

Financial & Professional Services Roadshow Gulf States

Seminar Three Practical Help & Support

Leeds
21st September 2010

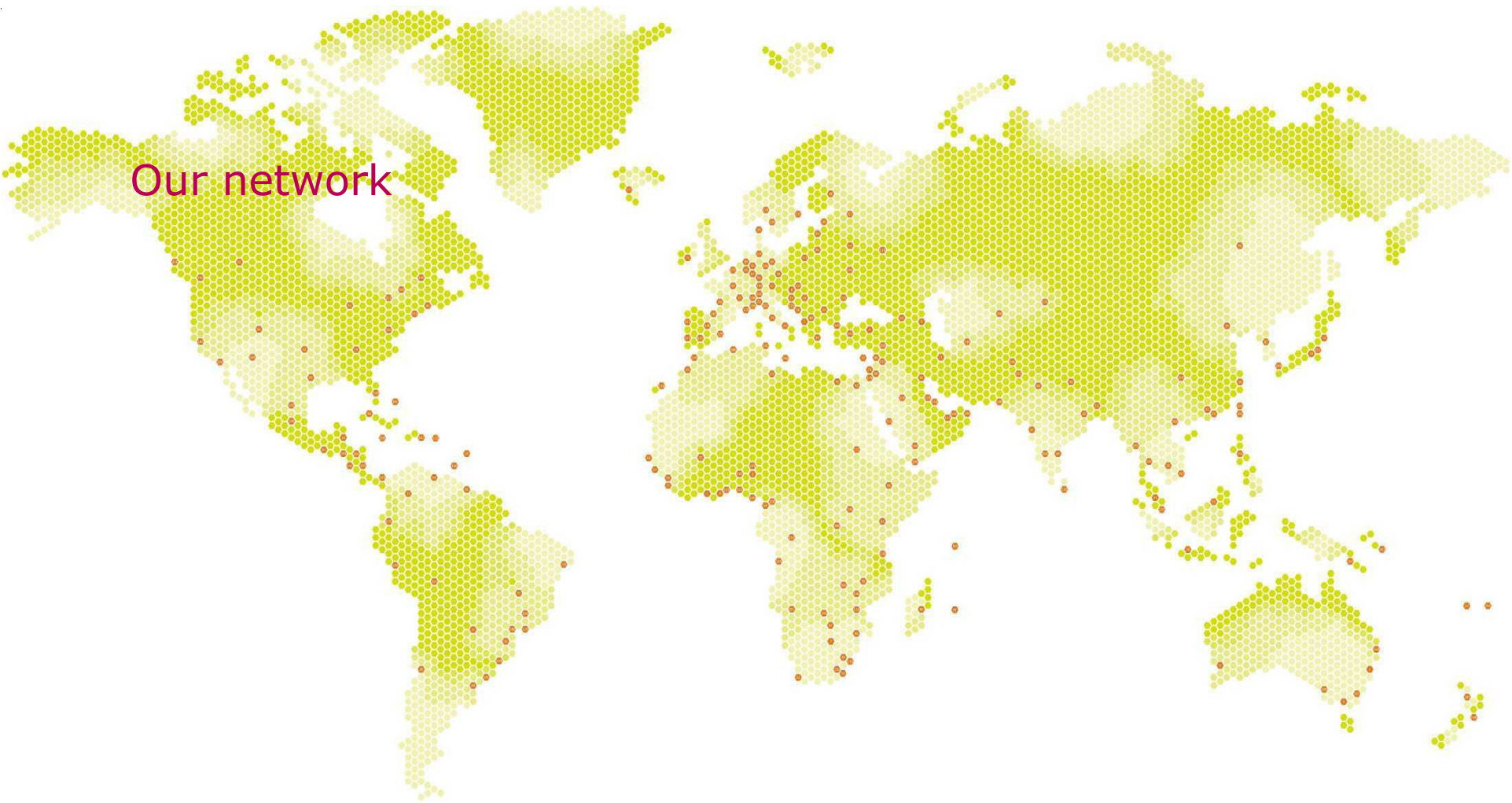
- About UK Trade & Investment
- Why internationalise?
- Are you ready?
- Support
- Practical Experience
- Discussion/Q&A

UKTI – Who are we?



- Help companies in the UK succeed in doing business internationally (Export, Selling Services & Foreign Direct Investment)
- Assist overseas enterprises seeking to set up or expand in the UK

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Our network



UKTI – What do we do?



- Business advice and support
- Research and information
- Training and development
- International business visits
- Practical in-market assistance

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UKTI – Key Sector Focus



- **Regional specialist advisers**
 - Financial & Professional Services
 - Healthcare
 - Creative/ICT
 - Environmental/Bio
 - Food & Drink
 - Advanced Engineering & Manufacturing
 - Overseas Investments/Joint Ventures

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Key Regional Partners

- Financial Leeds
- Leeds Legal
- The Law Society
- ICAEW
- Marketing Leeds
- Pro Sheffield
- LYN Y Chamber of Commerce



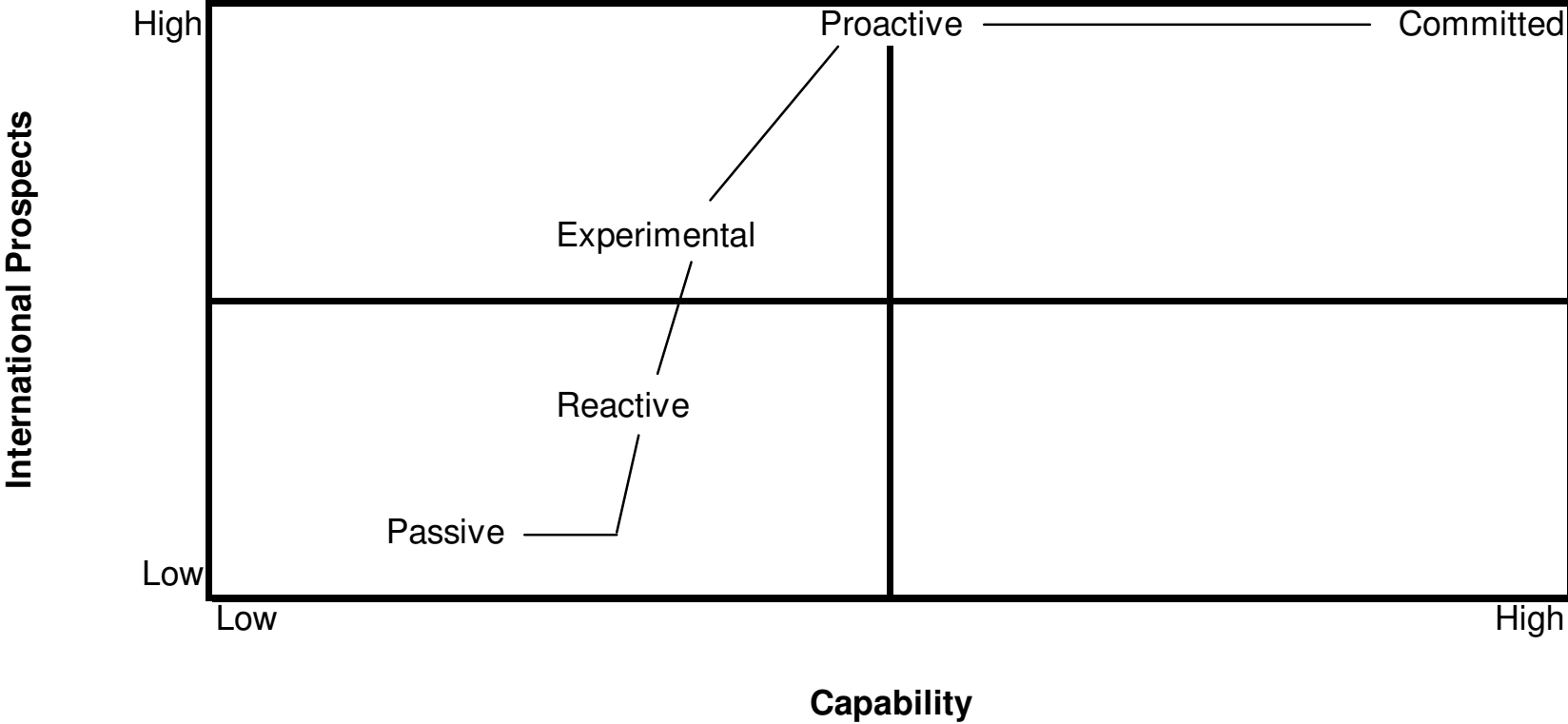
Why international trade is important



- Improve business performance
- Spread business risk
- Develop new products and services
- Enhance business profile
- Benefit from UK reputation
- Sustain UK business

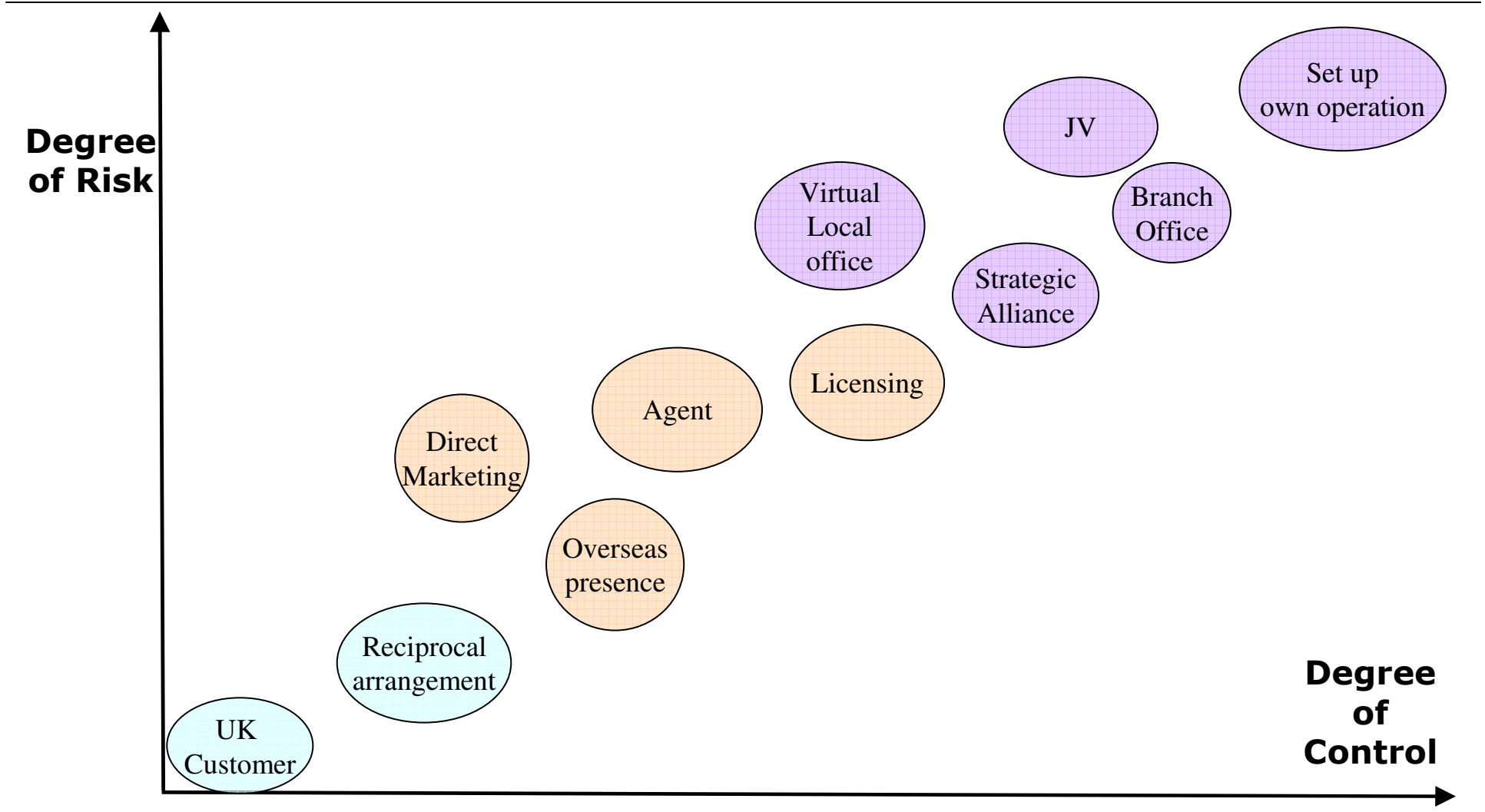
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Are you ready?

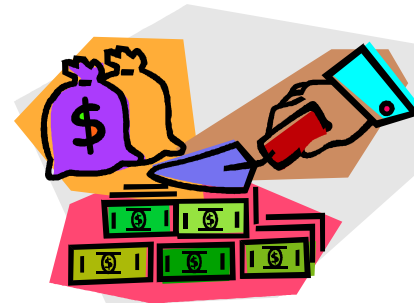


Lowe and Doole (1997)

Routes To Market

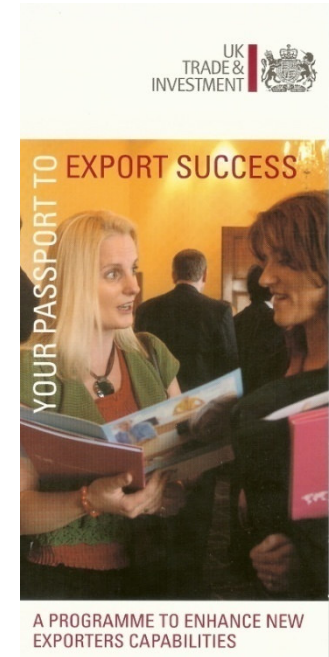


- UK Trade & Investment
- Foreign Embassies
- Economic Development Agencies
- HM Revenue & Customs
- Chambers of Commerce
- British Council
- Trade Organisations
- Banks/Solicitors/Accountants
- Credit insurance companies
- Professional organisations



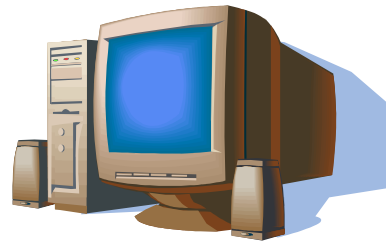
Resources & Funding

- Passport to Export
- Gateway to Global Growth
- Overseas Market Introduction Service (OMIS)
 - Low cost in market support
 - £500 - £10,000 (usual cost around £1,000)



Research & Information

- UKTI website
 - Free market & sector information
 - Information about all of our services and support
 - **www.ukti.gov.uk**
- Register to have full access to resources



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