



**Baker
McKenzie.**

Supporting International Trade and Growth

Global Trade & Export Finance Capabilities

Helping you to achieve the best results

GLOBAL FORESIGHT AND STRATEGY

- Specialist trade and export finance practitioners serving Lenders, ECAs, Sponsors and Borrowers in key jurisdictions such as Japan, China, South Africa, the US, France, Germany and the UK
- Accelerated deal execution via a comprehensive understanding of specific ECA requirements globally
- Deep insights into the unique dynamics of emerging markets deals

EXPERIENCE

- Experienced in transactions associated with complex finance structures
- Experience with most of the world's Export Credit Agencies (“**ECAs**”), Development Financial Institutions (“**DFIs**”) and multilateral banks (“**MLBs**”)

STRENGTH

- 76 offices
- 46 countries
- 600+ Banking & Finance lawyers
- 80+ languages spoken
- Local knowledge with a global reach
- Ranked Tier 1 for Emerging Markets and Tier 2 for Trade Finance (Legal 500 2021)

INNOVATION AND EFFICIENCY

- Cutting edge legal technology (including AI)
- Pioneer in the use of alternative staffing models and legal project management
- [3R Resource Centre](#)

Acted on three of the Best Deals of 2020 & 2021

Global Trade Review

Trends

Staying ahead of Trends in Trade & Export Finance

Emphasis on Sustainability

Sustainable finance is becoming increasingly imperative to investment decisions for corporations, banks and governments. With both lenders and corporations acknowledging the critical role finance plays in achieving a greener economy, the role of private finance, regulation and measurement is moving sustainable finance from niche into mainstream. This is an area to watch in the trade finance space, in particular the development of agriculture value chains and funding for sustainable development of this sector.



Act now - we can help you

- Effectively promote ESG aspects of financings to potential investors and interested third parties
- Negotiate a pricing structure that maximises the economic rewards for achieving performance targets of a sustainability- or KPI-linked product
- Ensure compliance with ongoing disclosure and reporting obligations
- Adopt a jurisdiction-specific financing strategy

RESOURCES



[Sanctions and Export Controls Update Blog](#)

Navigating through LIBOR Transition

LIBOR has long been the dominant rate to determine interest payments on floating rate financial products and has been used extensively in operating models, making the transition challenging. Markets are making progress toward the provision of robust, alternative risk-free rates. However, complications are abound, equally for trade and export finance as much as any other sector. Understanding the details and planning for the impact are key to a smooth transition.

Act now - we can help you

- Identify key challenges around specific products and markets and create a robust implementation roadmap
- Review debt instruments documentation and provide amendment advice across relevant currencies
- Consider the available documentary solutions for new and legacy products
- Check the terms of ECA-covered documents and consent requirements
- Coordinate the transition to alternative rates in loan documentation with related hedging documentation

RESOURCES



[LIBOR Transition Hub](#)

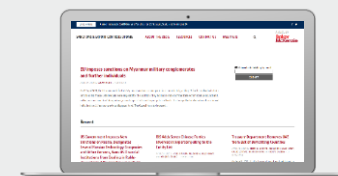
Uncertain business climate and protectionism

Brexit, Covid-19, global trade wars and the evolving political landscape in the Americas are just a few of the many events that have given rise to intense uncertainty in today's business climate. Commentators warn of a sustained downturn, while nationalist politicians are threatening to upend decades of cooperation and collaboration. This has manifested itself with greater sanctions and export controls, as well as trade wars drawing in the US, the EU, China and Japan.

Act now - we can help you

- Companies should proactively consider how they can shock-proof their supply chain from the next geopolitical incident

RESOURCES



[Sanctions and Export Controls Update Blog](#)

Acted on the two of the Best Export Finance Deals of 2019 & 2020

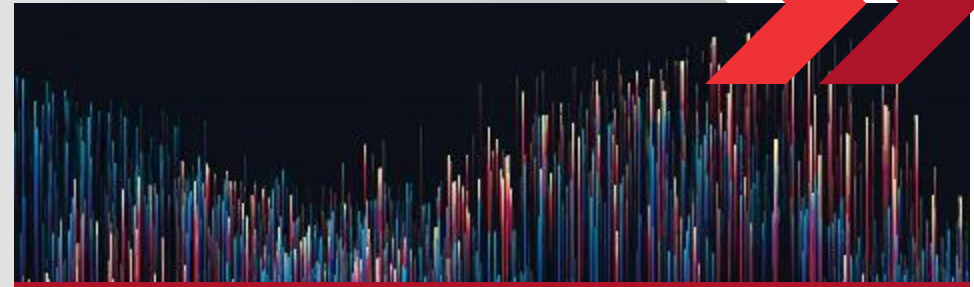
TXF

Seamless, integrated advice from structuring to closing



Export Finance

- Having in-depth experience and strong relationships with all major ECAs
- Providing expert knowledge of ECA requirements
- Leading experience in UKEF direct lending facilities
- Providing CRR analysis of ECA covers
- Specialist knowledge in the restructuring of ECA covered deals
- Expertise in ECA covered projects



Structured Trade and Commodities Finance

Possessing long-standing and expert experience in:

- Pre-export financing
- Prepayment financing
- Import financing
- Pre-shipment and post shipment export financing
- Reserve and borrowing base lending
- Warehouse facilities
- UCP 600 and ISP 98
- Restructuring self-liquidating trade debt



What others say...

Baker McKenzie has "a versatile team that is highly engaged and has a strong appreciation for the unique dynamics in emerging markets deals," with an "on-the-ground presence and strong engagement at partner level."

Legal 500 UK 2021 | Emerging Markets Tier 1



Receivables Finance

- Planning and execution of supply chain finance programmes and transactions
- Receivables sale transactions / factoring
- Invoice and bill discounting
- Forfaiting facilities
- Related tax advice



Sanctions, compliance, export controls and regulatory advice

- Customs and trade regulation
- Tax compliance
- Commercial agreements
- Trade-related enforcement actions
- Export controls, export clearance provisions and anti-boycott controls
- Product safety
- Strategic sourcing
- Supply chain security and structuring
- Financial services regulation, including enforcement issues

Band 1

Climate Change

Chambers Global 2009-2021

Experience

Export Finance



<p>Standard Chartered Bank</p>	<p>Syndicate of banks</p>	<p>Standard Chartered Bank, Credit Agricole CIB and UK export finance</p>	<p>Société Générale, BNP Paribas and the Black Sea Trade and Development Bank</p>
<p>Advised Standard Chartered Bank on the combined USD 1.6 billion financing package to the Tanzanian Ministry of Finance and planning, including an EKN- and SEK-backed facility, to fund the construction of a standard gauge light railway in Tanzania.</p> <p><i>Global Trade Review Best Deal 2021</i></p> <p>2020</p>	<p>Acted for a syndicate of banks led by BNP Paribas SA and Mizuho Bank Europe NV in relation to a USD 463 million EKN-covered facility provided to SoftBank Corp. This was the leading tech giant's the first ECA-covered loan.</p> <p>2020</p>	<p>Advised Standard Chartered Bank, Credit Agricole CIB and UK export finance in connection with the circa USD 900 million financing to the Sultanate of Oman for the construction and development of three hospitals in Oman.</p> <p><i>Global Trade Review Best Deal 2020</i></p> <p>2020</p>	<p>Advised Société Générale, BNP Paribas and the Black Sea Trade and Development Bank on EUR 318 million SERV-covered and tied commercial facilities to the Istanbul metropolitan municipality for a new waste-to-energy project.</p> <p><i>Global Trade Review Best Deal 2020 TXF Deal of the Year 2020</i></p> <p>2020</p>
<p>Syndicate of banks</p> <p>Advised the finance parties in connection with a USD 50 million EKN-covered financing for Turkcell.</p> <p>ECA Finance Deal of the Year GFC Bonds & Loans Awards Turkey 2020.</p> <p>2020</p>	<p>Atrafin</p> <p>Advised Atrafin on two (United States Export Import Bank (US EXIM) supported) medium term secured credit facilities for the export of US manufactured equipment to the United Arab Emirates.</p> <p>2020</p>	<p>MUFG, Mitsubishi UFJ Trust and Banking Corporation</p> <p>Acted for the lenders led by MUFG Bank, Ltd. on a NEXI covered USD 520 million dual-currency facilities agreement to African Export-Import Bank. This groundbreaking transaction is the first of its kind to be covered by the Japanese state insurer on the African continent and it will support Afreximbank's Pandemic Trade Impact Mitigation Facility ("PATIMFA").</p> <p>2020</p>	<p>BNP Paribas Fortis SA/NV</p> <p>Acted for BNP Paribas Fortis SA/NV in providing two CESCE (the Spanish export credit agency) covered facility agreements amounting to circa EUR 214 million to OCP SA of Morocco, the world's largest phosphate exporter.</p> <p>2020</p>

Experience

Structured Trade and Commodities Finance



Deutsche Bank AG	DBS Bank Limited	African Export-Import Bank	A Regional Bank
<p>Advised Deutsche Bank AG on USD 152 million prepayment financing made to the multinational commodity trading and mining company Glencore International AG in respect of its purchase of aluminium from the Indian mining company, Vedanta Limited. This was the first prepayment financing made between Glencore and Vedanta.</p>	<p>Advised DBS Bank Limited on its participation in a USD 1.4 billion limited recourse prepayment financing provided in connection with the supply of petroleum products by Reliance Industries Limited.</p>	<p>Acting for African Export-Import Bank in relation to a USD 70 million loan to the Reserve Bank of Zimbabwe to purchase grain for and on behalf of grain importers in Zimbabwe.</p>	<p>Advising a regional bank on a structured commodity finance transaction involving a receivables purchase transaction and a pre-shipment prepayment facility. This involves an innovative structure that combines two separate financing transactions to achieve certain tax efficiencies for the borrower.</p>
2019	2018	2017	Ongoing Transaction
KBC Commercial Finance	Nyrstar	UniCredit AG	African Export-Import Bank
<p>Acted for KBC Commercial Finance on the forfaiting of trade receivables for commodity trader IXM.</p>	<p>Acted for mining and metals company Nyrstar on an up to USD 200 million zinc prepayment transaction and its USD 125 million refinancing.</p>	<p>Acting for UniCredit AG to a USD 60 million financing to Macoil International Inc to provide pre-shipment financing of crude oil to distributors in Gibraltar and Malta.</p>	<p>Acted for African Export-Import Bank in relation to a USD 360 million revolving credit facility to Mota-Engil to support the acquisition of equipment and support certain projects of its subsidiaries in Sub-Saharan Africa.</p>
2020	2018	2017	2019

Experience

Receivables Finance



Standard Chartered Bank and African Export-Import Bank	Australia and New Zealand Banking Group Limited	DBS Bank	ING Bank
<p>Advised Standard Chartered Bank and African Export-Import Bank in relation to a USD 1.5 billion receivables backed dual tranche K-SURE covered and DFI commercial facility for Sonangol. This was the first syndicated financing for Sonangol since the political turmoil in Angola.</p>	<p>Advised Australia and New Zealand Banking Group Limited, who entered into a Receivables Purchase Financing transaction with Compal Electronics, Inc., one of Taiwan's leading high-tech product manufacturing companies, to support the financing of its operations. This was the largest cross-border receivables purchase financing transaction in Taiwan for 2019.</p>	<p>Advised Singapore-based DBS Bank in negotiating and closing a USD 68 million receivables purchase facility provided to SMR Automotive Systems USA Inc. The facility will include receivables from five major automobile manufacturers in the US.</p>	<p>Advised ING Bank N.V., who entered into a USD 700 million Receivables Purchase Agreement to purchase receivables of Inventec Corporation and granted participation in such purchase by entering into master participation agreement with Sumitomo Mitsui Banking Corporation, Taipei Branch and Mizuho.</p>
2018	2019	2020	2019
ING Bank	A Regional Bank	Singapore-Based Bank	United Overseas Bank Limited
<p>Advised ING Bank N.V., who entered into a Receivables Purchase Agreement to purchase receivables of Wiyynn Corporation and Wiyynn International Corporation due from Facebook and its affiliates.</p>	<p>Advised a regional bank on a structured limited recourse receivables purchase transaction with the Singapore subsidiary of a major global technology company.</p>	<p>Represented a Singapore-based bank in a USD multimillion receivable purchase facility supplied to a US automotive software and parts supplier that is part of a multinational group of companies based in India.</p>	<p>Advised United Overseas Bank Limited on a USD 600 million structured receivables financing transaction involving 28 special purpose vehicles and a servicer entity.</p>
2019	2020	2019	2020

Band 1

Banking & Finance

Chambers, Asia Pacific, 2021

Shared intelligence



[Trade Finance Quarterly Insight](#)

A collection of legal and market insights around current trade finance topics. Recent coverage includes mitigating fraud in commodity finance, the transition to risk free rates and ESG for the financial markets.



[Supply Chains Hub](#)

A hub for the latest thinking around the criticality of supply chain transformation to long-term business success.



[Sanctions and Export Controls Update Blog](#)

Timely updates regarding US and EU economic sanctions against sanctioned countries, such as Russia and Iran, as well as other key developments across the globe.



[International Trade Compliance Update Blog](#)

Real time updates and insights around developments in the International Trade Compliance space.

**Clients praise the firm's
“high-value, complex and
cross-border trade and
export finance
transactions”**

Legal 500 UK 2021

Passionately client-centric

Our people are committed to excellence and driven by results. By combining a multicultural, collaborative culture with deep sector and practice knowledge, we help clients navigate local markets and multiple jurisdictions — from the world's largest economies to emerging players.

Our approach to innovation starts with what clients need to achieve. Through [Reinvent](#), we bring together change initiatives from across the firm to deliver the people, process and technology that can accelerate change and deliver speed, accuracy, flexibility and efficiency gains.

#1

World's strongest law firm brand 11 years running
Acritas

Specialist Advice



(only include this para if legally required and then in smaller type at bottom of page) Baker & McKenzie International is a global law firm with member law firms around the world. In accordance with the common terminology used in professional service organizations, reference to a "partner" means a person who is a partner or equivalent in such a law firm. Similarly, reference to an "office" means an office of any such law firm. This may qualify as "Attorney Advertising" requiring notice in some jurisdictions. Prior results do not guarantee similar outcomes.

The values we live by

We are committed to serving our clients and communities by advancing diversity and inclusion, sustainability, and access to justice and opportunity. We take bold action, set ambitious goals and align with leading corporate social responsibility initiatives.



Diversity & Inclusion — #WeAreNotNeutral

- **Global, inclusive approach:** 13,000+ employees, 46 countries, 80+ languages.
- **Ambitious targets for partners and leadership:** — 40% women, 40% men and 20% flexible (women, men or non-binary persons) by July 2025
- **Signatory to:** UN Women's Empowerment Principles, UN HeforShe, CEO Catalysts for Change
- **Recognition:** Stonewall Top Global Employer for LGBT+ inclusion and One of the Best Law Firms for Women (Law 360, Euromoney and Working Mother magazine)

[Learn more out about our commitment to Diversity and Inclusion.](#)

Global Pro Bono And Community Service

We apply our legal knowledge and passion to advance fundamental rights and opportunities for persons in need throughout the world.

- **Supporting Refugees in the Workforce project:** Partnered with clients to secure work placements for refugees
- **The Real Rights Project:** City-specific guides on interactions with law enforcement to youth from communities of color
- **Global Rights for Women:** Analysis of domestic violence laws worldwide for use in trainings and advocacy

[Learn more about our CSR initiatives.](#)

Sustainability — Supporting Our Clients, Protecting The Future

- **Signatory to UN Global Compact**
- **Global Carbon Emissions Reduction Targets:** 92% reduction by 2030
- **Recognition:** 10X Best Law Firm in the Voluntary Carbon Market Rankings; Climate Change Firm of the Year, Who's Who Legal Awards

[View our 2021 Communication on Progress to the UN Global Compact.](#)

Baker McKenzie helps clients overcome the challenges of competing in the global economy.

We solve complex legal problems across borders and practice areas. Our unique culture, developed over 65 years, enables our 13,000 people to understand local markets and navigate multiple jurisdictions, working together as trusted colleagues and friends to instill confidence in our clients.

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