

Charterhouse Japhet, Limited.
 Morgan Grenfell and Company, Limited.
 Lazard Brothers and Company, Limited.
 Kleinwort, Benson, Limited.
 N. M. Rothschild and Sons.
 J. Henry Schroder, Wagg and Company, Limited.
 S. G. Warburg and Company, Limited.

381. In the medium-term export financing field, a limited role is played by a number of organizations established in recent years to meet the needs of exporters who find it difficult to finance their credits with their banks. These organizations, like the "confirming houses" in the short-term export financing field, give the credit to the foreign buyer. Among the largest are the Export Refinance Corporation, the British Overseas Engineering and Credit Company, London Bridge Finance, all linked to merchant banks, United Dominions Trust's International Financial Services, and Barclay's Export Finance Company.

382. In 1963, the United Kingdom Government carried out an inquiry into the structure of trade credit extended to or received from other countries. According to the results of the inquiry, more than one-third of exports are sold on credit: most of these sales are on short-term credit of up to six months and involve maturities averaging three months. Export sales involving credits with maturities exceeding six months account for less than 10 per cent of all total exports. United Kingdom companies were not always able to indicate whether the credits extended to their branches or subsidiaries abroad were short-term or medium-term and long-term credits, but an analysis by length of credits has been made for outstanding credits granted to unrelated firms (*see* table 59).

TABLE 59.—UNITED KINGDOM: EXPORT CREDITS GRANTED TO UNRELATED FIRMS OUTSTANDING AT END OF 1963
 [Millions of pounds]

Item	Total	Short term	Medium term and long term	Other
Credit extended by United Kingdom business.....	486	307	162	17
Bills discounted or assigned.....	130	37	93	

Source: United Kingdom Board of Trade, "Structure of International Trade Credit," Board of Trade Journal (London), May 7, 1965, p. 994.

383. About 40 percent of the credits outstanding from unrelated firms had been granted on medium-term or long-term basis. The medium-term and long-term credits granted to eastern European countries and the USSR were several times as large as the short-term credits accorded to those countries. Latin America was the only other area where medium-term and long-term credits outstanding were greater than short-term credits. The amount of medium-term and long-term credit advanced to North America was relatively small. Leaving aside the eastern European countries and the USSR, about 80 percent of the remaining medium-term and long-term credits went to developing countries. For long-term contracts in excess of £100,000, repayments were scheduled over a period extending from 1964 to 1973.

Suppliers' credits up to two years

384. Under a scheme introduced in 1966 the London clearing banks and the Scottish and Northern Ireland banks have agreed to provide finance at Bank rate against eligible export instruments which have been unconditionally guaranteed by the Export Credits Guarantee Department (ECGD). To be eligible, instruments must be either trade bills drawn on a foreign buyer, or promissory notes issued by him, and must have a tenure of between thirty days and two years. The interest rate will be the current Bank rate, with a minimum of 4.5 percent, but it will vary as Bank rate varies, and will not be fixed for the whole term for which finance is provided, as it is in the case of longer-term export finance.