GOVERNMENT AND INDUSTRY ASSOCIATIONS – PROMOTING THE INTERESTS OF UK EXPORTERS

EMERGING EUROPE: HIGH GROWTH BUSINESS POTENTIAL IN THE CEE

Jon Coleman

BEXA

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BRITISH EXPORTERS ASSOCIATION (BEXA)

To support, represent and promote

The interests of the UK exporting community

BRITISH EXPORTERS ASSOCIATION HISTORY

- Independent national trade association
- 1940 established as National General Export Merchants Group
- 1962 British Export Houses Association
- 1988 British Exporters Association
- Membership drawn from manufacturers, traders, services providers, export houses, banks, credit insurers and brokers, consultancies and specialist law firms

Dedicated representative body for exporting businesses in the UK

WHAT WE DO

- Identify UK and EU policy issues affecting UK exporters
- Lobby Government Departments and EU institutions
- Annual Benchmarking of UKEF against their OECD peers
- Dialogue with other Trade Associations and Chambers of Commerce
- Guides and Commentaries
- Seminars on export matters and key markets
- Two major networking events annually
- Disseminate pertinent information to members

Ensure Members' concerns and issues are heard by Government

HOW WE DO IT

- Quarterly Committee meetings
  - Identify issues and concerns, report activities, seek membership views
- Meet UK Export Finance
- Meet UKTI
- Meet Cabinet Office and No 10 Special Advisers
- Submit written and oral evidence to Select Committees and All Party Parliamentary Groups
- Links with CBI, EEF & British Chambers
- Maintain close links with the BBA

To support, represent and promote the interests of the UK exporting community

BEXA ACHIEVEMENTS

Change at UK Export Finance

- UK content 20% (2007)
- Business Principles (2010)
- Short term export credit insurance (2011)
- UKEF Bond Support Scheme (2011)
- Improvements to UKEF policy wordings (2011), work in progress!
- Liquidity support for medium term
  - Direct Lending Scheme (2014)
  - Export Refinance Facility (2014)
- Marketing of UKEF through brokers (2011), appointment of regional export finance advisers (2012), doubled to 24 in 2014, 3 overseas advisers (2014)
- 2014 Budget announcements
  - Re-introduction of CIRR under Direct Lending Scheme
  - Marketing campaign for UKEF
  - Consultation on UKEF Act – support the exporter not the export

UKEF KEY PRODUCT RANGE

Evolution of UKEF Product Range from 2010

Products	Short-term insurance	Export credit schemes	Fixed rate financing (CIRR)	Foreign exchange risk cover	Direct lending	Investment insurance	Bond support scheme	Unfair calling insurance	Letter of credit guarantee scheme	Working capital facility	Score (out of 10)		
											UKEF	*EU ECAs' average*	*OECD ECAs' average*
July 2010	✗	✓	✓	✗	✗	✓	✗	✓	✓	✗	*5*	*7.00*	*n.a.*
October 2011	✓	✓	✗	✗	✗	✓	✓	✓	✓	✓	*7*	*7.25*	*n.a.*
September 2012	✓	✓	✗	✗	✗	✓	✓	✓	✓	✓	*7*	*7.79*	*7.76*
October 2013	✓	✓	✗	✗	✓	✓	✓	✓	✓	✓	*8*	*7.88*	*7.57*
October 2014	✓	✓	✓	✗	✓	✓	✓	✓	✓	✓	*9*	*7.92*	*7.60*

Instigating tangible change

Source: BExA UK Export Finance supporting the National Export Challenge

BEXA MANIFESTO

UK Export Finance

1. Accessibility and cutting red tape/duplication
   - Single universal application form and transactional website
   - Simplify anti B&C undertakings, reduce duplications, clean up duplications
   - Obtain Plain English Campaign crystal mark
   - Minimise turn-around times
2. Support to SMEs
   - Re-introduce Tender to Contract fx cover
   - Allocate a portion of DLF budget to fund SME working capital needs
   - Provide bond issuance where no bank bond support is available
   - Devolve underwriting and premium decisions to individual underwriters
   - Become less risk averse for small value SME exports
   - Apply for EU Small Company Exception
   - Provide concise website information
   - Apply for the EU Small Company exemption

BEXA MANIFESTO

UK Export Finance

3. Medium Term
   - Re-introduce FREF for Buyer and Supplier credits
4. Co-operation with the Private Credit Insurance Market
   - Align UKEF cover and terminology to private market standard
   - Co-operate on loss recovery
5. UKEF Resourcing
   - Develop a long term staffing and succession plan
   - Outsource credit risk assessment to the private market

BEXA MANIFESTO

UKTI

1. Charging and Dissemination of Information
   - Charge for OMIS when orders won
   - Provide access to potential buyer's database free of charge
   - Introduce French Market Survey Insurance
   - Website – provide a clear listing of all UKTI programmes and services
2. Trade Shows and Delegations
   - Provide Trade Show funding to existing exporters irrespective of number of years exporting
   - Share details of attendees at receptions and meetings in advance

MEMBERSHIP BENEFITS

- Your export concerns and issues raised across Government and with Regulators
- Set the agenda of BExA's lobbying activities
- Access an unrivalled and passionate network of export & trade finance specialists
- BExA sponsored networking events – Spring Reception and Annual Lunch
- BExA seminars

The Trade Association for Exporters

BEXA MEMBERSHIP

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Representing the best in British exporting

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GOVERNMENT AND INDUSTRY ASSOCIATIONS-PROMOTING THE INTERESTS OF UK EXPORTERS

David Scott

UK Export Finance Adviser
Trade Finance and Insurance Solutions Group

UK Export Finance

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WHO WE ARE

UK Export Finance is the operating name of the Export Credits Guarantee Department, which is the UK's Export Credit Agency. Its statutory purpose is to support exports and investments made overseas

- UK Export Credit Agency established in 1919
- Trade Finance and Insurance Solutions Group for smaller and medium sized exporters
- We complement, we don't compete
- We support exporters of all sizes and sectors
- Work together with banks to support exporters

THE ROLE OF EXPORT FINANCE ADVISER

UK Export Finance

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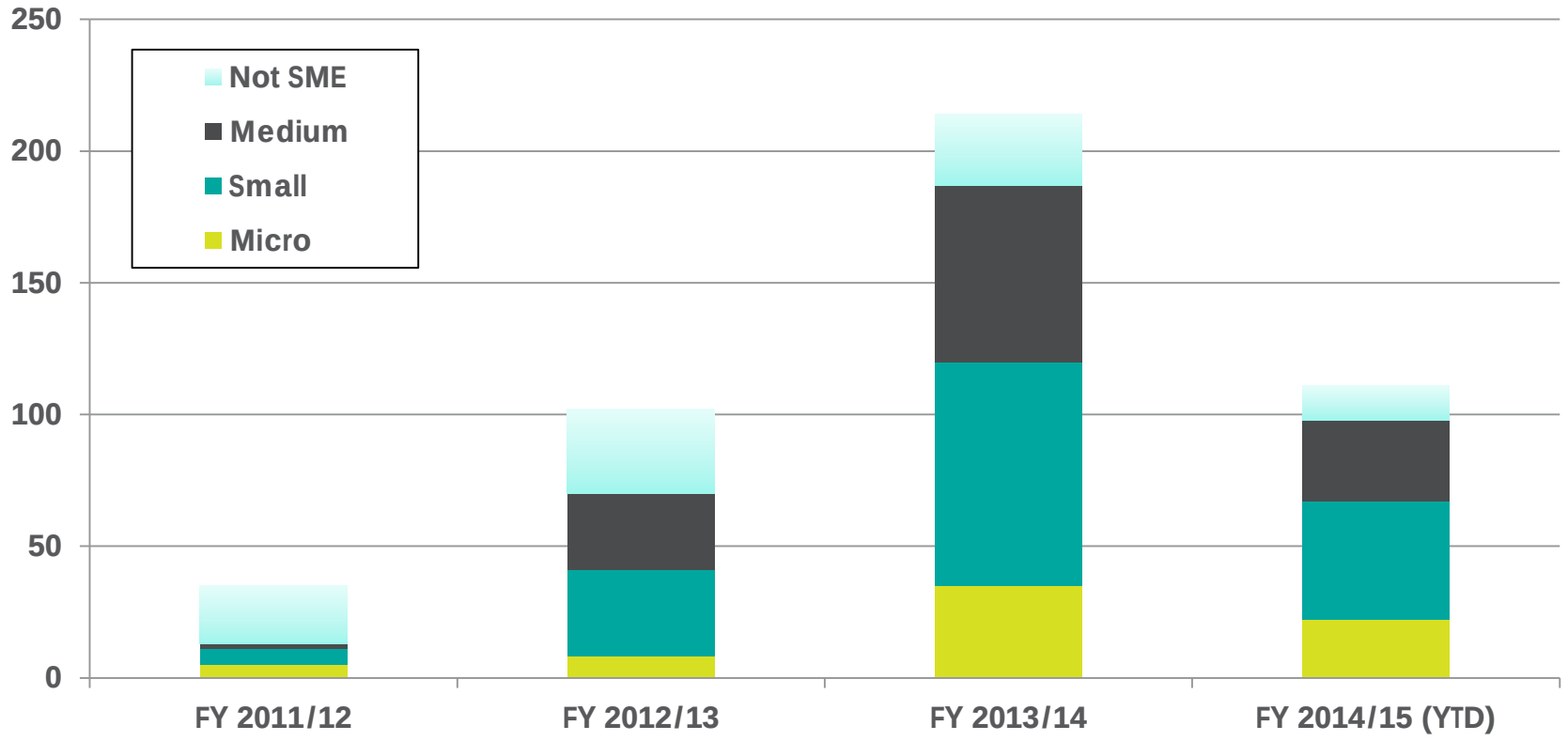
OUR TRADE FINANCE AND INSURANCE SOLUTIONS

UK Export Finance

- **Bank Guarantees**
- Bond Support Scheme
- Export Working Capital Scheme
- Letter of Credit Guarantee Scheme
- **Insurance Policies**
- Bond Insurance Policy
- Export Insurance Policy (EXIP)

NO. NEW CONTRACTS SUPPORTED PER YEAR



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KEY PERFORMANCE INDICATORS

Indicator	F/Y 2012/13	F/Y 2013/14	Apr/Sept Ytd 2014/15	Overall Total 2011/15
Contract Value (£m) Supported	492	367	971	1910
Premium Income(£m)	2.5	2.0	3.9	8.9
Bonds Issued	108	243	99	478
Insurance Policies	82	208	147	463
New Markets Supported	30	28	13	86

Some Case Studies

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Export Working Capital Scheme – Design & Fabrication/India

Spirotech Case Study

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BOND SUPPORT AND EXPORT WORKING CAPITAL SCHEMES

Education/Eritrea

"We're able to look for more work than we could do before, because we know we have the finances to support it.

We hope our turnover will grow to £14 million over the next three years."

Chris Foster,
Operations Director, Eduteq

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EXPORT INSURANCE POLICY

Health/Greece

"We wouldn't have been able to continue trading under such restrictive terms. UKEF stepped into the breach with an alternative to the private sector insurance that had suddenly become unavailable."

Paul Whatley,
Finance Director, GR Lane

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LETTER OF CREDIT / EXIP

Storage/Ethiopia

"Any company thinking of exporting should engage with UKEF as soon as possible. Having UKEF behind you gives you a lot of credibility when you're looking for overseas work. You'll also get access to a lot of knowledge and experience."

Mike Daldry, Managing Director, Stodec Trading

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ACCESSING OUR PRODUCTS

- Bank based schemes:
  - No additional fee for the exporter
  - Formal application through bank
- Insurance policies:
  - Via insurance broker
  - Direct

HOW TO CONTACT US (GOOGLE:UKEF ADVISER)

UK Export Finance

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We are the UK's export credit agency.

gov.uk/uk-export-finance

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