



UK Export
Finance

UK Export Finance

Solar and Energy Storage Forum Meeting

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About UK Export Finance

- **World's first export credit agency** with over 100 years' experience
- **UK government department** working alongside the Department for International Trade, Her Majesty's Treasury and over 70 private lenders and credit insurers
- Named **Best ECA** by Global Trade Review and Trade Finance Global



Mission

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





UK Export
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Export Finance Manager network



- Regional point of contact for businesses
- Find your regional Export Finance Manager [on our website](#)
- Provide information on:
 - Payment methods and risks
 - Types of finance available
 - Foreign exchange risks
 - Making an application



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Export Finance Manager network

North

Senior Export Finance Manager	Patrick Kendell
North West – North	Steve Cowles
North West – South	Kevin Ledwith
North – Renewables and Clean Tech	Rachel Ashley
Yorkshire, Teesside and Humberside	Ulviyya Huseynova
Yorkshire and Humberside	Robin Priestley

South

Senior Export Finance Manager	Julie Robertson
Buckinghamshire and Hertfordshire	Craig Green
Essex, Norfolk and Suffolk	Richard Hill
Kent, East Sussex and West Sussex	Lisa Maddison-Brown
London (Central, North and West)	Hitesh Patel
London (City and East)	Jonathan Dowell
London	Colin Hawes
London	Richard Armstrong

Midlands and South West

Senior Export Finance Manager	Phill Potter
Bristol, Gloucestershire, Somerset, Devon, Cornwall, Wiltshire, Dorset	Hugh Francis
Shropshire, the Black Country and Staffordshire	Anne Lockett
Nottinghamshire, Derbyshire, Lincolnshire	Andy Mannix
Northamptonshire, Cambridgeshire, Bedfordshire	Jo Archer
Birmingham, Warwickshire, Leicestershire	Jane Cooper

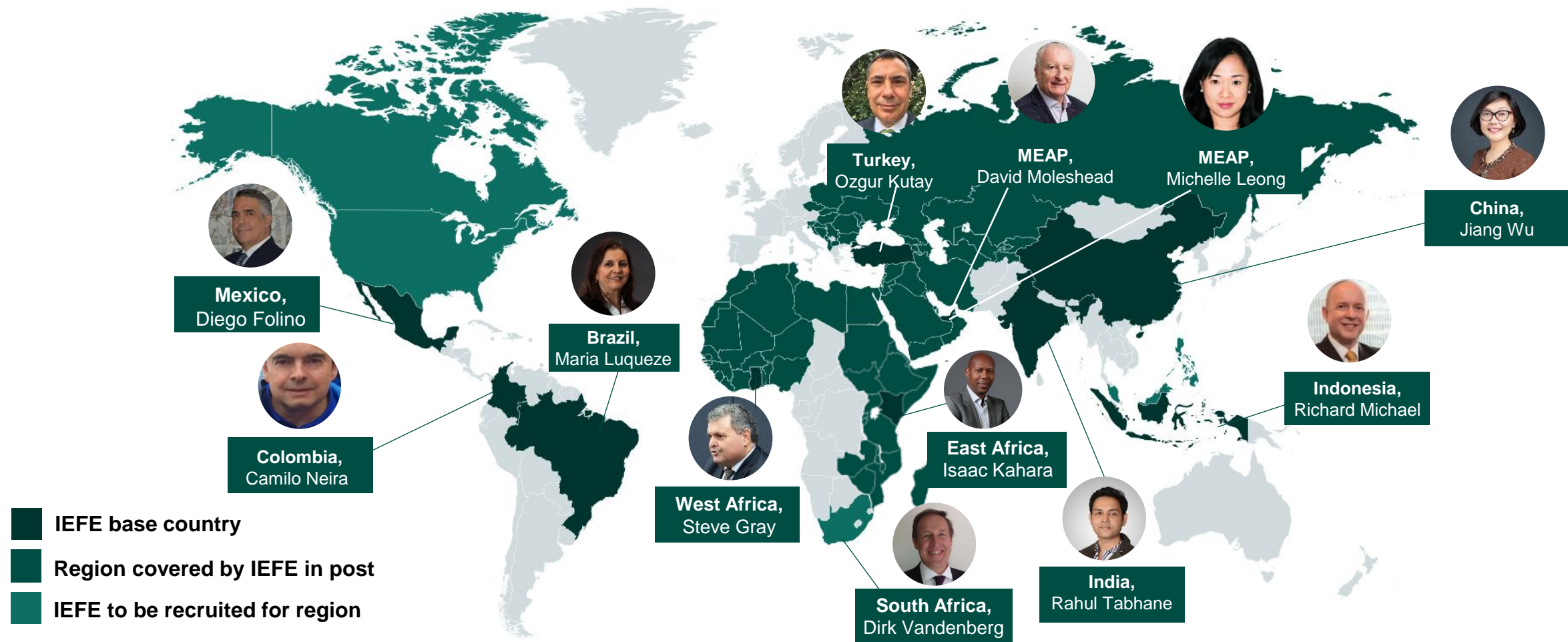
Northern Ireland, Scotland and Wales

Senior Export Finance Manager	Jon Boyce
Northern Ireland	Elizabeth McCrory
Scotland – All areas except Aberdeenshire, Tayside & Highlands & Islands	Carol Harvey
Scotland - Aberdeen, Tayside, Highlands & Islands	John Brown
Scotland – Renewables and Clean Tech	Alistair McMillan
Wales	Christian Syme



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International network





Our products

Financing

Win contracts: attractive financing terms for overseas buyers of UK goods and services can help exporters **make their offering more competitive**

- Buyer Credit Facility
- Direct Lending
- Supplier Credit Financing Facilities

Guarantees

Fulfil orders: 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 Development Guarantee
- Export Working Capital Scheme

Insurance

Get paid: help companies and investors manage risks in challenging markets, **ensuring that they get paid** even where the private market is not able to offer insurance

- Bond Insurance Policy
- Export Insurance Policy
- Overseas Investment Insurance (for investors)



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UKEF value proposition

- Financing in a range of 60+ currencies
- Repayment terms of 2-10+ years (up to 18 for renewables)
- 100% unconditional guarantee on up to 85% of total contract value
- Minimum requirement of 20% UK content
- Global banking relationships
- Competitive pricing





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Thank you