

# CDE Global first to access UKEF Standard Buyer Loan Guarantee

## About the transaction: CDE Global

<b>Region</b>	Northern Ireland
<b>Sector</b>	Manufacturing
<b>Export location</b>	Tunisia
<b>UKEF support</b>	Standard Buyer Loan Guarantee

Cookstown-based CDE Global design, manufacture and commission wet processing plants and equipment for construction and recycling operations around the world. With support from our [Standard Buyer Loan Guarantee](#) pilot programme, the business was able to secure a multi-million pound contract to expand production capabilities at a silica quarry in Oueslatia, Tunisia.

With the commercial market unable to provide a solution to support extended repayment terms, CDE contacted UKEF. We were able to cover a nine-year facility for their buyer to finance the contract, significantly boosting CDE's turnover and supporting jobs at the company.

The maximum amount that can be made available under the [Standard Buyer Loan Guarantee](#) is 85% of the contract value and is typically relevant for contracts between £1 million and £30 million. The new product aims to provide more financing options for small and medium-sized enterprises (SMEs) that are looking to export.

The financing for this deal with CDE was arranged by AF Capital Partners, which is a new partner for UKEF and reflects our initiative to increase support for smaller deals.

## **Marc Jennings, CEO of CDE, said:**

This is the second time we've partnered with UKEF. Its export sales support facilitated the development of a major recycling project in Europe, a very important sector for our future growth.

The finance facility offered by UKEF for this new project, a second silica sand wet processing plant for our customer Sebri Group, is a boost to our business, sustaining engineering manufacturing roles, and the access to finance ensures our customer can continue to invest in the best solution to help them grow.

## **Commenting on the deal, Andrew Woolfson, Partner at AF Capital Partners, added:**

This scheme allows buyers to make their choice based on the quality

of the goods alone. For CDE, it has single-handedly brought an export contract to the UK that was otherwise being awarded to a German competitor. We look forward to being part of a product that can grow UK exports for many years to come.

[Find out more details about the deal on the CDE Global website.](#)

Putting the right finance and insurance in place can give you the exporting edge, helping you to win contracts, fulfil orders and get paid.

[Tell us about your business](#)