



UK Export
Finance

UK Export Finance

Win contracts. Fulfil orders. Get paid.

Steven Gray

IEFE West Africa

steve.gray2@ukexportfinance.gov.uk



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





**All sectors;
goods, services and
intangibles**



**Support SMEs and
large corporations**



**Support exports
to 200+ countries**



60+ local currencies



In 2019-2020:



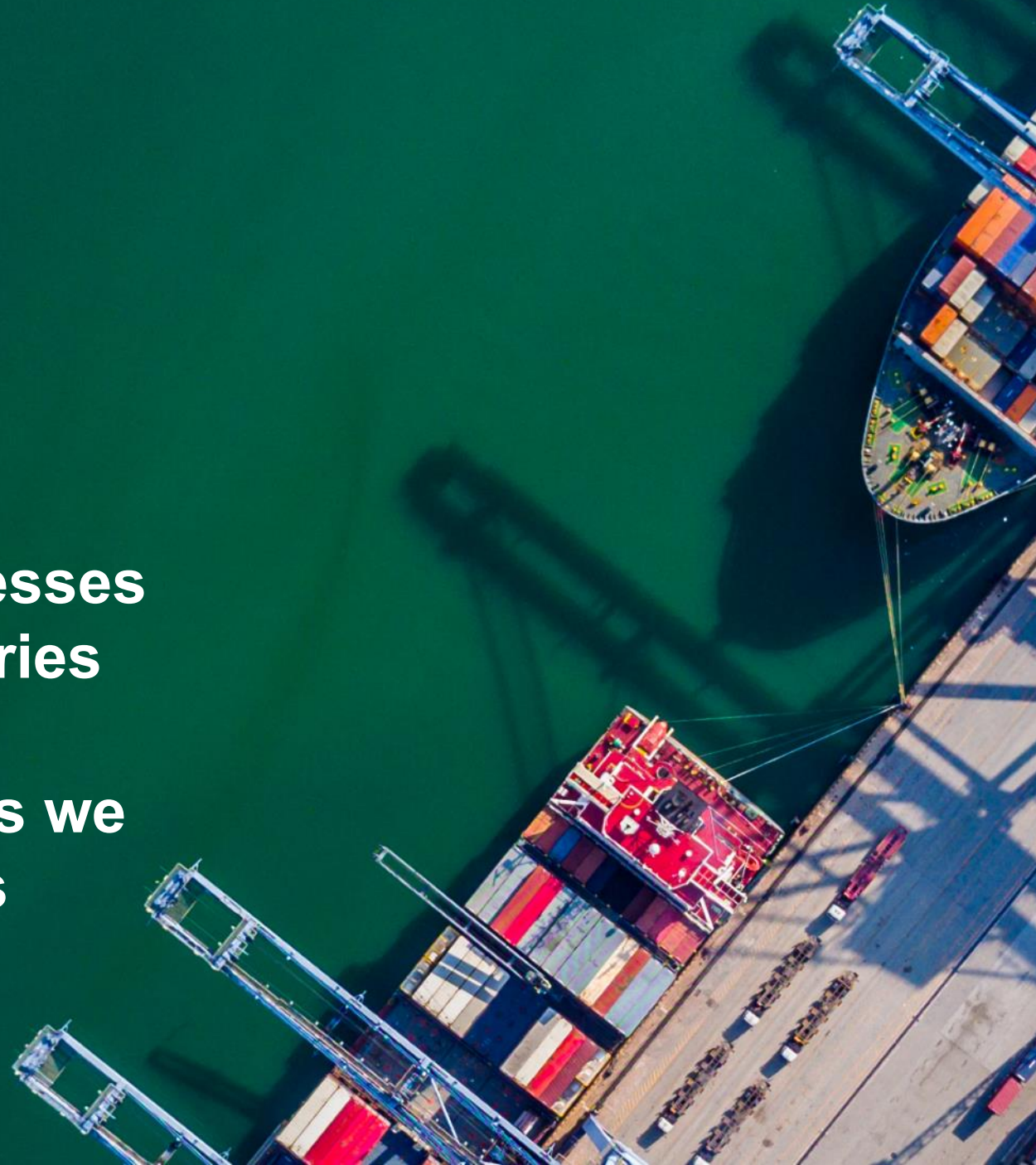
**Provided £4.4bn
in support**



**Supported 339 businesses
exporting to 69 countries**



**77% of the businesses we
supported were SMEs**





Our products

UKEF support falls broadly into two categories:

Support for overseas buyers

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

Support for UK exporters

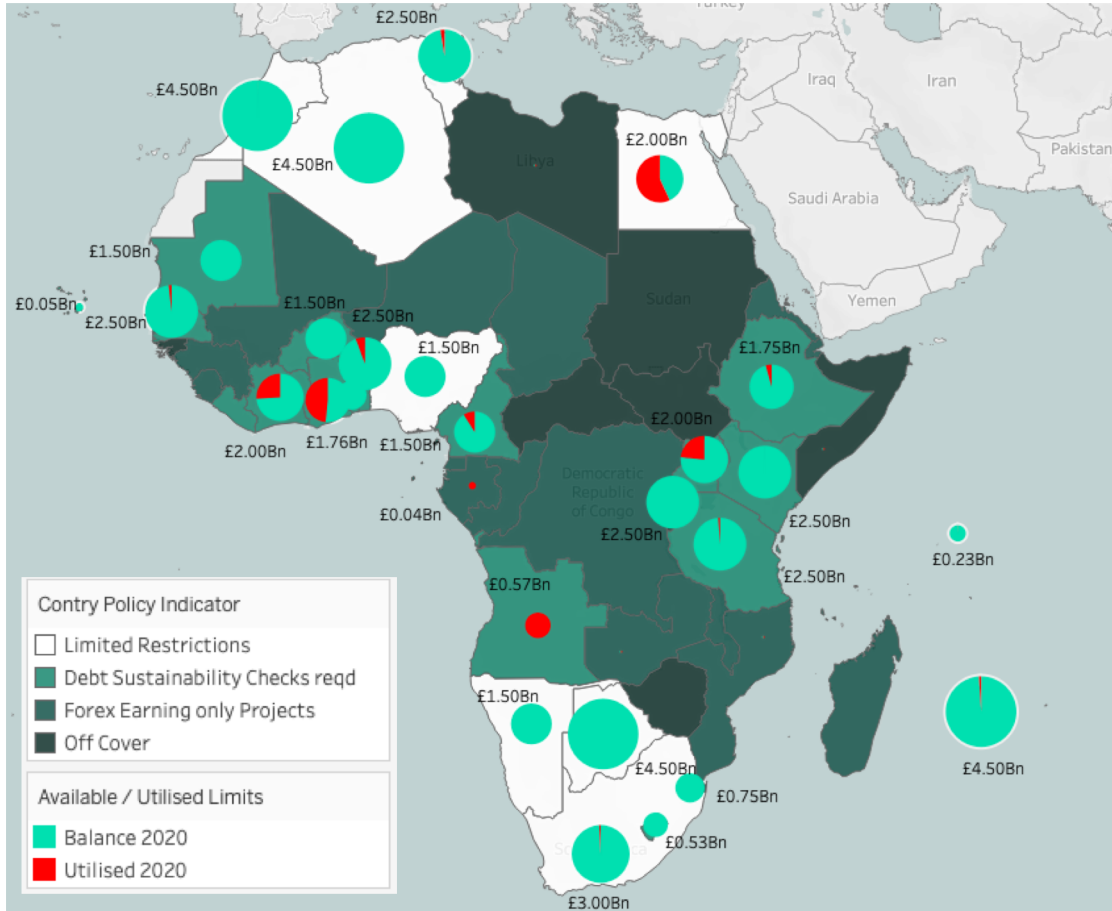
Protection against the **risk of non-payment** by an overseas buyer, help to raise **bonds** required under the export contract and assistance with **working capital requirements**

- Bond Insurance Policy
- Export Insurance Policy
- Overseas Investment Insurance
- Bond Support Scheme
- Export Working Capital Scheme



Cover Limits in Africa today

Strong Success in Various Markets Across the Continent



46 Countries with Market Risk Appetite

- ▶ 28 countries in Africa with a combined market risk appetite of £56bn
- ▶ 17 Countries that can be considered on a case by case basis
- ▶ 9 countries that are not covered (Sudan, South Sudan Zimbabwe, Libya, Central African Republic, Congo Brazzaville, Western Sahara, Guinea Bissau, Burundi)

Considerable Capacity for more Africa Risk

- ▶ The last 5 years saw a growth in the use of Buyer Credit product and still strong use of the bond support scheme and EXIP, with Ghana securing the first Export Working Capital support
- ▶ Countries where there is strong demand for UKEF support include Ghana, Cote D'Ivoire, Angola and Namibia

Notable Countries not previously covered by UKEF

- ▶ Morocco, Namibia and Botswana combined have £11bn market risk appetite, which represents approx. 20% of UKEF MRA for Africa.



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Eligibility

- Minimum threshold of **20% UK content**
- **Environmental, social and human rights** due diligence processes
- Bank must be acceptable to us
- **Sustainable lending rules** may apply
- Current cover policy and market risk appetite available on our [website](#)





UK content



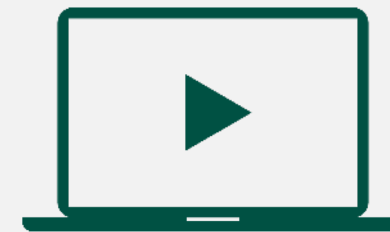
Goods

Produced or processed and modified within the UK and eligible for a UK country of origin certificate



Services

Cost of any direct employees of UK applicants and of any personnel employed through sub-contracting arrangements with UK sub-contractors



Intangibles

Intangible assets originating in the UK where no Certificate of Origin is available

A group of men are gathered around a large, detailed architectural model of the Kumasi Market. The model shows a complex of buildings, roads, and green spaces. In the background, several men are standing, some in traditional Ghanaian attire (kente cloth) and others in suits. One man in a suit is pointing towards the model. The scene is set indoors, possibly in a conference room or a museum.

Case study: developing Kumasi Market

Redesign and construction of West Africa's largest market,
which is visited by up to 800,000 people each day



Case study: Building Komfo Anokye Teaching Hospital

Developing the maternity wing of the hospital, creating 750 beds for maternity care – reducing mother and child mortality rates



Case study: Completing Bekwai hospital

Building a hospital at Bekwai with 120 beds, an emergency department, maternity unit and operating theatre



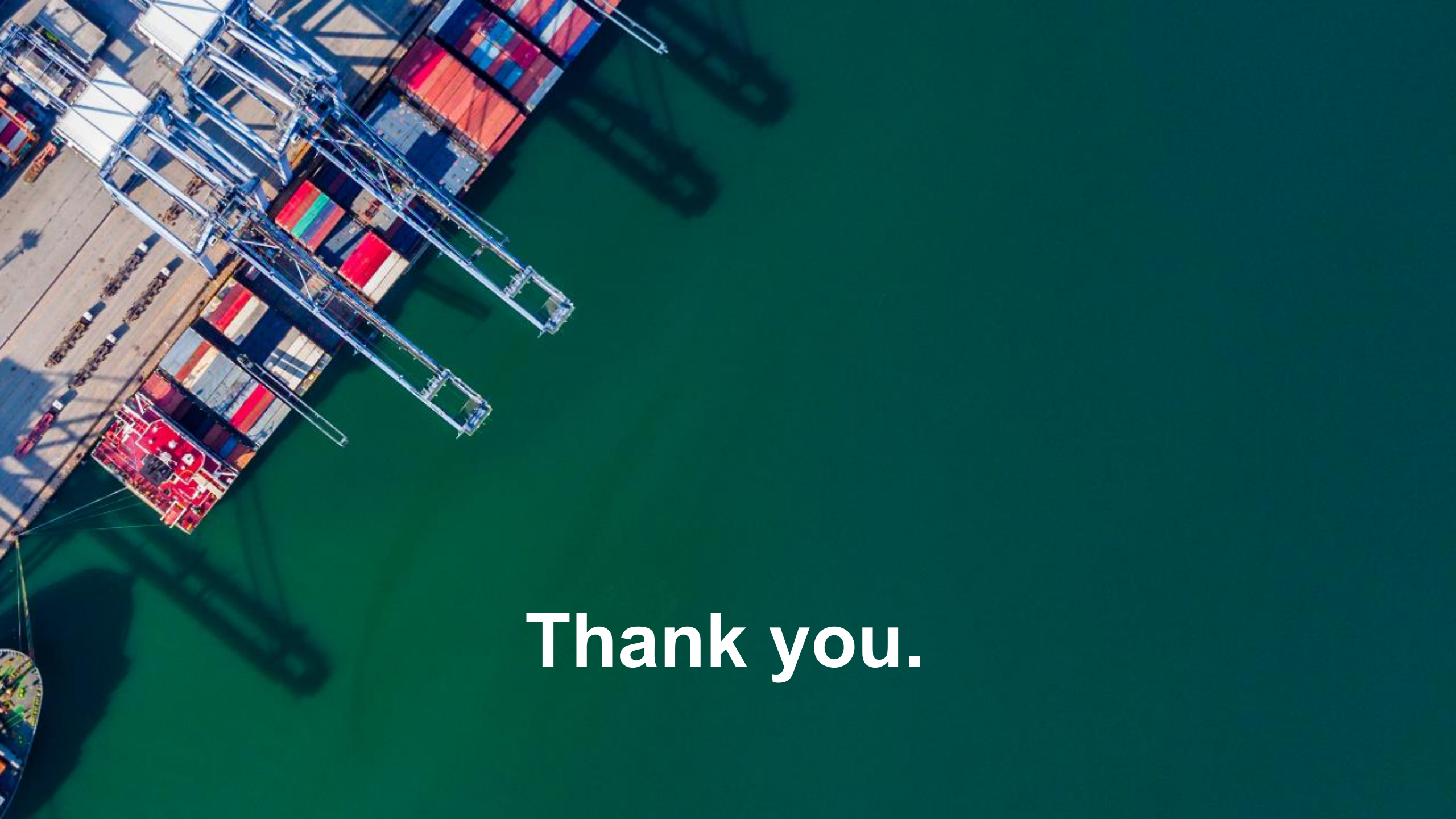
Case study: developing Kumasi airport

Upgrading a terminal in Kumasi airport, improving transport links for tourist and commercial use – allowing an extra one million passengers each year to travel through Kumasi airport

Case study: Tamale airport

Support for the modernisation of Tamale Airport in Northern Ghana, including new international terminal, access roads, ancillary facilities for commercial and military uses





Thank you.