



UK Trade & Investment

Mike Carroll
UKTI Built Environment Team

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The UK Government's ambitions

1. Double UK exports to £1 trillion a year by 2020;
2. 100,000 more UK companies exporting by 2020;
3. one in four UK companies to export (European average) rather than one in five at present;
4. maintain the UK's position as the most favoured location in Europe for inward investment; and
5. become the number one location in Europe for investment from emerging markets.





Trade objectives

1. Help 40,000 SMEs to export this year and 50,000 by 2014/15,
2. helping generate additional sales of £49.0 bn this year and £56 billion by 2014-15;
3. to include £10.0 bn of business from high-value opportunities (major projects) overseas for FY2013-14.





UKTI's global presence

- UKTI teams identify business opportunities around the world. They support businesses throughout the UK.
- UKTI has more than 1,200 staff in over 100 overseas markets and around 400 people across UK regions, working locally to support UK businesses and overseas investors.
- The devolved administrations have their own trade teams, delivering services analogous to UKTI's.
- Our advisers are overwhelmingly from the private sector, with experience in international trade/investment.

UKTI has more than

1,200

staff in over

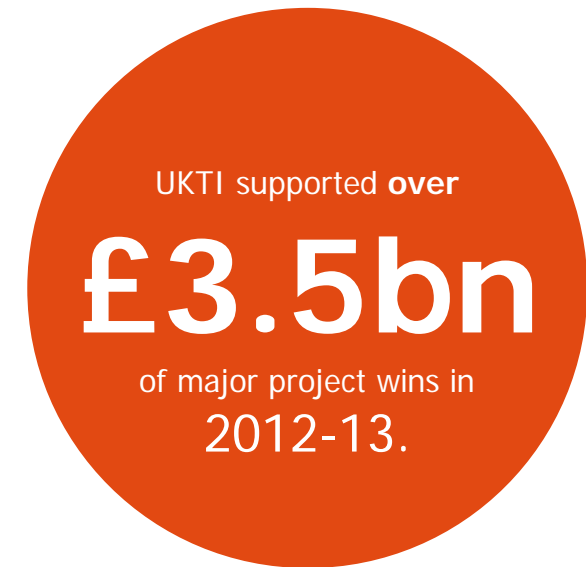
100

overseas markets.



Why use UKTI trade services?

- Unrivalled global network of specialist advisers in UK and overseas.
- From October 2011 to September 2012 UKTI helped over 29,000 businesses and exceeded its 2012/3 target of 32,000 businesses assisted;
- UKTI supported over £3.5bn of major project wins in 2012-13.
- Helped secure £8bn of defence and security exports.
- Customers report improved business performance (50%); significant business benefits from working with UKTI (68%); and increased R&D investment.





UKTI trade services

UKTI's export services help customers to:

- understand how to do business overseas;
- gain powerful insights into global markets;
- identify opportunities and open doors;
- reach customers/business partners not otherwise accessible;
- raise their profile and credibility overseas;
- overcome barriers to entry or expansion;
- improve overseas marketing and communication strategies;
- understand the competition;
- access powerful research to inform management decisions.





Business Opportunities service

- Business Opportunities is a FREE service for UK companies provided via the UKTI website
- It provides over 500 overseas sales leads each month - from large public sector contracts to private company procurement
- These are sourced by our British Embassies, Consulates and High Commissions in over 100 markets worldwide
- It is quick and easy to register and sign up for alerts via the UKTI website at www.ukti.gov.uk
- Once UK companies have registered their interest in an opportunity the relevant person at our UKTI office overseas will contact them with more information

The screenshot shows the UKTI website's 'Business Opportunities' page. At the top, there is a navigation bar with 'UKTI Home', 'Export', 'Invest in the UK', and 'Defence & Security'. A search bar is located on the right. Below the navigation, there are links for 'Export Home', 'About Exporting', 'How we can help', 'Countries', 'Sectors', 'UK regions', 'Events Search', and 'Export Contacts'. The main content area features a large image of two people looking at a laptop, with the heading 'Business Opportunities'. The text explains that export sales leads are the lifeblood of any business and that over 400 business opportunities are published each month. It encourages users to register to receive alerts. A list of recent opportunities is provided, including construction projects in Kosovo, support to education in Kosovo, a request for a pallet master in Turkey, hazardous waste disposal in Canada, gas compression in Mexico, and aircraft engine maintenance in Brazil. A 'Featured story' section highlights the benefits of registering, such as receiving email alerts for the latest opportunities, news, and events. On the right side, there is a sidebar titled 'Helping Your Business Grow Internationally' with various service links like 'International Trade Advisors', 'Passport to Export', and 'Export Marketing Research Scheme'.



Built Environment Team

- Full programme of activities planned
- Focus on High Value Opportunities in high growth and emerging markets
- We are targeting China/Hong Kong, India, Brazil, Gulf, North America and Colombia
- Standards campaign in the Gulf
- Low carbon



The High Value Opportunities Programme





In summary...

The High Value Opportunities (HVO) Programme is a new approach to the *identification*, *prioritisation* and *delivery of support* in pursuit of high value overseas procurement opportunities.



What is an HVO...

- Large scale overseas infrastructure projects offering substantial opportunities for UK companies;
- Minimum total value (end to end expenditure) of £500m
- Minimum accessible value (contracts open to the UK) of £250m



How it works...

- Potential projects identified by number of sources including the overseas network;
- Projects evaluated and compared using a robust methodology
- Priority list 'sense checked' through broad stakeholder engagement;
- Top 100 projects actively pursued by 'virtual' teams.



Key statistics...

- Operational since April 2011;
- Have so far supported an estimated **£8 billion** of UK wins;
- 100 priority projects across 27 markets;



How we can help...

- Early intelligence on opportunities;
- Support with identifying in-market partners;
- Help with navigating overseas procurement processes;
- Support with identifying UK partners and facilitating consortia;
- Facilitating Access to decision makers;
- Support with 'unblocking' issues;
- Ministerial lobbying;
- Tailored support for companies of all sizes.



Summary

- UKTI stand ready to help UK companies of all sizes
- A full programme of support is in place to support companies in the Built environment sector
- Visit our website www.ukti.gov.uk