

# Supporting Vortex Engineering Limited and Fowlerex Technologies Pty Limited

Vortex Engineering Limited, a Christchurch-based company, and its Australian subsidiary, Fowlerex Technologies Pty Limited, secured a contract with CSR Building Products Limited in Australia. The project involves designing, fabricating, and supplying six industrial air pollution control devices. To meet the contract requirements, Vortex needed its bank Kiwibank to issue an Advance Payment Bond, a Performance Bond, and a Warranty Bond to CSR's bank. However, as is normal practice, Kiwibank needed Vortex to cash back the bond which would have tied up valuable working capital for Vortex.

## The Challenge

Meeting CSR's bonding requirements was a significant hurdle for Vortex. Kiwibank required cash collateral to issue the bonds, which would have constrained the company's working capital. This limitation could have impacted their ability to fund other operational needs and maintain financial flexibility.

## The Solution

New Zealand Export Credit (NSEC) stepped in to provide a guarantee to Kiwibank. NSEC's guarantee effectively replaced the cash collateral Kiwibank required to support the bond. This guarantee enabled Kiwibank to issue the required bonds without tying up Vortex Engineering's working capital. The bonds included:

- **Advance Payment Bond:** Ensuring CSR's advance payment was safeguarded.
- **Performance Bond:** Guaranteeing Vortex Engineering's fulfilment of contractual obligations.
- **Warranty Bond:** Covering potential defects during the warranty period.



“New Zealand Export Credit's guarantee has been instrumental in enabling us to take on this significant project. It has allowed us to meet CSR's requirements without compromising our working capital, ensuring we can focus on delivering a successful outcome.”

Glenn Hansen, CFO of Vortex Engineering



## The Outcome

With NZEC's support, Vortex has been able to meet CSR's bonding requirements and proceed with the project. While the project remains ongoing, NZEC's guarantee has provided the financial flexibility for Vortex to focus on delivery, while preserving cashflow and maintaining operational capacity.

## Conclusion

NZEC's guarantee has been a critical enabler for Vortex, allowing the company to meet its contractual obligations and focus on delivering a complex project. This partnership highlights NZEC's commitment to supporting New Zealand exporters in achieving success on the global stage.

"We're proud to support Vortex Engineering in their international growth. By providing the guarantee, we've helped them take on this important project while maintaining the financial flexibility they need to succeed."

Phil Quinn, Senior Business Originator  
New Zealand Export Credit

"At Kiwibank, we're committed to supporting New Zealand businesses like Vortex Engineering to achieve their growth ambitions. By working closely with New Zealand Export Credit, we were able to provide a tailored bonding solution that met the client's needs while preserving their working capital. It's a great example of how collaboration can enable Kiwi businesses to succeed on the global stage."

Joel Brading, Working Capital Solutions  
Lead at Kiwibank

For more information about how New Zealand Export Credit can support your business, visit [exportcredit.treasury.govt.nz](https://exportcredit.treasury.govt.nz)

Jump onto our website if you want to know more about our [loan guarantee product](#). If you would like to talk to us about how [our solutions](#) may help your exports, [get in touch with the team](#) today!


New Zealand Export Credit (NZEC) is a business unit of the New Zealand Treasury, Level 3, 1 The Terrace, Wellington 6011, New Zealand



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