



UK Export
Finance

Leading with Finance

Finance, insurance and guarantees
to help you export

FOR EXPORTERS





£12.3bn

funding for UK
exporters in 2020-21

107,000

UK jobs supported by
UKEF in 2020-21*



**UK Export
Finance**

UK Export Finance is the UK's export credit agency.

Our mission is to ensure that no viable UK export fails for lack of finance or insurance from the private sector, while operating at no net cost to the taxpayer.

Established in 1919 as the world's first export credit agency, we help UK-based exporters of all sizes export to over 200 countries. Our support enables them to access finance and insurance when there is a lack of private sector risk appetite or capacity. We exist to complement, not compete with the private sector, and work with over 100 private credit insurers and lenders.

We are operationally and strategically aligned with the Department for International Trade and collaborate with government colleagues at home and abroad to ensure exporters can benefit from the full range of support available.

We work hard to understand each customer and tailor our support to provide the most appropriate solution for their needs. Our export finance managers based across the UK provide free and impartial guidance to businesses on their export finance needs. Our global network of international export finance executives are also on hand in key export markets and regions to discuss financing options available, to support the supply of UK goods and services.

Export with confidence.

We help UK companies:

- **win contracts** by providing attractive financing terms to their buyers
- **fulfil orders** by supporting working capital and trade finance
- **get paid** by insuring against buyer default

We offer a range of innovative and flexible export finance solutions and work closely with private sector partners, including banks, who in some instances can automatically administer our guarantee. Our finance, insurance and guarantees can help businesses of all sizes access working capital, manage risks and compete on a global scale.

Get in touch.

customer.service@ukexportfinance.gov.uk



UK Export
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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

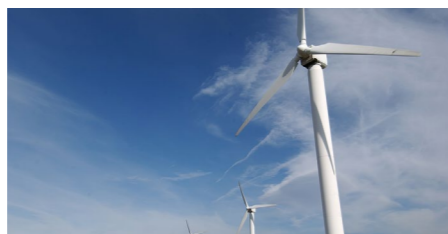
£2.4bn

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.

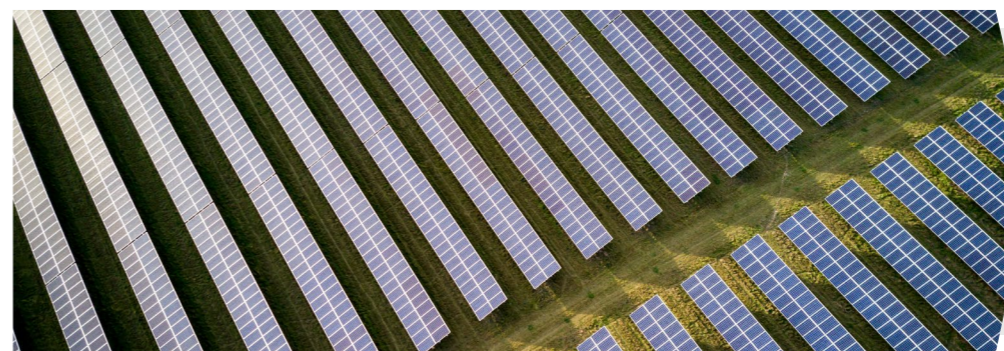
East Anglia-based Seajacks won a contract to ship the materials needed to install the turbines and Trelleborg's West Midlands operation provided cable protection systems.



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





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Bond Support Scheme



**Bond
guarantees
to help free
up cash flow.**

The **Bond Support Scheme** provides an 80% guarantee to a UK exporter's bank, in support of contract bonds. This allows the bank to increase its appetite to provide finance for the exporter.

Provides a
guarantee for up to

80%

of the bond's value

Benefits

- For the duration of the guarantee, could increase the bank's appetite to provide finance for the exporter
- Increases working capital available to the exporter by reducing the amount of cash used as collateral to secure the bond

How it works

When an exporter wins a contract, they may be required to provide a contract bond. The exporter's bank can issue the bonds to the buyer, but it typically requires collateral to secure the bond, in the form of a cash deposit from the exporter.

We can provide a guarantee for up to 80% of the bond's value, meaning the bank can release the cash collateral back to the exporter to use as working capital.

There is no maximum value for each bond and no maximum or minimum term for a guarantee. We can support a range of bond types including bid, advance payment, performance, retention and warranty bonds.

How to apply

Exporters should discuss their application with their bank – certain banks are able to access the scheme directly.

www.gov.uk/uk-export-finance

Get in touch

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





UK Export
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Export Working Capital Scheme



Working capital to help fulfil orders.

The [Export Working Capital Scheme](#) provides a partial guarantee to a UK exporter's bank in support of working capital facilities linked to specific export contracts. Our guarantee supports the bank to offer the facility to the exporter, which helps free up cash flow for the exporter to fulfil additional orders.

Provides a
guarantee for up to

80%

of the risk

Benefits

- Useful when an exporter wins a higher value contract than normal or needs to fulfil more contracts than it has in the past
- For the duration of the guarantee, could increase the bank's appetite to provide finance to the exporter

How it works

When an exporter wins a high value contract or needs to fulfil more contracts than usual, they may require a working capital facility linked to the contract to complete the order.

We can provide their lender with a partial guarantee for up to 80% of the credit risk of this facility, pre- and post-shipment.

Our guarantee supports the bank to provide the exporter with the working capital facility, in turn

providing the exporter with more cash to fulfil orders.

There is no minimum or maximum value for the working capital facility.

How to apply

Exporters should discuss their application with their bank – certain banks are able to access the scheme directly.

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UK Export
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General Export Facility



Working capital for exporters to grow their business.

The **General Export Facility** provides a partial guarantee to a UK exporter's bank to help the exporter gain access to trade finance facilities. Our guarantee can unlock working capital to support business growth – without being tied to a specific export contract.

Benefits

- **More flexibility** – no need for a facility tied to a specific export contract
- **Greater certainty** – non-contract specific facilities allow exporters to focus on their overall growth without worrying whether an export opportunity will be deemed supportable or not
- **Improved accessibility** – we've provided delegated authority to participating banks for up to £5 million per UK exporter

How it works

The General Export Facility can help exporters that want to increase their export volumes but need extra cash to take on new orders.

We can provide a guarantee to the bank, helping exporters access a range of trade finance facilities to help grow their business.

The General Export Facility can support facilities of up to £25 million. For larger facilities, the **Export Development Guarantee** may be more suitable.

Among other eligibility criteria, applicants must be able to demonstrate that:

- in any one of the last three financial years, at least 20% of their annual turnover has been made up of export sales
- or
- in each of the last three financial years, at least 5% of their annual turnover has been made up of export sales

How to apply

Exporters should speak to their bank about their application. Participating banks can automatically provide a UKEF guarantee for applications meeting certain criteria.

www.gov.uk/uk-export-finance

Provides a
guarantee for up to

80%
of the lender's risk

Get in touch

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





UK Export
Finance

Export Development Guarantee



Access trade finance facilities to invest in exporting.

The [Export Development Guarantee](#) provides a partial guarantee to a UK exporter's bank in support of high value facilities for working capital or capital expenditure to help businesses invest in exporting capacity - without being tied to a specific export contract.

Provides a
guarantee for up to

80%

of the lender's risk

Benefits

- Gives the exporter the flexibility to bid for multiple contracts with a secure source of working capital
- Provides extra financing capabilities for scaling up exporting activity
- Supports investment into activities to increase exports

How it works

We provide a guarantee to the lender in support of trade finance facilities that can unlock working capital to invest in exporting.

The Export Development Guarantee can have a repayment period of up to five years and is suitable for bank facilities valued above £25 million – for smaller transactions the [General Export Facility](#) may be more suitable.

Applicants must already be exporters and carry on business in the UK and should be able to demonstrate that:

- in any one of the last three financial years, at least 20% of their annual turnover has been made up of export sales
- or
- in each of the last three financial years, at least 5% of their annual turnover has been made up of export sales

How to apply

Applicants should contact their bank in the first instance.

To learn more about the Export Development Guarantee, contact our Customer Services team.

www.gov.uk/uk-export-finance

Get in touch

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





UK Export
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Supply Chain Discount Guarantee



Discount invoices to improve liquidity.

The **Supply Chain Discount Guarantee** helps exporters to better support companies in their supply chain by allowing them to discount their invoices and get paid earlier. We give a guarantee to banks who provide the supply chain facilities to their exporter customers.

Provides a
guarantee for up to
80%
of the lender's risk

Benefits

- Increases an exporter's ability to provide ongoing financial support to its suppliers, boosting the capacity of its supply chain finance arrangements
- Expands an exporter's borrowing capacity and offers greater certainty to exporters and suppliers
- Improves suppliers' liquidity position by allowing them to convert invoices into cash, which can help them secure additional orders

How it works

We provide a guarantee to the lender in support of a Supply Chain Discount Facility they provide to the exporter.

As a supplier provides goods and/or services to the exporter, invoices raised by the supplier and approved by the exporter can then be paid by the bank from this facility, in advance and at face value, less a discounting fee as a cash advance. The exporter then repays the bank in full at the end of the agreed credit period.

Applicants must already be exporters and carry on business in the UK and should be able to demonstrate that:

- in any one of the last three financial years, at least 20% of their annual turnover has been made up of export sales
- or
- in each of the last three financial years, at least 5% of their annual turnover has been made up of export sales

How to apply

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

www.gov.uk/uk-export-finance

Get in touch

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UK Export
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Export Insurance Policy



Insurance to export with confidence.

The **Export Insurance Policy** (EXIP) insures businesses against the risk of not being paid for export contracts, or of not being able to recover the costs of performing that contract because of certain events. We can provide cover even when the private market is not able to offer insurance.



Provides cover for up to
95%
of the contract's value

Benefits:
Covers against loss due to risks outside of the exporter's control

How it works

In carrying out an export contract, the exporter may incur costs before delivering goods or providing services to the buyer (for example, purchasing raw materials). Alternatively, as goods are delivered, the exporter may be entitled to payments under the terms of the contract which are not made.

The Export Insurance Policy can provide cover for unforeseen events, such as:

- buyer insolvency
- the buyer's failure to pay amounts due to the exporter
- political, economic or administrative events outside the UK that prevent payment being made in foreign currencies
- hostilities or civil disturbances

The premium payable for our cover is determined on a case-by-case basis.

How to apply

We work with more than 40 approved brokers to deliver our EXIP.

They can provide information about private sector options, in addition to UK Export Finance support.

www.gov.uk/uk-export-finance

Get in touch

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





UK Export
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Overseas Investment Insurance

Protect overseas investments.

An **Overseas Investment Insurance** (OII) policy provides cover for UK investors against losses resulting from defined political events in connection with the overseas investment.

Covers up to
90%
of the loss

Benefits

- Can provide cover in challenging markets where the private market may be unwilling to offer cover, or popular markets where limits have been reached
- Can maintain the same premium and terms for up to 15 years, or adjust the value of cover at each annual renewal

How it works

The OII policy can cover up to 90% of losses and apply to shareholder loans or equity investments (for example, the purchase of shares or direct investment).

Full details of the risks covered are set out in the policy, but they include:

- damage directly caused by war, civil war, revolution, insurrection, sabotage or terrorism in the host state (including physical damage and the inability to complete or operate a project)
- expropriation attributable to the host government, which constitutes an outright taking, or prevents the insured's exercise of its fundamental rights in the project company
- restrictions on remittances (including exchange controls imposed by the host state)

The investor must be based in and doing business in the UK and the investment must be long-term, intended for a period of at least three years and be made in an enterprise outside the UK.

How to apply

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

www.gov.uk/uk-export-finance

Get in touch

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UK Export
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Bond Insurance Policy

Bond insurance to export with confidence.

The **Bond Insurance Policy** insures UK exporters against demands for payment under a bond or a counter-guarantee to an overseas buyer that is unfair or caused by certain political events. We can provide cover even when the private market is not able to offer insurance.

Benefits

- Protects against losses suffered because of unfair calls on the bond
- Protects against fair calls on the bond caused by certain political events

Provides cover for up to

100%

of the contract's value

How it works

For some export contracts, the UK bank may need to issue a bond to an overseas buyer on behalf of the UK exporter. Or the bank may issue a counter-guarantee to a bank in the buyer's country.

The Bond Insurance Policy can protect the exporter from demands for payment in specific situations, including some political events. We can consider cover for all types of bonds for export contracts, except tender or bid bonds.

The premium payable for our cover is determined on a case-by-case basis.

How to apply

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UK Export Finance

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