

Press release: UKEF's 2020 strategy delivers hundreds of millions of pounds worth of UK exports

One year ago, UK Export Finance (UKEF), the UK's export credit agency, published its 3-year strategy to provide more relevant, scalable and accessible support for UK exports.

Since then, UKEF has implemented numerous innovations and supported hundreds of millions of pounds of export revenue for the UK. UKEF has also been awarded 'best export credit agency' by Global Trade Review, a leading international trade news source.

Rt Hon. Dr Liam Fox MP, Secretary of State for International Trade, said:

UK Export Finance is providing support for British business that's more relevant, more accessible and on a greater scale than ever before. From innovations that make it easier for the UK's SMEs to sell overseas, to bringing export opportunities to the UK supply chain, UKEF is helping to secure billions of pounds of business for hard-working UK companies.

By doing this, the government is helping the UK to become a nation of exporters, taking full advantage of the world of opportunities as the UK shapes its own trade agenda and takes its place on the world stage as a great, global trading nation.

The Business Plan was published after the 2017 general election, setting out HM Government's ambitions to put UKEF at the heart of the UK's trade promotion strategy, with concrete steps to:

- increase the scale of UKEF's support
- become more customer-centric
- ensure support is relevant to businesses big and small, exporters and suppliers

More relevant to UK exporters and the UK supply chain

In the last year, UKEF has significantly increased the contribution of UK goods and services to major projects around the world. It does so using the draw of UK government-backed finance to attract overseas buyers to the UK and then directly connect UK businesses with the overseas projects it supports at one of its 'supplier fairs'. This model makes UK exports even more

competitive in the global marketplace and will secure hundreds of millions of pounds worth of export revenue for the UK.

In addition:

- In September 2017, UKEF introduced an enhanced overseas investment insurance product, offering UK businesses seeking to grow internationally greater protection against political risk on their overseas investments, particularly in fast-growing developing economies.
- UKEF, for the first time, expanded eligibility for its trade finance support to include UK suppliers of exporters, as well as exporters themselves.
- Plans are in place to further enhance support for the UK supply chain with the development of a new invoice finance product that will improve exporters' access to capital and enable their suppliers to accelerate invoice settlement.

Supporting the supply chain means more UK businesses can realise the benefits of international trade even if they are not yet selling overseas, and will enhance the agility with which exporters can deliver orders and take on new business.

More accessible

In October 2017, UKEF launched a partnership with 5 major high-street banks to speed up the application and decision-making process for UKEF's short-term trade finance support.

This new delivery model is helping small and medium-sized businesses access finance up to £2 million directly from their banks much more quickly and without needing to apply to UKEF separately.

UKEF also made improvements to its digital services, including a new application portal that enables banks to apply online for UKEF trade finance support on behalf of their customers, and a new online pricing indicator.

More scalable

In the last year, UKEF increased – and, in many cases, doubled – its ability to support UK exports to over 100 markets, from India and South Africa, to Mexico and Malaysia.

UKEF can now offer finance in over 60 local currencies – compared to fewer than 15 available before 2016. This allows buyers around the world to 'buy British, pay local', making UK exports more competitive and attractive worldwide. UKEF's local currency offer is now one of the most flexible among its international counterparts.

Additionally, UKEF and the Department for International Trade recruited in-market experts across its priority markets, including Indonesia, UAE and Brazil to create an overseas network. The network will focus on seeking, securing and supporting overseas opportunities for UK exporters in these

fast-growing markets.

New appointments

UKEF has strengthened its senior management capability and capacity in key roles, including:

- Richard Simon-Lewis, new Head of Origination, Client Coverage, Marketing and Communications
- Adam Harris, who will lead a growing team of 30 specialist underwriters as UKEF's new Head of Civil Infrastructure and Energy
- Andy Blacksell, new Head of Underwriting Policy and Products

This will support successful delivery of the next phase of the Business Plan, as UKEF adopts a more proactive approach to supporting UK exports.

Background

[News story: CMA publishes new advice for joint ventures](#)

The CMA is today publishing advice for businesses thinking of, or already operating, joint ventures to help them comply with competition law. This follows a recent case where two businesses in a [joint venture were fined £1.7 million](#) by the CMA for agreeing to share the market under the cover of a joint venture agreement.

The CMA's short guide on [Joint Ventures and Competition Law: do's and don'ts](#) is for businesses that are already in, or are considering entering into, joint ventures, alliances or other forms of collaboration with another business.

The CMA's advice urges competing businesses to make sure they collaborate legally, check they are compliant with competition law from the outset of agreements and to keep arrangements under regular review to help ensure they remain compliant. In addition to publishing the advice, the CMA is also writing directly to over one thousand regional commercial law firms to ask them to share the advice with their clients.

Ann Pope, CMA Senior Director, Antitrust, said:

At the CMA we support collaboration between competitors that leads to innovation and directly benefits customers but there can be a fine line between collaborating and colluding. Certain forms of collaboration between competitors are illegal under competition law

and businesses can face large fines if they break the law.

Competing businesses setting up a joint venture should be clear about how collaborating will directly benefit customers, and that the benefit of joining forces couldn't equally be achieved by acting alone but in competition with each other.

Labelling a collaboration as a 'joint venture' will not protect businesses from the scrutiny of competition law. Our new advice provides pointers on what is and isn't allowed when operating a new or existing joint venture – I urge businesses and legal advisors alike to read and share it.

[News story: Make sure you know where your charity donations are going](#)

Giving to charity is a longstanding and important tradition, and the British public are generous when it comes to supporting charitable causes.

Sadly, that generosity can sometimes be undermined by those who seek to intercept charitable funds for their own gain.

We want to help donors know how to spot a genuine registered charity.

By making simple checks part of the routine of donating, we can all become smarter and more conscious donors, and help promote public trust in the sector as a whole.

[Safer giving video](#)

Advice for the public

Do not be put off supporting the important work of charities, but make sure you are safely giving to genuine charity collectors by following our steps to safer giving:

- before giving, check the charity's name and registration number on [our register](#)
- be more cautious about people collecting for general charitable causes, such as 'it's for local sick children'- make more enquiries about what exactly the money would be used for and by who –
- when approached by collectors, check whether they are wearing a proper ID badge and that any collection tin is sealed and that it is not damaged
- if in doubt, ask the collector for more information – a genuine

fundraiser should be happy to answer questions and explain more about the work of the charity

- check a collector has a license to fundraise with the local authority or has the consent of the private site owner
- check that the charity follows the Fundraising Regulator's guidance and Code of Fundraising Practice
- carefully review collection bags for clothing and household goods to find out whether they are from a genuine charity
- never feel under pressure by a fundraiser into making a donation immediately

Safer giving online donation tips

Apply the same checks online as you would in person, but also:

- be wary of unsolicited emails from charities you have never heard of or have no association with
- don't click on links contained in emails – instead search online for your chosen charity to check you have the right web address and donate directly to them
- check there is a padlock symbol in the URL bar and that the web address starts with 'https'
- make sure the charity is genuine before giving any financial information and never share your pin number

After making these checks, if you think that a collection or appeal is not legitimate, report it to the police; and if you think the collection is fraudulent report it to [Action Fraud](#) through their website or call them on 0300 123 2040.

- If you think a collector does not have a licence – report it to the relevant Local Authority Licensing Team or the Metropolitan Police (if in Greater London). Also let the charity and Action Fraud know if you can
- If in any doubt, contact your favourite charity directly to find out how to make a donation

[News story: Passenger incident at Bushey station](#)



Platform 6 at Bushey station (Photo by Sunil060902 on Wikimedia Commons. Used under Creative Commons)

At around 21:24 hrs on 26 March 2018, a passenger attempting to board a train at Bushey station became trapped in a closing door. The train started and moved around 27 metres before being stopped. The passenger remained upright but sustained a minor injury to their arm.

We have undertaken a [preliminary examination](#) into the circumstances surrounding this incident. Having assessed the evidence which has been gathered to date, we have decided to publish a [safety digest](#).

The safety digest will be made available on our website in the next few weeks.

Published 12 April 2018

[Press release: City chief appointed to lead UK export drive](#)

Left to Right: Dr. Liam Fox, John Mahon, Baroness Rona Fairhead

- John Mahon joins Dr Liam Fox's department to work closely with business, putting exports at the heart of UK growth
- This is the latest in a series of senior appointments as DIT ramps up preparations for post-Brexit trade. [Five new HM Trade Commissioners](#) started their roles last week.

Following a highly competitive recruitment process, the Department for International Trade (DIT) today (Thursday 12 April) appoints John Mahon as the UK's first Director General for Exports. Reporting to the Permanent Secretary, John will lead the implementation of the government's emerging

Export Strategy as the UK prepares to leave the European Union.

A former Head of Barclays Corporate Bank, John brings a strong track record to DIT and is being hailed across Whitehall as a key hire. His appointment is the latest step in a major capability-building programme underway at DIT, across exports and investment promotion and the trade policy and negotiation businesses.

The new Director General for Exports is at the heart of the government's post-Brexit trading plan, and is tasked with ensuring that new and existing exporters can access the right financial, practical and promotional support to sell overseas.

Welcoming John to DIT, International Trade Secretary Dr Liam Fox said:

I am delighted to welcome John as our first Director General for Exports. With the IMF predicting that 90% of global growth will come from outside the EU, his role will be key to helping UK businesses unlock opportunities around the world.

John's banking expertise will help us build the world's best international economic department as we develop our own independent trade policy for the first time in more than 40 years – making the UK a global trading nation once again.

Minister of State for Export and Trade Promotion Baroness Rona Fairhead added:

We will soon be launching an [Export Strategy](#) to respond to the clear and growing demand from all over the world for UK goods and services. Our aim is to help UK companies of all sizes to grow by enhancing the support we offer and connecting them ever-more effectively to market opportunities. John will play a crucial role in making this happen.

John will play a vital role in DIT, reporting to Permanent Secretary Antonia Romeo, the department's lead official, who commented:

I am very pleased to welcome John to my top team. His appointment shows that DIT is attracting the highest-calibre talent from across the public and private sectors to work on our crucial agenda. Leading our work to boost exports up and down the country, he will play a critical role in putting trade at the heart of UK growth.

Speaking about his new role, John Mahon said:

I am excited to join the Department for International Trade at such a crucial time where it will be my task to help companies everywhere to take advantage of the international demand for British goods and services. Through the government's emerging Export Strategy, we will help businesses generate growth, prosperity and jobs in every corner of the UK.