Countertrade & Offset

Description: It has never before been more important to be kept informed about international developments relating to: Offset, Industrial Participation, Co-production, Countertrade, Related Trade Finance because more and more countries are applying these practices every year - and the rules that they employ have become increasingly complex.

There are only two publications that exclusively provide a constant flow of intelligence on these subjects.

“Countertrade & Offset”, now in its 24th year, is published twice every month.

Indispensable for any major defence, trading, or financial company, and for government officials in the Ministries of Defence, Economy, Trade, or Commerce.

“The Offset Guidelines Quarterly Bulletin”, comprehensive details of each countries guidelines including the policies of those countries that don't publish details.

Countertrade & Offset is the intelligence asset for commandos involved with Reciprocal Trade. If you are in the Defence Procurement Business; or Trade Financiers; or executives in Commodity-Linked Finance; or concerned with Trade-Related Investment Issues, CTO is for you.

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Our staff cover the globe to bring you the latest intelligence from those involved in the trade. In the last year, we have published interviews with ministers and government officials responsible for countertrade and offset policy from dozens of countries, as well as discussions with countless practitioners - on the record and off. We also report from major countertrade and offset conferences to keep you up to date.

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