



Department for
International Trade

UK is Open for Business

How can the Department for International Trade
help you expand to the UK and globally?

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Krisztina Görög – Department for International Trade



Agenda

I. How does the UK support entrepreneurs?

- Why the UK
- UK Market / Industrial Strategy
- Innovation in Focus
- Financial Support for Businesses
- Scale & Growth
- World-class Talent
- Levelling Up / Opportunities by Regions

II. How does DIT support entrepreneurs?

- DIT Services for Businesses
- DIT Support for Inward Investors



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How does the UK support entrepreneurs?





Why the UK?

Vast market opportunity

- 5th largest economy and 4th most innovative country in the world
- Springboard for going global
- Ease of doing business ranking: 8th place globally

Favourable business environment

- Ease of set-up an operation
- Stable business environment & efficient legal system
- Geographical closeness / Language

World-class innovation

- Strong R&D focus / Catapults
- Government – Industry – Education collaboration
- Vibrant ecosystem

Easy access to talent

- 4 of the world's top ten universities
- Strong research base
- Educated & flexible workforce

Attractive tax regime

- Corporation tax rate is 19%
- Most competitive tax regime in G20
- R&D tax credits, Patent Box



Market potential:

- **68 million** potential customers
- World's **5th** largest economy
- Number of businesses: **5.9 million** (2019)
- **No.1** choice in Europe for HQs

Industrial Strategy / Grand Challenges:

- AI and Data
- Ageing Society
- Future of Mobility
- Clean Growth



Innovation-driven economy

- World-leading reputation in science / research / innovation
- **UK Research & Innovation (UKRI)** – budget >£6bn
- Catapult Network / Enterprise Zones across the UK
- KTN / KTP
- Tax incentives (R&D credits)



World-class Talent

- **4 of Top10** universities worldwide
- London: **No.1** destination in Europe for tech talent
- Access to highly-skilled workforce
- Well-developed apprenticeship programme
- **£406m** additional funding for STEM skills



Financial Support for Businesses

- Government Funding & Collaboration
 - UKRI, KTN/KTP, innovation loans, BBB etc.
- Strongest VC/angel environment in Europe
 - 2019: **£10.1 bn investment** in UK tech, **£7.4 bn** in London
 - EIS, SEIS schemes
- Supportive tax regime
 - R&D, Patent Box etc.



Levelling Up / Opportunities by Regions

London: creative, life sciences, FBS, urban solutions

South of England: agritech, life sciences, aerospace

Midlands Engine: advanced manufacturing
(automotive, food processing)

Northern Powerhouse: nuclear, medical technologies,
creative, retail

Scotland: life sciences, renewables, FBS

Northern Ireland: life sciences, cyber, FBS

Wales: cyber, life sciences, insure tech



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How does the Department for International Trade support entrepreneurs?



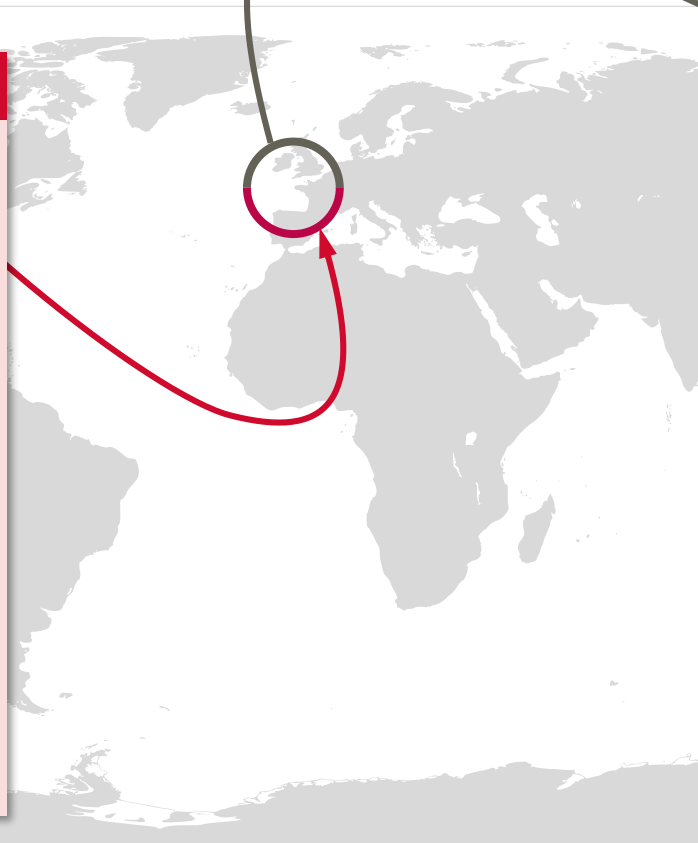


Department for International Trade helps companies expand to / export from the UK

- Presence in 100+ countries worldwide
- Extended local network across the UK

Investment

- Access and introductions to the right people
- Advice and support on setting up in the UK
- In-depth report tailored to your business needs
- Help selecting the best location
- Tax advice
- Ongoing government support once you've arrived
- Support with visas and entry to the UK
- Help finding top quality staff
- UK Advisory Network access to trusted commercial providers
- Tailored assistance for entrepreneurs



Trade

- Passport to Export for new and inexperienced exporters
- Gateway to Global
- Growth for experienced exporters
- Research Scheme to investigate a potential export market
- Overseas Business
- Risk advice
- Market visits and trade missions
- Overseas Market introduction
- Service to access
- identify contacts and plan events
- Seminars, webinars and events in the UK and overseas
- Tradeshaw Access
- Programme support to attend overseas exhibitions.
- Open to Export community-driven website for SMEs
- Review to assess communication with overseas customers



DIT support for inward investors

We provide **tailored, free, confidential** support to businesses

- Of any size (startups/scaleups, SMEs, corporates)
- From any sector (you name it)
- With or without international experience

UK Ltd: access to DIT's trade promotion support



We support your expansion with information on the UK market and help you settle every step of the way

Our Top 10 support services

01 Assessing market opportunity

02 Bespoke market research

03 Helping select the best market location

04 Setting up in the UK

05 Finding top quality staff

06 Tax advice

07 Support with applying for visas and entry to the UK

08 Access and introductions to the right people

09 Ongoing Government support

10 Tailored assistance for entrepreneurs



DIT Activities

- **Bespoke support to overseas businesses to enter the market**
- **Events / projects in the UK and CEE**
 - Trade shows / conferences / workshops
 - Tech / Clean Growth Campaigns
- **DIT Trade missions to UK regions**
 - London, Midlands Engine, Northern Powerhouse
- **Global Entrepreneur Programme**
- **Investment Support Directory**
- **VC matchmaking platform**



Conclusions / How to start a cooperation?

STEP 1

Contact the local DIT
Inward Investment Team



STEP 2

Start a conversation
about your plans and
how we can assist you



STEP 3

Benefit from our
support!



You can contact your local DIT Investment representative at:

krisztina.gorog@mobile.trade.gov.uk