

Paul Stowers
Deputy Director - UKTI North West
paul.stowers@ukti.gsi.gov.uk
01925 864593

29th April 2014

UK Trade & Investment

Why export? (1)

- 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? (2)

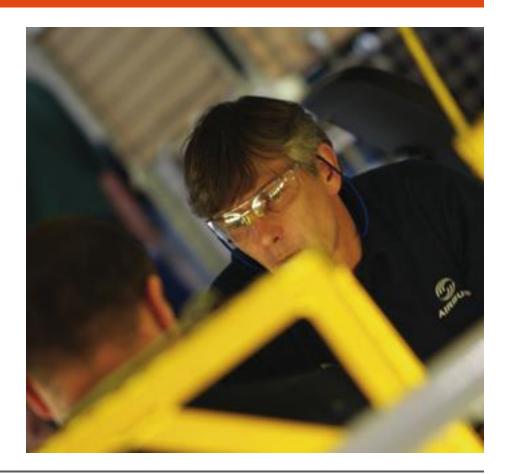
Academic research confirms that exporting companies:

- achieve stronger financial performance;
- are more productive and innovative than nonexporters;
- 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 (1)

- Financial performance
- Growth
- Productivity
- Innovation
- Competitiveness



Benefits of exporting (2)

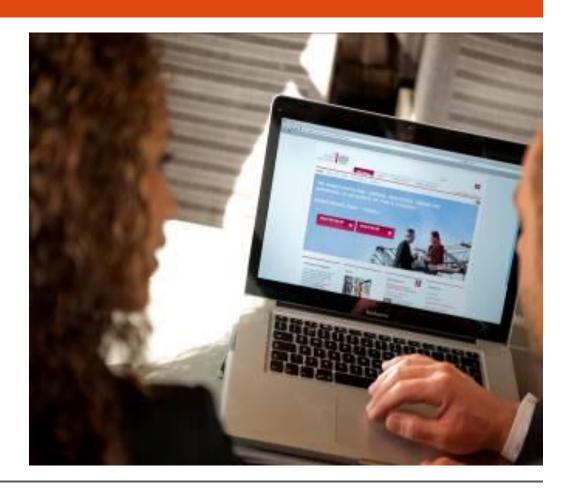
- Return on investment
- Employment
- Product lifespan
- Speads risk
- Raises profile



Characteristics of an exporting company

You're more likely to be an exporter if you are:

- More productive
- Innovative
- Have key staff educated to degree level
- Have a written business plan
- Have foreign investors



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.



North West Export Performance in 2014

<u>Market</u>	£ Billion
USA	3.1
Germany	3.0
Netherlands	2.2
France	1.5
China	1.5
Saudi Arabia	1.3
Irish Republic	1.3
Belgium	1.0
Spain	0.9
Turkey	0.7
NW Total	26



North West Export Performance in 2014

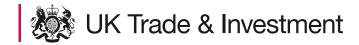


<u>Sector</u>	£ Billion
Food & animals	1.2
Beverages & tobacco	0.2
Crude materials	1.5
Mineral fuels	2.8
Chemicals	8.3
Manufactured goods	2.4
Machinery & transport	7.0
Misc manufactured	2.2
NW Total	26

Exports through Liverpool in 2014

Port & Airport	£ million
Asia & Oceania	70
Eastern Europe	13
Latin America	38
Middle East	161
North America	5,402
Sub Saharan Africa	31
Western Europe	195
Total	<u>5,911</u>





NORTH WEST - Internationally Competitive Sectors

- Biomedical (biotechnology, pharmaceuticals & medical devices
- Advanced engineering & materials (chemicals, aerospace, automotive)
- Food and drink
- Digital and creative industries
- Business and professional services
- Energy and environmental technologies (including nuclear)

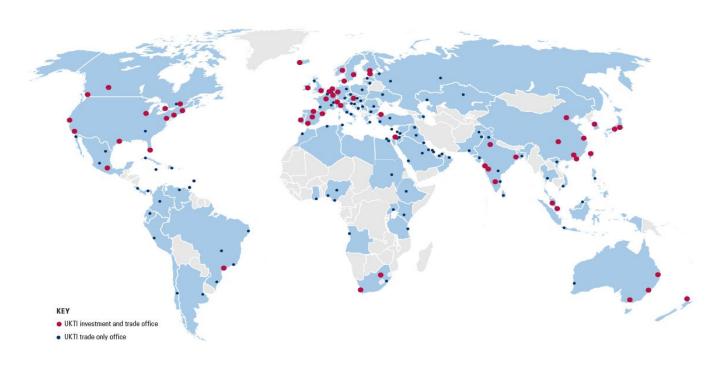


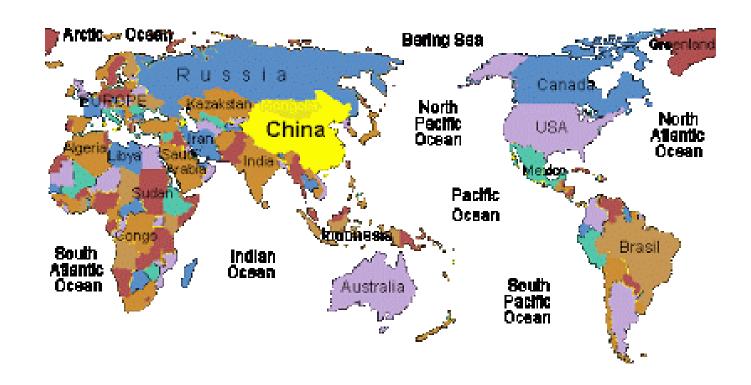
UKTI Support

- One to one advice and support
- Business Opportunities
- Events and trade missions
- Passport to Export and Gateway to Global Growth
- In-market support
- Tailored market research

OUR GLOBAL NETWORK

TRADE & INVESTMENT





Contacts

- UKTI www.ukti.gsi.gov.uk, tel: 0845 603 7053
- International Festival for Business (www.ifb2014.com)