

**IF WE CAN
YOU CAN**



**Department for
International Trade at
Global Offshore Wind 2019**

25 - 26 June 2019
ExCeL, London

 **EXPORTING
IS
GREAT**
BRITAIN & NORTHERN IRELAND



The UK has brought together a breadth of expertise to create a large renewable sector, with the largest offshore wind construction programme in Europe, and the world's largest installed offshore wind base.

Find your ideal business partner at great.gov.uk

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British expertise in renewable energy

Windfarm Turbine
Teesside



Department for
International Trade

Foreword



I am delighted to welcome you to the Department for International Trade's stand at Global Offshore Wind 2019, where you will find our UK based Offshore Wind Specialists and colleagues from over 10 countries across the world.

Whether you are an established or new exporter, DIT is here to help you sell overseas.

Danny Dunne

Head of
Renewable
Energy,
Department for
International
Trade

Please come and talk to us on Stand 150 and book your 1-2-1 meetings with the trade officers featured in this brochure.

The rapid growth of offshore wind in the UK has given rise to outstanding innovation and expertise in all areas of offshore windfarm design, development, installation, and operations & maintenance, and the global export market presents a huge opportunity for UK businesses.

The Industrial Strategy Offshore Wind Sector Deal sets out many challenging ambitions, which aim to keep the UK at the forefront of global renewable energy.

Over these two days at Global Offshore Wind 2019, you will get a sense of what the Sector Deal means for your business and how you can be part of this incredible opportunity.

I encourage you to talk to our knowledgeable team at the DIT stand about your company's ambitions, and the wide range of support available to help you realise them.

Danny Dunne

Head of Renewable Energy,
Department for International Trade

As of June 2019, the UK has accounted for 46% of new offshore wind capacity that has come online in Europe this year.

100 years of export finance

**1919**

Export Credit Department (ECD) is first established as part of the Department of Overseas Trade to promote UK exports lost during WW1 blockades

**1930**

ECGD is made an independent department, responsible to the President of the Board of Trade

**1939-45**

During World War II, ECGD offers guarantees against wartime losses incurred by exporters due to enemy activity

**1977**

Launch of the Foreign Currency Buyer Credit Scheme, initially covering US Dollars and Deutschmarks

**1991**

Following publication of the Kemp Report, ECGD converts its SME business to a purely commercial entity

**2011**

Name is changed to UK Export Finance and new products launched to support SMEs

**2015**

UKEF guarantees a sharia-compliant Islamic Bond (Sukuk), its first ever support of Islamic finance

**2019**

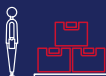
UKEF celebrates its centenary, marking 100 years of innovation

**1920**

Overseas Trade (Credit and Insurance) Act grants ECD power to extend credit for exporters. In 1921 it began offering guarantees – adding a 'G' to become ECGD

**1934**

ECGD becomes a founding member of the Berne Union, a global trade association of export credit agencies and investment insurers

**1961**

'Small exporter' policies is introduced for companies with small turnovers

**1989**

ECGD claims reach £1.7bn, protecting UK businesses from the sovereign debt crisis

**2001**

ECGD begins assessing the environmental and social impact of transactions it supports

**2013**

Direct lending to overseas buyers is introduced for the first time

**2017**

UKEF delegates the use of its guarantee to five banks to boost support for SMEs

Get export support from The Department for International Trade (DIT)

The Department for International Trade (DIT) is the UK Government department responsible for promoting British trade across the world.

Its role is to support UK based businesses to succeed in international markets and to encourage overseas companies to make the UK their global partner of choice.

DIT has over 3,900 experienced civil servants, industry and international business specialists operating across 174 offices in 108 international markets and nine UK regions.

With strong links into all major Government and industry bodies in the UK and overseas, DIT is well positioned to help your business succeed, whether small or large, as an investor or exporter.

UK Export Finance, the UK's export credit agency, can offer attractive long-term financing for project sponsors who source from the UK, and a range of flexible structures such as project financing, public-private partnerships and Islamic finance.

To learn about other support available from DIT, visit www.great.gov.uk



Department for International Trade

About DIT:

We are an international economic department, responsible for:

- supporting and encouraging UK businesses to drive sustainable international growth
- ensuring the UK remains a leading destination for international investment and maintains its number one position for international investment stock in Europe
- opening markets, building a trade framework with new and existing partners which is free and fair
- using trade and investment to underpin the government's agenda for a Global Britain and its ambitions for prosperity, stability and security worldwide.

UK Export Finance (UKEF) is the UK's export credit agency

Our mission is to ensure that no viable UK export fails for lack of finance or insurance from the private sector, while operating at no net cost to the taxpayer.

We help UK companies of all sizes and in all sectors win, fulfil and get paid for export contracts. We provide insurance to exporters and guarantees to banks to share the risks of providing export finance. In addition, we can make loans to overseas buyers of goods and services from the UK.

As the world's first export credit agency, established in 1919, we've been innovating since day one. Last year, we provided £2.5 billion of support for UK exports, helping 191 companies sell to 75 markets around the world.

77% of all companies we supported were small to medium-sized businesses.

We also lent £666 million directly to overseas buyers to help them buy from the UK - more than double the amount for 2016 to 2017.

To check your eligibility for trade finance and insurance
Visit: www.great.gov.uk/get-finance



**UK Export
Finance**

*We help UK
companies of all
sizes and in all
sectors win, fulfil
and get paid for
export contracts*

Contact UKEF

UK Export Finance is the operating name of the Export Credits Guarantee Department (ECGD)

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Extraordinary innovation


The UK has the largest installed offshore wind capacity in the world with 8GW currently operational, and an industry ambition to deliver 30GW by 2030.

As a result of this rapid, large-scale deployment, the UK has developed world-leading expertise in all areas of offshore windfarm design, development, installation, and operations & maintenance.

This expertise is supported by an ever-increasing supply chain that offers high quality, cost-competitive components and services.

The offshore wind sector currently provides circa


11,000 
long-term quality jobs around the UK and is protecting **27,000** by 2030.

Forecasts indicate there will be a **£2.5 trillion** 
global investment in wind energy (on and offshore) by 2040.

UK Industrial Strategy

The UK Industrial Strategy, Offshore Wind Sector Deal was launched in March this year and has among its ambitions:

increase UK content to **60%** 

increase representation of women in the workforce to at **least a third** 

Increase exports fivefold to **£2.6bn** 
all by 2030

The Department for International Trade's global network wants to help your business become a part of these ambitions.

www.great.gov.uk



JDR Cable Systems Ltd
Cable storage and processing



With the largest installed capacity in the world, the UK has developed outstanding capability in offshore wind farm design, development, installation, and operation & maintenance.

Case Study: JDR Cables



UK Export
Finance



UK Export Finance helps JDR Cables double its growth

JDR Cable Systems is an award-winning supplier of sub-sea power and control cables to the oil and gas, offshore wind, wave and tidal energy sectors. The majority of the firm's output - more than 80% - is exported to overseas markets including Asia Pacific, the US, West Africa and Europe.

When JDR won a contract to supply cables to the Meerwind Süd and Meerwind Ost windfarms the company was asked by the buyer to provide a performance bond, which could have constrained its ability to grow.

UKEF worked with the company's bank, issuing guarantees for a bonding facility and export working capital supplied by the firm's bank, to support current and future projects.

The support has underpinned a series of contract wins including one for more than 100 kilometres of inter-array power cabling for Vattenfall's Sandbank project, also located in German waters.

Ivan Coyard, Chief Financial Officer at JDR, said, "We work with UKEF on the majority of our export activities; without its support we would not be able to take on the volume of business we do. Our partnership with UKEF will continue to play a significant part in our future success".

To find out more about you how export finance and insurance could help your business win, fulfil and get paid for export contracts, visit www.great.gov.uk/get-finance

3sun Group
Great Yarmouth, UK

IF WE CAN YOU CAN

Join the Export Champion Community and become part of the national movement of UK companies proudly selling overseas.

Visit great.gov.uk

 **EXPORTING
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BRITAIN & NORTHERN IRELAND



HM Government

The Exporting is GREAT campaign

Exporting is vital for the health of the UK economy. It builds a resilient economy, helps our businesses grow, protects jobs and boosts wages. The UK's success is built on the hard work and ingenuity of businesses like yours. It's your leadership, your talent and your determination to make the most of every opportunity that drives growth across our country.

Research shows that exporters, of all sizes, are more productive, innovative and resilient to economic downturns; achieve a stronger bottom line; boost their reputation and profile; and are more likely to stay in business. Every day UK businesses of all sizes are seizing opportunities in overseas markets, where there is a huge demand for UK goods and services. We want as many businesses as possible to take advantage of this.

Of course, making the move into any new market - especially when you're dealing with a different language, culture or regulations - can feel like a leap into the unknown. But you don't need to be an old hand at exporting to have an impact globally. Two in five of the UK's smallest exporters - that's companies with fewer than 10 employees - are already doing business in at least one high-growth market. To put it simply, there is no limit to what you can achieve.

The Exporting is GREAT campaign is designed to encourage and enable UK businesses to take advantage of the global appetite for UK products, services, skills and expertise in markets around the world. We want to inspire you to make that move overseas and seize the growth it can bring. In partnership with major UK businesses, the programme supports companies at every stage of their exporting journey - from identifying opportunities to winning contracts overseas.

Access support online

At great.gov.uk, UK businesses can apply for real-time global export opportunities, promote their business to international customers through a 'find a buyer' service, find out about seminars and other events as well as specialist trade services and support.

Export Champion Community

At the heart of the campaign is the Export Champion Community, which consists of 'Export Champions' and 'Export Advocates'; everyday businesses of all shapes and sizes from around the UK that are proudly selling overseas. They form a nationwide network of companies that are ambassadors for selling overseas; sharing success stories, offering practical advice and leading by example. These ambassadors are front and centre of the campaign's creative, communicating the message to other UK businesses that 'if we can, you can'.

Keep up to date

Join the export conversation by following the department on [Twitter](https://twitter.com/greatgovuk) and [LinkedIn](https://www.linkedin.com/company/greatgovuk/), and 'liking' the campaign's page and joining its community group on [Facebook](https://www.facebook.com/greatgovuk/). Ensure your posts become part of the dialogue by tagging them with [#ExportingIsGREAT](https://twitter.com/ExportingIsGREAT). You can also get in touch with the campaign team directly by emailing exportingisgreat@trade.gov.uk.

Department for International Trade Profiles

Department for International Trade, France



Mia Barclay

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Mia Barclay is responsible for keeping abreast of the French renewable energy sector, namely the offshore wind projects. With a good knowledge of the consortiums and supply chain, Mia can help support and identify relevant opportunities for UK businesses to

export, advise on the appropriate strategy and facilitate introductions.

Department for International Trade, Poland



Janusz Bil

Director, Energy and Mining

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Janusz heads up the Energy & Mining team at the DIT British Embassy in Poland. He provides support to UK companies from energy and mining sectors exporting or planning to export to Poland.



Department for International Trade, Spain



Marianne Carlin

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Marianne Carlin is Senior Trade & Investment Adviser at DIT based at the British Embassy in Spain, responsible for the energy sector. Specific focus on renewable energy - offshore wind, waste-to-energy and power networks but also energy efficiency projects and in general all low carbon activity. She is currently focusing on attracting Spanish investment in offshore wind to the UK and is

working closely with the principal developers and their supply chain. Spanish Renewable Energy companies are well established globally and have significant experience to contribute to the UK industry. UK companies interested in connecting with Spanish world players should get in touch with Marianne who will be able to facilitate introductions.

Department for International Trade, France



Sophie Casenave

Renewables Campaign Leader

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Sophie graduated with a M.Sc. in Advanced Environmental and Energy Studies at the Centre for Alternative Technology (UK) in 2011. Thanks to her engineering background, she developed a strong technical knowledge in renewable energy technologies and forged a good network in

that field. This added to a solid expertise of project management and commercial deal making, gained during her previous 13-year long career in various leadership positions at General Electric. Sophie went on to work in the fields of energy conservation and feasibility studies for on-site renewables.

Department for International Trade Profiles

Department for International Trade, UK



Bruce Clements

Offshore Wind Specialist

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Bruce Clements is an Offshore Wind Specialist working in the Renewable Energy Team at DIT. This is a role working alongside UK Companies to help them to secure export opportunities in the growing offshore wind sector. He brings his prior experience at CWind to this task, where he worked as Head of Sales. He was a key part of a small team that helped grow and develop the company from its early days and this meant working with a broad range

of companies across the supply chain and in several countries. Bruce therefore brings this experience of developing new markets, partnerships and services as well as targeting new opportunities to his role at DIT. Prior to CWind, Bruce worked in marketing consulting where he worked with blue chip companies to explore potential new market opportunities across a number of industry sectors.

Department for International Trade, UK



Jamie Cribb

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Jamie works with DIT's global network to identify offshore wind export opportunities, and to promote UK supply chain and related services internationally. If you are a UK company (large or small) seeking export support, or an international organisation looking for partners or suppliers, then please

book a 1-2-1 with Jamie. Formerly Jamie has headed trade and investment teams in India and Ghana, and worked in DIT HQ to support UK exporters in a range of sectors.



Department for International Trade

British Embassy, Denmark



Maren Dolva

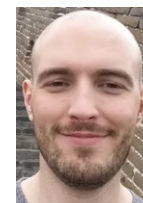
Trade Advisor

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I have been with DIT for the last two years and work as a Trade Advisor for DIT in Denmark with a primary focus on renewable energy. I would like to speak to any companies that are interested in opportunities in Denmark and or are currently doing business

in Denmark to discuss how we might help you with these activities.

Department for International Trade, UK



Danny Dunne

Head of Renewable Energy

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I am a career civil servant and have been with DIT and its predecessors for nearly ten years, with more than four of those spent working on renewable energy. As head of the Renewable Energy team at DIT, I am responsible for supporting investment into,

growth and export of a UK supply chain across a range of clean technologies.

Department for International Trade Profiles

Department for International Trade, East of England



Alan Highet

International Trade Adviser, Energy & Environmental

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DIT in the East of England exists to help companies deliver new business in existing and new markets, liaising closely with our DIT colleagues based in London and notably in British Embassies etc worldwide. Alan Highet leads for DIT in the East of England in respect of the Energy & Environmental

sectors, that includes Renewables in General which OWE in particular. We provide company-specific support on export and market strategy, support at events and export-activity in the UK and overseas. Book a 1-2-1 meeting to find out more about how we can make a difference.

UK Export Finance



Wedad Kurukgy

Export Finance Manager

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Wedad Kurukgy is UKEF's Export Finance Manager for Surrey, where he provides guidance to companies on how to access finance to support their overseas sales drive. Prior to this, Wedad spent 30 years in trade finance teams in international banks, including Societe Generale, Arab Bank and

the National Bank of Abu Dhabi. Wedad has spent much of his career in the Middle East, and has a particular specialism in European, US, Middle Eastern and Asian markets. Prior to joining UKEF, Wedad worked at Siemens Financial Advisory in Egypt.



Department for International Trade

Department for International Trade, Japan



Yukiyo Miyakita

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I have worked in the DIT Japan team for about 15 years as a trade adviser. I am currently in charge of the energy sector, the marine sector, and other advanced engineering sectors.

Department for International Trade, Vietnam



Nam Nguyen

Senior Commercial Officer

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As a trade officer at the Department for International Trade in Hanoi, I am keen to meet with UK companies to introduce offshore wind opportunities emerging in the Vietnam market.

Department for International Trade Profiles

British Embassy, Berlin



Anne Schemien

Trade Adviser, Offshore Wind

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As a Trade Adviser based in Berlin, my aim is to assist British companies become more knowledgeable about the German Market, find partners or distributors, either in order to export for the first time or to increase their market share. With a business background and an interest in advanced engineering solutions applicable to the wider

energy and environmental sectors, I have followed the development of the Renewable Energies in general and the Offshore Wind sector in particular since 2008. Let us meet to discuss your technology and/or service offer, and map out a strategy to introduce your company to German players!

British Office, Taiwan



Karen Su

Senior Commercial Officer

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The British Office Taipei aims to promote Britain's commercial and cultural interests in Taiwan, and a key objective is to increase business relationships between the UK and Taiwan, working in partnership with the Department for International Trade.

The Office is actively involved with promoting commercial opportunities through supporting and organising targeted events and visits. The services we offer include helping British companies to identify business opportunities and partners in Taiwan.



Department for International Trade, Netherlands



Suzanne Van de Beek

Senior Trade Advisor Energy / Offshore Wind

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I am the Senior Trade Advisor for (renewable) energy and offshore wind at the British Embassy in The Hague, The Netherlands.

Department for International Trade, Belgium



Gert Wauters

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Gert is based at the British Embassy in Brussels and he has been advising UK companies develop their business in Belgium for over 17 years.

Gert is responsible for the sectors energy, engineering, chemicals, transport and mobility but has a particular interest in offshore wind.

Department for International Trade Profiles

British Consulate General, Dusseldorf



Deryth Wittek

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Deryth Wittek is Head of Energy & Infrastructure for Trade & Investment at the Department for International Trade based in the British Consulate General in Dusseldorf, Germany. Deryth graduated in Staffordshire in Business Administration. With a key focus on primary energy generation (Offshore Wind), logistics and infrastructure investment, Deryth has been leading on investment for renewable technologies and

infrastructure in the German market since 2011. She is responsible for attracting and facilitating foreign direct investment into the UK and also supporting the growth of UK based offshore wind technology companies in Germany. Previous roles during her career with DIT included Head of Inward Investment and Head of Business Intelligence.

British Consulate General, Shanghai



Zhang Ying

Senior Trade & Investment Officer

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I promote UK trade and investment in the renewable energy sector (offshore wind, solar, energy storage etc.) in East China, which covers Shanghai, Jiangsu, Jiangsu and Anhui which.

Department for International Trade, China



Daisy Zeng

Trade & Investment Officer

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I joined DIT in August 2015, based in Guangzhou, I am responsible for promoting trade and investment between the UK and South China.

I am also the relationship manager with key local stakeholders, such as China Southern Grid, Guangdong Yuedian, Guangdong Electrical Design Institute.



Department for
International Trade

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DIT

The UK's Department for International Trade (DIT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions free trade.

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