

MINUTE OF MANAGEMENT BOARD MEETING – 23 JANUARY 2014

Present:	Guy Beringer (Chair)	Paul Croucher	Item 2
	Jon Harding	Victoria D'Sylva	Item 2
	Fiona-Jane MacGregor	Jeff Golland	Item 3
	Amin Mawji	David Harrison	Item 3
	Sir Eric Peacock		
	David Godfrey		
	Steve Dodgson		
	David Havelock		
	Stephen Lawrenson		
	Lucy Wylde		

Secretary: Iain Phillips

1. **Draft Minute of 21 November meeting**

1.1. The draft minute was agreed with minor amendments.

2. **Trade Finance and Insurance Solutions update**

2.1. MB was given an update on support provided under the Trade Finance and Insurance products and an overview of key plans and issues for the division.

2.2. MB discussed the Export Finance Adviser (EFA) model, noting that all EFAs had now been bought in-house and recruitment plans were underway to double numbers, as announced in the 2013 Autumn Statement. The expectation was that UKEF would have 23 EFAs in post by end-March with defined key performance indicators. EFA activity is to be recorded and monitored in the recently introduced customer relationship management system. In addition, EFAs would all be undergoing a training programme, which UKEF had agreed with the Institute of Export.

2.3. MB also discussed business segmentation and the particular focus on businesses in the £2.5m-£100m turnover bracket. This covered the larger end of the SME market and the lower end of the Mid-sized business market, within which it was felt that UKEF's Trade Finance and Insurance products would have greatest impact.

3. Strategic vision and business planning

- 3.1. MB discussed strategic vision and business planning, focusing on a number of key topics including market demand and market need, competitor mapping, marketing strategy and growth potential, strategic goals and stakeholder engagement.

Iain Phillips

Chief Executive's Office