

Department for International Trade (DIT)

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Western Gateway

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DIT - Overseas

“DIT supports UK businesses to grow internationally”

DIT operates globally in 109 countries – 2,400 staff.

Based at British Embassies, Consulates and High Commissions

19 International Trade Advisers (ITAs) based across the South West

2 Market specialist ITAs - Latin America, Middle East, Asia

4 Sector specialists....

Sector and Market Specialists – Levelling - up

- **Sectors**
- Marine – Ian McLaren - GSW
- Clean Energy – John Sankey - GSW
- Advanced Engineering – Barbara Singleton - WGW
- Lifesciences and Healthcare – Jamie Shaw - WGW
- **Markets**
- Latin America, Middle East, Asia – Sarah Hildersley
- India and USA – Ameeta Virk

- **£38M for Exports**
- **Trade Shows - exhibition grants**
(£1K-£2.5K).
- **ESIF** Internationalisation project – up to **£9K** per company (match funded grant) for exports
(marketing, visits, trade shows, website, digital, consultancy and more...)

[Great.gov.uk](https://www.great.gov.uk)

- **Export Guidance & Opportunities**

Selling online overseas, export opportunities, export planning, virtual events , market guides, regulatory information

- **Export Academy (Midlands, North & South West)**

Modular based online webinars giving small and micro-businesses the know-how to sell to customers around the world with confidence.



Opportunities in Central Europe for South West automotive companies

Tuesday, 19 January 2021 9:30 am to 11:00 am

Join this webinar to hear how automotive companies in the South West of England could be exporting their products or services to Central Europe including Bulgaria, Czech Republic, Hungary, Poland, Romania and Slovakia.

<https://www.events.great.gov.uk>

Aerospace DIT Trade Event Pipeline

Looking ahead:

- Paris Airshow: we will be repeating our customer delegation tour of selected exhibitors within the UK pavilions (ie ADS, Regional Alliances & Northern Ireland)
- Honeywell (USA): Now targeting early 2021.
- Raytheon Technologies (USA): Early discussions on a 2021 Technology Showcase.
- Thales: Early discussions with Thales senior procurement officials to host a UK Technology and capability mission either late 2020 or early 2021 in Velizy, Paris
- Dassault: Early discussions with Dassault senior procurement officials to host a UK Technology and capability mission in mid 2021 in Merignac or Toulouse
- Safran Aircraft Engines: UK Technology and capability mission, early discussions, this mission will be in Courcouronnes, France, probably late 2021 now

DIT South West Aerospace event – Tuesday 23rd March 2021

Our Partners



Advanced Engineering Supply Chain



Department for
International Trade

Strength of UK Manufacturing

- 9th Largest Manufacturing Nation in the World
- 4th largest in Europe behind Germany, Italy, France
- 8% of UK Jobs (2.7 million)
- £192bn output (10% of UK Total)

UK MANUFACTURING FACTS, 2019/20



A strong UK manufacturing sector supporting high calibre supply chains across all sectors, offering a strong market for goods and services

CLUSTERS

Aerospace, Space, Oil & Gas, Life Sciences, Biotech, ICT.

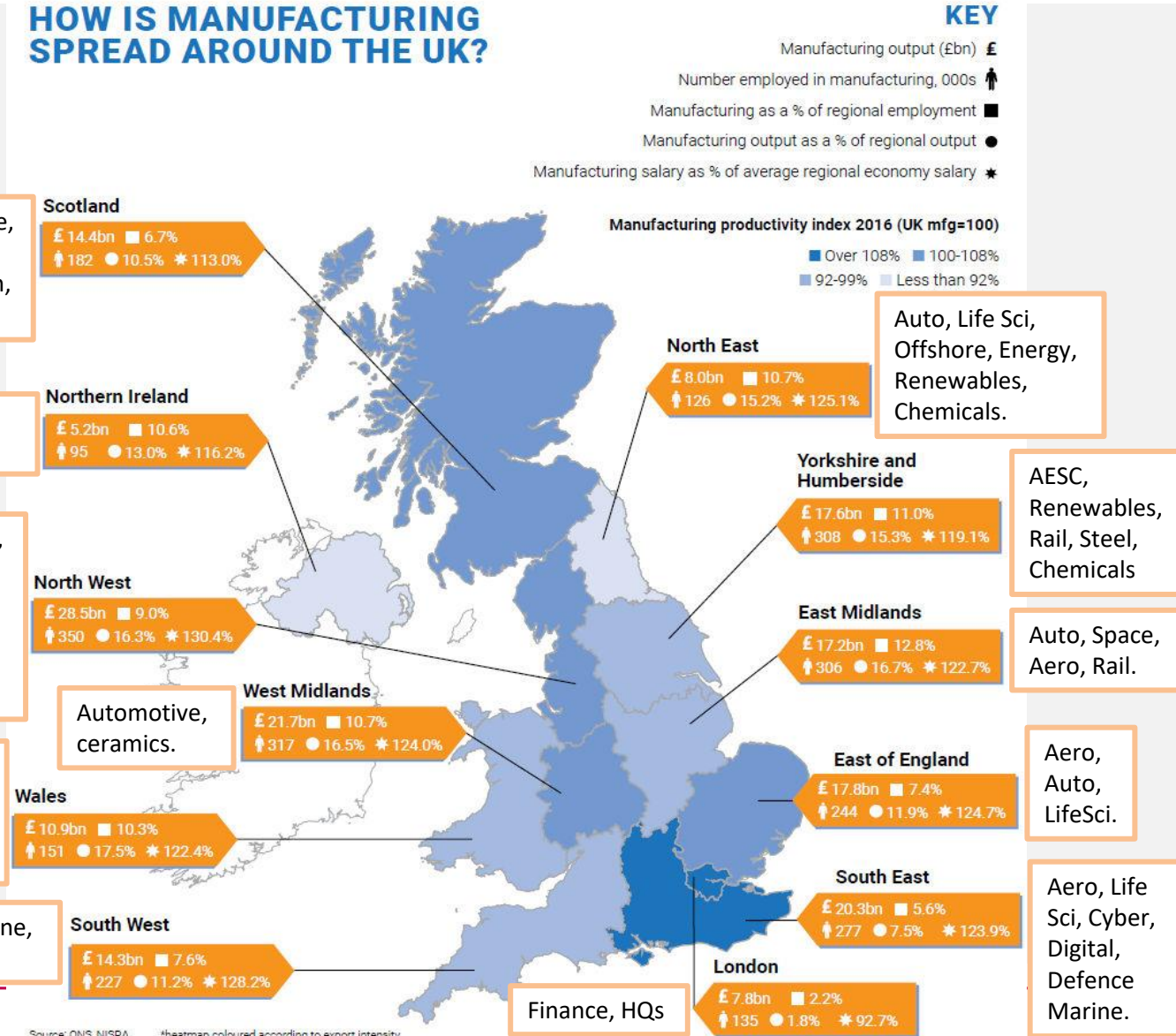
Aerospace, ICT, Cyber, Fintech.

Aerospace, Auto, Defence, Chemicals, Biotech, Marine, Energy, Materials.

Aerospace, Auto, Steel, Semiconductors, Optoelectronics,

Aerospace, Marine, Space, Digital.

HOW IS MANUFACTURING SPREAD AROUND THE UK?



Auto, Life Sci, Offshore, Energy, Renewables, Chemicals.

AESC, Renewables, Rail, Steel, Chemicals

Auto, Space, Aero, Rail.

Aero, Auto, LifeSci.

Aero, Life Sci, Cyber, Digital, Defence Marine.



Department for
International Trade

UK manufacturing exports - Managing UK/EU exit transition is critical.

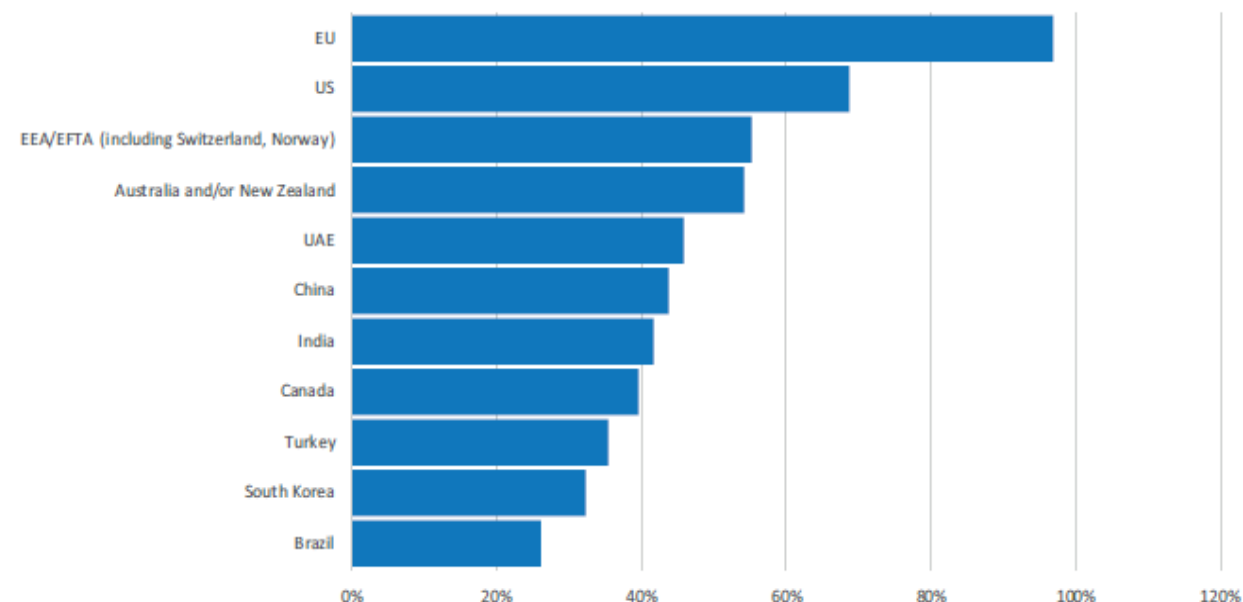
In association with



WHILE TRADE THEORY HOLDS THAT GEOGRAPHY MATTERS AND CLEARLY THE EU MARKET DOMINATES THE EXPORT MARKET FOR UK EXPORTERS, JUST OVER 30% OF ALL RESPONDENTS WHEN ASKED ABOUT THE BENEFITS OF TRADE SELECTED PROXIMITY TO MARKET.

97% OF MANUFACTURERS WHO EXPORT, DO SO TO THE EU

Chart 13. The EU remains the top market for exports, % companies citing where they export to



Source: Make UK, International Trade Survey (2020)

International services continued

<https://www.businesswest.co.uk/trading-through-brexit>

<https://www.gov.uk/transition>



Our award-winning Trading Through Brexit service has helped 1000s of businesses over the last two years; addressing their biggest issues related to leaving the EU.



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**EXPORTING
IS**

GREAT

BRITAIN & NORTHERN IRELAND