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WHAT IS ECCO?

The European Club for Countertrade & Offset is

• A non-for profit association

• Created in 2010 under the French law

• Aims to create an international platform to share information and best practices in the field of offsets and countertrade activities

• Is ranked level 4 ISO 26000 and supports the UN Global Compact

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Activities

ECCO’S THREE PILLARS

BUSINESS COMMUNITY
Two symposiums a year which give you the opportunity to network and exchange best practices.

EXPERT INTERACTION
A reliable platform for information and discussion on offset and associated issues such as government procurement, international trade, social responsibility and economic and industrial development.

TRAINING
Strong belief that proper education in offset is crucial. Our Countertrade and Offset Academy is a unique 3-day international offset training course.
OFFSETS: the key for a more peaceful global economy?

- A French company wins a public tender in South Africa and commits to invest in training in the country
  - 1500 South Africans trained, of which 20 were trained in Paris for a year

- An other French company invested towards the creation of a South African company as part of an offset obligation
  - The company now employs 210 South Africans and has a turnover of more than 100 million euros

- South Africa started requiring offsets in 1996 after the apartheid ended in 1993.

- The advantage of such a mechanism is that it creates a win-win situation: the foreign company develops internationally and the buyer country establishes a strategic economical partnership with big multinational groups.

- For SMEs, offsets is a really strong tool to get you started internationally or to boost your exports while creating jobs locally but also in your own country.
OFFSETS: the key for a more peaceful global economy?

Grants for R&D in the buyer’s country

• Grant to assist clinical studies and research works on anti-viral products in Luxembourg. Up-stream from pharmaceutical laboratories.
  • ▶ Training program for 40 engineer students
  • Grant to assist in setting of Bio-Med company to develop and sell intra ocular lens in Estonia.
  • ▶ 20 direct jobs

Loans in the buyer’s country

• Loan to finance smelter furnace upgrading in South Africa
  ▶ Add. Turnover of USD 30 million (90% exports) and 337 jobs

• Loan to finance a new galvanized wire factory and production line in South Africa
  ▶ 314 jobs + 120 indirect jobs

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