



UK Export
Finance

UK Export Finance:

Subsea Expo 2020

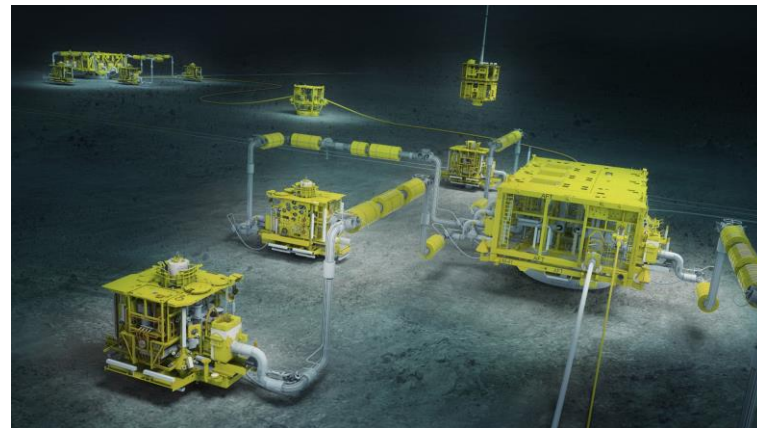
Alistair McMillan – Export Finance Manager



Sector focus: Energy

The UK has considerable expertise in the energy sector, and UKEF has been involved in a large number of projects including:

- ▶ Upstream & downstream
- ▶ Oil and gas
- ▶ Offshore, onshore and subsea
- ▶ Value capture in the hydrocarbon market, e.g. petrochemicals





Case study: Winning Contracts



- Construction of refinery in Jamnagar by Reliance India.
- £300 million line of credit to Reliance India.
- Condition - 20% awarded to UK businesses.
- 100+ contracts awarded to companies like Carpenter & Paterson.
- Carpenter & Paterson secured over \$9 million in revenue over 2 years, helping to support dozens of Welsh jobs.



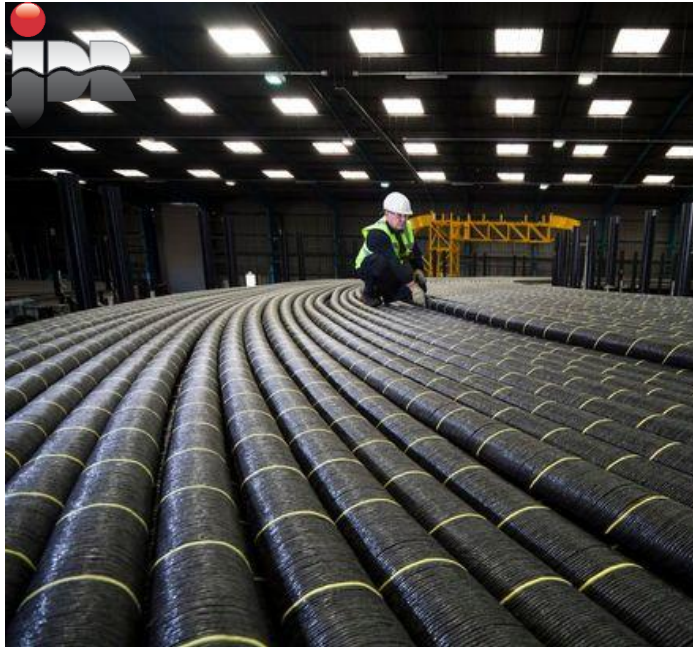
Case study: Wining Contracts



- Forum Energy Technologies UK - potential contract to supply ROVs in Nigeria.
- £14.1m 'Buyer Credit' facility to Marine Platforms, Nigeria.
- Marine Platforms - Competitive finance package.
- Forum Energy Technologies - Won lucrative contract with workable cash flow.



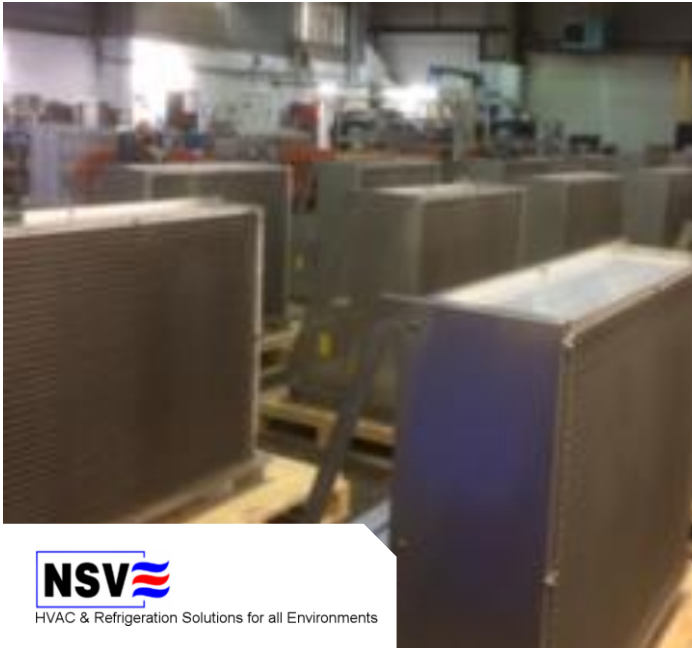
Case study: Fulfilling Contracts



- JDR - contract to supply cables for major German power project.
- Performance Bond required + a large working capital/cash requirement.
- JDR's bank unable to provide required facilities.
- UKEF provided guarantee to JDR's bank.
- Bank then able to provide supported facilities.
- JDR able to fulfil the project.



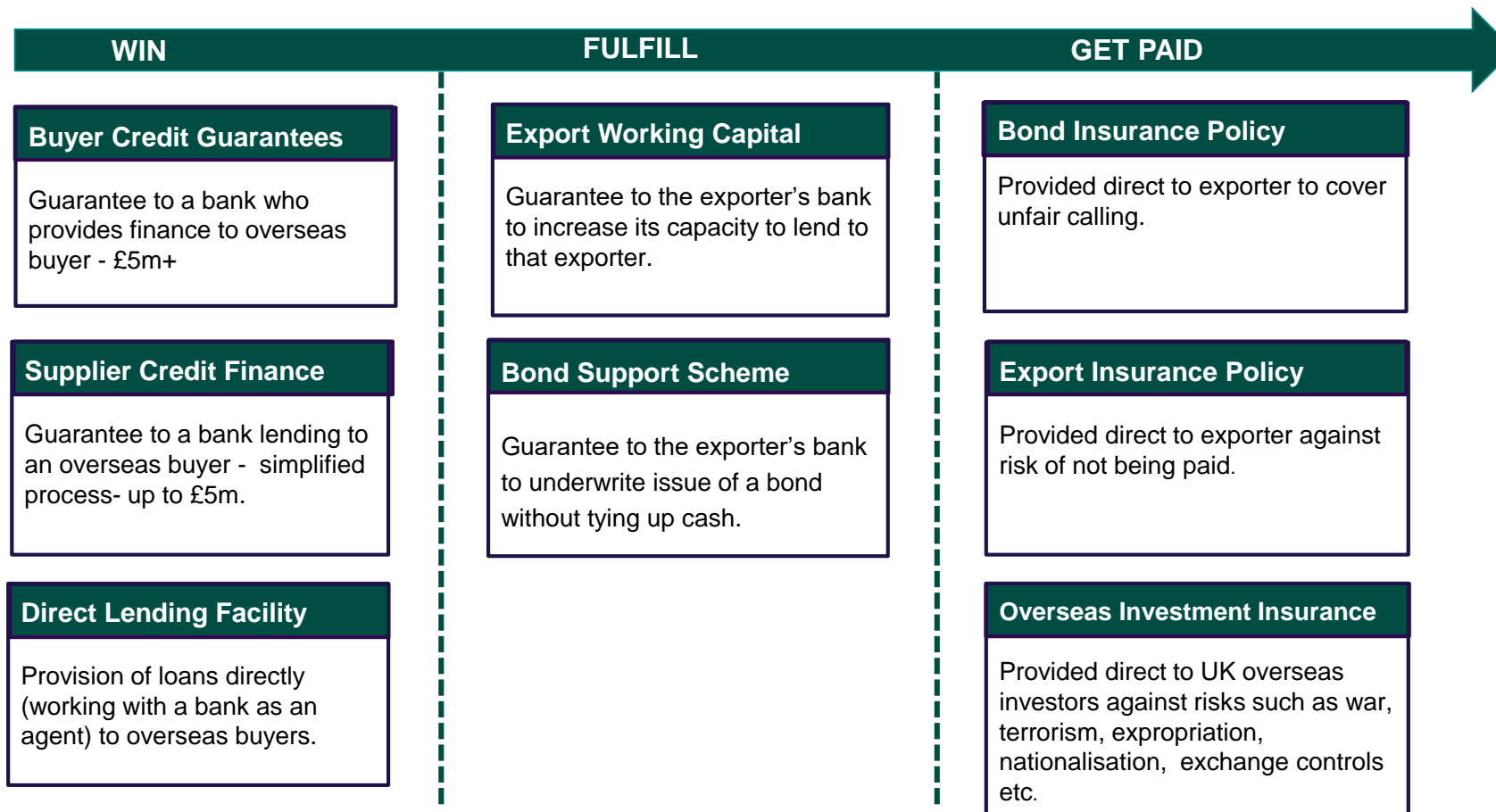
Case study: Fulfilling Contracts



- North Sea Ventilation Ltd (NSV) - £500,000 order from Nigeria.
- Agreed 50% up-front payment but 'Advance Payment Guarantee' required.
- NSV's bank unable to provide bond facility.
- UKEF provided guarantee to NSV's bank.
- Bank then able to provide the supported bond.
- NSV able to access the £250,000 advance payment and fulfil the contract.



Our Products





Are we any good?

Yes! (Although we know we can always improve)



The British Exporters' Association gives us a **9/10** and rates us as the **top European export credit agency**.



Our transactions regularly win awards for their innovation and flexibility, and we've won **TXF News Exporters' Choice Award** two years in a row.

'In today's competitive environment, countries that have a strong ECA will attract investment. We are fortunate to have the support of UKEF, one of the most flexible ECAs in the world'
-- Jeff Immelt, CEO, General Electric



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Thank you