

Working with the Department for International Trade



Department for
International Trade

Calum McCallum

Sector Lead for Advanced Manufacturing, Technology, Aerospace, Space, Smart Cities,
Automotive, Maritime, Defence & Security



Who Are We?

- UK Government Department
- Over 3,500 staff based in 108 countries
- Promoting UK businesses globally
- Finance international trade and investment
- Champion free trade



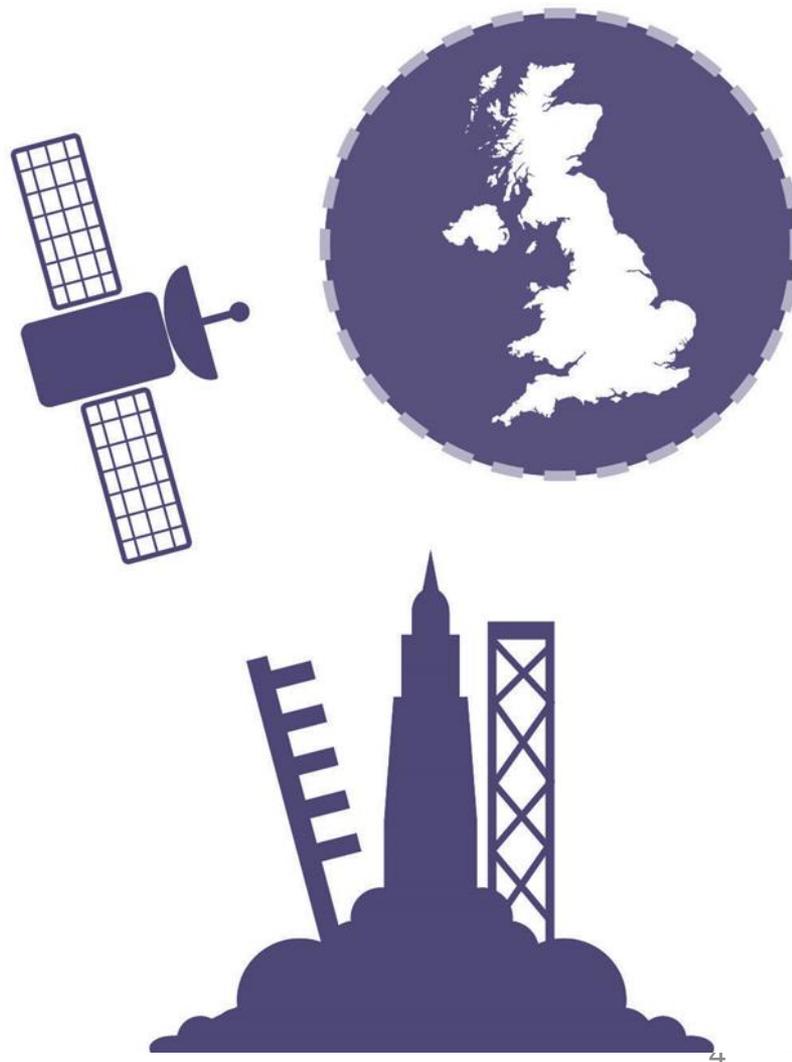
How Do We Do This?

- Support UK companies in driving exports to existing and new markets
- Focused campaigns promoting strengths of the uks capability
- International network
- Technical specialists
- Outward trade missions and events etc.
- Identify investment opportunities through the designated investment services team.
- Drive cross government support for uk ambitions in partnership with others including Scottish government, Scottish development international etc.



Why the UK for space?

- Strong cross government support – new Cabinet led Space Council, Strategy and programme.
- Robust but progressive regulatory regime creating stable market conditions – 2018 Space Act.
- World leading industry across satellite design, manufacture, applications and launch attracting global players.
- World class universities working in space research and applications.
- Innovative and accessible Research and Development network and funding landscape.





The Story So Far



£16.4bn

Total space industry income
in 2018/19



5.1%

Share of global
space economy
in 2018/19



45,100

Direct employees
in 2018/19



2.6x

UK average
labour
productivity

Employment by region

27%

London

23%

South East

17%

Scotland

33%

Other



Investment Monitor

Investments into UK-headquartered space companies 2013-2020

£4.3bn

Total funds invested

251

Unique investors

240

Investment deals

110

Invested companies

Exports

£5.8bn

Income from exports
in 2018/19

Northern America

18%

Rest of Europe

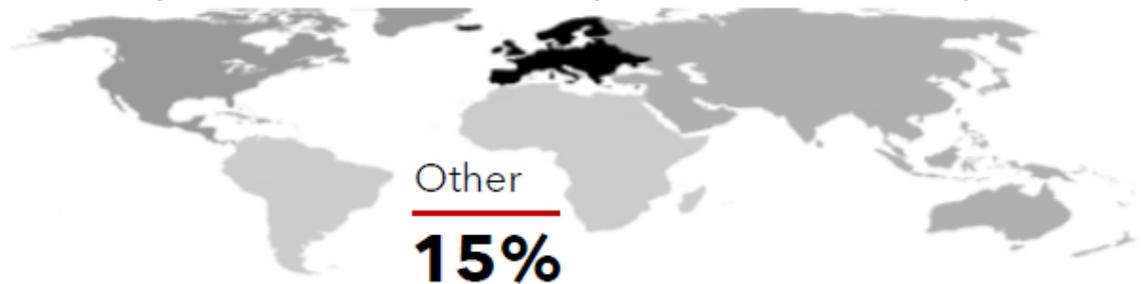
53%

Asia & Oceania

14%

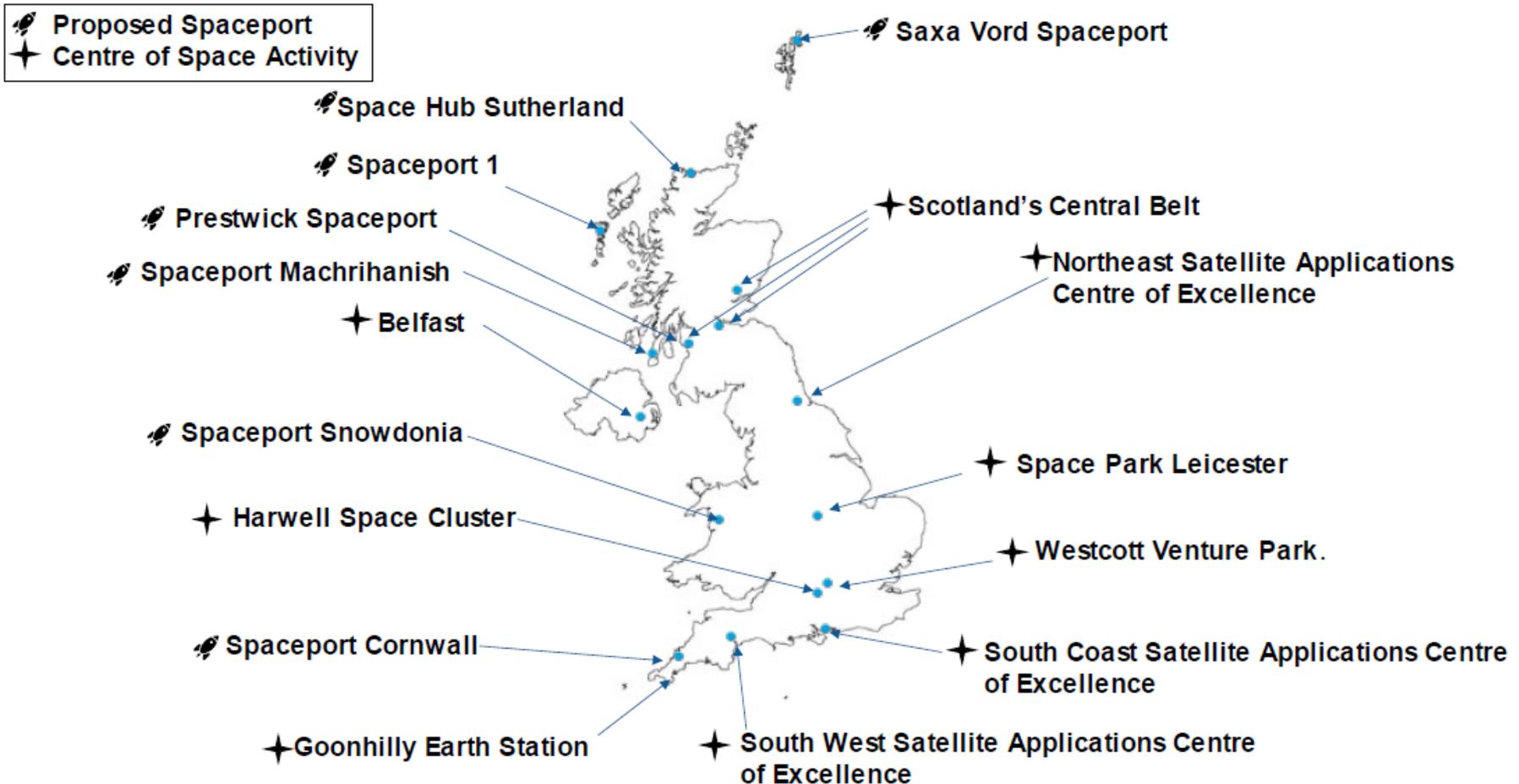
Other

15%





UK's Existing Clusters of Activity





The UK National Space Strategy

- The [National Space Strategy](#) brings together the UK's strengths in science and technology, defence, regulation and diplomacy to pursue a bold national vision
- Grow the UK as a space nation
- Develop the UK as an innovative and attractive global space economy
- Defend the UK's interests in space, shape the space environment and use space to help solve challenges at home and overseas.
- The UK will use cutting edge research to inspire the next generation and sustain the UK's competitive edge in space science and technology.

This strategy outlines 4 key pillars of ambition

- 1.Unlocking growth in the space sector
- 2.Collaborating internationally
- 3.Growing the UK as a science and technology superpower
- 4.Developing resilient space capabilities and services





And Now...?



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- DIT Scotland will support Scottish businesses from SME upwards
 - Based in Edinburgh
 - Direct access for Scottish business to DIT's Global network
 - Access to core DIT services and sector specific trade promotion activity
 - DIT supports Scottish Development International (SDI) providing access to DIT led events and support schemes
 - DIT international events programme (including Dubai Expo, major events, trade missions etc)
 - UK Government overseas network to learn more about markets and get introductions to potential buyers etc
 - In addition, DIT works with Scottish partners to ensure investment projects land in the UK.



LEARNING EXPORT ZONE

If a business is new to exporting, the helpful online learning resource will support an SME through the export process:

- [What do I need to know before I start?](#)
- [Where should I export to?](#)
- [How do I make an export campaign?](#)

Selling Online

- Each market can be different when it comes to selling online and UK exporters can access [more information and advice on selling online in different countries](#).

Export procedures and logistics

- Moving goods, dealing with freight forwarders, international documentation are just some of things an exporter needs to deal with. [UK businesses can learn what is required to help their business succeed with DIT's guide](#).



LET'S GET EXPORTING

Finding opportunities

- UK exporters can use an [online search tool for thousands of current export opportunities](#) available around the globe.

Exploring new markets

- DIT has produced a range of [country insights](#) to give an exporter an idea of how to do business in that country. If you have a market in mind, please contact the DIT Scotland team for an initial chat – ditscotland@trade.gov.uk

Duties and different customs procedures in exporting globally

- UK exporters can [check about duties, rules of origin, customs procedures](#) and the UK border for over 160 markets around the world.

Proving the origin of goods

- A UK exporter needs to prove the [origin of their goods](#) if trading with a country that has a trade agreement with the UK, or is covered by the Generalised Scheme of Preferences.



TRADING WITH THE EU

Importing goods in the UK.

- Import rules have changed since 1st January 2021 which affects everything from import duties to certification. [A step-by-step process is available to apply to your business to work on what you need to do to continue importing.](#) Additional changes to import procedures will be announced in due course.

Exporting to the EU from the UK

- Rules exporting to the EU has changed from 1st January 2021. To move goods into or out of the EU [you will need an Economic Operator Registration and Identification \(EORI\) number.](#)

Experiencing trade barriers?

- If you think you're facing a new trade barrier or have an issue with an existing trade barrier i.e. something that slows down a process, limits or prevents a UK business exporting to or investing in an overseas market, please [report the trade barrier](#) so that the UK Government can see if they can resolve it.



Moving goods in and out of Northern Ireland from GB/EU

- The [process by which goods can move in and out of Northern Ireland](#) was agreed on 17 December 2020 in the [Northern Ireland Protocol Command Paper](#).
- [You can register for the trader support service](#) to assist businesses with the changes.

Bringing goods into Northern Ireland from outside the UK and the EU?

- If you're bringing goods into Northern Ireland from outside the UK and the EU, you will pay the UK duty rate [if your goods are not 'at risk' of onward movement to the EU](#).
- If they are at risk of onward movement to the EU, use the [Northern Ireland Online Tariff](#).



Visiting the market

- Firstly, please check the [FCDO Travel Advice](#) on the current status of the country. This advice is updated frequently and highlights any challenges which are occurring.
- In some cases, how the FCDO classifies the country could affect your travel insurance etc. When in-country and it is always possible to [contact a local DIT representative](#) at an overseas UK Embassy or British High Commission.



UK Export Finance

- [UK Export Finance \(UKEF\)](#) is the UK government's export credit agency working alongside DIT and wants to ensure that no viable UK export (goods, services, IP etc) fails for lack of finance or insurance.
- UKEF works with over a 100 private credit insurers and lenders.
- UKEF works closely with the financial and trade teams of SDI.
- Scottish businesses can access [UKEF tools and products](#) or contact a [UKEF Export in Manager in Scotland](#)

Other Access to finance and insurance

- Government-owned [British Business Bank](#) (BBB)



HM Government



THE NEW
EXPORT SUPPORT
SERVICE FOR UK
BUSINESSES

Export Support Service



What is the Export Support Service?

- It provides exporters with a 'one-stop shop' into available Government guidance and support. making it easier for exporters to access advice and support. As part of the service, a new cross-government policy hub has been set-up to support more complex enquiries.
- UK businesses can get answers to practical questions about exporting to Europe by accessing cross government information and support all in one place.
- All existing and potential UK exporters are eligible to access the service.
- ESS will initially be dealing with enquiries predominately focused on exporting to Europe. As the export ecosystem builds momentum, we will expand our services and coverage to the rest of the world.
- It covers 42 markets in the wider European area
- The service will support individuals and businesses across the four Nations, working closely with devolved administrations and specialist services where necessary.





Ask the export support team a question

If you're a UK business selling goods or services to Europe, you can contact the UK government export support team by phone or online and ask any question for your business, including on:

- exporting to new markets
- paperwork you need to sell your goods abroad
- rules for a specific country where you want to sell services

Ask a question by phone

The export support team will try to answer your question straight away. If they do not know the answer, they'll contact you within 3 working days.

Export support team Monday to Friday, 8am to 6pm (excluding public holidays)

- Telephone: 0300 303 8955
- Textphone: 18001 0300 303 8955
- <https://www.gov.uk/ask-export-support-team>



THE NEW
EXPORT SUPPORT
SERVICE FOR UK
BUSINESSES

Export
Support Service

ITS FREE

MA
BRI
& NORTH
SOLD TO
WOP



Spread the Word





Department for
International Trade

[gov.uk/dit](https://www.gov.uk/dit)

Thank you!

Calum.McCallum@trade.gov.uk

DITScotland@trade.gov.uk