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Foreword

Welcome to the Institute’s August newsletter.

As we head out of summer and into autumn it looks set to be a very busy final few months of the year for the Institute.

We are delighted to announce that HRH The Princess Royal will be attending the Queen’s Awards Winners Gala Dinner on 27th September. Celebrating the achievements of winners in the International Trade category of the prestigious Queen’s Awards for Enterprise, the dinner is a fantastic opportunity to celebrate the UK’s achievements in international trade and meet the Queen’s Awards winners, as well as several key industry figures. There is still time to book your tickets to the dinner, a single ticket is just £95 +VAT or take a table of 10 for just £855+VAT.

Also in September, our Director General, Lesley Batchelor OBE and our Young President, Arne Mielken, will be travelling to Geneva to take part in the World Trade Organization (WTO) Public Forum – “Trade: Behind the Headlines”. The WTO’s largest annual outreach event, the Forum provides a platform for participants to discuss the latest developments in world trade and to propose ways of enhancing the multilateral trading system.

Moving into October we have the World Trade Summit 2017: ‘Landscape Post Brexit’ on 4th October. Bringing together some of the most knowledgeable and influential speakers on the key issues that impact on international trade, this is an event not to be missed. The summit is FREE for members and just £50+VAT for non-members. However, places are limited so make sure you register your place today.

November sees the next two in our series of regional trade summits, to be held in Cambridge and Coventry. Plus our annual Members’ Dinner on 8th November will see Michael Portillo entertain guests. Often described as the greatest leader the Conservative party never had, Michael is one of the best political speakers for keynote and after dinner speeches, mixing anecdotes with his views on politics and the economy alike. Make sure you book your tickets for this unmissable evening of celebration - http://www.export.org.uk/page/Members_Dinner_2017

We hope to see you out and about at one of these events! Don’t forget that there are sponsorship opportunities for all of our events. Our wonderful team will work with you to ensure strong brand positioning and messaging throughout, giving your brand exposure to the audiences that you want to do business with. Contact us for more information.

Powered by the Institute of Export & International Trade, Open to Export is a free online information service, which is dedicated to helping small UK businesses, get ready to export and expand internationally.

Offering a wealth of FREE information, as well as a comprehensive webinar programme.

Find out more - www.opentoelexport.com
Editorial

Brexit - mixed messages for British exporters

As negotiations for the UK to leave the European Union finally got underway, the outlook for British exporters seemed to be unclear. Numerous studies point to swings and roundabouts, with the benefits of a weaker pound mitigating some of the uncertainty about future arrangements.

A study for America Express found that nine out of ten SME exporting companies were enjoying improved profits as a result of the fall in the value of sterling, with firms who both import and export appearing to be the most confident.

But a report from the Federation of Small Businesses showed little optimism, with 29% of responding companies saying they expected to export less after Brexit.

Meanwhile a report from the Confederation of British Industry found a rapid increase in factory production, with its index reaching the highest level seen since 1995.

And the CIPS/Markit study saw growth in exporting in July recover strongly as manufacturing output surged to 55.1 on the index, boosted by exports to North America, Europe, the Asia-Pacific region and the Middle-East.

The government’s own figures for economic growth were disappointing for quarter two, with just 0.3% quarter on quarter growth reported. That was a slight improvement on the previous quarter when the figure was 0.2%, but is well below most major developed economies, and half the growth rate reported by the Eurozone.

UK ports chaos warning

A respected consultancy has warned that Brexit could lead to border chaos, with a cost to the economy of more than £1 billion per year. The report from Oxera highlights the possible limitations of the planned HMRC IT system and the physical limits of major ports to handle traffic that will be subject to more complex regulations.

The report notes that two thirds of trade between Ireland and the European Union passes through the UK, and could be subject to customs checks on entry and exit to the UK.

Inflation fall brings relief

Businesses were heartened at the news of an unexpected fall in the rate of inflation in June. The CPI fell from 2.9% to 2.6% when most observers were expecting a rise.

But there are still expectations of further increases in the coming months. Pressure on the prices of imports remains, with Sterling still close to a 12 month low against the Euro. However, a weaker Dollar can be expected to give short term benefits on imports from the rest of the world.

The inflation rate is still running ahead of wage increases, leading to uncertainty about the future prospects for the domestic economy.

Demand from European markets buoyant

A report from EEF, the manufacturing company’s organisation, has found that 61% of members are experiencing an upturn in demand from European markets. The increase reflects the growing strength of key European markets, with France and Spain in particular enjoying robust growth in quarter two, as well as the benefits to exporters of the weakness of Sterling against the Euro.

China economy cools

There was a gradual fall in the growth of China’s manufacturing sector in July, according to the regular survey from the Purchasing Manager’s Index (PMI).

The Index fell to 51.4 in July, below expectations and down from 51.7 in the previous month. Although any figure above 50 represents growth, the marked fall in the rate of growth in China’s key manufacturing sector is expected to have a knock-on effect for the world economy.

Australian wine exports slump

Exports of Australian wine to the UK have fallen by 7% year on year.

The UK remains Australia’s biggest market for wine exports, but the fall, to AUD 341 million (£208 million) contrasts with a growth in global sales of 10%.
Sanctions on North Korea to ban $1bn of exports

On 5th August the United Nations Security Council unanimously approved new sanctions on North Korea which include banning exports worth over $1 billion, a third of its total exports last year.

Intended to significantly increase economic pressure on North Korea to return to negotiations on its nuclear and missile programs. The US drafted measure is in response to Pyongyang’s two intercontinental ballistic missile tests last month.

The ban covers mineral and seafood exports and the resolution would also ban countries from giving any additional permits to North Korean labourers. All new joint ventures with North Korean companies and new foreign investment in existing joint ventures are prohibited.

Coal exports – North Korea’s largest source of income – will now be banned, costing the regime over $401 million in revenues per year.

Export of iron and iron ore, worth roughly $250 million per year, will be halted, as will exports of seafood worth $300 million and lead and lead ore, worth $110 million.

Nikki Haley, the US ambassador to the UN, said that the resolution was "the single largest economic package ever levelled against the North Korean regime."

The resolution was approved by all 15 members of the UN Security Council, meaning that China and Russia abandoned their traditional support for North Korea in joining a united show of force.

Government will seek to reduce export tariffs on unique Scottish produce

The UK government is seeking to reduce the high tariffs imposed on the overseas sales of unique Scottish produce, such as whiskies, smoked salmon and gin.

Tariffs can be particularly high in some markets, preventing UK businesses from making the most of the overseas demand for their products. For Scotch whisky, these tariffs can be over 150% of the value of the product. Tariffs on gin can reach similar levels, whilst smoked salmon tariffs average 13%.

The UK government is now looking at how future trade agreements with other nations could reduce these for products post-Brexit. The Department for International Trade is also investigating how reductions in non-tariff barriers to trade – such as complex regulation and licensing rules – could form part of future negotiations in key markets, providing a further boost to British exports.

With whisky boosting the UK economy by over £5 billion a year, and accounting for 20% of total food and drink exports, Scottish Secretary David Mundell said ministers are keen to open up new markets around the world.

Secretary of State for International Trade Dr Liam Fox said: “With the recent uplift in trade, we should raise a glass to our exporting success and further help UK businesses make the most of the ever-growing demand for top-selling British products such as Scotch whisky as part of a Global Britain.

“Reducing the costs for companies to sell overseas will become one way of further opening up free trade routes and boosting sales, and that’s why I’ve tasked my international economic department to look at how we can support more businesses to build their brands abroad.”

UK and China sign £200m pork export deal

The UK has signed a new export deal with China to supply pork products.

Food manufacturers are set to benefit from the £200m export deal, which will support 1,500 jobs in the pork industry, according to the Department for Environment, Food and Rural Affairs (DEFRA).
The new deal gives market access to seven businesses from five sites in Suffolk, Lincolnshire, Derbyshire, County Antrim and County Tyrone. The deal marks the first time that pork products have been exported from Northern Ireland to China and will provide an estimated £10m boost to the local pork industry.

All of the plants were inspected by China's Certification and Accreditation Administration (CNCA) technical experts in April 2015, with a team of inspectors from the General Administration of Quality Supervision, Inspection and Quarantine of the People’s Republic of China (AQSIQ) also visiting Northern Ireland in April 2015.

Nine UK producers already export pork to China, generating £43m in sales last year. Demand for UK pork has doubled in terms of value over the last three years.

This export agreement follows the UK’s £34m deal with the Philippines, which will see UK beef shipped to the country for the first time in more than 20 years.

DEFRA minister of state George Eustice commented: "China is a hugely important market for our world-class food industry and by opening up access even further, more UK businesses can take advantage of the growing appetite for our food and drink.

"British food is produced to the very best standards of welfare, quality and safety and this growth in exports to China is creating more jobs and opportunities for our premium pork producers who can guarantee quality from farm to fork."

Trade deficit figures fail to show export currency boost

In the year since the UK voted to leave the EU last summer, many have predicted that the consequent weakening of pound sterling would in the short term boost the UK’s exports. Many have also called the Brexit vote an opportunity for the UK to better embrace trade with the rest of the world, with project ‘Global Britain’ looking to increase exports to non-EU countries.

Today’s figures released by the Office for National Statistics do plenty to undermine both of these predictions, with the trade deficit growing, exports falling, and the UK’s reliance on trade with its EU partners growing.

The trade in goods deficit widened to a 9-month high in June to £12.7bn from £11.3bn in May, with imports up 1.6% and exports down 2.8%.

With the pound 13% lower against the dollar and 15% down against the euro in comparison to the day of the referendum, it had been predicted that the UK would be less able to afford to import goods from strengthening currency markets, while its own goods would become more affordable to international customers. But with it becoming more and more apparent that exporting itself incurs supply chain costs – including, in many cases, imported parts and machinery – this assessment is beginning to look wide off the mark.

What will certainly concern the UK government are the figures showing that exports to non-EU partners are in fact decreasing while exports to EU partners are increasing.

This could mean a few things.

It could mean that UK businesses are trying to enjoy the free trading environment in the EU while they can, while preparing to grow their exports elsewhere at a later stage.

It could also show that trade with the rest of the world remains more difficult than with the EU because the free trading climate we have with the EU isn’t there in these markets. Though this is something the government will look to improve once it is able to agree free trade deals with markets around the world as an independent state outside of the EU, this is an issue that will take a lot of time to resolve.

In the meantime, the UK will likely have to trade using WTO rules.

In this medium term, being out of the EU with a worse trade deal (or no deal) with its European partners, and with no deals agreed yet with non-EU partners, the UK could be faced its least barrier-free trading climate in decades.

This trading climate, if these latest figures are to be believed, could be interpreted as one that UK companies are finding harder to deal with rather than easier.
International Trade Events
Our roundup of what's on in the coming months.

Think Asia, Think Hong Kong – 21 September 2017, Queen Elizabeth II Centre, London

The Queen’s Awards Winners Annual Dinner – 27 September 2017, Royal Horseguards Hotel, London

IOE&IT World Trade Summit 2017 – 4 October 2017, Stationers’ Hall, London

Global Export Controls – 10 October 2017, Amsterdam

Members’ Dinner 2017 – 8 November 2017, One Great George Street, London

Cambridge World Trade Summit – 9 November 2017, Moller Centre, Cambridge

Coventry World Trade Summit – 13 November 2017, Ricoh Arena

Going Global Live – 16 November 2017, Olympia

Customs Compliance in Partnership with HMRC – 5 December 2017, London

Forthcoming Training Courses
No matter what level you are at, our courses will give you the skills and expertise you need to gain a competitive advantage in the challenging and complex world of international trade.

07/09/2017  International Business Essentials – London
12/09/2017  Post Brexit Planning Workshop – London
20/09/2017  International Documentation & Customs Compliance – Manchester
20/09/2017  An Introduction to Importing – Birmingham
20/09/2017  Effective Incoterms – London
21/09/2017  Letters of Credit – London
26/09/2017  International Documentation & Customs Compliance – London
27/09/2017  International Documentation & Customs Compliance - Peterborough
HRH The Princess Royal to attend the Queen’s Awards Winners Gala Dinner

The Institute is delighted to announce that HRH The Princess Royal will be attending the Queen’s Award Winners Gala Dinner on September 27th.

The Queen’s Award Winners Gala Dinner celebrates the achievements of winners in the International Trade category of the prestigious Queen’s Awards for Enterprise. The awards are probably the most prestigious awards that UK businesses can win and the winners are an inspiration to all.

In the International Trade category, awards go to businesses that have demonstrated a substantial and sustained increase in export earnings over three consecutive 12-month periods, to a level that is outstanding for the products and services concerned, and for the size of the organisation.

As well as the Princess Royal, we are delighted that Cathy Newman will be attending the event as the keynote speaker. Cathy is one of television’s most popular journalists. She was the first female to co-host the Channel 4 News show in 2011 and has regularly contributed to a number of the nation’s most high profile political magazines and papers.

As well as the Princess Royal, we are delighted that Cathy Newman will be attending the event as the keynote speaker. Cathy is one of television’s most popular journalists. She was the first female to co-host the Channel 4 News show in 2011 and has regularly contributed to a number of the nation’s most high profile political magazines and papers.

The dinner is a fantastic chance to celebrate the UK’s achievements in international trade and meet the Queen’s Award winners, as well as several key industry figures. We are delighted that a very high number of winners have already signed up to attend, ranging from bespoke jewellery makers to innovative manufacturers.

This year’s dinner will be set in the majestic surroundings of the Royal Horseguards Hotel. From glittering chandeliers to contemporary design, this landmark Victorian building has a proud heritage.

There’ll be a fabulous drinks reception in the Reading & Writing Room before dinner in the Gladstone Library. This incredible room is just as William Gladstone, four times British Prime Minister, would have known it – apart from the replicas of the 30,000 volumes lining the walls.

You can sign up now for a single ticket at a very reasonable price of £95, or for a table of 10 at £855 - www.export.org.uk/page/Queens_Awards_Dinner

Opportunities for your business to be involved...

Sponsoring the event will lead to great branding opportunities, media support and coverage for your business. Our wonderful team will work with you to ensure strong brand positioning and messaging throughout, giving your brand exposure to the audiences that you want to do business with.

Contact the team to discuss your requirements on +44 (0)1733 404400 or institute@export.org.uk
The IOE&IT and the National Apprenticeship Service (NAS)

The Institute is working with NAS to highlight the commercial benefits of apprenticeships for all businesses engaged in international trade.

These benefits apply for all businesses – exporters, importers, logistics and shipping companies, banks, trade consultants and software providers, and indeed government departments. The benefits will apply for businesses of all sizes from small and medium-sized businesses to larger companies.

The IOE&IT has recently met with the National Apprenticeship Service (NAS) following an invitation to discuss how the NAS can support members of the IOE&IT. International trade has never been more important for UK businesses and the UK economy, and coupled with significant changes introduced in 2017 on apprenticeships structure and funding, this makes a compelling case for development of international trade apprenticeships.

The IOE&IT is working with the National Apprenticeship Service to help us bring all the relevant information on apprenticeships to our members, all of which is free.

Apprentices can be placed in many job roles across your business, from when potential customers make their first enquiry, in a range of departments such as customer service, sales and marketing, accounts, logistics and trade compliance. Apprenticeships cover a range of job roles from Operative, Supervisor, through to Managerial and Director roles.

Why are apprenticeships considered integral to businesses and their growth?

The National Apprenticeship Service reports:

An advanced economy needs advanced skills. High quality apprenticeships are essential to support our employers and to help our economy to prosper in the years to come. The apprenticeship route offers the ideal opportunity for ambitious young people to get ahead while earning a wage and for employers to recruit the brightest and the best.

Apprenticeships are available in 1,500 job roles and a whole range of industries, from construction to manufacturing through to IT and the creative and digital sectors.

For employers, apprenticeships develop a motivated, skilled and qualified workforce, whilst improving productivity and reducing costs. A total of 2.4 million apprenticeships were started in England during the last parliament with government investment of £1,559,771 in the 2014/15 academic year.

Research published in June 2015 demonstrates the high level of return on investment delivered by the apprenticeship programme, indicating that adult apprenticeships at level 2 and level 3 deliver £26 and £28 of economic benefits respectively for each pound of government investment.

Apprenticeships now apply across all occupational levels with Higher and Degree Apprenticeships widening access to the professions and providing the high level technical skills that employers need to improve productivity and these high-quality apprenticeships are giving young people a career route equally as valid as going to university. For all businesses engaged in international trade apprenticeships provide the opportunity to cover possible skills shortages which are constraining your ability to grow.

The lead contact within the IOE&IT is Kevin Shakespeare -- kevin.shakespeare@export.org.uk.

Kevin is working with IOE&IT Members and Government to develop Trailblazers for all businesses and organisations engaged in international trade.

Please contact Kevin if you would like to join the group and help shape international trade apprenticeships.

Leeds student wins IOE&IT Award

Institute Director of Stakeholder Engagement, Kevin Shakespeare, had the pleasure of attending the
University of Leeds Business School graduation ceremony on 12th July.

The IOE&IT accredits the University of Leeds Business School International Business suite of programmes, which include:

- BSc International Business
- BSc International Business & Finance
- BSc International Business & Economics
- BSc International Business & Marketing
- MSc International Business

Students at University of Leeds have also become members of the Institute, benefitting from access to additional research and international trade experts.

At the ceremony Kevin was delighted to present the IOE&IT Award for Best Dissertation, a significant piece of independent work, to Luke Rendall.

**IOE&IT welcomes British Water as a new Trade Association member**

British Water members now have unlimited access to the Exporters Helpline hosted by the Institute of Export & International Trade (IOE&IT). The telephone support service is just one of the benefits of the trade association’s new membership of the IOE&IT.

British Water’s international director Lila Thompson said, “British Water members will now be able to access immediate expert advice on the many issues they face in managing their export businesses. These include customs procedures, transport and logistics, financing and regulatory compliance.

“As a graduate member of the Institute of Export & International Trade, I have long appreciated the value of the work the Institute does in training for professional qualifications. It is also one of the key organisations consulting with the government on trade negotiations, which in the current climate is important to many of our members.”

Lesley Batchelor OBE, director general of the IOE&IT said, “We are delighted that the lead trade association for a critical sector like water and wastewater is now a member of the IOE&IT. We look forward to working with British Water members to further their international ambitions and build on their professional expertise.”
World Trade Summit 2017: ‘Landscape Post Brexit’

Wednesday 4th October 2017, 10am - 5pm
Followed by drinks reception & networking

In an ever changing business environment the Institute is endeavouring to bring the skills agenda to the fore by engaging with business and government in shaping the future of international trade. By providing informed debate and ensuring that exporters’ voices are heard, large or small, our exclusive World Trade Summit focuses on where next and the great things that are already happening.

Our annual world trade summit will bring together some of the most knowledgeable and influential speakers on the key issues that impact on international trade.

Confirmed speakers include:

- Baihas Baghadi – MD, Global Head of Trade & Working Capital, Barclays
- Lord Green of Hurstpierpoint – IOE&IT President & Former Minister of State for Trade and Investment
- Brook Horowitz – CEO, IBLF Global
- Dr John Llewellyn – Partner, Llewellyn Consulting
- Jessica Gladstone – Partner, Clifford Chance LLP
- William Hobbs – Head of Investment Strategy (Europe), Barclays
- Chris Southworth – Secretary General, International Chamber of Commerce UK

Venue: Stationers' Hall, London

History and tradition are at the heart of London's Stationers' Hall, one of the few ancient Livery Halls that remain in London. This striking Grade I listed building is located close to St. Paul's Cathedral and offers a seamless blend of welcoming warmth and arresting grandeur.

IOE&IT Members – FREE
Non-Members - £50+VAT

Limited places available, book your place today

In partnership with:

BARCLAYS
Managing Risk and Opportunities in High-Growth Markets

12th October 2017, Strand Palace Hotel, Strand, London

Britain is leaving the EU. Whatever the outcome of the Brexit negotiations, business with our traditional partners in Europe will never be quite the same. It provides companies with a strong incentive to explore new high-growth markets.

From the already well established BRICS (Brazil, Russia, India, China and South Africa) to the less familiar MINTs (Mexico, Indonesia, Nigeria and Turkey), these markets present British companies with the tempting prospect of rapidly growing populations, a growing though under-supplied middle class, a new generation of urban consumers wanting to improve their lifestyle and quality of life, and large national investment projects. As Europe remains stagnant, there is the chance for British companies to pin their longer-term success to some of the fastest growing and most exciting markets that the world has ever known.

At the same time, these same high-growth markets have a high level of risk, and exporters need to build a risk management programme into their go-to-market strategies. Aside from political risk (for example regime change, social and political unrest or unseating of the head-of-state), there are less obvious risks such as economic volatility due to excessive dependence on extractives, raw materials or commodities. Many of these countries are ruled by authoritarian regimes, which can make sudden decisions on tariffs, quotas or foreign exchange which can dramatically affect terms of trade. Finally there is the important issue of different cultures of business based on age-old traditions, and ethical norms which are very different from our own. In particular, one of the highest risks for British companies is dealing with the corruption that is endemic at every level of society, business and government.

The course will explore these issues - and more - through case studies from some of the main emerging markets, role-playing, negotiation simulation, and a lively exchange of best practice, which will equip exporters to approach the new markets with renewed confidence.

The Presenter – Brook Horowitz

Brook worked during the early part of his career with TI Group (later merged into Smiths Group) in the UK, and GE. A fluent Russian speaker, he was responsible for developing GE’s business in the Soviet Union from 1989 to 1991. Much of his subsequent career with GE in the nineties was spent in Russia, Hungary and the newly emerged “transition” economies of Central and Eastern Europe. He was also responsible for sales and marketing for Europe for one of GE’s business units.

In more recent times, he has operated in China, Turkey, Vietnam, and has experience working with a number of other high-growth markets. He runs his own consultancy, “Culture of Business”, and is CEO of an NGO, IBLF Global, which promotes responsible business practices in emerging and developing markets. From 2013 to 2015, he was co-chair of the Business 20 (B-20), a group of leading multinationals advising the G-20 government on policies and laws. Brook is a graduate of Cambridge and Harvard Universities.

Brook will be joined, in person or live video link, by a group of outstanding practitioners of business with, and from, some of the world’s most exciting and challenging markets.

Find out more and book your place at www.export.org.uk/page/EmergingMarkets or call 01733 404400.
The President of the Engineering Industries Association (EIA), Sir Ronald Halstead, has asked again for our help with a survey. He will be attending a meeting of the Genesis Panel at the Bank of England at the end of September to discuss the prospects for SMEs in the light of the current economic and financial situation.

Since their last survey:

1. Sterling remains weakened against the Euro and US Dollar making exports cheaper and imports more expensive.

2. The chancellor has abandoned the objective of closing the budget deficit by 2020 but still wants a progressive reduction to continue.

3. The Bank of England wants to maintain financial liquidity in the UK and the availability of credit to finance investment and exports. The Government has set up the British Business Bank (BBB) to fund the alternative lending market. The BBB has also formed URICA, a joint venture with RSA, to help the cash flow of SMEs. The EIA has established a partnership with URICA to help the cash flow for SMEs in engineering.

Costs will rise because of Sterling depreciation. Is the imposition of the living wage likely to be a problem for SMEs in engineering? Is Brexit and these other factors affecting our business confidence?

We would be grateful if you could spare a few minutes to complete the short online questionnaire (deadline 8 September 2017).
A new Open to Export Action Plan competition has been launched this week aimed at encouraging companies to plan for post-Brexit by using the online planning tool to create a strategy for growth that takes into account the different potential outcomes of the UK’s exit from the EU.

By entering the competition, businesses could stand to win at least £3000 in cash towards their export plans, plus two free training courses with the Institute of Export & International Trade.

Sponsored by Bibby Financial Services and backed by the Institute, the competition is now open to companies of all sizes having previously been only open to companies with fewer than 50 employees.

Finalists will be invited to pitch their plans to a panel of specialist judges at a fabulous showcase final event at the Swiss Embassy in early November. All finalists will also be rewarded with a year’s free business membership with the Institute.

We certainly encourage our followers and those who are already members with us to use the Export Action Plan when planning the years ahead. It’s an intuitive and easy-to-use tool for collecting thoughts and organising an export strategy, asking you to complete tasks and set actions along 5 steps to export success.

The tool is a great exercise in establishing what you need to know and do to grow your international business. Once you have completed the steps, you will generate an action plan - a brilliant showpiece to take to your bank, business advisor or international trade advisor.

The competition is also a great opportunity to gain recognition for your business. Finalists are invited to pitch to our panel of expert judges at what will certainly be a fabulous showcase final event at the Swiss Embassy in November. This will also be a great chance to meet multiple specialists in international trade and gain access to their expertise.

Previous finals have generated plenty of buzz and excitement, with recent highlights including finalists being congratulated by MPs at a glittering reception at the Foreign Office.

Join us for an evening of celebration...

Annual Members’ Dinner, 8th November 2017 - One Great George Street

The Annual Members' Dinner is a chance to kick back and celebrate all the year's great achievements and hard work with many companies using it as a way to say 'thank you' to their staff for their efforts.

The dinner always provides an unparalleled opportunity to network with fellow international trade professionals in an enjoyable and less formal atmosphere.

A magnificent Grade II listed, four-domed, Edwardian building with rich neo-Palladian and Baroque interior, One Great George Street is the setting for this year's celebrations.

This year’s guest speaker...
Michael Portillo is a British broadcaster and journalist and former Conservative MP and Cabinet minister. Michael first gained a seat in Parliament by winning the Enfield Southgate by-election in 1984 after the murder during an IRA bombing of the incumbent, Anthony Berry. Portillo served as a junior minister under both Thatcher and Major before joining the Cabinet in 1992. Often described as the greatest leader the Conservative party never had, Michael is one of the best political speakers for keynote and after dinner speeches, mixing anecdotes with his views on politics and the economy alike.

Members £80 including VAT (Table of 10 - £720 inc. VAT)
Non-members £120 including VAT (Table of 10 - £1080 inc. VAT)
Book your tickets today - www.export.org.uk/page/Members_Dinner_2017