Doing Business in the United Kingdom Webinar

November 4, 2020

Zoë Munro, Program Director
Great Lakes St. Lawrence Governors & Premiers

• More than 30 years of collaboration among the region’s chief executives:

• Growing the region’s economy and protecting the world’s greatest freshwater system

• Chair: Wisconsin Governor Tony Evers

• Vice Chair: Ohio Governor Mike DeWine
Great Lakes St. Lawrence Governors & Premiers

Award-Winning Project Portfolio

**Economy**
- Promoting SME Exports
- Growing Strong Clusters
  - Maritime Transportation
  - Tourism
  - Cruising
- Attracting Foreign Investment

**Environment**
- Managing Sustainable Water Use
- Restoring and Protecting the Great Lakes St. Lawrence
GSGP Trade Missions

PROVEN RESULTS

1,000+ companies assisted per year

$777 million in 2015-2019 export sales

26+ trade missions

Abu Dhabi, Argentina, Australia, Brazil, Chile, Czech Republic, Colombia, Dubai, Germany, India, Indonesia, Mexico, New Zealand, Peru, Poland, Romania, South Africa, Qatar, Québec, Tanzania, Thailand, Turkey, Vietnam, UAE and the United Kingdom
Recipient of 2020 President’s “E” Award for Export Service

The President’s “E” Award is the highest recognition any U.S. entity can receive for making a significant contribution to the expansion of U.S. exports.
Doing Business in the UK

GSGP Virtual Trade Mission
March 2021
CURRENT ENVIRONMENT IN THE UK

BREXIT

- June 2016: UK voted to leave the EU
- March 2017: UK served Article 50 giving notice of withdrawal
- 31 January 2020: UK officially left the Union
- 31 December 2020: Transition period due to end

Key Contentious Issues:

- Level playing field
- Fishing rights
- Land Border between EU & UK
CURRENT ENVIRONMENT IN THE UK

BREXIT – No Deal Scenario

Downside:
• The UK will default to WTO terms
• The UK would apply tariffs and quotas to goods coming in from the EU
• Similarly the EU will impose tariffs on British goods
• The EU will conduct border checks on UK goods
• The UK could lose continuity of trade relations with EU’s trading country partners

Upside:
• Most worldwide trade is done on WTO terms
• The UK will still have access to the EU
• Britain is in trade agreement talks worldwide
• The UK will be set free from European rule-making, but remain a member of international organizations
CURRENT ENVIRONMENT IN THE UK

COVID-19

Latest UK Figures – for Tuesday 3 November
- 20,000 new cases
- 397 deaths

Overall
- 1.7 million cases
- Over 47,000 deaths

New UK Lockdown from tomorrow
- All non-essential shops will close
- Restaurants, bars & entertainment venues won’t trade
- Leisure facilities and personal care services suspended
- Working from home encouraged where feasible
- Local travel discouraged, except for work, education or medical appointments
- Overseas travel not permitted, unless for work
Number of coronavirus (COVID-19) cases in Europe as of November 2, 2020, by country

- Russia: 1,636,781
- France: 1,413,915
- Spain: 1,185,678
- United Kingdom: 1,034,914
- Italy: 709,335
- Germany: 545,027
- Belgium: 440,823
- Ukraine: 395,440
- Poland: 379,902
- Turkey: 377,473
- Netherlands: 359,437
CURRENT ENVIRONMENT IN THE UK

COVID-19 UK GOVERNMENT STIMULUS

- Government-secured bank loans for larger businesses
- Cash grants of £3,000 for small businesses
- Bank of England interest rate reduced to 0.01%
- Business rates abolished this year for retailers
- Government paid 80% of earnings for self-employed workers and furloughed employees
- Deferred VAT payments
CURRENT ENVIRONMENT IN THE UK

COVID-19
How are businesses coping?

• Protecting and retaining staff
• Recovering revenue
• Rebuilding operations
• Re-thinking the organization
• Accelerating the adoption of digital solutions
• Planning the move from Surviving to Thriving
OPPORTUNITIES

• Certain industries are thriving
• UK has many globally strong sectors
• Brexit likely to increase opportunities for US suppliers into UK
• The Government’s Industrial Strategy has highlighted key Industries for growth
• Major cluster development for Life Sciences & Digital Health, Process/Advanced Manufacturing, Aerospace and others
• Considerable funding allocated and investment in industry stimulus programs
OPPORTUNITIES

LIFE SCIENCES & DIGITAL HEALTH

• The UK is globally recognized in health technology research and innovation
• Golden Triangle Cluster: Cambridge, London, Oxford
  3,700 medical technology companies
  115,000 people employed
  Turnover of over £21 bn
• UK strengths lie in medical AI and surgical robotics
• Opportunities for health apps, health-related wearables, home monitoring, patient records, solutions for an aging population
OPPORTUNITIES

MEDICAL DEVICE SECTOR

• The 3rd largest Medical Device sector in Europe and 6th worldwide
• More than 2000 companies, 80,000 direct employees and 250,000 indirect
• Valued at $ 16.8 bn in 2019
• UK strengths lie in orthopedics, imaging, diagnostics and cardiovascular devices

OPPORTUNITIES:

• Sector is very much import-led
• UK government committed to finding novel and innovative technologies
• NHS biggest customer – but the private healthcare sector very accessible
• Good prospects for assistive technologies, electronic monitoring equipment, home care and cancer care technologies, rehab equipment & diagnostics
OPPORTUNITIES

ADVANCED MANUFACTURING

• The 9th largest manufacturing nation in the world
• The sector employs 2.7 million and contributes £192 bn to the economy
• A research & innovation powerhouse
• Many high value manufacturing sectors such as pharmaceuticals, automotive, aerospace, chemicals and electrical/electronic industries

OPPORTUNITIES:

• Impact of Brexit on the UK manufacturing industry
• Nearly half of imports and exports of manufactured goods are with EU
• Government’s £5 bn employment stimulus
OPPORTUNITIES

PROCESS & ADVANCED MANUFACTURING CLUSTER

- The Northern Powerhouse is a strategy to increase economic growth in the North of England
- UK’s largest concentration of Advanced Manufacturing and Chemical production
- Advanced manufacturing includes engineered and automotive parts as well as over 200 aerospace companies
- The Process Industry alone comprises 1,400+ petrochemical, specialty chemical, polymer, biotech, renewables/clean tech and pharma companies

Opportunities exist for US suppliers to partner with UK cluster companies that are benefitting from industry stimulus programs.
OPPORTUNITIES

FOOD & DRINK

• Largest manufacturing sector in the UK with sales of over £74 bn
• Overall food supply chain employs 4 million and generates £121 bn in added value for the economy
• The industry has grown by around 27% in the past 10 years
• Innovation is critical

OPPORTUNITIES:

• Growing demand for health-conscious products
• Innovation in automation, robotics, supply chain & logistics efficiencies convenience and waste minimization
OPPORTUNITIES

ONLINE LEARNING

• Increased adoption of online learning
• Corporate sector showing most growth
• Education is the 2nd largest public service spend in the UK amounting to £91 bn in 2018/19 – approximately 4.2% of national income
• An additional £44 bn is spent on adult training

OPPORTUNITIES:

• New mandates to provide online lessons for schools and universities
• Increased demand for professional development training
Thank you for joining the Webinar

Happy to take Questions

And we look forward to welcoming you
On the GSGP Virtual UK Trade Mission
2021
Multi-Sector Virtual Trade Mission to the United Kingdom

March 8-19, 2021

Similar to an in-person trade mission, each mission participant will receive a customized schedule of B2B meetings to meet with prospective customers and business partners.

Benefits to Virtual Meetings:
• Wider footprint--target meetings in all of the United Kingdom rather than one/two cities/regions in person.
• Flexible 2-week time frame. Meetings held between 2-4 p.m. UK time.
• Reduced costs – no travel costs or time away from the office.

Virtual Mission Costs:
Participation Fee: US $1,000 per company*  
Brief Market Research & Customized Appointment Setting Fee*: US $4,000

* Grant funding is available in many States to offset from 50-75% of mission costs. In Ohio and Michigan, the market research and appointment setting is complimentary.

Registration Deadline: December 17, 2020

http://www.gsgp.org/projects/international-trade/trade-missions/
Healthcare Sector Virtual Trade Mission to the U.A.E.

February 1-11, 2020

KEY OPPORTUNITIES INCLUDE:

- Medical Equipment & Devices • Disposables & Consumer Goods
- Imaging & Diagnostics • Wellness & Prevention
- Healthcare & General Services • Healthcare Infrastructure & Assets
- IT Systems & Solutions • Orthopedics & Physiotherapy/Rehabilitation
- Healthcare Innovation & Digital Health

Virtual Mission Costs:
Participation Fee: US $1,000 per company*
Brief Market Research & Customized Appointment Setting Fee*: US $3,000

* Grant funding is available in many States to offset from 50-75% of mission costs. In Ohio and Michigan, the market research and appointment setting is complimentary.

Registration Deadline: December 15, 2020

Join us Thursday, November 5 at 10:00 a.m. Eastern for a FREE “Healthcare Opportunities in the U.A.E. Webinar”. Register at https://register.gotowebinar.com/register/7440760633445096205

http://www.gsgp.org/projects/international-trade/trade-missions/
Grant funding is available in many States to offset travel costs and mission fees.

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Questions?
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