



UK Trade & Investment

Paul Stowers

Deputy Director - UKTI North West

paul.stowers@ukti.gsi.gov.uk

01925 864593

29th April 2014



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 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 (1)

- Financial performance
- Growth
- Productivity
- Innovation
- Competitiveness





Benefits of exporting (2)

- Return on investment
- Employment
- Product lifespan
- Spreads 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.

UK exporters account for

70%

of business R&D.



North West Export Performance in 2014

<u>Market</u>	<u>£ Billion</u>
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>	<u>£ Billion</u>
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

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







Contacts

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