UK Export Finance


Presentation to UK @ CERN November 30 2022

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Mission

To ensure that no viable UK export fails for lack of finance or insurance from the private sector, while operating 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 International Trade, Her 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

• Winner – TXF Perfect 10 Deals of the Year and GTR Best Deals awards
All sectors; goods, services and intangibles

Support SMEs and large corporations

Support exports to 200+ countries

60+ local currencies
In 2020-21:

- Provided £12.3bn in support of UK exports
- Directly supported 549 UK businesses
- Supported an estimated 107,000 UK jobs
Our capacity

£50bn total capacity

£38bn current exposure

£12bn remaining capacity

As at 31 December 2021
# Our products

## Buyer Finance

**Win contracts:** attractive financing terms for overseas buyers of UK goods and services can help exporters make their offering more competitive

- Buyer Credit Facility
- Direct Lending
- Lines of Credit
- Standard Buyer Loan Guarantee
- Bills and Notes Guarantee

## Exporter Guarantees

**Fulfil orders:** help companies access the support they need to fulfil a contract, giving them the confidence to take on more contracts and increase their turnover

- Bond Support Scheme
- Export Working Capital Scheme
- General Export Facility
- Export Development Guarantee
- Supply Chain Discount Guarantee

## Insurance

**Get paid:** help companies manage risks in challenging markets, ensuring that they get paid even where the private market is not able to offer insurance

- Bond Insurance Policy
- Export Insurance Policy
- Overseas Investment Insurance
Case study: SC Group

Opportunity

• won contract to provide special ops vehicles to Australian government

• received £10 million advance payment from buyer but was required to provide guarantee from their bank RBS – not possible due to size of contract

Outcome

• UKEF’s Bond Support Scheme enabled SC Group to access banking facility without affecting working capital required to fulfil order
Case study: Flamgard Calidair

Opportunity

• won contract to provide fire and shut off dampers to Chernobyl New Safe Confinement Site

• contract required an advance payment bond, which usually requires sizeable deposits

Outcome

• UKEF provided guarantee to their bank, Lloyds, removing requirement for a deposit and freeing up cashflow to complete contract
Case study: Teignbridge Propellers International

Opportunity

• new customer in Bangladesh ordered propellers for ferries – commercial credit insurance unavailable

Outcome

• UKEF provided cover through our Export Insurance Policy

“UKEF’s support has secured jobs in our Devon facility and has given us the confidence to explore and target new markets in the Far East. This is now bearing fruit now with new orders of over £500,000.”

- Ian Mills, Finance Director, Teignbridge Propellers International

UK REGION: Newton Abbot, Devon
DESTINATION MARKET: Bangladesh
SECTOR: Manufacturing – propellers and stern gear
PRODUCT: Export Insurance Policy
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

- Regional point of contact for businesses
- Find your regional Export Finance Manager on our website
- Provide information on:
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### Midlands, Wales and South West

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<thead>
<tr>
<th>Regional Head for Export Finance Managers</th>
<th>Phill Potter</th>
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<tbody>
<tr>
<td>Black Country, Staffordshire and Shropshire</td>
<td>Anne Lockett</td>
</tr>
<tr>
<td>Derbyshire, Nottinghamshire, Lincolnshire and Rutland</td>
<td>Andy Mannix</td>
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<tr>
<td>Bedfordshire, Cambridgeshire, Northamptonshire</td>
<td>Jo Archer</td>
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<tr>
<td>Birmingham, Coventry and Warwickshire, Leicestershire</td>
<td>Mark Lynam</td>
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<td>Wales and Herefordshire</td>
<td>Steve Wilson</td>
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<tr>
<td>Bristol, Gloucestershire, North Wiltshire, Worcestershire and Oxfordshire</td>
<td>Hugh Francis</td>
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<tr>
<td>Somerset, Devon, Cornwall, Dorset and South Wiltshire</td>
<td>Tim Burden</td>
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Thank you.