



Connecting New
Zealand and UK
businesses for
over 100 years

with the
support of



A Workshop for Exporters

Rob Downie
Head of Business Origination
New Zealand Export Credit



TE TAI ŌHANGA
THE TREASURY



NEW ZEALAND
EXPORT CREDIT

New Zealand Export Credit

Helping New Zealand exporters grow and manage risk

September 2024

New Zealand Government



Help Exporters and their Supply Chain to:



Manage
Payment Risk



Access Finance
from banks



Secure
Sales

Insurance	Guarantee
Trade Credit Insurance	General Contract Bond Guarantee
Export Credit Guarantee	Loan Guarantee

“Complement not Compete”

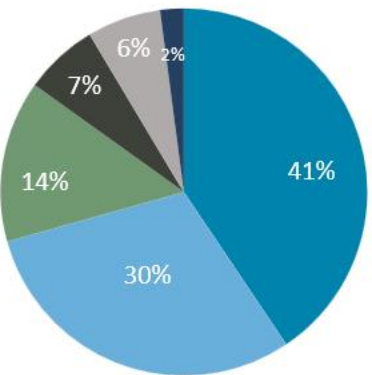
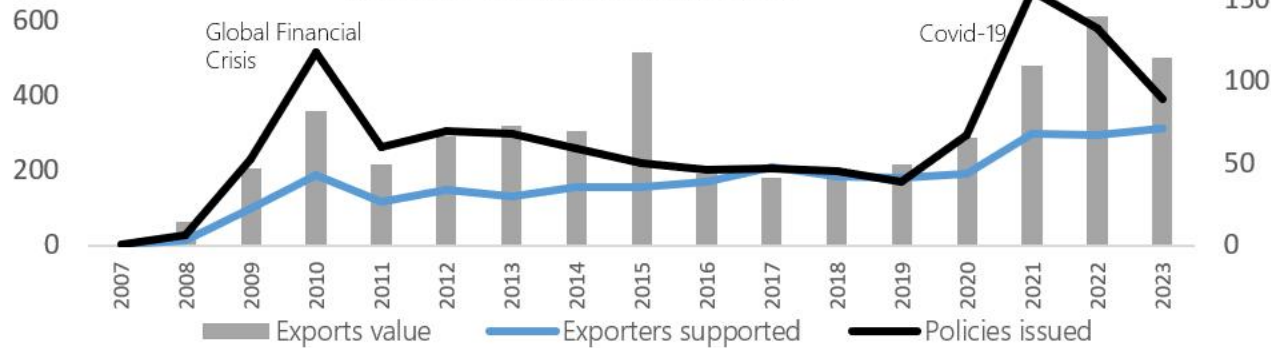
How we work

A photograph of a wind turbine in a coastal landscape with mountains and a body of water. The turbine is white and is the central focus of the image. The background shows a blue body of water, green hills, and a clear sky.

- We compliment the private sector not compete
- We work in a tripartite manner with funders and insurers and their clients
- We are not an annuity business

NZEC exports supported to date

Resilience Through Economic Cycles



Promoting High Value Exports

Food and Beverage	\$ 2.0bn
Manufacturing	\$ 1.5bn
Agriculture, Forestry & Textiles	\$ 715m
ICT	\$ 328m
Services	\$ 326m
Wholesale Trade & FMCG	\$ 105m

We are proud to support regional businesses with 37% of our customers located in the regions



Auckland	\$ 2.4bn
Wellington	\$ 0.2m
Christchurch	\$ 0.6m
Regions	\$ 1.9m



1,171 policies issued



\$5 billion worth of exports supported



119 export destinations



251 businesses supported



\$200 million worth of exports supporting domestic supply chain



\$41 million of claims paid to cover exporters' losses

Annual Turnover of Exporters Supported



81% Clients back to private sector



2% Policy default



\$2.5bn Risk insured

NZEC – The team



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