



UK Export
Finance

UK Trade - Energy system transitions at the heart of the Global Investment Summit, and maintaining the Race to Zero after COP26

Leading with finance

UKEF & CLEAN GROWTH

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Tackling climate change needs action from everyone.

- Setting ambitious climate targets as we **chair COP26**
- Supporting the Prime Minister's **10 Point Plan** for a Green Industrial Revolution
- **Building back greener** from the pandemic, creating green jobs in the UK



£2.4 billion

in support for sustainable projects in 2020

2nd in the world

in supporting sustainable projects

Award-winning financing

for offshore wind in Taiwan and sustainable transport in Egypt





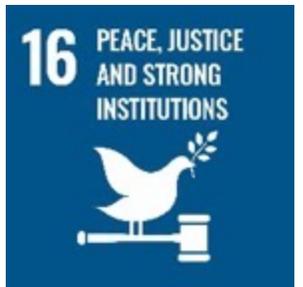
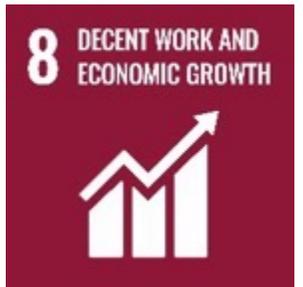
Our ambition

- 1.** To identify clean growth and renewable **opportunities in established and emerging markets** around the world, working with overseas buyers
- 2.** Position UK businesses to take advantage of export opportunities in low carbon technologies and services by **responding to the evolving needs of UK companies and promoting support for clean growth**, transition and climate adaptation/resilience technologies
- 3.** Support UK exporters in the **transition to renewable energy** and clean growth
- 4.** Provide **financial support to overseas buyers and UK businesses** to help exporters win contracts, fulfil orders and get paid
- 5.** Play a leading role in the **UK government's ambitions for a Green Industrial Revolution**, as part of the Prime Minister's Ten Point Plan and position the UK as a global leader in exporting clean growth technology, products and services



UKEF and the SDGs

- UN Sustainable Development Goals (SDGs) recognise **importance of affordable clean energy access** to create economic growth and sustainable development
- UKEF actively contributes to UK's progress towards meeting the SDGs by **unlocking finance for delivery of projects** in destination markets for UK exporters
- We will uphold our responsibility in ensuring that **UK exporters play their role in support of the SDGs** while maintaining their competitive global standing
- We adhere to the **Green Bond Principles** when choosing projects to support





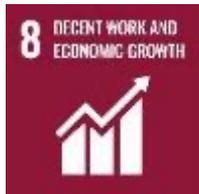
Clean growth: eligible projects



**Sustainable water
and wastewater
management**



**Renewable
energy**



**Eco-efficient and/or
circular economy
adaption**

**Environmentally
sustainable
management**



**Clean
transportation**



Green buildings

Energy efficiency

**Pollution
prevention and
control**



**Climate change
adaption**

**Terrestrial and aquatic
biodiversity
conservation**

Financing growth: our products

Support major investments into the clean, green, sustainability supply chain in the UK through **Export Development Guarantee**

£2bn dedicated through Direct Lending Facility to financing clean growth projects overseas to create export opportunities for UK businesses

Repayment terms of up to 18 years for renewable energy projects – nearly double the typical 10-year outlook





Our products

Buyer Finance

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
- Lines of Credit
- Standard Buyer Loan Guarantee
- Bills and Notes Guarantee

Exporter 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 Working Capital Scheme
- General Export Facility
- Export Development Guarantee
- Supply Chain Discount Guarantee

Insurance

Get paid: help companies 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



How it works



Overseas buyer
enquires about UKEF
support to build an
offshore wind farm



IEFEs, DIT and FCDO in
post discuss UKEF
support options with buyer

BUYER FINANCE PRODUCTS



UK companies that
supply the project are
eligible for UKEF support

**EXPORTER GUARANTEES AND
INSURANCE PRODUCTS**



EFMs, ITAs and DIT
Industry Sector teams
engage the UK supply
chain to supply the
project



Our expertise

International export finance executives work with buyers to invest in UK expertise

UK-based specialists support energy transition at home

Work alongside **HM Trade Commissioners and Heads of Mission** overseas



International Export Finance Executives (IEFEs)





Cover policy and indicators for individual markets available on our [website](#)

As at 31 May 2021



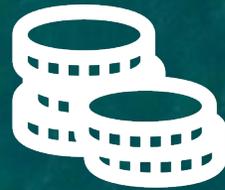
UKEF value proposition



All sectors



Support exports
to over 200
countries



60+ local
currencies



Up to 18 years
repayment



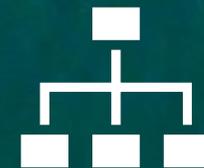
Global banking
relationships



100%
unconditional
guarantee



Min. 20% UK
content
goods, services &
intangibles



Flexible
transaction
structures





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Supplier fair model



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We organize one day
matchmaking events to
help **increase UK
content** in overseas
projects

DIT, trade
associations and
other key partners
help **identify and
invite** potential
suppliers

ON THE DAY

Buyer/EPC
contractor provides
project overview and
hosts **1-2-1 meetings**
with suppliers



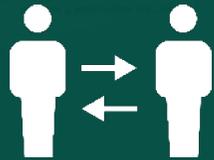
Case Study: GE and Enka UK



187 UK suppliers in attendance



104 meetings with procurement teams



51% of delegates gained business leads



US\$250m+ worth of UK content delivered to project

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UK Export Finance
Supplier Fair


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100
Years of
Innovation

Formosa 2 – Offshore wind in Taiwan

Project sponsor: Macquarie's Green Investment Group
and Swancor Renewable Energy

Buyer: Taiwan Power Co

Clean growth features:

- Taiwan developing 5.5GW of offshore wind up to 2025 and has an ambition of a further 5GW up to 2030
- Formosa project involves construction of **47 new turbines** generating 376 megawatts of green energy
- UK content includes wind turbines, foundations and auxiliary facilities



PROJECT LOCATION:
Taiwan

PRODUCT: Buyer Credit,
NT\$9.2 billion (£230m)

Financing provided over
18 years in local currency
to protect buyer from
currency fluctuations.

500MWp solar projects in Spain

UK exporter: Solarcentury

Project sponsor: Encavis AG

PROJECT LOCATION: Spain

PRODUCTS: Export Working Capital and Bond Support Scheme

- Building two of the largest solar plants in Spain – 200MWp Cabrera Solar and 300MWp Talayuela Solar
- When complete, the plants will power more than 250,000 homes each year
- UKEF's support allowed Solarcentury to access the working capital and bond support needed to fulfil the contracts



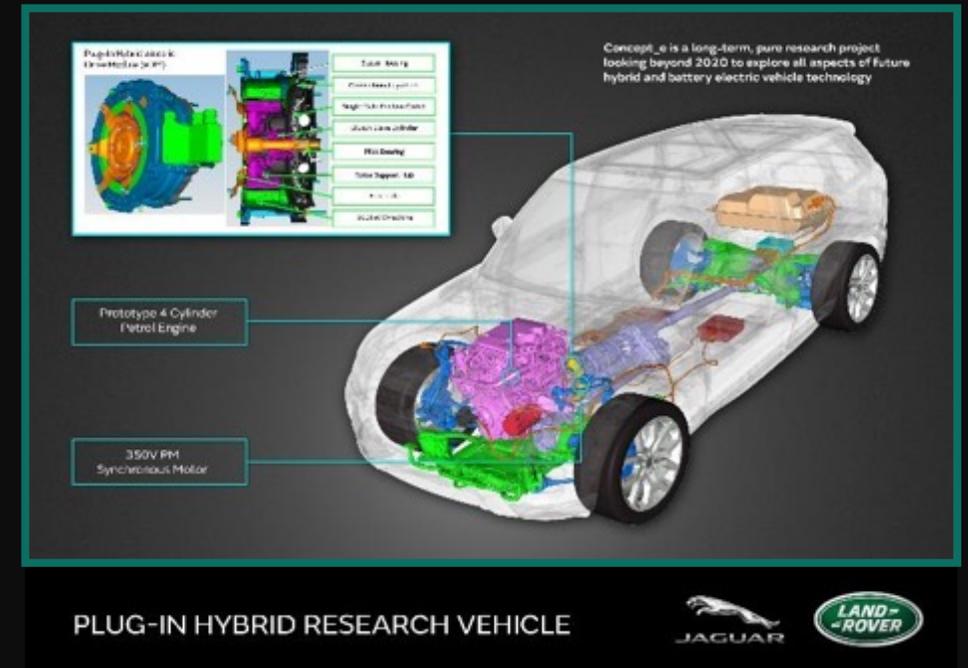
Jaguar Land Rover – EV Manufacturing

Product and value: Export Development Guarantee – £500 million

UK exporter: Jaguar Land Rover

Notable deal features:

- EDG for 80% of total facility (£625 million)
- UK's largest automotive exporter
- JLR is developing technology to feature in a growing number of models; deal supports continued investment into R&D for next generation electric vehicles and future mobility solutions





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Thank you.