



UK Export
Finance

UK Export Finance

Win contracts. Fulfil orders. Get paid.

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Berkshire, Surrey, Hampshire & IoW





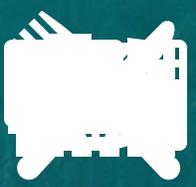
About UK Export Finance

- The **UK's official 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 **product range** includes:
 - Finance to overseas buyers of UK goods & services
 - Guarantees to UK exporters for Working Capital / Bond Support
 - Export insurance

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.





**All sectors;
goods, services and
intangibles**

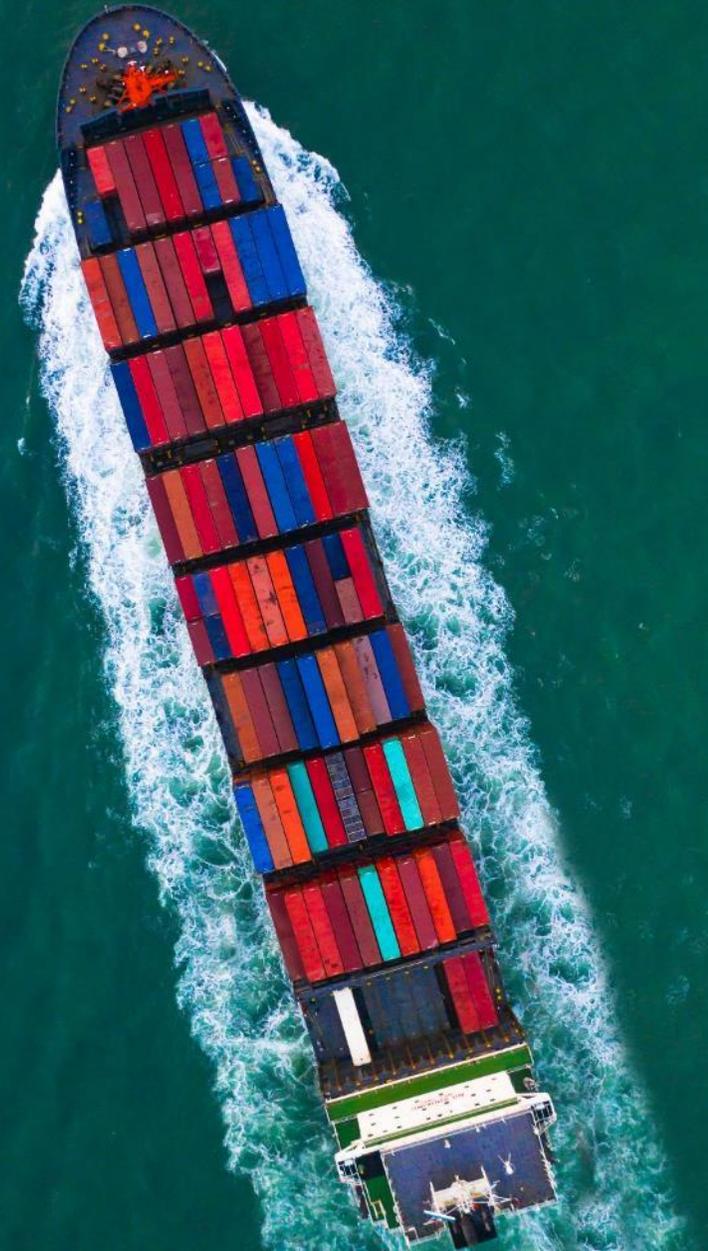


**Support exports
to 200+ countries**

**Support SMEs and
large corporations**



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 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

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**

- **Export Working Capital Scheme**
- **General Export Facility**
- **Bond Support Scheme**
- Export Development 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

- **Export Insurance Policy**
- Bond Insurance Policy
- Overseas Investment Insurance

Exporter Guarantees



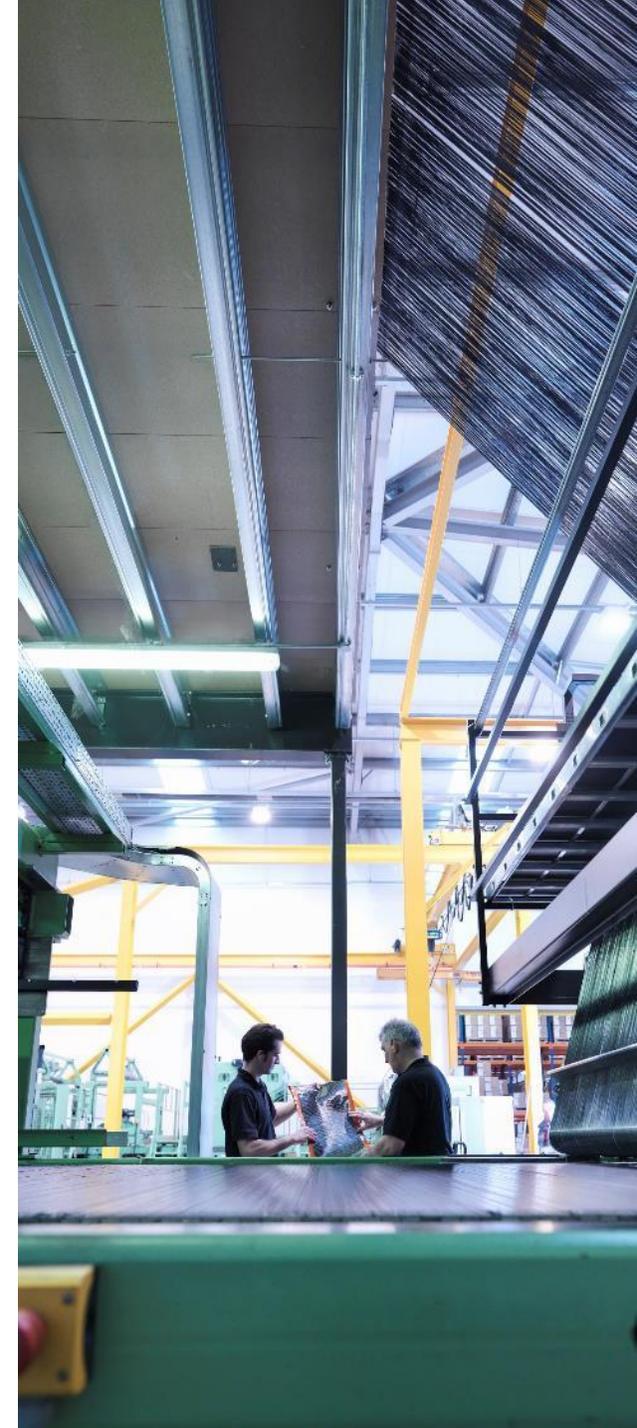


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Export Working Capital Scheme

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

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





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Bond Support Scheme

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

- Accessed through participating banks
- Risk on the UK Exporter
- Guarantees up to 80% of the bond value
- Often reduces the size of deposit needed to secure the bond
- Bonds supported include bid, advance payment, performance, retention and warranty bonds





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General Export Facility (GEF)

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

- Accessed directly through participating banks
- Risk on the UK Exporter
- **Does not need to be linked to a specific export contract**
- Guarantees up to 80% of the lender's risk
- Maximum guarantee cover period of 5 years
- For bank facilities valued above £25 million see our Export Development Guarantee product.





Eligibility Criteria for GEF

For support on a non-contract specific basis:

- The applicant's UK export sales must represent at least 20% of their annual turnover in **any one of the last three financial years**

OR

- The applicant's UK export sales must represent at least 5% of their annual turnover in **each of the last three consecutive financial years**





GEF – Key Themes



Accessibility

Delegated authority up to £5m of UKEF risk for each exporter for up to two years; up to 80% cover from UKEF

Example: Exporter has a need for facilities for £6.25m. UKEF issues a guarantee for 80% of that liability. UKEF maximum liability will be £5m.

In practice available to any sector unless a controlled sector

Simple eligibility rules

Can be used to support exporters long term planning – GEF can be approved for periods up to 5 years by UKEF



GEF – Key Themes



Flexibility

Can be used for general Bank facilities covering both DOMESTIC and international business

Can support Bonds (export and domestic), Import LCs and Trade Loans

Higher UKEF support values (up to say £25m) can be achieved through manual underwriting.



GEF – Key Themes



Certainty

Facility can be approved in advance of needs arising

No delays for agent checks

Our guarantee remains available for the period approved notwithstanding any change in customer risk profile

Insurance





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Export Insurance Policy

Cover against non-payment by the buyer:

Covers up to 95% of the contract value

- Cover against:
 - Insolvency of the buyer
 - Buyer's failure to pay
 - Political or economic events outside the UK
- Apply by contacting UKEF directly or through a broker



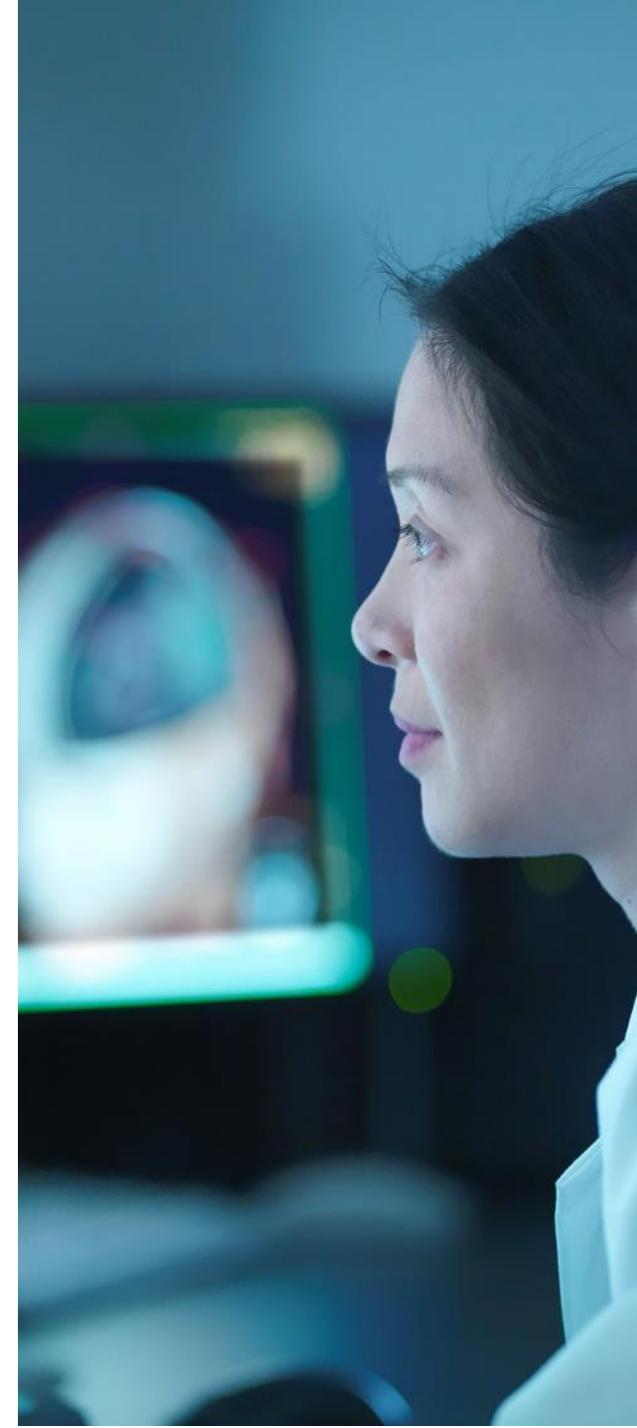


Eligibility Criteria for EXIP

Exporter needs to demonstrate a lack of availability of insurance cover from the private market.

Exporter must:

- Be carrying on business in the UK
- Have entered into a contract for the supply of goods/services with a company that carries on business outside the UK
- Satisfy our foreign content policy (at least 20% UK content)





Export Finance Manager network



- Regional point of contact for businesses
- Find your regional Export Finance Manager [on our website](#)
- Provide information on:
 - Payment methods and risks
 - Types of finance and credit insurance available
 - Making an application

Alternative Finance





Alternative market solutions

- UKEF signed an agreement to deliver GEF through Newable Business Loans Ltd in December 2021, the first non-bank finance institution to be onboarded.
 - Focus is on lower turnover businesses against lending and transaction criteria
- Introductions to alternative finance market brokers
 - Focus on balance sheet / cash flow forecasts / track record / transactional flows
- *Your local Export Finance Manager is still the most appropriate first point of contact as we can undertake the initial assessment and make an introduction to the most appropriate solution provider. We continue to seek suitable specialist financiers to partner with us for the delivery of GEF and other products to broaden the range of financing options available to companies, particularly at the SME end of the market.*





Export Finance Manager network

Northern England, Scotland and Northern Ireland

Regional Head for Export Finance Managers	Robin Priestley
North East	Patrick Kendell
North West (North)	Steve Cowles
North West (South)	Kevin Ledwith
Teeside, North Yorkshire and Humberside	Ulviyya Huseynova
South and West Yorkshire	Malcolm Woodall
Scotland (Aberdeenshire, Highland and Islands and Western Scotland)	<i>TBA - Recruiting</i>
Scotland (All areas except Aberdeenshire, Highland and Islands and Western Scotland)	Carol Harvey

London and South East

Regional Head for Export Finance Managers	Jane Cooper
Hertfordshire and Buckinghamshire	Fiona Begley

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

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 Lynan
Wales and Herefordshire	Steve Wilson
Bristol, Gloucestershire, North Wiltshire, Worcestershire and Oxfordshire	Hugh Francis
Somerset, Devon, Cornwall, Dorset and South Wiltshire	Tim Burden



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Any Questions?



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UKEF Contacts

If you would like to discuss UKEF support further, please contact:

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