

# **UK Export Finance:**Subsea Expo 2020

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#### 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**

**FULFILL** WIN **GET PAID Bond Insurance Policy Export Working Capital Buyer Credit Guarantees** Provided direct to exporter to cover Guarantee to the exporter's bank Guarantee to a bank who unfair calling. to increase its capacity to lend to provides finance to overseas that exporter. buyer - £5m+ **Supplier Credit Finance Bond Support Scheme Export Insurance Policy** Guarantee to a bank lending to Provided direct to exporter against Guarantee to the exporter's bank an overseas buyer - simplified risk of not being paid. to underwrite issue of a bond process- up to £5m. without tying up cash. **Direct Lending Facility Overseas Investment Insurance** Provided direct to UK overseas Provision of loans directly investors against risks such as war, (working with a bank as an terrorism, expropriation, agent) to overseas buyers. nationalisation, exchange controls etc.



#### 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



## Thank you