

welcome!

UK EXPORT FINANCE

15th October 2024

Your host for today



Laurie Goodall
International Trade
& Customs Advisor





UK Export
Finance

UK EXPORT FINANCE

WIN CONTRACTS | FULFIL ORDERS | GET PAID

NAME

Jonathan Dowell



MISSION

To advance prosperity by ensuring no viable UK export fails for lack of finance or insurance, doing that sustainably and at no net cost to the taxpayer.



ABOUT UK EXPORT FINANCE

- The **world's first export credit agency**, established in 1919.
- Work with Department for Business and Trade, His Majesty's Treasury and over 70 private lenders and credit insurers
- Complement, not compete with the private sector
- We support UK businesses that export – our **tried and tested product range** includes:
 - Export insurance policies
 - Buyer finance
 - Working capital products

ABOUT UK EXPORT FINANCE



**ALL SECTORS;
GOODS, SERVICES
AND INTANGIBLES**



**SUPPORT SMEs
AND LARGE
CORPORATIONS**



**SUPPORT EXPORTS
TO 200+ COUNTRIES**

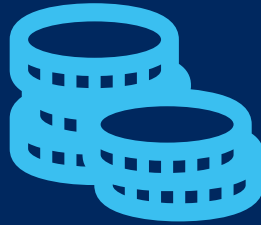


**60+ LOCAL
CURRENCIES**

IN 2023-24:



**PROVIDED £8.8 BILLION
IN NEW FINANCING FOR
UK EXPORTERS**



**£3.3 BILLION GROSS
VALUE ADDED TO
THE UK ECONOMY**



**SUPPORTED AN
ESTIMATED 41,000
UK JOBS**

OUR CAPACITY



As of January 2024.



SUPPORT UK EXPORTS TO OVER 200 COUNTRIES

Check our website to see the current level of
UKEF support available in your target markets.

OUR PRODUCTS

Buyer finance	Exporter guarantees	Insurance
<p>Win contracts: attractive financing terms for overseas buyers of UK goods and services can help exporters make their offering more competitive.</p>	<p>Fulfil orders: help companies access the support they need to fulfil a contract, giving them the confidence to take on more contracts and increase turnover.</p>	<p>Get paid: help companies manage risks in challenging markets, ensuring that they get paid even when the private market is not able to offer insurance.</p>
<ul style="list-style-type: none">• Buyer Credit Facility• Direct Lending• Lines of Credit• Standard Buyer Loan Guarantee• Bills and Notes Guarantee	<ul style="list-style-type: none">• Bond Support Scheme• Export Working Capital Scheme• General Export Facility• Export Development Guarantee• Supply Chain Discount Guarantee	<ul style="list-style-type: none">• Bond Insurance Policy• Export Insurance Policy• Overseas Investment Insurance



EXPORT WORKING CAPITAL SCHEME

Provides a guarantee on a bank loan allowing the unlocking of working capital to cover the cost of delivering the contract.

- Guarantees up to 80% of the lender's risk
- Useful in circumstances where an exporter:
 - Wins a higher value contract than normal
 - Needs to finance additional contracts
- Accessed through the participating banks

BOND SUPPORT SCHEME

Partial guarantee to banks for exporter contract bond requirements, freeing up exporter working capital.

- Guarantees up to 80% of the bond value
- No maximum or minimum term
- Often reduces the size of deposit needed to secure the bond
- Bonds supported include bid, advance payment, performance, retention and warranty bonds
- Accessed through participating banks





EXPORT INSURANCE POLICY

Insurance against the risk of not being paid either due to:

- Default by the buyer
- Termination of the export contract by the buyer
- Specified political, economic or administrative events
- Covers up to 95% of the contract value
- Apply by contacting UKEF directly or through a broker



BOND INSURANCE POLICY

Protects against demands for payment under a bond or a counter-guarantee.

- Covers up to 100% of the contract value
- Cover against:
 - Unfair calls on the bond or counter-guarantee.
 - Certain political events.
- Apply by contacting UKEF



GENERAL EXPORT FACILITY

Provides partial guarantees to banks to help UK exporters gain access to trade finance facilities.

- Can support bank facilities valued **below £25 million** (with the potential to support larger values with special approval)
- Guarantees up to 80% of the lenders risk
- Does not need to be linked to special export contract
- Maximum repayment terms of up to 5 years
- Accessed directly through participating banks

EXPORT DEVELOPMENT GUARANTEE

Helps UK exporters access high value loan facilities for general working capital or capital expenditure.

- Can support bank facilities valued **above £25 million**
- Does not need to be linked to a specific export contract
- Available to exporters or companies with an export plan (including inward investors and companies transitioning out of fossil fuels)
- Guarantees up to 80% of the lender's risk
- Maximum repayment period of 5 years, or up to 10 years for clean growth
- Accessed through banks using bespoke terms.



UK AND FOREIGN CONTENT DEFINITIONS

UK content is the cost of purchasing goods / services / intangible assets from UK exporters and UK sub-contractors.

- Minimum 20% UK content on all contracts supported
- Where this criteria cannot be met, we can consider offering support proportional to the UK content. We can also consider taking into account related contracts.

Flexible foreign content requirements for overseas buyers – up to 80% of content can be sourced from outside the UK.

- UK supply chain can access international opportunities through our supplier fair programme

UK CONTENT



GOODS

Produced or processed and modified within the UK and eligible for a UK country of origin certificate



SERVICES

Cost of any direct employees of UK applicants and of any personnel employed through sub-contracting arrangements with UK sub-contractors.



INTANGIBLES

Intangible assets originating in the UK where no Certificate of Origin is available

SUPPLIER FAIR MODEL



We organise one day
matchmaking events to
help **increase UK
content** in overseas
projects



DBT, trade associations
and other key partners
help **identify and invite**
potential suppliers



Buyer/EPC contractor
provides **project
overview** and host **1-21
meetings** with suppliers

SUPPLIER FAIR CASE STUDY: CONTRACTA

- Thanks to UKEF support for a construction project in Ghana, Scottish manufacturer BHC Ltd won a £20 million contract to provide steelworks and metal decking.
- BHC Ltd were introduced to the buyer at the supplier fair and the export business resulted from business held at the event.

“UKEF helped us secure a huge international contract. Not only has this helped our business, but it has also bolstered the local economy during these difficult times. We look forward to winning more overseas business off the back of this deal.”

Brian Hewitt, Managing Director, BHC Ltd

EXPORT FINANCE MANAGER NETWORK

- Regional point of contact for businesses
- Provide information on:
 - Payment methods and risks
 - Types of finance available
 - Making an application



EXPORT FINANCE MANAGER NETWORK

Northern England, Scotland and Northern Ireland

Regional Head for Export Finance Managers	Robin Priestley
North East – Senior Export Finance Manager	Patrick Kendell
North West (North)	Malcolm Woodall
North West (South)	Kevin Ledwith
North Yorkshire, Humberside, Teeside and Northern Ireland	Dan McPartlan
South Yorkshire	Manuel Fantin
West Yorkshire	Alissia Deane
Scotland (R&CG plus Aberdeenshire, Highland and Islands and Western Scotland)	Lara McGrath
Scotland (All areas except Aberdeenshire, Highland and Islands and Western Scotland)	Carol Harvey
Northern Ireland	Elizabeth McCrory
Regional Business Support Manager	TBA
Senior Stakeholder Manger – Scotland	TBA

London and South East

Regional Head for Export Finance Managers	Jane Cooper
Hertfordshire and Buckinghamshire	Craig Green
London (Central and West)	Hitesh Patel

London (City and East)	Colin Hawes
Essex, Norfolk and Suffolk	Richard Hill
Kent, East Sussex and West Sussex	Lisa Maddison-Brown
Hampshire and Isle of Wight	Richard Armstrong
Berkshire and Surrey	Jonathan Dowell

Midlands, Wales and South West

Regional Head for Export Finance Managers	Marie Hall
Black Country, Staffordshire and Shropshire	Anne Lockett
Derbyshire, Nottinghamshire, Lincolnshire and Rutland	Paul Tandy
Bedfordshire, Cambridgeshire, Northamptonshire	Jo Archer
Greater Birmingham and Leicestershire	Mark Lynam
Wales and Herefordshire	Steve Wilson
Coventry and Warwickshire	Fiona Begley
Bristol, Gloucestershire, North Wiltshire, Worcestershire and Oxfordshire	Hugh Francis
Somerset, Devon, Cornwall, Dorset and South Wiltshire	Tom McPartlan

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Regional point of contact for businesses

Find your regional Export Finance Manager [on our website](#)

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Black Country, Staffordshire and Shropshire

Anne Lockett

Derbyshire, Nottinghamshire, Lincolnshire and Rutland

Paul Tandy

Bedfordshire, Cambridgeshire, Northamptonshire

Jo Archer

Greater Birmingham and Leicestershire

Mark Lynam

Wales and Herefordshire

Steve Wilson

Coventry and Warwickshire

Fiona Begley

Bristol, Gloucestershire, North Wiltshire, Worcestershire and Oxfordshire

Hugh Francis

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UK Export
Finance

THANK YOU



Have we missed any questions?



Upcoming Events



INTERNATIONAL TRADE TRAINING WORKSHOP

WED

23

OCT

🕒 9:30 am - 12:30 pm

UNDERSTANDING COMMODITY CODES

📍 Virtual



BUSINESS FOCUS ON UAE AND SAUDI ARABIA

TRADE EVENT

THU

21

NOV

🕒 9:30 am - 11:30 am

BUSINESS FOCUS ON UAE AND SAUDI ARABIA

📍 Green Park Conference Centre, 100 Longwater Avenue Green Park,
Reading, RG2 6GP

Thank you



www.thamesvalleychamber.co.uk