



An overview of UK Trade & Investment

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UK Trade & Investment (UKTI) is the government department that helps UK-based companies succeed in the global economy. We also help overseas companies bring their high quality investment to the UK's dynamic economy, acknowledged as Europe's best place from which to succeed in global business.

UKTI offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. We provide companies with the tools they need to be competitive on the world stage.

Whether a firm is starting out or is experienced in exporting, UKTI can help make doing business internationally as easy as possible. UKTI can provide the following.

- Access to an experienced International Trade Adviser.
- Support to participate in trade fairs overseas.
- Opportunities to participate in sector-based trade missions and seminars.
- Exploratory visits to new markets.
- Access to major buyers, governments and supply chains in overseas markets.
- Advice on forming international joint ventures and partnerships.
- Support for experienced exporters to build on their previous successes and develop new export markets.
- Alerts to the latest and best business opportunities.
- An export health check to assess your company's trade development needs and help develop a plan of action.
- Export skills training.
- Access to providers who can help with export documentation and regulatory issues.
- Specialist help with tackling cultural and language issues when communicating with overseas customers and partners.
- Advice on how to conduct market research and the possibility of a grant towards approved market research projects.
- Ongoing support to help your business continue to develop overseas trade and look at dealing with more sophisticated activities or markets.

Specific products include

Passport to export

Provides new and inexperienced exporters with the training, planning advice and support they need to succeed in overseas markets.

Export communications review

Assesses the way companies communicate with overseas customers and makes practical recommendations for improvement.

Medium-size business programme

Provides a special package of support designed specifically for medium-sized businesses which are looking to export or expand their overseas activities.

e-exporting programme

Helps UK companies of all sizes to increase their exports through online channels.

Market visits and trade missions

Helps UK companies visit the market they're interested in and talk face to face with prospective business partners.

Tradeshaw access programme

Provides grant support for eligible small and medium-sized businesses to attend overseas exhibitions.

Events and seminars

Held across the UK and overseas, these briefings provide business/networking opportunities and market information and enable UK firms to showcase their capabilities.

www.ukti.gov.uk

Provides up-to-date country, sector, event and contact information for companies, giving them the opportunity to receive alerts and daily content updates.

Overseas business risk

Provides, via UKTI and the Foreign & Commonwealth Office, key information to help companies manage the risks of doing business overseas.

Gateway to global growth

Offers a strategic review, planning advice and support to experienced exporters, to help them build on their success and develop new overseas markets.

Overseas market introduction service

Provides access to tailored market and industry information, identifying potential contacts or planned events.

Export marketing research scheme

Offers support, advice and some grant funding to eligible companies wishing to research a potential export market.

Business opportunities

Informs businesses of relevant opportunities and developments through personalised email alerts.

ICAEW services

Business Advice Service

Being aware of and understanding the necessary aspects of international trade are critical to a successful business looking to export.

ICAEW's Business Advice Service offers a free, straightforward discussion with an ICAEW Chartered Accountant. There's no obligation after your first free session, just practical thinking to help your business succeed. To find your local ICAEW firm, visit businessadviceservice.com

For further information:

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ICAEW Library & Information Service

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There is also a range of useful information on importing and exporting at icaew.com/import-export

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