

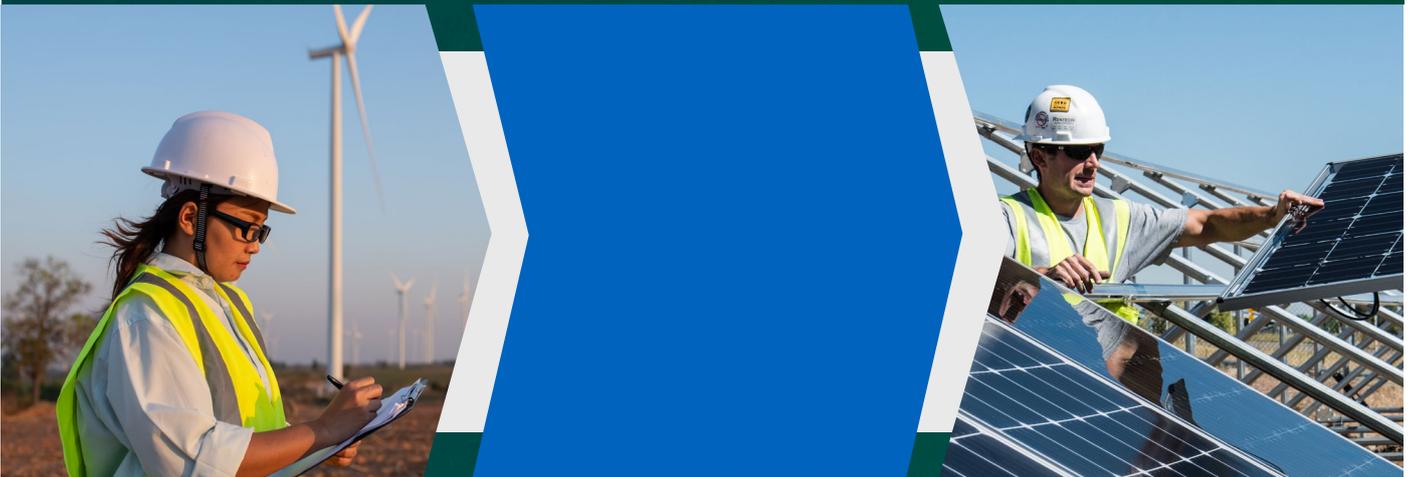


UK Export
Finance

Leading with Finance

Finance, insurance and guarantees
to help you buy from the UK

FOR BUYERS



GREAT 
BRITAIN & NORTHERN IRELAND



Over 100 years of innovation.

With an open and friendly business environment, the UK is a trusted business partner for countries around the world.

Through our flexible product range, UKEF can support sovereign buyers and international large corporates with finance, loans and insurance to make their projects happen, provided they commit to procuring from the UK supply chain.

Our world-class marketing and supplier fair programme helps to connect overseas buyers with UK businesses through high profile exporter events, working with overseas embassies and buyers, UK trade associations, businesses and the Department for International Trade. These matchmaking events place relevant UK suppliers in front of international buyers, who are actively looking for British products and services for their overseas projects. This helps the buyer make successful commercial decisions and the supplier win overseas contracts.

Our financing can help buyers in both the public and commercial sectors ensure capital goods or services from the UK come with competitive terms, providing overseas project sponsors with attractive long-term financing.

We can help buyers:

- borrow at competitive interest rates from banks with the benefit of a strong guarantee backed by the UK government
- maintain flexibility, with finance that can also be used to buy supplies locally or globally, and from the UK
- aid procurement through supplier fair events which look to match demand directly with UK suppliers offering quality and innovation

1919

the world's oldest
export credit agency

200+

countries to which we
can support exports

60+

local currencies
eligible for guarantees



Flexible finance for buyers.

We work with UK exporters and overseas buyers to find the right support, with finance options, including:

- repayment terms of 2-10 years – and up to 18 years in some sectors, such as renewable energy
- flexible UK content requirements for projects supported
- capital markets refinancing
- financing in 60+ local currency options

Our global network.

We work closely with the Department for International Trade, the Foreign, Commonwealth and Development Office, HM trade commissioners and British ambassadors to engage with overseas governments and multinational companies looking to buy from the UK.

Our global network of international export finance executives (IEFEs) are based in markets around the world. IEFEs are qualified practitioners of structured and export finance, with significant experience in their markets. They are the first point of contact in-country for overseas buyers, UK suppliers, contractors and all other counterparties with an interest in UK procurement.

Get in touch.

customer.service@ukexportfinance.gov.uk

[Contact an International Export Finance Executive](#)



UK Export
Finance

SECTOR FOCUS:
Renewables



Unlocking the UK's renewable energy potential.

There is a world of opportunity for UK companies in the clean growth, renewable energy, and climate adaptation and resilience sectors. Our products can help UK exporters take advantage of the global appetite for renewable energy by providing specialist support to UK companies and favourable financing to their buyers.

Our flexible product range can support UK exporters and overseas buyers to invest in green and clean projects.

In the UK, our General Export Facility and Export Development Guarantee can help UK exporters invest in the transition to cleaner technologies without the need of a specific export contract. For specific transactions or projects, our direct loans, insurance, and guarantees can help exporters compete for new business by providing the financing required and addressing payment risks.

We also connect UK suppliers with international buyers through our supplier fair programme – events that help UK businesses win contracts on high-impact projects around the world by introducing them to buyers on UKEF-backed projects.

We help businesses secure financing to compete in the rapidly changing global renewable marketplace.

We provide end-to-end support for renewable transactions, from connecting international buyers with UK businesses through our marketing and origination, to providing specialist financial expertise, through to project completion. As a key strategic priority for UKEF, we understand the renewable and clean growth energy sector and can bring the UK's world-leading capability and expertise to the global market.

We work with colleagues across government - at home and abroad - and with a range of private sector partners, including banks, to find the most suitable finance solutions tailored to each transaction.

Get in touch.

Contact
customer.service@ukexportfinance.gov.uk
for more information.

£2bn

dedicated to clean growth projects through our Direct Lending Facility

£2.4bn

of support for sustainable projects in 2020

2nd

in the world for supporting sustainable projects*

Leading with finance.



TAIWAN: OFFSHORE WIND

We provided a £200 million guarantee through our Buyer Credit Facility to help build the Greater Changhua Offshore Wind Farm in Taiwan.

East Anglia-based Seajacks won a contract to ship the materials needed to install the turbines and Trelleborg's West Midlands operation provided cable protection systems.



GHANA: SOLAR-POWERED DRINKING WATER

UK-based Aqua Africa will use solar-powered technology to deliver 5 litres of water a day for less than a quarter of a penny.

We provided a direct loan to the Ghanaian government for the project, which will provide clean drinking water to 225,000 people across the country.



£1.8tn

Size of global market for low-carbon exports by 2030**

*TXF. 2021. Sustainability in Export Finance 2020.

**UK Board of Trade. July 2021. Green Trade: A Board of Trade Report.



UK Export
Finance

Our products



Win contracts: buyer financing

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

- Buyer Credit Facility
- Standard Buyer Loan Guarantee
- Direct Lending Facility
- Bills and Notes Guarantee

Fulfil orders: exporter guarantees

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

- Bond Support Scheme
- Export Working Capital Scheme
- General Export Facility
- Export Development Guarantee
- Supply Chain Discount Guarantee

Get paid: insurance

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

- Export Insurance Policy
- Overseas Investment Insurance
- Bond Insurance Policy





UK Export
Finance

Buyer Credit Facility



Guarantee to help overseas buyers procure from the UK.

The **Buyer Credit Facility** provides a guarantee to a bank making a loan to an overseas buyer so that they can purchase goods, services or intangibles sourced from the UK.

Provides a guarantee for up to

85%
of the contract value

Benefits

- The exporter is paid as soon as the goods have been shipped or the services have been performed
- The buyer or borrower has time to repay the loan over a number of years and can borrow at fixed or floating rates of interest

How it works

We can provide a guarantee to a bank making a loan to an overseas buyer, so that the buyer can purchase UK goods and services.

The loan is typically repaid over a period of two years or longer. We can consider support for corporate, sovereign and public buyers on a range of structures including:

- limited recourse project finance
- Public-Private Partnerships (PPPs)
- Islamic finance (sukuk)
- lines of credit
- local currency financing – we can provide loans in over 60 local currencies

At least 20% of the contract value must be UK content and the exporter must be carrying on business in the UK. The export contract should have a value of at least £5 million (or equivalent in foreign currency). [Read more](#) about our eligibility criteria on our website.

How to apply

Visit our website for more information and how to make an application.

www.gov.uk/uk-export-finance

Get in touch

Contact customer.service@ukexportfinance.gov.uk for more information.





UK Export
Finance

Standard Buyer Loan Guarantee



Guarantee to help smaller purchases from UK suppliers.

Provides a
guarantee for up to

85%

of the contract value

The **Standard Buyer Loan Guarantee** covers a loan to an overseas buyer to finance the purchase of capital goods, services and/or intangibles from a UK supplier in the range of £1-30 million.

Benefits

- The supplier is paid as soon as the goods have been shipped or the services have been performed
- The buyer or borrower has time to repay the loan over a number of years and can borrow at fixed or floating rates of interest

How it works

Through the Standard Buyer Loan Guarantee, we provide a guarantee to a bank making a loan to an overseas buyer, allowing the exporter to be paid as though it has a cash contract while the buyer can repay the loan over a longer period of time (usually two to five years).

The Standard Buyer Loan Guarantee is typically relevant for contracts valued between £1 million and £30 million.

The **Buyer Credit Facility** can be used for higher value transactions.

At least 20% of the contract value must be UK content and the supplier must be carrying on business in the UK.

[Read more](#) about our eligibility criteria on our website.

How to apply

Visit our website for more information and how to make an application.

www.gov.uk/uk-export-finance

Get in touch

Contact customer.service@ukexportfinance.gov.uk for more information.





UK Export
Finance

Bills and Notes Guarantee



Guarantee to cover bills of exchange or promissory notes.

The **Bills and Notes Guarantee** covers payments due under bills of exchange, or promissory notes, purchased by a financial institution from a UK supplier. The supplier will have received them in payment for capital goods, services and/or intangibles supplied to an overseas buyer for contracts in the range of £1-30 million.

Provides a
guarantee for up to

85%

of the contract value

Benefits

- The supplier is paid as soon as the goods have been shipped or the services have been performed
- The buyer or borrower benefits from extended payment terms based on the long-dated maturity of the underlying bills of exchange or promissory notes

How it works

The UK supplier receives payment from an overseas buyer, in the form of a bill or promissory note.

The bank then purchases the bill or notes from the supplier, at a discount. The buyer makes payment under the bill or promissory note to the bank at a future date.

UKEF provides a guarantee to the bank that the buyer will pay the amount due under the bill or note.

At least 20% of the contract value must be UK content and the supplier must be carrying on business in the UK. [Read more](#) about our eligibility criteria on our website.

How to apply

Visit our website for more information and how to make an application.

www.gov.uk/uk-export-finance

Get in touch

Contact customer.service@ukexportfinance.gov.uk for more information.





UK Export
Finance

Direct Lending Facility

Government-backed loan to buy from the UK.

Loans of up to

£200m

provided for a period of two years or longer

The [Direct Lending Facility](#) provides a direct loan to an overseas buyer to support the purchase of goods, services or intangibles from the UK. Loans can be made for up to £200 million for a period of two years or longer.

Benefits

- The exporter is paid as soon as the goods have been shipped or the services have been performed
- The buyer or borrower has time to repay the loan over a number of years and can borrow at fixed or floating rates of interest

How it works

We provide a direct loan to the overseas buyer through the arranging bank, allowing the buyer to procure goods and services from the UK.

The Direct Lending Facility has an overall limit of £8 billion, with £2 billion allocated to clean growth projects. Loans can be made in eight currencies and are allocated on a first come first served basis.

For high value projects, in excess of £50 million, the Direct Lending Facility can be provided alongside commercial finance backed by our Buyer Credit Facility.

At least 20% of the contract value must be UK content and

the exporter must be carrying on business in the UK. The export contract should have a value of at least £5 million or equivalent in foreign currency. [Read more](#) about our eligibility criteria on our website.

How to apply

Visit our website for more information and how to make an application.

www.gov.uk/uk-export-finance

Get in touch

Contact customer.service@ukexportfinance.gov.uk for more information.





UK Export Finance

Disclaimer:

Whereas every effort has been made to ensure that the information in this product guide is accurate, UK Export Finance does not accept liability for any errors, omissions or misleading statements, and no warranty is given or responsibility accepted as to the standing of any individual, firm, company or other organisation mentioned. The information available in this product guide is not intended to be a comprehensive description of UKEF's products. Many details relevant to particular circumstances may have been omitted. Applicants for products must read the full policy or guarantee to see whether it meets their needs. When considering applications, underwriters will look at each case on its merits.

© Crown Copyright 2021

You may re-use this publication (not including logos) free of charge in any format or medium, under the terms of the Open Government Licence v3.0.

To view this licence visit:

www.nationalarchives.gov.uk/doc/open-government-licence/version/3/

www.gov.uk/uk-export-finance

