

# Supplementary questionnaire for larger projects in low income countries (SQ)

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Schweizerische Exportrisikoversicherung  
Assurance suisse contre les risques à l'exportation  
Assicurazione svizzera contro i rischi delle esportazioni  
Swiss Export Risk Insurance



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## When does the supplementary questionnaire have to be completed?

A supplementary questionnaire has to be submitted upon application if the export transaction satisfies the two following conditions:

- Order value  $\geq$  CHF 10 million.
- The buyer country has a very low per capita income.

According to the OECD, the second condition applies to the “least developed” countries and the “other low income countries”. To establish whether the supplementary questionnaire has to be submitted in your specific case, please go to the SERV webpage and select cover practice, list of countries. Click on the buyer country for specific information.

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## Purpose and basis of the supplementary questionnaire

The purpose of the questionnaire is to examine the socio-economic and legal aspects of a large delivery/service in a poor country. The supplementary questionnaire is based on the principles of Swiss foreign policy and SERV's obligations as a consequence of various agreements with the OECD.

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### 1. Questions about the delivery/service

The aim of these questions is to put the delivery/service in the local context and assess the impact on the surrounding economy.

For example, improved productivity is linked to improvements in the technical efficiency of a national economy. Ensuring the maintenance of the delivery/service, if required, minimises the risk of an unprofitable investment resulting from high follow-on costs. And a transfer of know-how to the local population can have a positive impact on the development opportunities of a region.

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### 2. Questions about the project area

SERV has to be able to verify the location details of larger projects. If the area is subject to a dispute between two or more parties, SERV must establish whether and how the project will impact on this.

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### 3. Questions about labour standards

For larger projects, we aim to ensure that the buyers observe international labour standards (e.g. IFC Performance Standards), even if local legislation does not oblige them to do so. Usually, the labour standards practiced in the direct supply chain of the foreign buyer are also relevant.

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### 4. Questions about the buyer

These questions only need to be answered if the foreign buyer is not a government body and if government or non-government guarantors/securities are involved. The questions do not intend to analyse the creditworthiness of the buyer but instead are asked in order to estimate the social and economic integration of the buyer into the local economy.