732 million of loans and advances have been written off due to uncollectibility since 1950. Debt waived as part of international initiatives writing off debt is included in this figure. In addition there has been debt-relief in the amount of € 1,939 million in the form of interest reductions as part of international agreements. In total, since 1950, the above have accounted for 2.6% of guarantee contracts issued.

At 31 December 2017, besides the Austrian government's recoverable claims of € 770 million, there were interest receivables on arrears in connection with debt rescheduling for Iraq, Argentina and Myanmar in the amount of € 158 million.

In 2017 the guarantee programme income exceeded net costs by € 148 million.

## Income and expenses from guarantees of the Republic of Austria under the Export Guarantees Act

€ million	2015	1950-2015	2016	1950-2016	2017	1950-2017
Premium income	136	5,436	128	5,564	117	5,680
Interest income less other expenses	29	1,298	29	1,327	29	1,356
<b>Subtotal</b>	<b>165</b>	<b>6,733</b>	<b>157</b>	<b>6,891</b>	<b>146</b>	<b>7,036</b>
Recoveries on claims paid	58	3,624	154	3,778	49	3,827
<b>Total (+)</b>	<b>224</b>	<b>10,357</b>	<b>311</b>	<b>10,668</b>	<b>195</b>	<b>10,863</b>
Claims paid, incl. HIPC (-)	81	8,207	77	8,284	47	8,330
<b>Guarantee programme result before interest rate relief granted (+/-)</b>	<b>+143</b>	<b>+2,151</b>	<b>+234</b>	<b>+2,385</b>	<b>+148</b>	<b>+2,533</b>
Net interest rate relief granted (-)	1	1,939	0	1,939	0	1,939
<b>Net guarantee programme result after interest rate relief incl. HIPC (+/-) <sup>1,2</sup></b>	<b>+142</b>	<b>+212</b>	<b>+234</b>	<b>+446</b>	<b>+148</b>	<b>+594</b>
<i>As a percentage of cumulative guarantee contracts issued</i>		0.10%		0.21%		0.27%
<i>As a percentage of guarantees outstanding</i>		0.81%		1.96%		2.44%
<b>Net guarantee programme result after interest rate relief excl. HIPC (+/-) <sup>1</sup></b>	<b>+142</b>	<b>+1,077</b>	<b>+234</b>	<b>+1,311</b>	<b>+148</b>	<b>+1,459</b>
Recoverable claims (including HIPC) at 31 December	935	935	803	803	770	770
Impairment losses on recoverable claims	48		42		34	
<i>Guarantee system rate of return (%) <sup>3</sup></i>	13.9%	96.9%		93.5%		91.6%
Interest rate relief granted (-)	1	2,514	0	2,514	0	2,514
Support from federal budget (+)	-	575	-	575	-	575
Net interest rate relief granted (-)	1	1,939	0	1,939	0	1,939
Amounts written off as unrecoverable, incl. HIPC (-)	40	3,647	56	3,703	29	3,732
<b>Total (-)</b>	<b>41</b>	<b>5,586</b>	<b>56</b>	<b>5,642</b>	<b>29</b>	<b>5,671</b>
<i>As a percentage of cumulative guarantee contracts issued</i>		2.70%		2.68%		2.62%
Guarantee contracts issued	3,758	207,204	3,566	210,770	5,355	216,125
Guarantees outstanding at 31 December	26,210	26,210	22,754	22,754	24,378	24,378
Provisions for guarantees	453		378		279	

<sup>1</sup> Coverage surplus (+); notional disposal (-)

<sup>2</sup> Restructuring of claims paid under the HIPC Initiative in previous reporting periods affects the comparability of amounts over time.

<sup>3</sup> Claims paid including net interest rate relief, less recoveries, as a percentage of the combined balance of premium income, net interest and other expenses

In the following tables currency differences reflected in the measurements may affect the comparability of amounts over time.

### Claims paid, by region

€ million	Claims paid		Recoveries on claims paid		Amounts written off as unrecoverable		Recoverable claims after measurement	Claims authorised but not yet paid
	2017	1950-2017	2017	1950-2017	2017	1950-2017	31 Dec 2017	31 Dec 2017
Europe (incl. Turkey, CIS)	16	2,388	2	1,438	4	801	150	43
<i>EU</i>	6	1,521	2	940	1	554	27	28
North America	0	41	0	8	-	32	0	-
Latin America	5	473	7	190	2	146	136	16
Asia	6	2,438	20	1,018	1	1,030	389	0
Australia and Oceania	-	3	-	0	-	2	-	-
Africa	5	2,515	12	1,018	21	1,468	29	-
Comprehensive policies	-	54	-	10	-	21	23	-
<b>Total G 1 to G 9</b>	<b>32</b>	<b>7,912</b>	<b>41</b>	<b>3,682</b>	<b>27</b>	<b>3,500</b>	<b>728</b>	<b>59</b>
<i>Commercial risks</i>	23	1,463	3	401	6	827	233	59
<i>Political risks</i> <sup>1</sup>	10	6,449	38	3,281	21	2,673	494	-
Exchange risk guarantees (G 10)	-	130	-	1	-	129	-	-
<b>Total G 1 to G 10</b>	<b>32</b>	<b>8,042</b>	<b>41</b>	<b>3,683</b>	<b>27</b>	<b>3,629</b>	<b>728</b>	<b>59</b>
Aval endorsements (AE)	10	283	8	143	2	103	37	-
Guarantees issued for OeEB	4	5	0	0	-	-	5	-
<b>Total</b>	<b>47</b>	<b>8,330</b>	<b>49</b>	<b>3,827</b>	<b>29</b>	<b>3,732</b>	<b>770</b>	<b>59</b>
<i>Of which (excl. CP, AE, OeEB)</i> <sup>2</sup>								
<i>OECD</i>	1	1,563	2	927	1	598	35	0
<i>Non-European developing countries</i>	16	5,306	39	2,155	22	2,595	554	16
<i>OPEC</i>	2	2,214	19	900	21	1,123	191	0
<i>HIPC Initiative, total</i>	-	865	-	-	-	865	-	-
Comparative total 2016	77	8,285	154	3,778	56	3,703	803	60
Comparative total 2015	81	8,207	58	3,624	40	3,647	935	39
Comparative total 2014	102	8,126	73	3,566	5	3,607	952	30
<b>Of which for debt rescheduling guarantees</b>								
Europe	0	1,378	0	1,157	-	222	-	-
Latin America	-	273	6	118	-	64	91	-
Asia	1	1,119	12	443	-	422	254	-
Africa	0	1,915	0	675	-	1,240	0	-
<b>Total</b>	<b>1</b>	<b>4,685</b>	<b>18</b>	<b>2,393</b>	<b>-</b>	<b>1,947</b>	<b>345</b>	<b>-</b>
Comparative total 2016	5	4,684	19	2,375	-	1,947	362	-
Comparative total 2015	1	4,679	21	2,355	-	1,947	377	-
Comparative total 2014	8	4,678	28	2,335	-	1,947	397	-

<sup>1</sup> Including claims paid for political risks under debt rescheduling guarantees.

<sup>2</sup> Excluding the claims paid for exchange risks and aval endorsements, as these are not directly attributable to specific regions or country groups. The claims paid for comprehensive policies are attributed to the OECD.

The amounts in the following table include claims from debt-rescheduling guarantees and country and regional data excluding claims not directly attributable to the countries relating to reinsurance guarantees, exchange risk guarantees and aval endorsements.

### Claims paid, by region and country

€ thousand	Claims paid		Recoveries on claims paid		Amounts written off as unrecoverable		Recoverable claims after measurement	Claims authorised but not yet paid
	2017	1950-2017	2017	1950-2017	2017	1950-2017	31 Dec 2017	31 Dec 2017
Countries with total claims paid over € 25 m								
<b>Total</b>	<b>46,555</b>	<b>8,330,389</b>	<b>49,201</b>	<b>3,827,004</b>	<b>28,768</b>	<b>3,731,648</b>	<b>769,500</b>	<b>58,629</b>
<b>Europe</b>	<b>16,040</b>	<b>2,388,351</b>	<b>2,472</b>	<b>1,437,938</b>	<b>3,783</b>	<b>800,662</b>	<b>149,737</b>	<b>42,672</b>
Bulgaria	-	112,788	-	74,239	27	38,549	-	-
France	-	36,538	-	6,468	-	30,066	4	-
Germany	216	113,225	619	13,744	321	99,158	322	-
Italy	-	97,495	1	24,032	23	72,608	854	-
Poland	-	963,594	-	769,392	-	193,001	1,201	2
Romania	6,068	38,288	13	10,452	176	6,539	21,289	27,749
Russia	9,347	479,007	78	311,083	-	130,558	37,366	14,919
Serbia	103	164,162	103	94,141	-	70,021	-	-
Switzerland	-	25,834	-	5,624	-	20,205	5	-
Turkey	-	55,724	-	42,210	120	10,599	2,916	-
Ukraine	115	115,972	460	30,293	2,701	4,155	81,523	-
United Kingdom	-	28,318	-	6,610	-	21,708	-	-
<b>North America</b>	<b>293</b>	<b>40,713</b>	<b>247</b>	<b>8,198</b>	<b>-</b>	<b>32,469</b>	<b>46</b>	<b>-</b>
USA	293	28,205	247	6,211	-	21,948	46	-
<b>Latin America</b>	<b>5,422</b>	<b>473,102</b>	<b>6,899</b>	<b>189,970</b>	<b>1,571</b>	<b>145,819</b>	<b>135,679</b>	<b>15,698</b>
Argentina	-	112,775	4,201	60,905	-	29,564	22,305	-
Bolivia	-	68,595	-	4,766	-	63,829	-	-
Brazil	5,349	55,541	635	35,226	1,562	6,019	14,296	15,402
Cuba	51	103,954	2,040	11,734	-	38	92,182	-
Venezuela	-	50,620	-	28,379	-	22,241	-	-

€ thousand	Claims paid		Recoveries on claims paid		Amounts written off as unrecoverable		Recoverable claims after measurement	Claims authorised but not yet paid
	2017	1950-2017	2017	1950-2017	2017	1950-2017	31 Dec 2017	31 Dec 2017
Countries with total claims paid over € 25 m								
<b>Asia</b>	<b>5,950</b>	<b>2,438,241</b>	<b>19,665</b>	<b>1,018,406</b>	<b>756</b>	<b>1,030,012</b>	<b>389,369</b>	<b>259</b>
China (incl. Hong Kong)	1,106	104,260	-	57,337	-	45,817	1,106	-
Georgia	-	94,170	-	49,337	-	44,833	-	-
India	-	47,763	-	14,431	-	9,529	23,804	-
Indonesia	-	136,327	-	80,812	-	55,516	-	-
Iran	1,842	286,447	1,842	214,920	4	70,459	1,068	-
Iraq	-	959,477	16,842	200,471	-	590,463	168,543	-
Lebanon	-	74,935	-	60,111	-	14,824	-	-
Myanmar	-	52,298	-	17,434	-	40	34,824	-
North Korea (DPR)	-	231,795	-	80,579	-	6,627	144,589	-
Philippines	-	78,220	-	74,394	-	3,826	-	-
Saudi Arabia	194	59,675	-	6,182	-	53,299	194	244
Syria	-	25,887	-	18,761	-	6,774	352	-
Thailand	-	44,452	-	294	-	41,822	2,335	-
United Arab Emirates	(130)	140,667	-	84,266	-	50,796	5,604	-
Vietnam	981	26,986	981	16,928	-	10,058	-	-
<b>Africa</b>	<b>4,571</b>	<b>2,514,990</b>	<b>12,102</b>	<b>1,017,798</b>	<b>20,768</b>	<b>1,467,903</b>	<b>29,289</b>	-
Algeria	-	90,258	-	88,061	-	2,197	-	-
Angola	-	51,319	-	49,657	-	1,662	-	-
Cameroon	-	472,446	-	13,926	-	458,520	-	-
Congo DR (former Zaire)	-	82,556	-	15,982	-	66,574	-	-
Côte d'Ivoire	-	96,662	-	5,359	-	91,303	-	-
Egypt	-	407,539	-	363,915	-	42,598	1,026	-
Kenya	-	71,438	-	69,901	-	1,537	-	-
Libya	-	117,223	-	11,581	20,768	90,299	15,343	-
Madagascar	-	60,951	-	9,345	-	51,605	-	-
Morocco	-	124,648	-	117,105	-	3,453	4,089	-
Nigeria	-	367,099	-	183,153	-	183,947	-	-
Sudan	-	296,446	-	7,998	-	288,449	-	-
Tanzania	66	46,109	65	5,638	-	40,469	1	-
Togo	-	45,149	-	14,979	-	30,170	-	-
Zambia	-	29,530	-	13,235	-	16,295	-	-



# Oesterreichische Kontrollbank AG Export Financing Scheme

The OeKB Export Financing Scheme offers Austrian exporters financing solutions for a broad spectrum of export business and cross-border investment activities.

The credits to banks require a guarantee for the transaction or right underlying the financing. Requirements for the financing are

## *Requirements*

- an assumption of liability by the Republic of Austria in accordance with the Export Guarantees Act or
- an assumption of liability by a credit insurer in accordance with the Export Financing Guarantees Act (AFFG) or
- a guarantee issued by Austria Wirtschaftsservice Gesellschaft mbH ('aws') or
- an assumption of liability by an international organisation according to the AFFG or
- that the goods and services to be financed directly or indirectly improve the Austrian balance of current transactions in goods and services.

With regard to the issuing of guarantees, sustainability considerations are to be given priority. In addition, both the rights arising from the guarantees and the underlying receivables (export or other receivables) must, as a rule, be assigned as security.

The maximum repayment term for commercial export credits that fall within the scope of the OECD Arrangement is generally 10 years. Longer maximum terms are possible for conventional power plants (a maximum of 12 years), project finance (a maximum of 14 years) and renewable energy, climate protection and water projects (a maximum of 18 years).

OeKB's Export Financing Scheme is a refinancing source for domestic and foreign credit institutions. To be eligible they have to meet OeKB's creditworthiness criteria, fulfil the legal requirements regarding the transactions to be financed and satisfy OeKB's conditions for uniform financing procedures. The uniform financing procedure conditions particularly apply to collateral management.

In issuing credits under the Export Financing Scheme, OeKB observes the applicable guidelines, directives and regulations of international agreements by the Organisation for Economic Cooperation and Development (OECD), the EU and the Berne Union.

## *International environment*

## Business activity covered by the Export Financing Scheme

The following table presents an analysis of the turnover during the year.

In the year under review, the repayments received covered 56.0% of the new contracts issued (€ 2,958 million versus € 5,282 million).

### Business activity under the Export Financing Scheme - lending operations

€ million	2014	2015	2016	2017
<b>Financing contracts</b>				
New contracts issued <sup>1</sup>	3,173	5,007	4,464	5,282
Contracts withdrawn	486	485	632	571
Repayments received	5,216	5,265	6,450	2,958
<i>Of which on revolving credits</i>	-	3	4	8
Loan funds disbursed	2,771	4,051	3,778	4,795
<b>Conditional commitments (CC)</b>				
New conditional commitments issued	158	369	1,057	1,493
CC converted into contracts	115	320	489	1,506
CC withdrawn	59	26	113	373

<sup>1</sup> Including conversions of conditional commitments into financing contracts, and including rescheduled debt.

## Credit commitments and disbursements under the Export Financing Scheme

### Outstanding amounts and net changes under the Export Financing Scheme - lending operations

€ million	Outstanding at 31 Dec 2014	Net change	Outstanding at 31 Dec 2015	Net change	Outstanding at 31 Dec 2016	Net change	Outstanding at 31 Dec 2017
Financing contracts	21,848	-740	21,108	-2,615	18,493	+1,761	20,254
Conditional commitments	239	+23	262	+456	717	-386	331
<b>Total commitments</b>	<b>22,087</b>	<b>-718</b>	<b>21,369</b>	<b>-2,159</b>	<b>19,210</b>	<b>+1,374</b>	<b>20,585</b>
Disbursements	19,587	-1,214	18,373	-2,672	15,701	+1,838	17,539

The outstanding loan agreement with the longest repayment period expires in 2048.

The outstanding credit under the Export Financing Scheme is expected to rise by as much as € 1.5 billion in 2018, depending on the course of business.

### Schedule of disbursements payable

€ million	Financing contracts	Conditional commitments	Total
By end of 2018	630	63	693
By end of 2019	1,974	138	2,111
By end of 2020	107	96	203
By end of 2021	4	29	33
After 2021	1	5	6
<b>Disbursements</b>	<b>2,715</b>	<b>331</b>	<b>3,046</b>

### Schedule of repayments receivable

€ million	Financing contracts	Conditional commitments	Total
By end of 2018	2,103	0	2,103
By end of 2019	1,991	1	1,992
By end of 2020	2,160	1	2,160
By end of 2021	1,813	1	1,814
By end of 2022	1,865	1	1,866
By end of 2023	1,184	1	1,185
By end of 2024	1,046	7	1,053
By end of 2025	776	12	788
By end of 2026	478	17	495
After 2026 (up to 2048)	6,839	291	7,129
<b>Repayments</b>	<b>20,254</b>	<b>331</b>	<b>20,585</b>

## Export financing business by region and country

### Commitments and disbursements outstanding under the Export Financing Scheme, by region

	Outstanding at 31 December 2016				Outstanding at 31 December 2017			
	Commitments		Disbursements		Commitments		Disbursements	
	€ million	%	€ million	%	€ million	%	€ million	%
Europe (incl. Turkey, CIS)	2,269	12.3%	1,749	11.1%	2,628	13.0%	2,234	12.7%
<i>Incl. conditional commitments</i>	<i>2,277</i>	<i>11.9%</i>			<i>2,657</i>	<i>12.9%</i>		
<i>EU</i>	<i>809</i>	<i>4.4%</i>	<i>654</i>	<i>4.2%</i>	<i>903</i>	<i>4.5%</i>	<i>803</i>	<i>4.6%</i>
North America	34	0.2%	15	0.1%	31	0.2%	24	0.1%
<i>Incl. conditional commitments</i>	<i>34</i>	<i>0.2%</i>			<i>31</i>	<i>0.2%</i>		
Latin America	427	2.3%	397	2.5%	382	1.9%	358	2.0%
<i>Incl. conditional commitments</i>	<i>448</i>	<i>2.3%</i>			<i>403</i>	<i>2.0%</i>		
Asia	2,457	13.3%	2,319	14.8%	2,446	12.1%	2,201	12.5%
<i>Incl. conditional commitments</i>	<i>2,709</i>	<i>14.1%</i>			<i>2,643</i>	<i>12.8%</i>		
Africa	1,001	5.4%	719	4.6%	972	4.8%	791	4.5%
<i>Incl. conditional commitments</i>	<i>1,075</i>	<i>5.6%</i>			<i>1,054</i>	<i>5.1%</i>		
Comprehensive policies (CP) <sup>1</sup>	9	0.0%	6	0.0%	6	0.0%	3	0.0%
<i>Incl. conditional commitments</i>	<i>9</i>	<i>0.0%</i>			<i>6</i>	<i>0.0%</i>		
<b>Subtotal</b>	<b>6,196</b>	<b>33.5%</b>	<b>5,206</b>	<b>33.2%</b>	<b>6,465</b>	<b>31.9%</b>	<b>5,610</b>	<b>32.0%</b>
<b><i>Incl. conditional commitments</i></b>	<b><i>6,552</i></b>	<b><i>34.1%</i></b>			<b><i>6,793</i></b>	<b><i>33.0%</i></b>		
Aval endorsements (AE) <sup>2</sup>	12,297	66.5%	10,495	66.8%	13,789	68.1%	11,929	68.0%
<i>Incl. conditional commitments</i>	<i>12,658</i>	<i>65.9%</i>			<i>13,792</i>	<i>67.0%</i>		
<b>Total</b>	<b>18,493</b>	<b>100.0%</b>	<b>15,701</b>	<b>100.0%</b>	<b>20,254</b>	<b>100.0%</b>	<b>17,539</b>	<b>100.0%</b>
<b><i>Incl. conditional commitments</i></b>	<b><i>19,210</i></b>	<b><i>100.0%</i></b>			<b><i>20,585</i></b>	<b><i>100.0%</i></b>		
<i>Of which (excl. CP and AE):</i>								
<i>OECD</i>	<i>1,318</i>	<i>7.1%</i>	<i>1,056</i>	<i>6.7%</i>	<i>1,371</i>	<i>6.8%</i>	<i>1,217</i>	<i>6.9%</i>
<i>Non-European developing countries</i>	<i>3,751</i>	<i>20.3%</i>	<i>3,321</i>	<i>21.1%</i>	<i>3,672</i>	<i>18.1%</i>	<i>3,252</i>	<i>18.5%</i>
<i>OPEC</i>	<i>515</i>	<i>2.8%</i>	<i>469</i>	<i>3.0%</i>	<i>441</i>	<i>2.2%</i>	<i>392</i>	<i>2.2%</i>

<sup>1</sup> Financed export contracts covered by revolving comprehensive and reinsurance guarantees (CP).

<sup>2</sup> Financed export contracts and short-term export credit lines covered by aval endorsements (AE).

## New commitments and disbursements under the Export Financing Scheme, by region

	Movements in 2016				Movements in 2017			
	New commitments issued		Loan funds disbursed		New commitments issued		Loan funds disbursed	
	€ million	%	€ million	%	€ million	%	€ million	%
Europe (incl. Turkey, CIS)	463	10.4%	381	10.1%	886	16.8%	899	18.7%
<i>Incl. conditional commitments</i>	<i>532</i>	<i>9.6%</i>			<i>1,238</i>	<i>18.3%</i>		
<i>EU</i>	<i>205</i>	<i>4.6%</i>	<i>94</i>	<i>2.5%</i>	<i>346</i>	<i>6.5%</i>	<i>324</i>	<i>6.8%</i>
North America	21	0.5%	1	0.0%	2	0.0%	11	0.2%
<i>Incl. conditional commitments</i>	<i>21</i>	<i>0.4%</i>			<i>2</i>	<i>0.0%</i>		
Latin America	80	1.8%	153	4.1%	31	0.6%	33	0.7%
<i>Incl. conditional commitments</i>	<i>88</i>	<i>1.6%</i>			<i>51</i>	<i>0.8%</i>		
Asia	199	4.5%	243	6.4%	337	6.4%	218	4.6%
<i>Incl. conditional commitments</i>	<i>390</i>	<i>7.1%</i>			<i>535</i>	<i>7.9%</i>		
Africa	488	10.9%	261	6.9%	55	1.0%	149	3.1%
<i>Incl. conditional commitments</i>	<i>555</i>	<i>10.1%</i>			<i>82</i>	<i>1.2%</i>		
Comprehensive policies (CP)	2	0.0%	4	0.1%	1	0.0%	4	0.1%
<i>Incl. conditional commitments</i>	<i>2</i>	<i>0.0%</i>			<i>1</i>	<i>0.0%</i>		
<b>Subtotal</b>	<b>1,253</b>	<b>28.1%</b>	<b>1,043</b>	<b>27.6%</b>	<b>1,312</b>	<b>24.8%</b>	<b>1,315</b>	<b>27.4%</b>
<b><i>Incl. conditional commitments</i></b>	<b><i>1,588</i></b>	<b><i>28.8%</i></b>			<b><i>1,909</i></b>	<b><i>28.2%</i></b>		
Aval endorsements (AE)	3,211	71.9%	2,735	72.4%	3,970	75.2%	3,481	72.6%
<i>Incl. conditional commitments</i>	<i>3,934</i>	<i>71.2%</i>			<i>4,866</i>	<i>71.8%</i>		
<b>Total</b>	<b>4,464</b>	<b>100.0%</b>	<b>3,778</b>	<b>100.0%</b>	<b>5,282</b>	<b>100.0%</b>	<b>4,795</b>	<b>100.0%</b>
<b><i>Incl. conditional commitments</i></b>	<b><i>5,521</i></b>	<b><i>100.0%</i></b>			<b><i>6,775</i></b>	<b><i>100.0%</i></b>		
<i>Of which (excl. CP and AE):</i>								
<i>OECD</i>	<i>429</i>	<i>9.6%</i>	<i>237</i>	<i>6.3%</i>	<i>443</i>	<i>8.4%</i>	<i>427</i>	<i>8.9%</i>
<i>Non-European developing countries</i>	<i>713</i>	<i>16.0%</i>	<i>621</i>	<i>16.4%</i>	<i>382</i>	<i>7.2%</i>	<i>374</i>	<i>7.8%</i>
<i>OPEC</i>	<i>11</i>	<i>0.2%</i>	<i>29</i>	<i>0.8%</i>	<i>13</i>	<i>0.2%</i>	<i>4</i>	<i>0.1%</i>

## Movements and outstanding amounts under the Export Financing Scheme, by region and country

€ thousand	Movements in 2017		Outstanding at 31 December 2017	
Countries with total commitments over € 25 million	New commitments issued	Loan funds disbursed	Commitments	Disbursements
<b>Total</b>	<b>5,281,659</b>	<b>4,795,391</b>	<b>20,253,797</b>	<b>17,538,784</b>
<b>Europe</b>	<b>885,637</b>	<b>898,570</b>	<b>2,628,172</b>	<b>2,233,548</b>
Albania	-	823	58,301	58,301
Bosnia and Herzegovina	13,700	13,700	158,802	158,802
Bulgaria	-	-	41,949	41,949
Ireland	105,382	94,787	90,315	90,315
Italy	51,847	51,400	144,967	134,541
Luxembourg	65,546	56,235	159,319	138,140
Moldova	11,000	11,000	34,362	34,362
The Netherlands	5,879	5,879	171,800	171,800
Romania	-	2,419	45,850	45,850
Russia	410,511	428,349	942,615	703,283
Serbia	2,750	2,750	54,139	54,139
Spain	-	31,349	27,414	27,414
Sweden	110,000	44,768	110,438	45,206
Switzerland	-	-	54,564	54,564
Turkey	92,057	103,005	326,973	280,283
Ukraine	7,734	7,490	58,519	55,291
United Kingdom	2,080	2,080	25,427	25,427
<b>North America</b>	<b>1,920</b>	<b>11,358</b>	<b>31,014</b>	<b>24,205</b>
Canada	838	10,277	29,762	22,953
<b>Latin America</b>	<b>31,397</b>	<b>33,137</b>	<b>381,965</b>	<b>357,601</b>
Brazil	3,028	5,266	27,086	24,046
Honduras	7,635	2,437	128,311	123,113
Panama	1,884	1,884	52,845	52,845
Venezuela	-	-	56,726	40,728
<b>Asia</b>	<b>337,065</b>	<b>218,313</b>	<b>2,445,924</b>	<b>2,200,829</b>
Armenia	7,621	6,793	39,506	38,678
Bangladesh	97,440	12,215	101,718	21,580
Bhutan	-	-	43,601	43,601
China (incl. Hong Kong)	24,740	25,516	825,292	814,780
Georgia	32,480	1,911	45,446	15,181
India	42,162	42,120	65,836	65,836
Indonesia	8,470	-	344,877	336,538
Korea Rep.	-	-	129,923	129,923
Laos	32,055	39,850	174,181	127,301
Mongolia	14,172	6,032	50,574	42,433
Philippines	-	16,395	125,884	124,859
Sri Lanka	34,347	20,162	119,226	97,081
Vietnam	25,333	31,862	278,712	255,585
<b>Africa</b>	<b>54,973</b>	<b>149,392</b>	<b>972,210</b>	<b>790,895</b>
Angola	-	69,112	349,917	257,772
Egypt	17,014	4,038	81,092	59,070
Gabon	8,913	8,913	155,436	155,436
Ghana	9,586	22,705	153,290	139,392
Nigeria	1,004	180	25,736	721
Senegal	-	7,325	55,465	54,968
South Africa	580	18,043	27,197	27,197
Tunisia	-	10,350	27,776	18,576

## Tied financial credits, purchases of accounts receivable and other types of financing

The following tables show the individual share which tied financial credits and purchases of accounts receivable have in the total volume of export credit refinancing administered by OeKB.

Export sales made on credit terms can be financed by having the exporter allow deferred payment or as a loan extended to a foreign buyer. The exporter granting a supplier credit to a foreign buyer can obtain funding for this from a credit institution. When a bank extends a tied financial credit or purchases accounts receivable, this leads to a reduction in the exporter's balance sheet.

### Commitments and disbursements outstanding under the Export Financing Scheme, by type of financing

	Outstanding at 31 December 2016				Outstanding at 31 December 2017			
	Commitments		Disbursements		Commitments		Disbursements	
	€ million	%	€ million	%	€ million	%	€ million	%
Tied financial credits	3,772	20.4%	3,500	22.3%	3,930	19.4%	3,617	20.6%
<i>Incl. conditional commitments</i>	<i>4,093</i>	<i>21.3%</i>			<i>4,257</i>	<i>20.7%</i>		
Foreign investments	185	1.0%	176	1.1%	132	0.7%	132	0.8%
<i>Incl. conditional commitments</i>	<i>185</i>	<i>1.0%</i>			<i>132</i>	<i>0.6%</i>		
Purchases of accounts receivable	68	0.4%	62	0.4%	75	0.4%	69	0.4%
<i>Incl. conditional commitments</i>	<i>68</i>	<i>0.4%</i>			<i>75</i>	<i>0.4%</i>		
Other financing contracts	2,171	11.7%	1,468	9.3%	2,328	11.5%	1,791	10.2%
<i>Incl. conditional commitments</i>	<i>2,206</i>	<i>11.5%</i>			<i>2,328</i>	<i>11.3%</i>		
<b>Subtotal</b>	<b>6,196</b>	<b>33.5%</b>	<b>5,206</b>	<b>33.2%</b>	<b>6,465</b>	<b>31.9%</b>	<b>5,610</b>	<b>32.0%</b>
<b><i>Incl. conditional commitments</i></b>	<b><i>6,552</i></b>	<b><i>34.1%</i></b>			<b><i>6,793</i></b>	<b><i>33.0%</i></b>		
Aval endorsements	12,297	66.5%	10,495	66.8%	13,789	68.1%	11,929	68.0%
<i>Incl. conditional commitments</i>	<i>12,658</i>	<i>65.9%</i>			<i>13,792</i>	<i>67.0%</i>		
<b>Total</b>	<b>18,493</b>	<b>100.0%</b>	<b>15,701</b>	<b>100.0%</b>	<b>20,254</b>	<b>100.0%</b>	<b>17,539</b>	<b>100.0%</b>
<b><i>Incl. conditional commitments</i></b>	<b><i>19,210</i></b>	<b><i>100.0%</i></b>			<b><i>20,585</i></b>	<b><i>100.0%</i></b>		

## New contracts issued and amounts disbursed under the Export Financing Scheme, by type of financing

	Movements in 2016				Movements in 2017			
	New commitments issued		Loan funds disbursed		New commitments issued		Loan funds disbursed	
	€ million	%	€ million	%	€ million	%	€ million	%
Tied financial credits	443	9.9%	380	10.1%	626	11.9%	573	12.0%
<i>Incl. conditional commitments</i>	<i>681</i>	<i>12.3%</i>			<i>997</i>	<i>14.7%</i>		
Foreign investments	33	0.7%	30	0.8%	17	0.3%	26	0.5%
<i>Incl. conditional commitments</i>	<i>37</i>	<i>0.7%</i>			<i>17</i>	<i>0.3%</i>		
Purchases of accounts receivable	27	0.6%	18	0.5%	38	0.7%	39	0.8%
<i>Incl. conditional commitments</i>	<i>27</i>	<i>0.5%</i>			<i>45</i>	<i>0.7%</i>		
Other financing contracts	750	16.8%	615	16.3%	631	11.9%	677	14.1%
<i>Incl. conditional commitments</i>	<i>842</i>	<i>15.3%</i>			<i>851</i>	<i>12.6%</i>		
<b>Subtotal</b>	<b>1,253</b>	<b>28.1%</b>	<b>1,043</b>	<b>27.6%</b>	<b>1,312</b>	<b>24.8%</b>	<b>1,315</b>	<b>27.4%</b>
<b><i>Incl. conditional commitments</i></b>	<b><i>1,588</i></b>	<b><i>28.8%</i></b>			<b><i>1,909</i></b>	<b><i>28.2%</i></b>		
Aval endorsements	3,211	71.9%	2,735	72.4%	3,970	75.2%	3,481	72.6%
<i>Incl. conditional commitments</i>	<i>3,934</i>	<i>71.2%</i>			<i>4,866</i>	<i>71.8%</i>		
<b>Total</b>	<b>4,464</b>	<b>100.0%</b>	<b>3,778</b>	<b>100.0%</b>	<b>5,282</b>	<b>100.0%</b>	<b>4,795</b>	<b>100.0%</b>
<b><i>Incl. conditional commitments</i></b>	<b><i>5,521</i></b>	<b><i>100.0%</i></b>			<b><i>6,775</i></b>	<b><i>100.0%</i></b>		

## Interest rates in the Export Financing Scheme

### Financing on commercial terms

#### Financing based on combined floating and fixed interest rates

The financing for supplier and buyer credits and investment loans is extended at variable and fixed interest rates. OeKB sets the floating rate quarterly. It is based on the average cost for OeKB of funding itself on the market. The floating-rate portion of the credit is repaid first; the financing of the longer-term part is at a fixed interest rate.

#### Financing based on EURIBOR

OeKB also offers financing of supplier and buyer credits and investments purely at a floating-rate. The financing is based on the 3 or 6-month EURIBOR plus a margin dependent on the maturity.



### Kontrollbank Credit Line for short-term export contracts

The Kontrollbank Credit Line (KRR) is for large enterprises wishing to finance short-term, revolving export business. The financing is based on avals guaranteed by the Republic. OeKB sets the interest rate for this type of financing quarterly.

Small and medium-sized enterprises are serviced by “Österreichischer Exportfonds” GmbH.

### Financing in foreign currencies

Financing of export business and investments is also offered in foreign currencies at floating or fixed interest rates which are quoted separately for each contract.

Fixed-rate financing based on CIRR can be offered on demand.

*For further details see  
'Glossary'*

The current interest rates of the Export Financing Scheme can be consulted at [www.oekb.at/interest](http://www.oekb.at/interest)

### Soft Loans

In addition to export finance facilities on commercial terms, the Austrian export industry can benefit from refinancing on concessional terms. Soft loans adhere to the soft-loan policy pursued by the Federal Ministry of Finance (BMF) within the framework of the OECD Arrangement. They support Austrian exporters in the face of international competition and aim to contribute to the sustainable development of receiver countries.

The conditions for soft-loan financing depend on the receiver country and are, as a rule, set annually.

[www.oekb.at/en/development-financing/soft-loans](http://www.oekb.at/en/development-financing/soft-loans)

## Sources and uses of funds

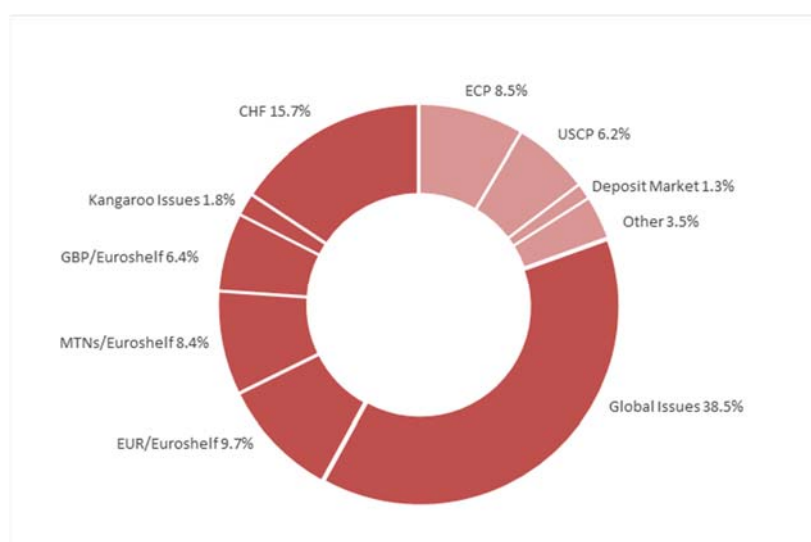
The total of all positions within the Export Financing Scheme in the year under review was € 34,486 million (2016: € 34,569 million). Of this amount, € 4,795 million represented loan disbursements. € 29,691 million was used largely for the repayment of loan liabilities. In the period reported on, € 2,958 million (8.6%) of the funds used came from debt service payments received on export financing credits. New borrowing amounted to € 31,528 billion.

# Guarantees of the Republic of Austria under the Export Financing Guarantees Act (AFFG)

OeKB refinances itself on the international and domestic financial markets through the issue of

- global bonds,
- liquid benchmark-transactions,
- private placements,
- medium-term notes and
- short-term money market instruments.

**OeKB's issuance programs – outstanding volume as of 31 December 2017: € 19 billion**



In 2017, 17 long-term transactions totalling € 4.4 billion were placed domestically and abroad. Highlights of the year were OeKB's reentry into the EUR market after an absence of eight years with a EUR 1.5 billion benchmark as well as the issuance of a USD 1.5 billion global bond transaction. In addition, a GBP benchmark bond, an AUD bond (including four taps), seven USD private placements and an increase of a USD FRN global bond were issued.

OeKB bonds are guaranteed unconditionally and explicitly by the Republic of Austria and are rated Aa1/AA+ by Moody's and Standard & Poor's. The short-term debt is rated P1 and A1+ by the respective agencies.

*Rating*

The AFFG regulates the granting of guarantees by the Federal Minister of Finance in favour of the creditors of OeKB in connection with export financing. The Federal Minister of Finance is also authorised to guarantee repayment to OeKB of possible foreign exchange losses incurred. The exchange rate guarantees are issued in favour of OeKB and set a rate of conversion between the Euro and another currency (exchange rate risk) for a certain period of time, for which the proceeds of the financing transactions are utilized to refinance OeKB's Euro loan portfolio (section 1 par. 2b AFFG).

*Export Financing Guarantees Act*

The aggregate exposure limit is € 40 billion. OeKB pays a guarantee fee to the Federal Ministry of Finance.

Further provisions of the AFFG include

- the maximum maturity,
- the percentage of aggregate exposure arising from the guaranteed borrowing,
- the maximum amount for any single financing transaction,
- the calculation method for adding individual guarantees to the aggregate guarantee exposure limit.

### Guarantees under the Export Financing Guarantees Act

Guarantees in € million for	principal amounts	interest <sup>2</sup>	exchange risk	Total
Additions in 2016	8,851	-	393	9,244
Reductions in 2016	10,938	-	660	11,598
<b>Net change in 2016</b>	<b>(2,088)</b>	-	<b>(267)</b>	<b>(2,354)</b>
<b>Outstanding at 31 December 2016</b>	<b>18,953</b>	-	<b>3,006</b>	<b>21,959</b>
<i>Transactions in Euro</i>	<i>300</i>	-	<i>1,125</i>	<i>1,425</i>
<i>Transactions in foreign currencies</i>	<i>18,653</i>	-	<i>1,881</i>	<i>20,534</i>
Unused limit (total limit of € 45,000 million) <sup>1</sup>				23,041
Additions in 2017	13,053	-	221	13,274
Reductions in 2017	10,445	-	275	10,720
<b>Net change in 2017</b>	<b>2,608</b>	-	<b>(54)</b>	<b>2,554</b>
Additions from 1967 to 2017	213,624	2,776	13,524	229,924
Reductions from 1967 to 2017	192,063	2,776	10,572	205,411
<b>Net change from 1967 to 2017 =</b>	<b>21,561</b>	-	<b>2,952</b>	<b>24,513</b>
<b>Outstanding at 31 Dec 2017</b>				
<i>Transactions in Euro</i>	<i>1,800</i>	-	<i>1,125</i>	<i>2,925</i>
<i>Transactions in foreign currencies</i>	<i>19,761</i>	-	<i>1,827</i>	<i>21,588</i>
Unused limit (total limit of € 40,000 million) <sup>1</sup>				15,487

<sup>1</sup> Since 24 April 2017 € 40 billion Federal Law Gazette I no. 42/2017; Federal Law Gazettes I no. 144/2008, no. 122/2012 and no. 40/2014

<sup>2</sup> In accordance with the 1980 amendment to the Act, interest is no longer counted against the aggregate exposure limit.

When calculating the aggregate exposure and in order to account for exchange rate risk, a supplement amount of 10% of the transaction is added to issues in foreign currencies. These foreign currencies are converted into Euros at the reference rate stated by the European Central Bank on the day on which the guarantee takes effect (see section 2 of the AFG). For OeKB's short-term borrowing under a revolving credit facility, the monthly changes in disbursements outstanding are disclosed at the net value of additions or reductions.

### Guarantees in the Austrian government financial statements

€ million	2014	2015	2016
Additions	22,671	18,022	15,693
Reductions	22,998	19,048	17,830
Market rate change	-658	+288	-92
Ending balance outstanding (after measurement) at 31 December	24,164	23,425	21,196
<i>Transactions in Euro</i>	<i>2,600</i>	<i>1,500</i>	<i>300</i>
<i>Transactions in foreign currencies</i>	<i>21,564</i>	<i>21,925</i>	<i>20,896</i>

The guarantees outstanding are also set out in the government financial statements at current levels; the evaluation of guarantees in foreign currencies are calculated with effective rates as of year-end. For revolving credit facilities, additions and reductions are reported on a gross basis. The data for 2017 is not yet available.

## Legal provisions

### Export Guarantees Act

[www.ris.bka.gv.at/GeltendeFassung.wxe?Abfrage=Bundesnormen&Gesetzesnummer=10006677](http://www.ris.bka.gv.at/GeltendeFassung.wxe?Abfrage=Bundesnormen&Gesetzesnummer=10006677)

### Export Guarantees Decree

[www.ris.bka.gv.at/GeltendeFassung.wxe?Abfrage=Bundesnormen&Gesetzesnummer=10006678](http://www.ris.bka.gv.at/GeltendeFassung.wxe?Abfrage=Bundesnormen&Gesetzesnummer=10006678)

### Export Financing Guarantees Act

[www.ris.bka.gv.at/GeltendeFassung.wxe?Abfrage=Bundesnormen&Gesetzesnummer=10006271](http://www.ris.bka.gv.at/GeltendeFassung.wxe?Abfrage=Bundesnormen&Gesetzesnummer=10006271)

The legal provisions are in German only.

# Glossary

## **Country data**

Countries are shown individually if the guarantee exposure, cumulative gross claims paid or financing commitments amount to € 25 million or more.

## **OECD**

Organisation for Economic Cooperation and Development

## **OECD Arrangement**

The OECD Arrangement on officially supported export credits is an interational treaty which is legally binding for EU member states.

## **OECD/EU/Non-European developing countries/OPEC**

The classification of countries into these groupings follows the definitions of the Austrian statistics agency (Statistik Austria).

## **OPEC**

Organisation of the Petroleum Exporting Countries

## **The legend for data presented in this report**

When an actual value is rounded down to 0, it is shown as '0' in the table. Where no value exists, the position is shown as '-'. Rounding up or down can lead to differences in totals.

## **Guarantees of the Republic of Austria under the AusfFG**

### **AusfFG (Ausfuhrförderungsgesetz)**

Export Guarantees Act, published in Federal Law Gazette no. 215/1981, as amended

### **AFVO (Ausfuhrförderungsverordnung)**

1981 Export Guarantees Decree published in Federal Law Gazette no. 215/1981, as amended

### **Aggregate guarantee exposure**

Actual aggregate exposure for the (i) base amounts of guarantees of type G 1 to G 9 and G 11, (ii) guarantees issued for OeEB and (iii) the notified financing requirement from aval endorsements; excluding conditional commitments. From 2012, the measurement of aggregate guarantee exposure reflects currency conversion differences; in other words, the value of guarantees denominated in foreign currency is converted into Euros at the relevant ECB reference exchange rates.

### **Conditional commitment**

Conditional commitment to issue a guarantee or financing facility for prospective transaction that is still under negotiation.

### **Excess**

Is the percentage of a loss to be borne by the guarantee holder.

**Financing requirement**

is the actual cover requirement that may be reported on a quarterly basis by the holder of an aval endorsement.

**Guarantees issued**

Newly issued guarantees, aval endorsements and guarantees issued for OeEB, calculated based on their maximum amounts.

**Guarantees of the Republic of Austria**

Guarantees, avals and guarantees issued for OeEB in accordance with the AusfFG and the AFVO

**Guarantor**

The Republic of Austria acting through the Austrian Federal Minister of Finance.

**Marketable risks**

Commercial and political risks arising from export transactions with a total risk period for manufacturing and loan repayment of less than two years and a counterparty in an EU or OECD country, excluding Chile, Greece, Israel, Mexico, South Korea and Turkey.

**Maximum amount**

The amount stated in the guarantee contracts or in aval endorsements that represents the maximum liability of the Guarantor.

**Premium income**

From 2012, the item 'premium income' reflects accrual-basis accounting for up-front premiums in 'Income and expenses from guarantees under the AusfFG' (i.e. premiums are recognised in the period in which they are earned).

**Recoverable claims**

Outstanding balance of claims paid less recoveries and write-downs, at the balance sheet date. From 2012 the foreign-currency-denominated portion of this exposure is presented so as to include currency conversion differences, which means that the foreign-currency receivables are converted into Euros at the relevant ECB reference rates.

## Oesterreichische Kontrollbank AG Export Financing Scheme

**CIRR (Commercial Interest Reference Rate)**

The minimum fixed interest rate defined in the OECD Arrangement for which official support can be granted on export credits provided that the CIRR does not cover the lender's funding costs.

**Soft Loan**

Concessional financing. Loans made on concessional (i.e. preferential) terms in the form of low (below market rate) interest rates, long repayment periods and grace periods.

## Guarantees of the Republic of Austria under the AFFG

**AFFG (Ausfuhrfinanzierungsförderungsgesetz)**

Export Financing Guarantees Act, published in Federal Law Gazette no. 216/1981, as amended

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The Export Services – Annual Report 2017 is printed in German and English, and published on the internet.

[www.oekb.at/en/oekb-group/oekb-ag](http://www.oekb.at/en/oekb-group/oekb-ag)

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