



# UK Trade & Investment



## How trade benefits the UK economy

- Exporting is a source of sustainable growth.
- Exports contribute about 60% of GDP growth.
- One in four jobs in the UK is linked to overseas business.
- Up to 3.5m jobs are linked directly or indirectly to our trade with the EU.
- Exporting makes companies more competitive, productive and resilient.
- It helps to create the types of firms which will be the backbone of the UK economy in the future.

UK exporters  
account for  
**70%**  
of business R&D.



## Why export?

- Improve financial performance, and increase the resilience of revenues and profits.
- Achieve levels of growth & economies of scale not possible domestically.
- Spread business risk.
- Increase the returns on investment in R&D.
- Increase the commercial lifespan of products and services.
- Employ more staff and recruit better people.





## Why export? (Cont.)

Academic research confirms that exporting companies:

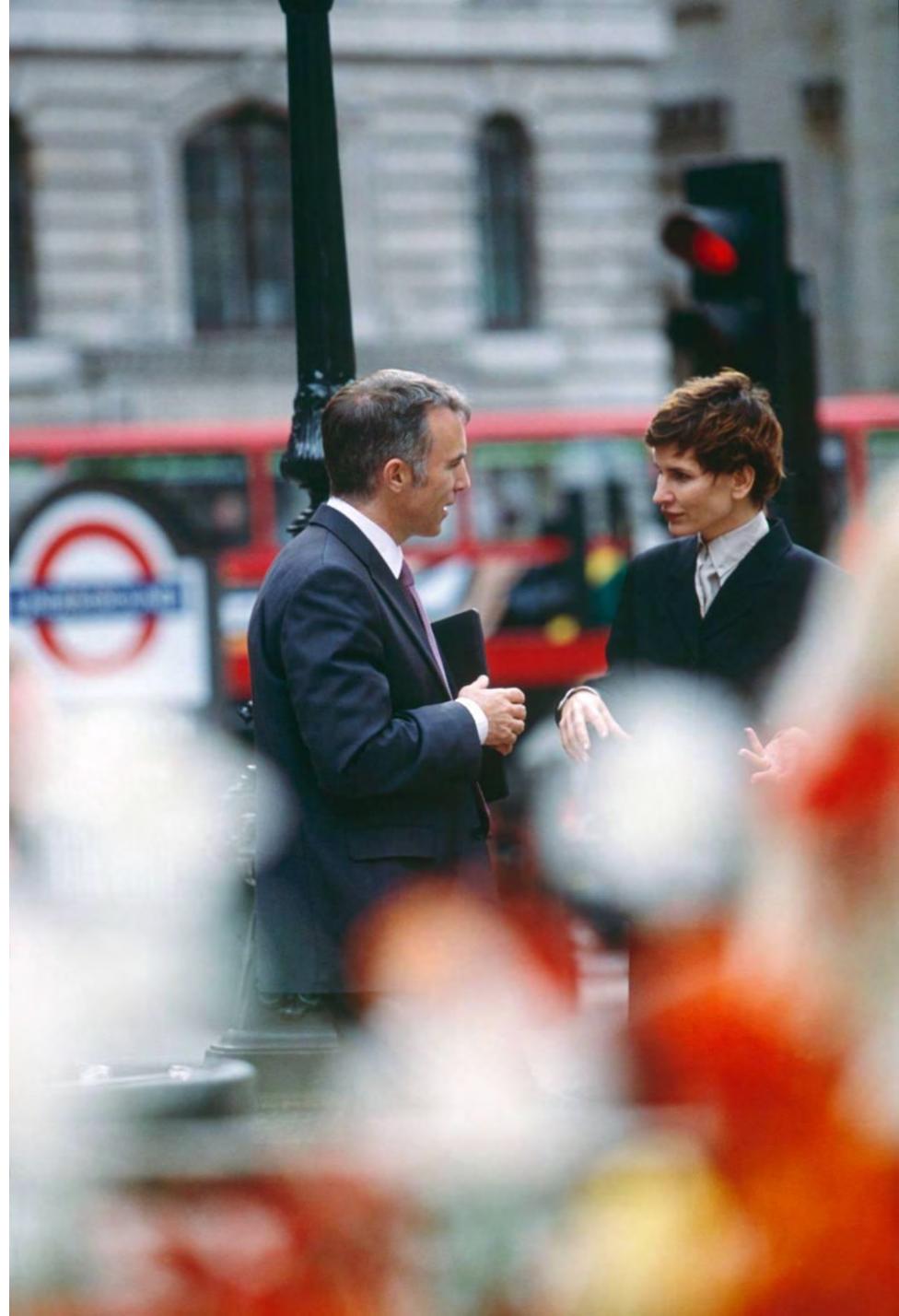
- achieve stronger financial performance;
- are more productive and innovative than non-exporters;
- are more resilient to an economic downturn;
- have a higher profile and more credibility; and
- are more likely to stay in business





## Benefits of exporting

- Financial performance
- Growth
- Productivity
- Innovation
- Competitiveness
- Return on investment
- Employment
- Product lifespan
- Risk
- Profile



# UK export markets

The UK is a major trading nation

- able to capitalise on the single market through the EU; 'socially close' in culture and language to several major markets.
- more UK companies are looking further afield, at high growth markets.





## Why use UKTI trade services?

- Unrivalled global network of specialist advisers in UK and overseas.
- UKTI helped 25,450 businesses in 2011–12, generating over £30bn in additional sales, creating 36,000 new jobs and securing a further 68,500.
- UKTI supported over £800m of major project wins in 2011–12.
- Helped secure £8bn of defence and security exports.
- Most customers report improved business performance (54%); significant business benefits from working with UKTI (71%); and increased R&D investment.

UKTI supported over

**£800m**

of major project wins  
in 2011-12

“UKTI really opened doors for us,  
and we knew we were engaging with  
exactly the right person at each  
organisation.”

Ron Tagg, Autokontrol, Oldham





## UKTI trade services

UKTI's export services help customers to:

- understand how to do business overseas;
- gain powerful insights into global markets;
- identify opportunities and open doors;
- reach customers/business partners not otherwise accessible;
- raise their profile and credibility overseas;
- overcome barriers to entry or expansion;
- improve overseas marketing and communication strategies;
- understand the competition;
- access powerful research to inform management decisions.



## UKTI trade services

UKTI can give advice on whether a firm is ready to export by:

- developing an export plan;
- counselling on the right markets, and people to deal with in those markets;
- advising on grants for trade missions or overseas trade fairs;
- setting up meetings;
- and generally helping to make business happen.





## UKTI trade services portfolio

- Tradeshow Access Programme (TAP)
- Inward trade missions
- Business opportunities
- High Value Opportunities (HVOs)
- Aid-funded business
- Gateway to Global Growth (for experienced exporters)
- Open to Export
- Venture Capital Unit
- Passport to Export
- Export Marketing Research Scheme (EMRS)
- Overseas Market Introduction Service (OMIS)
- Export Communications Review (ECR)
- Events and seminars
- Outward trade missions



## Strengthening Overseas Business Networks

A new International Chambers of Commerce Unit in UKTI – established to grow the UK's overseas Business to Business support networks.

- Additional to UKTI's best-in-class export services.
- By 2017 the services offered by British business to British business in overseas markets will be a match for any in the world.
- The £8m pilot programme in 20 markets will radically enhance the support to UK SMEs over the next 3-5 years.
- Being developed with leading UK business organisations such as the BCC, to ensure a smooth journey from domestic to overseas markets.
- Continuous programme will be rolled out in further markets following the pilot.



## Autumn Statement 2012

- Increased funding for UKTI of £140m over two years.
- This will bolster efforts to increase the number of SMEs exporting,
- help companies access high value trade opportunities, and
- reinforce the UK as the location of choice for overseas investors.
- £30m new money also allocated to GREAT campaign.
- Extra £1.5 bn for UK Export Finance to provide loans to buy UK exports.

**“We are also taking big steps today to support British companies who export to new emerging markets in Asia, Africa and the Americas.”**

Chancellor George Osborne, 5 December 2012

# BUSINESS IS GREAT

BRITAIN &  
NORTHERN IRELAND

AT THE HEART OF  
GLOBAL BUSINESS

