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Dear Mr George

**CONSULTATION ON ECGD SUPPORT FOR FOREIGN CONTENT**

This letter is RIA's response to the consultation document on changes to ECGD's policy on support for foreign content. We have consulted with association member companies and are also aware of a small number of these companies who have benefited directly from ECGD support in overseas projects.

Many of our UK-based members are part of multi-national groups and/or have overseas subsidiaries of their own. The options for foreign content utilised in bidding and delivery of overseas contracts is therefore dependant on a number of criteria including the potential support by local agencies for contracts financed on credit terms.

Moves to bring the ECGD policy here in the UK in line with more flexible international practice and to simplify the policy are therefore supported. We also welcome your recognition of the potential impact on SMEs (para 55) and urge you to keep this under review following any eventual amendment to the policy.

That said, our consultation has exposed no major negative responses to the proposed policy changes and we therefore assume that Option 3 proposals (para 54) noted in the consultation document will be broadly supported by our membership.

Thank you for allowing us to contribute to this exercise.

Yours sincerely

TIM GRAY  
International Business Development Director