



UK Export
Finance

Making exports happen

Connecting the UK to international markets

 **EXPORTING
IS
GREAT**

BRITAIN & NORTHERN IRELAND

“UK Export Finance can help UK companies take advantage of the **global marketplace** with specialist guidance, finance and insurance designed to help you sell overseas.”

Louis Taylor, Chief Executive Officer,
UK Export Finance



There is a world of opportunity out there

Finding customers outside the UK is the key to growth for many UK firms as they look to take advantage of a global market place. On average, firms that start exporting grow by a third in just two years.

But when the world needs your expertise, you may need ours.

UK Export Finance (UKEF) helps companies:

- ▶ win export contracts by providing attractive financing terms
- ▶ fulfil orders by supporting their working capital
- ▶ make sure they get paid with export insurance

We help UK-based exporters of all sizes, in all sectors, export to over 200 countries. We work hard to understand each customer and tailor our support to provide the most appropriate solution.

UKEF is part of an exporting movement. In government we are part of the Department for International Trade, operationally and strategically aligned with our trade promotion colleagues at home and abroad. We also work closely with the Scottish Council for Development & Industry, Business Wales and Invest Northern Ireland to ensure that exporters from across the UK receive the full range of government support available.

And we work with over 70 commercial partners, including banks, alternative finance providers and insurance brokers, to help deliver our support when and where it is needed.

Talk to your local export finance manager

They can provide you with a free and impartial consultation. It will help you check you are getting the appropriate support and, if not, we can explore how to bridge any gaps.

Contact:

Customer.service@ukexportfinance.gov.uk

Or visit gov.uk/uk-export-finance



Helping to make exports happen

Over the past five years, UKEF has provided over **£15 billion** worth of finance and insurance to help exporters across the UK sell to over **200** countries. Here are just a few examples of how they have benefited from our support.

Ghana

Strength in numbers

NMS International is leading a consortium of UK small and medium-sized firms building seven hospitals in Ghana, thanks to a buyer loan guarantee from UK Export Finance.

Brazil

Protecting you from risk

UKEF provided export insurance to ES Global Solutions to ensure that it received payment for a £400,000 track for pre-Olympic testing on the celebrated Copacabana beach in Brazil.

United Arab Emirates

Backing construction

When Kier Group bid for a contract to develop part of Dubai's Bluewaters Island site, UKEF was able to support Meraas Holding, the project sponsors, with a US\$317.9m loan, helping Kier win the tender.



Germany

Securing cash for growth

Dudley-based Glasscoat International was able to secure the working capital it needed to fulfil two lucrative export contracts to Germany and Austria.

Israel

Help in a complex market

Our Export Finance Manager was able to help Northern Ireland-based Environmental Marketing Solutions access finance from the private sector, helping it export equipment to Israel.

China

Historic currency boost

Thanks to UKEF, China Southern Airlines was able to access a UK government-guaranteed loan in offshore Renminbi to purchase an Airbus aircraft.

Lesotho

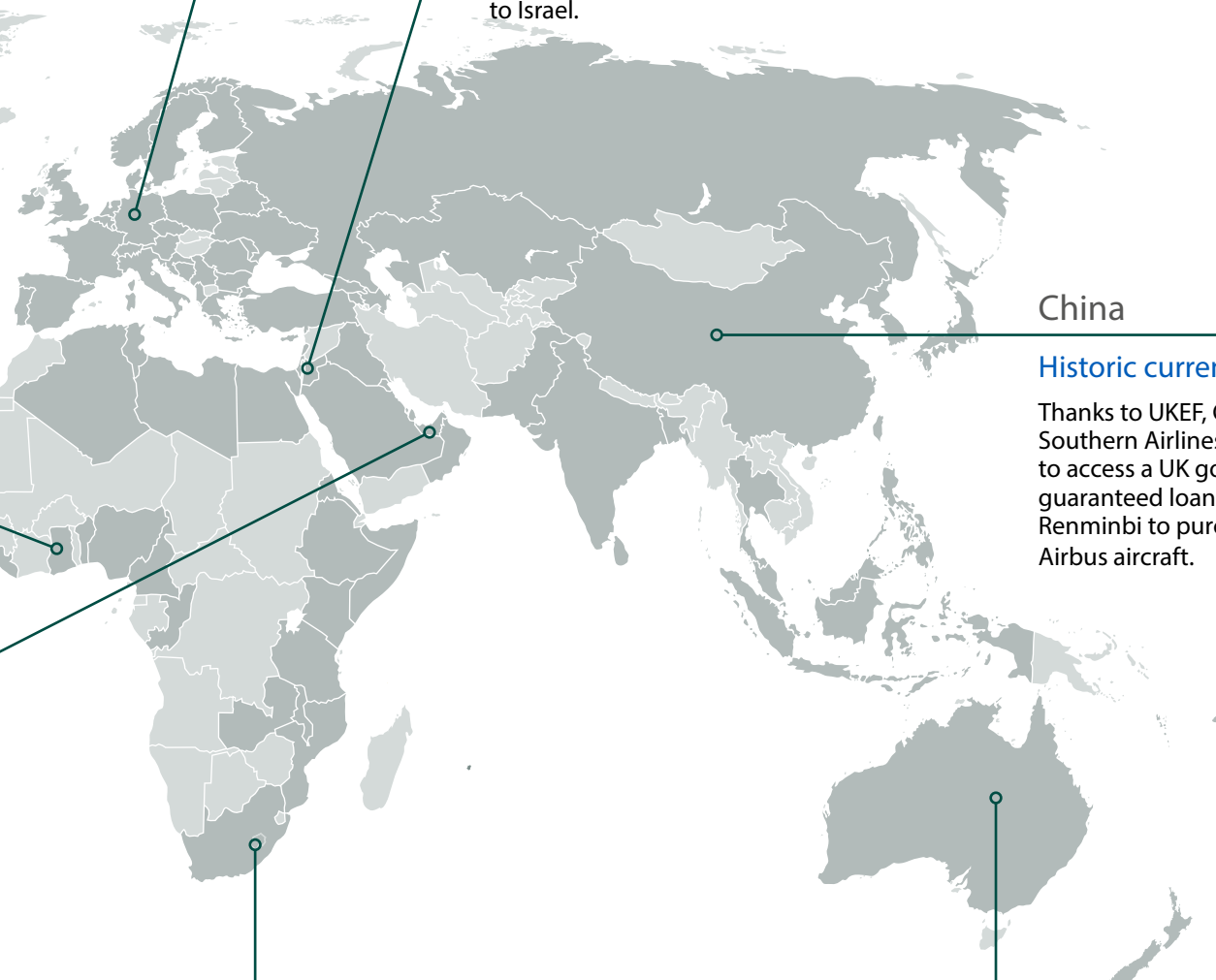
Support for services

When Buro Happold Engineering could not find insurance against non-payment in the private sector, UKEF was able to provide insurance, enabling it to take on a major new engineering consultancy contract in Lesotho.

Australia

Powering up

A flexible working capital facility, backed by UK Export Finance, enabled Hertfordshire-based Esprit Digital to fulfil its biggest contract supplying display screens to Westfield.





Our mission is to ensure that no viable UK export fails for lack of finance or insurance

Export finance explained

Win export contracts

The attractive financing terms UKEF can offer to overseas buyers of UK goods and services can help exporters make their offering more competitive.

International business development

We have a dedicated international team who, working with partners across government, can help raise awareness of UKEF's competitive finance offering with your overseas buyers.

Direct lending facility

UKEF can also lend directly to allow your overseas buyers to purchase goods and services from the UK.

Buyer and supplier credit facilities

Banks can provide loans to exporters or overseas buyers to help fund extended payment terms of 2–10 years, and in some cases up to 18 years. UKEF provides a guarantee to your bank so it can do this. These loans involve stage payments – this means you'll receive payments in line with your contract and your buyer will be given credit to pay over an extended period. Guarantees can be used to support loans in over 40 local currencies.

Support your working capital to fulfil contracts

UKEF can help companies access the working capital they need to fulfil a contract, giving them the confidence to take on more contracts and increase their turnover.

Export finance guidance

UKEF's regionally-based network of Export Finance Managers can provide companies looking to sell overseas with face-to-face guidance on finance and insurance, whether directly from banks and insurance brokers, or from the UK Government.

Export working capital scheme

Your bank can lend you the working capital you might need to deliver an export contract. UKEF can provide a guarantee to your bank so they are able to do this.

Bond support scheme

If you need a contract bond, your bank can issue one to your overseas customer. However, banks will often require collateral to secure the bond. UKEF can provide a guarantee to your bank to release the cash needed to secure the bond for you to use as working capital.

Making sure you get paid

We can help exporters manage risks in challenging markets, ensuring that they get paid even where the private market is not able to offer insurance.

Export insurance policy

UKEF provides an insurance policy that covers you against not being paid under your export contract. The policy covers costs incurred should the export contract be terminated because your buyer defaults before the goods are delivered, or if they fail to pay due to specified political, economic or administrative events.

Letter of Credit Guarantee scheme

Letters of Credit are one of the safest ways to make sure you get paid. UKEF provides a guarantee to your bank so they can confirm a Letter of Credit.

Bond insurance policy

UKEF can provide an insurance policy to protect you against a demand for payment under a bond which is either unfair or caused by political events.

UK Export Finance exists to ensure that no viable UK export fails for lack of finance or insurance from the private sector.

We are a government department and the UK's export credit agency, complementing rather than competing with the private sector.

So why not get in touch and realise the opportunities out there for you?

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This document is also available on our website at gov.uk/uk-export-finance. Any enquiries regarding this publication should be sent to us at

marketing@ukexportfinance.gov.uk

Our regional Export Finance Managers located across the UK are the first point of contact for advice.

Search online for UKEF to find out more.
Or contact our national customer service helpline:
+44 (0)20 7271 8010

customer.service@ukexportfinance.gov.uk