



UK Export  
Finance

# UK EXPORT FINANCE

**WIN CONTRACTS** **FULFIL ORDERS** **GET PAID**

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# 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**

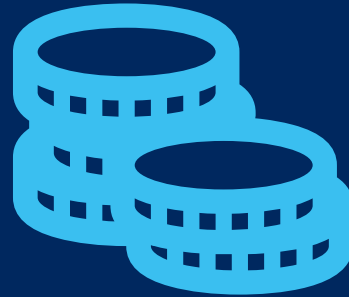


**60+ LOCAL  
CURRENCIES**

# IN 2022-23:



**PROVIDED £6.5 BILLION  
IN FINANCIAL SUPPORT  
FOR UK EXPORTS**

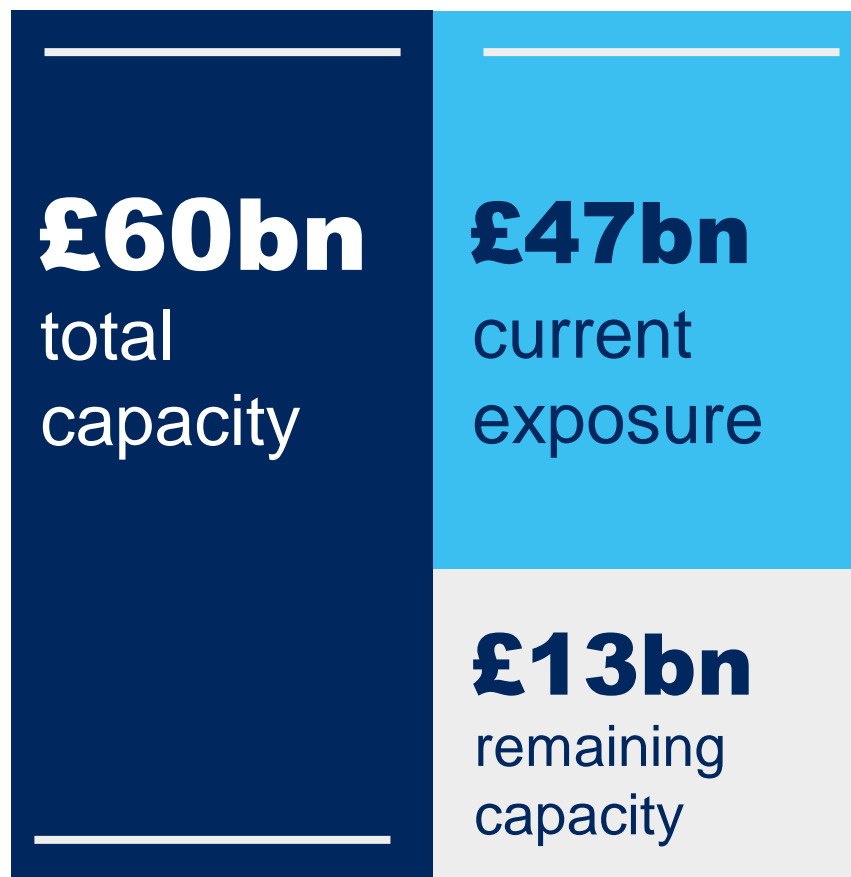


**£4.1 BILLION GROSS  
VALUE ADDED TO  
THE UK ECONOMY**



**SUPPORTED AN  
ESTIMATED 55,000  
UK JOBS**

# OUR CAPACITY



As of January 2024.





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Finance

# PRODUCT OVERVIEW

WIN CONTRACTS

FULFIL ORDERS

GET PAID



# OUR PRODUCTS

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



# 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 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



# ELIGIBILITY CRITERIA

For contract-specific exporter guarantees

Bond Support Scheme and Export Working Capital Scheme applicants must:

- Be carrying on business in the UK
- Have entered into a contract for supply of good/services with a company that carries on business outside the UK
- Satisfy our foreign content policy (normally at least 20% UK content)
- Satisfy our anti-bribery and corruption and environmental social and human rights due to diligence processes.





# Case study: Webster Griffin

## Opportunity

- won £700,000 contract to supply bespoke machine to Reliance India's Jamnagar refinery – delay between securing, fulfilling and getting paid put pressure on cash flow
- buyer offered advance payment and second interim payment, but required guarantees

## Outcome

- UKEF [guaranteed 80%](#) of the advance payment, interim payment and performance guarantees, allowing HSBC to issue the bonds with reduced deposits

To view the full case study please [click here](#)



**UK REGION:** Sussex

**DESTINATION MARKET:** India

**SECTOR:** Manufacturing – bag-filling machinery

**PRODUCT:** Bond Support Scheme



# 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**
- Guarantees up to 80% of the lender's risk
- Does not need to be linked to a specific export contract
- Maximum repayment terms of up to 5 years
- Accessed directly 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



# ELIGIBILITY CRITERIA

For EXIP – demonstrate a lack of availability of insurance cover from the private market.

For EXIP applicants 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)
- Satisfy our anti-bribery and corruption, and environmental, social and human rights due diligence processes



# SUPPLIER FAIRS

- Connecting UK businesses with overseas buyers and international projects
- Project information and one-to-one meetings with buyer representatives
- UKEF support available for UK suppliers



**ENKA**



**PROPAV**  
Infraestructuras

**ORASCOM**  
CONSTRUCTION



**ASGC**

**Progress Rail**  
A Caterpillar Company

**VAMED**  
health. care. vitality.

**ACC**  
ARABIAN CONSTRUCTION CO.

**CONTRACTA**



 **CIITTA**  INTERNATIONAL CENTER FOR  
INNOVATION AND TRANSFER OF  
AGRICULTURAL AND LIVESTOCK  
TECHNOLOGY





# 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





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**THANK YOU**

