

Email exchange 1

From: Roxburgh, Charles - HMT [REDACTED]
Sent: 28 March 2020 16:22
To: Scholar, Tom - HMT [REDACTED]
Subject: RE: Issue for decision this weekend

All too predictable. Let's discuss on Monday once we have a read-out from the CX

Best regards

Charles

-----Original Message-----

From: Scholar, Tom - HMT [REDACTED]
Sent: 28 March 2020 16:20
To: Roxburgh, Charles - HMT [REDACTED]
Subject: Issue for decision this weekend

Had some incoming from my old boss - see below.

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Just to warn - [REDACTED] at Sky has called Greensill to say he hears we are asking HMG/BOE if we can access asset purchase scheme (for our clients etc). Will run this morning. Annoying. We will say: nothing new, happened in 2008, HMT/BOE doing great job at coordinated and speedy response, Supply chain finance pumps billions into SMEs which are lifeblood of economy etc.

Hope that makes sense. And hope you are safe and well! Dc

-

Sky agreed to hold off - they recognise how important all this is and don't want to screw it up. Ta.
Dc.

-

Thanks for all that. We're hoping to get a decision over the weekend. Well done for holding off [REDACTED] Not often anyone manages that.

Email exchange 2

From: Roxburgh, Charles - HMT
Sent: 03 April 2020 16:48
To: Scholar, Tom - HMT
Subject: Fw: Fwd: Covid Corporate Finance Facility.

FYI.....

From: Jon Cunliffe
Sent: 3 April 2020 16:29
To: Roxburgh, Charles - HMT
Subject: Fwd: Covid Corporate Finance Facility.

Not unexpected.

Begin forwarded message:

From: D Cameron
Date: 3 April 2020 at 16:21:18 BST
To: Jon Cunliffe
Subject: Covid Corporate Finance Facility.

Jon

Am writing to ask for your help. Greensill - who I work with - have had numerous conversations with HMT but have failed to get anywhere.

The request is simple - please include in the CCFF the ability to purchase bonds issued in respect of supply chain finance. These allow us to pump billions into SMEs, (including every pharmacy that works with the NHS).

We have dealt with every objection. You use foreign currencies? We will only issue in sterling. You support foreign supply chains? We will only use the facility for those that are predominantly British.

HMT seem to be hung up on the fact that the CCFF is there for "non financial" corporates and these bonds are being issued by a financial institution. This is surely irrelevant - the money goes straight into non financial corporates, mostly SMEs.

At a time when we are - rightly -worried about how quickly banks can get loans out to small businesses, why are we potentially cutting off a market that already pumps cheap credit directly into SMEs?

I think I must be missing something here. Am obviously talking to HMT, but would be grateful for any light you could shed on this.....

All good wishes. Dc.

Email exchange 3

From: Roxburgh, Charles - HMT
Sent: 03 April 2020 19:23
To: Scholar, Tom - HMT
Subject: Fw: HMT / CCFE and supply chain finance

FYI.....

From: Perelman, Elizabeth - HMT [REDACTED]
Sent: 3 April 2020 19:18
To: Roxburgh, Charles - HMT
Subject: FW: HMT / CCFE and supply chain finance

From: Rishi Sunak
Sent: 03 April 2020 19:18
To: Perelman, Elizabeth - HMT [REDACTED]
Subject: Fwd: HMT / CCFE and supply chain finance

Sent from my iPhone

Begin forwarded message:

From: Liam Booth-Smith
Date: 3 April 2020 at 18:52:46 BST
To: Rishi Sunak
Subject: Fwd: FW: HMT / CCFE and supply chain finance

FYI

From: Sheridan Westlake
Sent: 03 April 2020 17:49
To: D Cameron; Booth-Smith, Liam – HMT; McNeill, Douglas - HMT
Subject: HMT / CCFE and supply chain finance

Thanks David

I'm copying this to Liam and Douglas as something they may wish to look at directly. I think you make some interesting points.

On 3 Apr 2020, at 17:28, D Cameron wrote:

Sheridan,

Great to talk. Here are the bullet points I promised. What we most need is for Rishi to have a good look at this and ask officials to find a way of making it work. It seems nuts to exclude supply chain finance from the CCFF when it is pumping credit into small businesses right now - and can do even more. We all know that the banks will struggle to get these loans out of the door - and so other methods of extending credit to firms become even more important. All good wishes DC

- Greensill is a significant UK employer and its most valuable FinTech, and we are keen to use our technology to help in this time of national crisis.
- We delivered £120bn in credit to 2.6million SMEs in 175 countries last year – and are growing at more than 100% per year.
- The COVID-19 crisis has caused a very sharp increase in demand from SMEs for liquidity – at the same time as many banks and investors are standing on the side-lines.
- Greensill applied to the Covid Corporate Finance Facility (“CCFF”) to help it meet demand. HMT said “no” – apparently because the CCFF is to provide direct liquidity to non-financial corporates making a material contribution to the UK economy.
- All Greensill does is provide direct liquidity to non-financial corporates who make a material contribution to the UK economy – indeed we go one better and deliver the liquidity directly to more than 100,000 SMEs in the UK today. (Including to the NHS supply chain and to frontline NHS employees.) Our funding is delivered to pay invoices quickly that are generated by UK businesses in the real economy. Funding raised against invoices issued to large companies goes directly into the supply chain at every level, rather than to the big corporates themselves.
- Our application conforms with all the conditions of the facility other than it has a securitisation company issuing the Commercial Paper, rather than the finance subsidiary of Vodafone/NHS etc issuing the Commercial Paper. This doesn’t require an extension to the purpose of the scheme to include Greensill.
- In fact, the BoE purchased identical supply chain finance paper in the financial crisis, so the precedent is there. Recall Andrew Bailey has spoken of the unique importance of supply chain finance in this time of great economic stress.
- Surely HMG should be seen to be supporting UK Fintechs – who are creating employment, driving innovation and already delivering billions in ultra low-cost liquidity to British SMEs – particularly when it has been proven that banks are struggling to do so.
- Allowing a securitisation company that issues qualifying commercial paper to access the facility does not create a bad precedent – it is one that a number of FinTechs, like Greensill, could instantly use to help deliver cash to SMEs in this time of need.
- Greensill (and FinTechs like it) have the scale, technology, UK-based staff and capability to get credit – in scale – into the hands of UK SMEs in days.
- Our ask is that you direct officials to work with Greensill to ensure the eligibility criteria are met – we are prepared to be flexible, but we need to work at speed. A failure to do so will, almost certainly, mean tens of thousands of SMEs (and perhaps more) will not receive the supply chain finance they desperately need as Greensill (and other FinTechs) have to materially reduce their activities.

Email exchange 4

From: Roxburgh, Charles - HMT

Sent: 07 April 2020 14:41

To: Scholar, Tom - HMT

Subject: Re: greensill call

I think [REDACTED] was rescheduling but havent seen it yet. Will check once off this other call.

[REDACTED]

Happy for you to set it up as you suggest.

Best regards

Charles

From: Scholar, Tom - HMT

Sent: 7 April 2020 14:36

To: Roxburgh, Charles - HMT

Subject: greensill call

Charles

Not sure what time the call is now rearranged for. Or whether we will have time to discuss it beforehand.

I got the following earlier from DC, which implies that they are coming with a new proposal to put to us. *[Note: the full communication from David Cameron can be found below, in Tom Scholar's email of 7 April 2020 at 14:32. The redacted text below is part of the email from Tom Scholar to Charles Roxburgh, and has been withheld under section 35(1)(a) of the Freedom of Information Act, as it relates to the formulation or development of government policy.]*

[REDACTED]

Speak to you soon.

Tom

-----Original Message-----

From: Scholar, Tom - HMT

Sent: 07 April 2020 14:32

To: Scholar, Tom - HMT

V much hoping - as agreed with CX - that you will be on the call. There is a very specific, contained and restricted proposal that would fulfil the desire to get something done in this space, but it may require your real world, practical and can-do approach. Best, dc

Email exchange 5

From: Scholar, Tom - HMT [REDACTED]
Sent: 29 June 2020 17:11
To: Roxburgh, Charles - HMT [REDACTED]
Subject: RE: CCFF for SCF, thank you

Well done Charles.

[REDACTED]

I had a friendly message from DC this morning about something else – never mentioned this [REDACTED]

[REDACTED]

From: Roxburgh, Charles - HMT [REDACTED]
Sent: 26 June 2020 22:49
To: Scholar, Tom - HMT [REDACTED]
Subject: Fwd: CCFF for SCF, thank you

Tom

Gave Greensill the news this afternoon.

Case closed - at least on this one.

[REDACTED]

Best regards

Charles

Email exchange 6

From: Scholar, Tom - HMT

Sent: 29 June 2020 17:23

To: Roxburgh, Charles - HMT

Subject: RE: touching base /thoughts

[REDACTED]

From: Roxburgh, Charles - HMT

Sent: 20 June 2020 09:39

To: Scholar, Tom - HMT

Subject: FW: touching base /thoughts

FYI.... Perhaps pick up when we next speak.

From: Sharp, Richard - HMT

Sent: 19 June 2020 10:45

To: Roxburgh, Charles - HMT

Subject: touching base /thoughts

[REDACTED]

keep getting texts from DC re Greensill