



UK Export
Finance

UK Export Finance

Win contracts. Fulfil orders. Get paid.
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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.





UK Export
Finance

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**





UK Export
Finance

Our 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



UK REGION: Honiton

DESTINATION MARKET: Australia

SECTOR: Defence - transportation

PRODUCT: Bond Support Scheme



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



UK REGION: Pontypool

DESTINATION MARKET: Ukraine

SECTOR: Manufacturing – fire dampers

PRODUCT: Bond Support Scheme



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

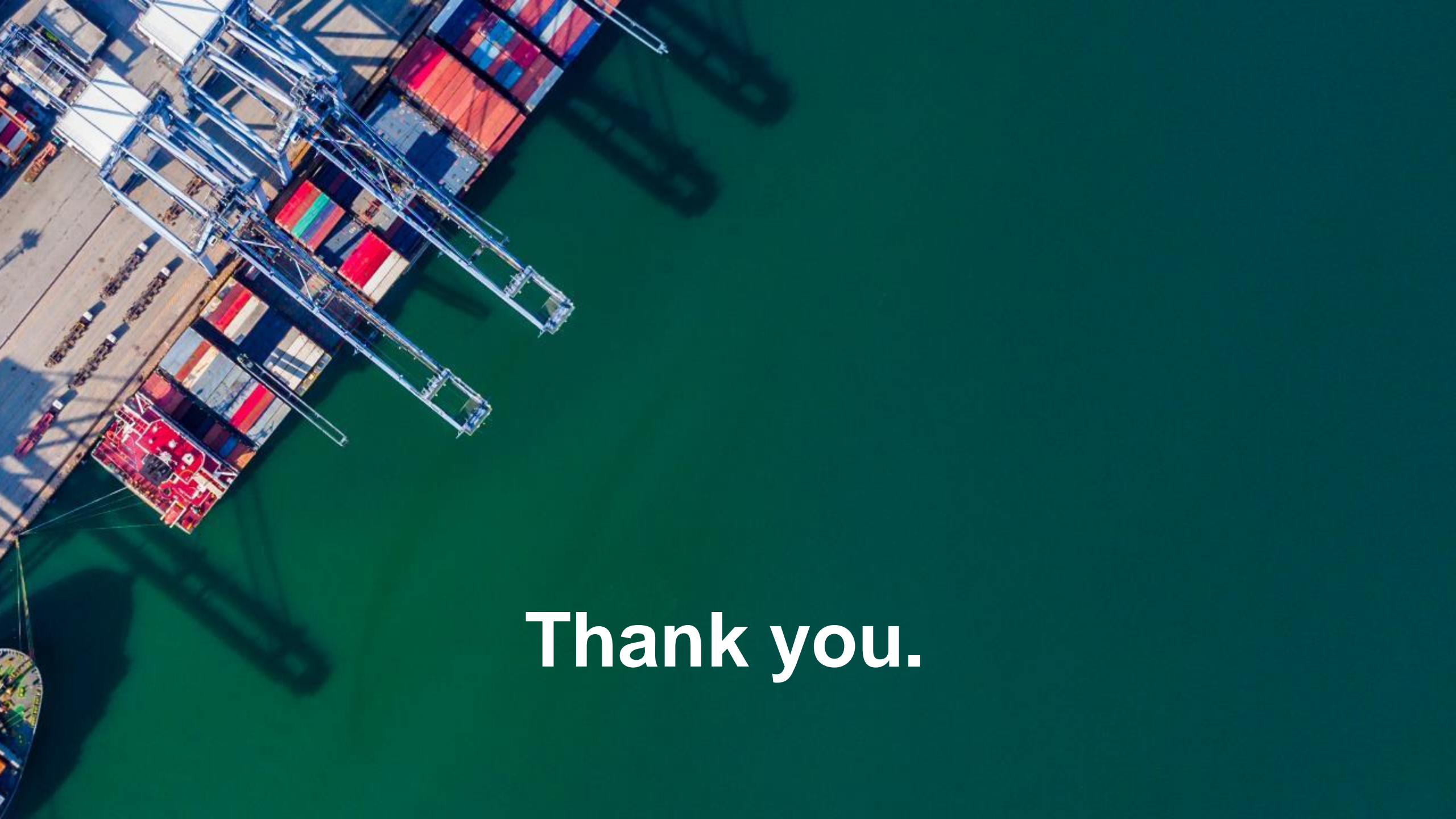


Export Finance Manager network

Midlands, Wales and South West

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

- Regional point of contact for businesses
- Find your regional Export Finance Manager [on our website](#)
- Provide information on:
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Thank you.