



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

