



Case study: Design and Projects

“In the last few years, UKEF has helped us to secure significant exporting business and double our personnel size. Off the back of this success, we are now setting up an office in Thailand so that we can continue to grow our exporting business and take advantage of the opportunities in the Far East.”

**Colin Brooks, Managing Director, Design
and Projects Int. Limited**



Case study: Design and Projects

Opportunity

- won contract with Bangkok Mass Transit Authority to supply railway maintenance equipment for Bangkok purple line – deal worth €12 million
- secured advance payment, but buyer required advance payment and performance bonds
- Design and Projects also wanted to offer client warranty bonds as guarantees of quality of its goods after delivery

Outcome

- UKEF provided [80% guarantees](#) for all three bonds, reducing size of deposit required
- company maintained control over cashflow, employed more engineers and secured two subsequent contracts with buyer

UK REGION: Hampshire

DESTINATION MARKET: Thailand

SECTOR: Manufacturing – railway equipment

PRODUCT: Bond Support Scheme

Case study: IMPS UK

Opportunity

- won £140,000 contract with Sri Lankan Railways to provide engine parts
- due to custom-made nature of products and requirement to pay suppliers up-front, undertaking contract required significant investment by the company

Outcome

- UKEF [provided the company's bank](#), HSBC, with guarantee giving it security needed to make export working capital loan



UK REGION: Lincolnshire

DESTINATION MARKET: Sri Lanka

SECTOR: Manufacturing

PRODUCT: Export Working Capital Scheme

Case study: IMPS UK



Based in Lincoln, IMPS specialises in engine servicing: they manufacture bespoke replacements for machines no longer in production – highly attractive in countries with aging transport.

Won a £140,000 contract with Sri Lankan Railways to provide engine parts.

Due to the custom-made nature of its products, and the requirement to pay suppliers up-front, undertaking the contract required significant investment by the company.

UKEF gave HSBC a guarantee, giving it the security it needed to offer IMPS an export working capital loan.

“We’re a small company, but expanding into new markets is an important part of our growth strategy.”

Winning the contract with Sri Lankan Railways was a huge boost to our business, and working with UKEF meant that we were able to realise this success.”

Chris Woolley,
Managing Director at IMPS (UK) Ltd

Case study: Monorail in Cairo

An Alstom consortium will build two new monorails in Egypt, marking the first export of UK-built trains for over 12 years





Case study: Monorail in Cairo

Product and value: Buyer Credit Facility – £1.7 billion

UK exporter: Alstom (previously Bombardier Transportation)

Project location: Egypt

Project sponsor: Egypt Ministry of Finance

Buyer: Egypt National Authority for Tunnels

Notable deal features:

- Consortium led by Alstom will build two new monorails, connecting the New Administrative City with East Cairo and 6th October City with Giza
- Directly supporting 100 UK jobs at the Alstom (previously Bombardier) Derby site, and many more in the supply chain
- UKEF's largest financing for an overseas infrastructure project
- UK content:
 - Rolling stock, engineering works, operation and maintenance