

## MINUTE OF EXECUTIVE COMMITTEE MEETING – 09 AUGUST 2017

Present: Louis Taylor                      Attending: Philip Galliver (Item 4)  
          Shane Lynch    Philip Cotterell (Item 4)  
          Bhaskar Dasgupta  
          David Havelock

Apologies: Davinder Mann  
              Gordon Welsh  
              Cameron Fox

Secretary: Ben Robey

### **1 Review of Minutes, Actions**

1.1 The minutes and actions of the previous meeting of 19 July were reviewed and approved.

### **2 DIT Engagement Update**

2.1 Louis Taylor updated members on the recent ministerial visit to Brazil. It was noted that there are significant opportunities for UK exporters in Brazil and UKEF's products and services, including the new local currency financing offer, are well placed to meet exporters' needs.

2.2 Members also discussed the progress and process to recruit 20 additional overseas posts that will help UKEF deliver its mission.

2.3 EC noted current business is strong and discussed deals that are close to signing.

2.4 Louis Taylor also updated members on his visit to Newcastle to meet British exporters. EC discussed how exporters can be supported, such as including businesses in upcoming Share Fairs.

### **3 Use of Non-Executive Directors**

- 3.1 Bhaskar Dasgupta introduced a discussion about how NEDs might be better utilised by the Department.
- 3.2 EC members made several suggestions and asked the secretariat to collate ideas and views from all members. **Action: EC secretariat to gather ideas and present to members in September.**

### **4 Strategic Risk Register**

- 4.1 Philip Galliver and Philip Cotterell presented the strategic risk register as at August 2017 ahead of the September Board meeting.
- 4.2 EC members discussed a number of the risks identified and made a number of suggestions for the paper authors to consider.
- 4.3 EC also discussed the different risk classification and methodology that DIT uses to assess their risks and agreed that UKEF's current approach is appropriate.
- 4.4 EC cleared the Register for presentation to the Board.

### **5 Security in UKEF, DIT Transformation Across Government**

- 5.1 Bhaskar Dasgupta presented the paper.
- 5.2 EC probed the paper's assumptions and direction of security across DIT and Government, including workforce implications of proposed new security arrangements.
- 5.3 It was agreed that the paper would return to EC in October once the new Head of Security has been recruited.

### **6 AOB/Communications**

- 6.1 The Future Leaders Scheme was discussed in camera.

**Ben Robey**

**Chief Executive's Office**

## MINUTE OF EXECUTIVE COMMITTEE MEETING – 23 AUGUST 2017

Present: David Havelock      Attending: Peter Lynch (Item 2)  
Davinder Mann                                  Richard Simon-Lewis (Item 2)  
Gordon Welsh                                  Vladimir Bendikow (Item 4)  
Cameron Fox                                  Tony Haberfield (Item 4)  
Bhaskar Dasgupta

Apologies: Louis Taylor  
Shane Lynch

Secretary: Ben Robey

### 1 Review of Minutes, Actions

- 1.1 The minutes and actions of the previous meeting of 09 August were reviewed and approved.
- 1.2 Gordon Welsh informed EC of progress in relation to the work being done to improve the functionality of Salesforce by merging the current different versions. It was agreed that UKEF's CRM system will be distinct from DIT.
- 1.3 Gordon Welsh relayed information regarding projects related to China's One Belt, One Road programme. UKEF remains ready to assist UK exporters and consider all applications. It was suggested that the UKEF Board may wish to discuss to project.

### 2 Annual Direct Lending Review

- 2.1 Richard Simon-Lewis and Peter Lynch presented the Annual Direct Lending Review.
- 2.2 EC noted that a separate paper around the policy of the Direct Lending product would be presented to EC and the UKEF Board in October.

- 2.3 EC suggested a number of revisions to the presentation and subject to these changes the paper was cleared ahead of the September Board.

### **3 Annual Legal Review**

- 3.1 Davinder Mann presented the Annual Legal Review.
- 3.2 EC discussed the content of the review and made several suggestions. It was agreed that content would be refocused in order to achieve optimal discussion at the September Board.
- 3.3 It was agreed that a revised paper would be circulated to EC members before its presentation to the September Board.

### **4 Insight and Analytics Workstream**

- 4.1 Vladimir Bendikow and Tony Haberfield presented the paper setting out details of the insight and analytics workstream of the Digital Transformation programme.
- 4.2 EC discussed the issues around UKEF's technical infrastructure and what is required to deliver quality data.
- 4.3 It was agreed that work would need to be carried out over a long-time period but that it is important to identify signposts and achievable goals along the journey. The authors will ensure EC is informed of the approach and will identify priority areas and return to EC confirming next year's deliverables and further steps.
- 4.4 EC endorsed the direction of travel of this Strategic Brief.

### **5 Business Forecasts**

- 5.1 Gordon Welsh updated members on the current business pipeline, which is strong.
- 5.2 EC also discussed the programme of Export Fairs and the positive impact on raising awareness of UKEF to benefit UK exporters.

5.3 EC noted that the processes in the Business Group are strong and the Environmental Advisory Unit is now well embedded in the process.

## **6 AOB/Communications**

6.1 EC members discussed the progress of the recruitment of 20 overseas posts.

6.2 Bhaskar Dasgupta updated members on comments received from UKGI in relation to the Operational Plan.

6.3 Members discussed the DIT Champion Awards. The nominees for the award were agreed and CXO will lead the submission.

**Ben Robey**

**Chief Executive's Office**