



**UK Export
Finance**

**Member
Export Guarantees Advisory Council
(EGAC)**

Candidate Information Pack



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Message from the Chairman



The Export Guarantees Advisory Council is an Expert Committee. The role of the Council is to provide advice to Ministers on the application by UK Export Finance (UKEF) of its ethical policies related to anti-bribery, climate, environment, human rights and sustainable lending to the exports it supports. The Council interacts with UKEF Senior management and the Board in providing advice and challenge.

UKEF is the UK's official Export Credit Agency. It is a government department which provides support to exporters and investors, principally in the form of insurance to exporters, guarantees to banks against non-payment of loans and direct loans to foreign buyers to purchase goods and services from UK exporters.

The Council is looking to recruit new members that have backgrounds and experience in fraud and financial crime compliance, human rights, manufacturing, environment or social policy given the increasing number of projects UKEF is supporting which involve consideration of these issues.

This information pack has been prepared to inform potential candidates about the role of the Council and UKEF. The Council's role was reviewed in 2014 (the Triennial Review) and a copy of that review is available on UKEF's website which provides background about the work and practices of the Council. The Council's most recent Annual Report forms part of the UKEF Annual Report and Accounts 2020 - 21 and is available on the [Government website](#)

Alistair Clark
Chairman

About the Export Guarantees Advisory Council

The Export Guarantees Advisory Council (EGAC) is an Expert Committee which advises the Secretary of State on UKEF's operations – a background to UKEF is at Annex A.

The Council normally provides advice to the Secretary of State through UK Export Finance officials, usually at meetings attended by UK Export Finance's Chief Executive. The Council addresses its views directly to the Ministers on any subject where it deems it appropriate to do so. It meets with the Minister once a year, or more if necessary.

In practice, the Council primarily concerns itself with providing advice on the ethical policies applied by UKEF in the conduct of its business related to anti-bribery and corruption, environmental, social and human rights risks and impacts of the projects which it supports, sustainable lending and transparency (including freedom of information).

The Council does not have any executive powers. It reviews past decisions UKEF has made to support export transactions and provides advice on the decision-making and, in particular, the application of ethical policies. It does not comment on cases under consideration for a decision.

UKEF informs the Council of developments related to relevant international agreements and policies set by Ministers which guide UKEF operations so that these can be taken into account by the Council in providing its advice.

To help inform its work, from time to time, the Council meets stakeholder groups: export and trade associations (for example, the CBI, the British Exporter's Association, UK Finance) and civil society organisations (for example, Campaign Against Arms Trade, Jubilee Debt, The Corner House, Transparency International and WWF-UK).

The Council operates to terms of reference. It meets four times a year and the minutes of its meetings are published. The Council publishes an Annual Report of its activities.

Members and Chairperson

EGAC members are appointed by Ministers, one of whom is appointed as Chairperson, in conformance with the recruitment policies and procedures of the Office of the Commissioner for Public Appointments.

The Candidate Being Sought

The EGAC is seeking two members who have demonstrable experience of the practical application of ethical policies pertinent to UKEF (environment, social and human rights, anti-bribery and corruption, sustainable lending), particularly within a business and/or government context.

Person Specification

The preferred candidate is expected to have:

- experience of commerce and international trade, the private export finance and credit insurance market and debt/capital markets.
- expertise in one or more of the following:
 - Climate Change / Paris Agreement
 - The Sustainable Development Goals
 - Sustainable lending
 - Environmental, Social and Governance (ESG) issues, and trends, including human rights, particularly regarding supply chains and the integration/trade-off/balancing of these issues.
 - Sectors where UKEF typically works or is looking to support in the future, such as renewable/low carbon energy, infrastructure, heavy industry, etc.
- an understanding of UKEF's purpose and business and its role of supporting exports while at the same time complying with policies on ethical matters.
- familiarity with the OECD 'Recommendation of the Council on Common Approaches for Officially Supported Export Credits and Environmental and Social Due Diligence (The 'Common Approaches'), the UN Guiding Principles on Business and Human Rights (the Ruggie 'Protect, Respect and Remedy Framework'), the Equator Principles, and related international agreements which may be associated with the role of export credit agencies.
- familiarity with the OCED recommendations in relation to export credits on anti-bribery and sustainable lending an understanding of the role of an advisory council, including its relationship to Ministers.

Suitable candidates will demonstrate the following personal qualities:

- an ability to contribute to the work of the EGAC through giving advice, challenge, constructive criticism and support.
- an ability to work effectively in managing positive relationships with stakeholders that adds value to an organisation; and
- a commitment to attend all meetings and undertake the necessary preparation.

We would welcome and encourage applications from:

- professions which could include business, public sector, not for profit sector, which would include expertise from the environmental, construction, consultancy, legal, and finance professions.
- women, disabled and Black, Asian and Minority Ethnic (BAME) candidates.

EGAC - the view from a council member

We asked two of our council members to 'shed some light' on their role within the council. What is interesting about being a council member, what challenges they are faced with in an advisory capacity, the practicalities of having a full-time career elsewhere and how they balance their, often, busy schedules:

Vanessa Havard-Williams, Partner, Linklaters LLP

I began sitting on EGAC from Spring 2020. The skills and knowledge that I currently draw on most in EGAC sessions relate to climate change, transition planning, disclosure and related governance.

I enjoy engaging UKEF on how it is addressing the strategic challenges inherent in a pivot towards the green economy, and I am impressed by what the team has achieved over a short time on that. They were also very impressive in how quickly they adapted to a very busy time during the pandemic.

I get a lot from the meetings – I learn from the different viewpoints of the executive team and from the expertise of my fellow council members: we have good, constructive discussions.

It is straightforward to fit meetings and other contact points into my schedule – the commitment in relation to formal sessions is not huge and the rest is easy to fit in. I have a range of informal contacts with UKEF teams, and I probably enjoy these sessions most. They are a great way of understanding the challenges and opportunities at a more detailed level and I can provide some practical suggestions and an external view of the commercial landscape. The role gives me a greater insight into, and an appreciation of where UKEF sits within HMG and the wider international community.

Stephen Prior, Partner, Prinia Consulting LLP

After 30 years in export sales, in 2015 I set up on my own as a consultant advising companies on export related matters, in particular sales to governments in developing markets. During my career, I have had numerous interactions with the Department for International Trade (DIT), UKEF and their predecessor organisations so when I saw a position on EGAC advertised in 2018 I was keen to join so I could contribute my experience to the work of these organisations. EGAC brings together various experts in different fields relevant to UKEF's work to bring independent advice to the organisation. I bring over 30 years' hands on experience of export sales to the Council with a particular emphasis on combatting bribery and corruption in export business.

I have worked in over 100 countries including some of the most corrupt in the world giving me first-hand experience of how companies can work in these markets in an ethical way.

As an independent consultant working with various clients, working with EGAC fits in very well with this.

Seven Principles of Public Life

All EGAC members must adhere to the Seven Principles of Public Life. These being:

Selflessness – Holders of public office should take decisions solely in terms of the public interest. They should not do so to gain financial or other material benefits for themselves, their family, or their friends.

Integrity – Holders of public office should not place themselves under any financial or other obligation to outside individuals or outside organisations that might influence them in the performance of their public duties.

Objectivity – In carrying out public business, including making public appointments, awarding contracts, or recommending individuals for rewards and benefits, holders of public office should make choices on merit.

Accountability – Holders of public office are accountable for their decisions and actions to the public and must submit themselves to whatever scrutiny is appropriate to their office.

Openness – Holders of public office should be as open as possible about all the decisions and actions that they take. They should give reasons for their decisions and restrict information only when the wider public interest clearly demands.

Honesty – Holders of public office have a duty to declare any private interests relating to their public duties and to take steps to resolve any conflicts arising in a way that protects the public's interests.

Leadership – Holders of public office should promote and support these principles by leadership and example.

Terms & Conditions

Location

EGAC meetings usually take place in UKEF's London office based in 1 Horse Guards Road, London, SW1A 2HQ.

Time Commitment

EGAC meets quarterly (for 3-4 hours). Members are expected to attend each meeting. There is also a formal dinner with the Trade Minister held once each year.

Remuneration

The post attracts an annual total remuneration of £5,000 paid in equal monthly instalments via UKEF payroll.

Length of Appointment

The appointment is for three years with the possibility of being reappointed for a further period, up to a maximum of ten years.

Application Process

How do I apply?

Applicants should provide a copy of their C.V. together with a covering letter, of no more than two A4 pages, explaining why you are interested in the position and how you meet the criteria outlined in the personal specification.

Applicants should ensure they highlight what experience they have in dealing with:

- Climate Change / Paris Agreement
- The Sustainable Development Goals
- Sustainable lending
- Environmental, social and governance (ESG) issues, and trends, including human rights, particularly regarding supply chains and the integration/trade-off/balancing of these issues.
- Sectors where UKEF typically works or is looking to support in the future, such as renewable/low carbon energy, infrastructure, heavy industry, etc.

N.B. As with all Government departments we are required to provide basic information on the people that apply to our vacancies/requirements. Therefore, we kindly ask that all applicants to complete the Conflicts of Interest form and the Monitoring Form. **The Monitoring form will be kept separately from your application and Conflicts of Interest form, and will not be seen by the selection panel and allows us to meet the Cabinet Office's Government Code on Public Appointments**

Application should be sent to Recruitment2@ukexportfinance.gov.uk using "EGAC Application" in the subject line.

Should you have any questions regarding the process please contact Recruitment2@ukexportfinance.gov.uk using "EGAC Application" in the subject line.

What is the timetable?

- The closing date for applications is **31st October 2021** at 23.00 hours.
- Applications will be sifted week commencing **1st November 2021** and candidates will be notified whether they will be invited to interview in the weeks following this date.
- 1st round Interviews are scheduled to take place on **10th January 2022** with the possibility, if required, of 2nd interviews to be scheduled at a later date in January. Dependent upon the future situation of Covid 19, interviews may take place via MS Teams **or** will be held at UKEF's London offices in Westminster. Applicants should therefore be available to interview on this day. *PLEASE NOTE:* UKEF reserve the right to adjust dates and times of interviews in line with the overall process timeline with all candidates being kept informed throughout.

Further Information

Further information on UKEF and EGAC can be found on UKEF's website:

<https://www.gov.uk/government/organisations/uk-export-finance>

Other Matters

Disability Confident Scheme for Disabled Persons

Disabled applicants who meet the essential criteria in the job specification are guaranteed an interview. Selection will be on merit.

If you wish to claim a guaranteed interview under the disability commitment, you should complete the relevant section of the application form. It is not necessary to state the nature of your disability.

Further information regarding the scheme can be found by referring to the following link.

<https://www.gov.uk/government/publications/Disability-Confident-Scheme>

How do I make a complaint about the appointments process?

How do I make a complaint about the recruitment process?

Should you have a complaint or wish to raise any concerns regarding the recruitment process, please e-mail your complaint to the Head of Pay and Resourcing (UKEF) at Recruitment2@ukexportfinance.gov.uk and include "Complaint" in the subject heading.

Should you remain dissatisfied following UKEF's investigation then you can refer your complaint to the Commission –

<https://publicappointmentscommissioner.independent.gov.uk/complaints/>

Conflicts of Interest

If you believe that you have a potential conflict of interest, please get in touch with UKEF HR Resourcing in the first instance:

Email: Recruitment2@ukexportfinance.gov.uk

Equal Opportunities

The government is committed to promoting diversity in public appointments. Applications from women, members of ethnic minorities, disabled people and other under-represented groups are particularly welcomed.

UKEF is committed to providing equal opportunities for all, irrespective of race, age, disability, gender, marital status, religion, sexual orientation, transgender and working patterns and to the principle of public appointments on merit with independent assessments, openness and transparency of process.

Appendix A

About UK Export Finance (UKEF)

UKEF's mission is to ensure that no viable UK export fails for lack of finance or insurance, while operating at no net cost to the taxpayer.

What we do

UKEF helps UK companies:

- win export contracts by providing attractive financing terms to their buyers
- fulfil contracts by supporting working capital loans and guaranteeing performance bonds
- get paid by insuring against buyer default

UKEF can support exports for any size of company and across all sectors, from capital goods to services and intangibles such as intellectual property.

UKEF operates under its own Act of Parliament: the Export and Investment Guarantees Act 1991 (as amended). In performing its functions, UKEF operates with autonomy within the financial objectives and policies set out in a standing consent from HM Treasury.

Helping exporters win contracts overseas

UKEF can give overseas buyers attractive long-term financing that makes UK exporters' offering more competitive by allowing buyers to spread the capital costs.

We provide support through:

- 100% unconditional guarantees to banks' lending to overseas buyers to source from the UK
- Lending directly to overseas buyers
- Supporting capital market refinancing

UKEF can offer an additional source of long-term funding, with repayment typically over 2-10 years, but longer for certain sectors e.g. up to 18 years for renewables. We can provide finance for up to 85% of contract value, and support is available in a range of currencies.

Our international origination team works closely with DIT and Posts overseas to identify appropriate opportunities.

Helping exporters fulfil export orders

UKEF can help companies access the working capital they need to fulfil an export contract, giving them the ability to take on more contracts and increase their turnover. We can offer:

- Export finance guidance
- Guarantees to UK companies' banks who lend working capital for export orders
- We can also support contract bonds, freeing up working capital for exporters

Making sure exporters get paid

We can help exporters manage risks in challenging markets, ensuring that they get paid even where the private market is not able to offer insurance. We can offer insurance against non-payment and loss if the contract is cancelled.

Who we support

UKEF works closely with exporters, banks, overseas project sponsors and buyers to provide its support for export contracts.

Helping exporters win contracts

The main demand comes from:

- civil aircraft manufacturers and aero-engine suppliers;
- manufacturers and suppliers of capital plant and equipment;
- providers of engineering and project management services, e.g. for renewables, hydrocarbon production and transportation, process plant projects and other professional services.
- suppliers of defence exports.

Helping exporters fulfil contracts and make sure they get paid

Request for support under these products is on the increase, and to date has come from such diverse sectors as:

- creative and media;
- advanced manufacturing;
- education and training;
- construction; and
- entertainment.

UKEF Business Plan

In June 2020 UKEF published its new four-year business plan. In this plan, we have 4 delivery objectives, which set out what we need to achieve to realise our mission, and 3 organisational objectives, which define the resources, skills and operational capabilities we will need to do that. These are:

Delivery objectives

1. Provide export finance, insurance and guidance to help UK companies sell overseas, supporting the delivery of the government's Export Strategy
2. Continuously adapt and focus our activity on sectors and countries where UKEF support will have the greatest economic benefit for exporters and suppliers of all sizes and across all of the UK
3. Improve awareness and understanding among UK companies, international buyers, prime contractors, sponsors, banks and insurers about export finance and insurance support available from UKEF and the private sector

4. Ensure we retain the confidence of our ministers by rigorously managing risk, improving efficiency and operating within the consent of HM Treasury

Organisational objectives

1. Be a great place to work, engaging and developing our staff to deliver better for our customers, in line with the vision for a “Brilliant Civil Service”
2. Be a customer-centric organisation, delivering high-quality services to the businesses and organisations we support
3. Be agile and adaptable, responding to emerging economic developments and market gaps

You can read our Business Plan [Business Plan \(2020 to 2024\)](#) in full here, and find out more about the Department’s work in the [latest Annual Report and Accounts](#).

Partners, stakeholders and observers

UKEF works closely with partners within government, most notably the Department for International Trade. In the private sector our principal partners include trade associations and financial institutions.

Many other parties take a close interest in UKEF’s activities, including the parliamentary select committees; all-party groups of MPs and individual MPs; exporter and trade representative bodies such as the British Chambers of Commerce, the Confederation of British Industry and the British Exporters Association; as well as special interest bodies such as Transparency International, Jubilee Debt Campaign and Greenpeace.

UKEF also liaises with industry sector bodies and professional services bodies such as the Association of Chartered Certified Accountants, Institute of Chartered Accountants in England & Wales, Association of British Insurers, the British Insurance Brokers Association and UK Finance, and their members.

Our work is varied and complex, spanning all business sectors and all corners of the world. UKEF is delighted to have been named best ECA by Global Trade Review and Trade Finance Global Magazines. This is a recognition of our innovative approach to supporting exporters, comprehensive product offering and substantial appetite to take on new business.