



UK Export  
Finance

# Competitive finance when you buy from the UK





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The UK is a global leader in many of the sectors for which the world has greatest demand. With its tradition of innovation and excellence, UK expertise can help support development and economic growth. And alongside this, UK Export Finance can help overseas buyers access UK goods and services through its **innovative, flexible and competitive** financing terms. As the world's first export credit agency, we've been innovating since day one.”

Louis Taylor, Chief Executive Officer, UK Export Finance

# Helping you buy from the UK

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Thanks to the flexible and competitive financing solutions on offer from UK Export Finance, buying from the UK is more attractive than ever.

## A world leader in goods and services

The UK has a long tradition of innovation and excellence, and is the world's sixth-largest exporter. With an open and friendly business environment, and expertise in sectors ranging from manufacturing and construction to services and technology, the UK is a trusted business partner to buyers around the world.

UK Export Finance can help you make sure your purchases of goods or services from the UK come with attractive terms of finance.

## Innovative and flexible finance

As the world's oldest export credit agency, with nearly 100 years' experience in helping overseas buyers, we have been innovating from day one.

With a range of flexible support on offer – whether that means lending to you directly, supporting Sharia-compliant finance, re-financing on the capital markets or traditional export credits – we can work with you and your supplier to find the right financing solution for you.

We can also support a range of structures including Public Private Partnerships and limited recourse Project Finance proposals. Our export credit guarantees are typically 100% unconditional bank guarantees directly from Her Majesty's Government.

UKEF has led the field in innovations, for example with its award-winning sukuk (Sharia-compliant bond), the first ever to be backed by an export credit agency, and its ability to support lending in over 60 overseas currencies, from the Australian Dollar to the Zambian Kwacha.

We also understand the need for flexibility when you are considering from where to source your goods and services. We can support contracts starting from a minimum of 20% of the value being sourced from the UK.

## Competitive terms

As a UK government department and an export credit agency, we can offer:

- ▶ repayment terms of up to **10 years** (and **up to 18** in some circumstances)
- ▶ borrowing based on the **UK's sovereign credit rating**, resulting in a more competitive rate of interest from your lender
- ▶ attractive **fixed or floating interest rates**, including the use of **capital markets**
- ▶ **accessing financing retrospectively**, even after contract performance has commenced
- ▶ competitive minimum **20% UK content** requirement
- ▶ the option to **defer interest payments** until project completion
- ▶ Ability to finance in over 60 overseas currencies

**Contact us for more information.**

**Email: [internationalenquiries@ukexportfinance.gov.uk](mailto:internationalenquiries@ukexportfinance.gov.uk)**

# Global reach

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UK Export Finance has helped thousands of buyers around the world to finance their purchases of UK goods and services since **it was established in 1919**.

Over the past five years, we have supported more than **US\$20bn** of export contracts in over 50 countries across a wide range of sectors, including **healthcare, water, engineering, aerospace, oil and gas, construction and infrastructure**.

We have a total capacity of **£50bn** to support exports to more than **200 countries** around the world.

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The thought leader among European export credit agencies

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Munawar Noorani,  
Managing Director, Citi

## Canada

### Supporting manufacturing

UKEF issued provided a loan of \$67 million to support a contract won by Primetals Technologies, to supply and install essential equipment in the upgrade of a steel mill in Saskatchewan, Canada.

## Brazil

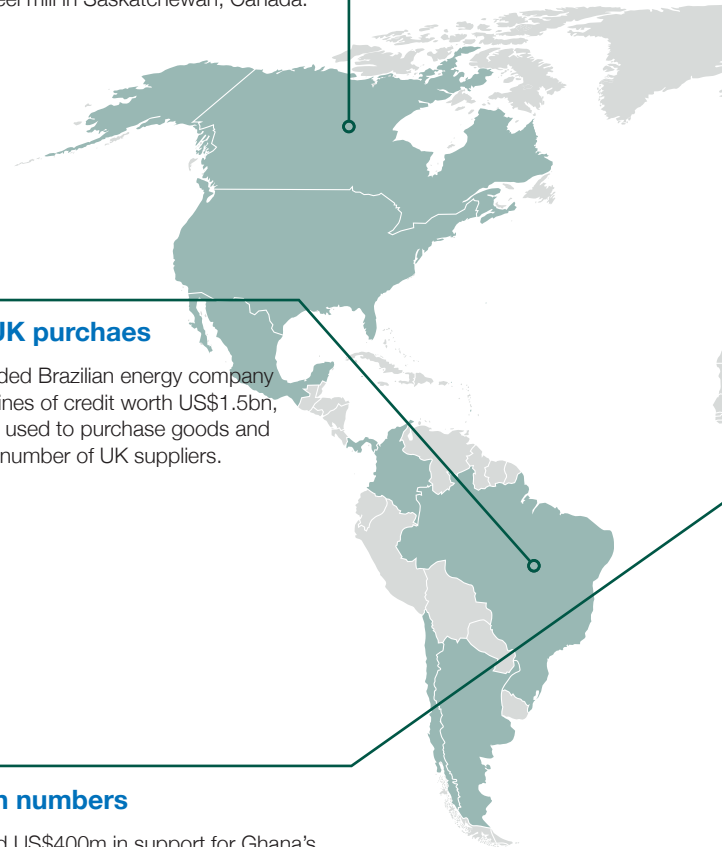
### Financing UK purchaes

UKEF has provided Brazilian energy company Petrobras with lines of credit worth US\$1.5bn, which has been used to purchase goods and services from a number of UK suppliers.

## Ghana

### Strength in numbers

UKEF provided US\$400m in support for Ghana's Offshore Cape Three Points Project to source subsea production systems from GE Oil & Gas, using an innovative hybrid reserve-based lending and project finance structure.



## United Arab Emirates

### Flexible support

UK Export Finance supported Carillion, a leading UK construction company in winning two consecutive phases of the Dubai World Trade Centre District development by enabling a mix of direct and guaranteed loans.

## United Arab Emirates

### Innovative finance

UKEF achieved a triple world first for its US\$913 million Sharia-compliant asset financing for four A380s for Emirates: the first sukuk certificate issuance guaranteed by an ECA; the largest ever debt capital markets offering in the aviation sector with an ECA guarantee; and the first time a sukuk has been issued to raise finance for aircraft prior to their delivery.

## China

### Historic currency boost

Thanks to UKEF, China Southern Airlines was able to access a UK government-guaranteed loan in offshore Renminbi to purchase an Airbus aircraft – the first ECA to offer finance in the currency.

## Sri Lanka

### Expertise in infrastructure

UK Export Finance was able to provide a loan guarantee of US\$60 million for the supply and installation of essential rural bridges by UK bridge-builder Mabey Bridge as part of the Sri Lankan government's infrastructure development programme.

## Nigeria

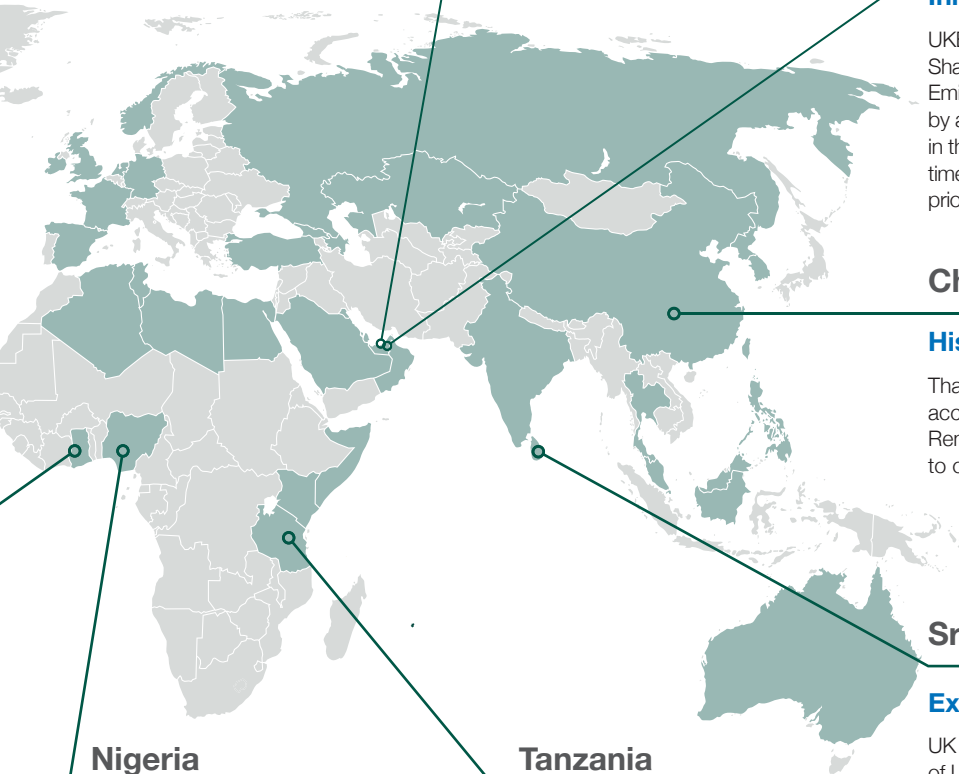
### Tailored solutions

When Marine Platform Ltd in Nigeria needed remotely-operated subsea vehicles, UK Export Finance provided £14.1 million of export credit support, enabling Forum Energy Technologies in the UK to deliver the vehicles, with a support package tailored to the Nigerian market.

## Tanzania

### Assisting expansion

Julius Nyerere International Airport in Dar es Salaam benefited from a financial package that included a UK Export Finance guarantee to support work on the airport's expansion carried out by BAM Nuttall of the UK.




# What next?

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## Next steps

Contact UK Export Finance to find out how we can help you as an overseas buyer:

 [internationalenquiries@ukexportfinance.gov.uk](mailto:internationalenquiries@ukexportfinance.gov.uk)

 +44 (0)20 7271 8010

 [www.gov.uk/uk-export-finance](http://www.gov.uk/uk-export-finance)

## How to access UK companies

UK Export Finance works closely around the world with the Foreign & Commonwealth Office and the Department for International Trade (DIT), the government department that helps UK-based companies succeed in the global economy and overseas companies bring their high quality investment to the UK's economy. DIT offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world.

Visit [www.great.gov.uk](http://www.great.gov.uk)

UK Export Finance is a UK government department and the UK's export credit agency, helping you to finance purchases of UK goods and services.

UK Export Finance provides support within the terms of the OECD Arrangement on Officially Supported Export Credits.

UK Export Finance is the operating name of the Export Credits Guarantee Department.

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