



- International Trade Advisers – Generalists and Specialists
- Market Research - Market Selection Exercise
- Export Opportunities
- e-Exporting
- Overseas Market Introduction Service (OMIS)
- Trade Missions - virtual
- Events and Seminars - virtual
- Masterclasses/Webinars - virtual
- Universities - Post Graduates
- UK Export Finance (UKEF)
- Internationalisation of company website



Department for
International Trade

International Trade Advisers (ITAs)

- ITAs are the backbone of HMG's support to SMEs to export

7	Delivery partners	c. 275	International Trade Advisers
9	Regional contracts	c.170	Supporting staff

ITAs are DIT's face-to-face channel for export support. They work directly with businesses across England helping them to internationalise through starting or extending exporting. The support they provide typically includes:

- Preparing a strategy to develop exports
- Identifying markets to export to
- Providing cultural and market advice
- Support with tailoring products
- Advice on trade missions and events
- Helping business find support in new markets
- Helping businesses to access export opportunities
- Linking businesses to sources of finance



NOTE: The size of the Manufacturing Equipment sector is estimated to be worth > £50bn. This is based on internal analysis of export statistics produced by HM Revenue and Customs (Uktradeinfo) and data from MAKE UK



Impartial advice and strategic support

- Strategic and export-related business advice.
- Market information and research.
- Assistance in identifying partners and potential customers.
- Support before and during overseas market visits.
- Identification of export opportunities.





E-Exporting Programme

- Support for Retailers and Brands to grow e-Commerce
 - Advice from Digital Trade Advisers
 - Ensure optimisation of your online presence
 - DIT have negotiated discounted rates for UK retailers and brands on some of the world's major e-commerce platforms and e-marketplaces, inc. Amazon (US), Mercado Libre (Latin America) and Alibaba (China).
- In 2020 87% of UK households made online purchases.
 - UK is the third largest market worth \$117.5bn
 - The market grew by 30% in 2020, which is impressive for a large and mature market.



- Market intelligence to enable effective entry evaluation
- Tailored introduction to desired contacts in foreign markets, potential partners, and buyers
- Bespoke support from DIT staff and accredited overseas partners such as Chambers of Commerce
- Assistance from Embassies, Consulates and Partners
- A chargeable service that saves you time and money, providing reports and follow-up





UK Export Finance support

UK Export Finance is the UK's export credit agency. It can:

- **Help** UK exporters by providing insurance to exporters and guarantees to banks to share the risks of providing export finance
- **Make loans** to overseas buyers of goods and services from the UK
- **Insure** UK exporters against non-payment by their overseas buyers
- **Help** overseas buyers to purchase goods and services from UK exporters by guaranteeing or funding bank loans to finance the purchases



UK Export
Finance



→ [Coronavirus \(COVID-19\)](#) | National lockdown: stay at home

→ [Brexit](#) | Check how the new rules affect you

[Home](#) > [Organisations](#)



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[great.gov.uk: support for exporters and inward investors](#)

[Look up tariffs for importing into the UK from 1 January 2021](#)

[The UK's trade agreements](#)

[Transition period enquiries from UK-based businesses: contact form](#)

[UK-EU trade agreement \(including summary explainer\)](#)

Featured



29 December 2020 — Press release

[UK and Turkey sign trade deal](#)

The UK and Turkey have locked in tariff-free trading arrangements, which will support our trading relationship worth £18.6 billion in 2019, and committed to working towards a more ambitious trade agreement in the future.



16 December 2020 — News story

[The UK welcomes the Ottawa Group's Trade and Health Initiative](#)

A statement from the International Trade Secretary Liz Truss welcoming the Ottawa Group's Trade and Health Initiative.



16 December 2020 — Press release

[HMG suspends import tariffs on Covid-19 products to fight virus](#)

Tariffs suspended on a wide range of goods in the fight against Covid-19 including face masks, gloves and other protective equipment.



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For UK businesses

For international businesses



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Find international opportunities for your business

[View export market guides](#)

How the Department for International Trade helps



COVID-19





You are not alone - Regional Support

- International Trade Advisers – Generalists and Specialists
- International Communication Consultants
- Language and Communication Specialists
- Market Research Advisers
- Digital Advisers
- Overseas Commercial Officers
- UK Export Finance
- Local Enterprise Partnerships (LEP)
- UK and Overseas Chambers of Commerce
- Overseas Business Networks



HM Government





Kathryn M. Borg LLB(hons), MEx

International Trade Adviser

Specialisations: Global Sports, Malta, Libya

Region: East Midlands

Mobile: +44 (0)7824 481768

E-mail: kathryn.borg@mobile.trade.gov.uk



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Export
Academy

Export Support for Derbyshire Businesses



East Midlands Export Support

Export Growth Plan

- Levelling up agenda – Midlands Engine, Northern Powerhouse and South West
- Additional financial support and expertise available to businesses
 - 64 new ITAs – 2 in the East Midlands
 - The Export Academy
 - Internationalisation Fund



The Export Academy

- Build the capabilities of smaller businesses to trade internationally
- 10 one hour modules – free, mix & match:
 - Benefits and barriers to exporting
 - International market research
 - Export procedures
 - Pricing strategy
 - Understanding customs procedures, tariffs and export controls
 - Understanding international commercial terms
 - Getting paid
 - Selling services (2 webinars)
- Register now at **www.events.great.gov.uk/ExportAcademy**



Internationalisation Fund

- Launched Jan 2021
- Match-funded grants of between £1,000 and £9,000 are available for future activity (subject to eligibility and availability).
- Intervention rate of 50 or 60% (dependent on location).
- The fund can be used to support areas including (but not exclusively limited to):
 - International market research
 - IP advice
 - Translation services
 - International social media/SEO
 - Consultancy and other international commercial services
 - Trade fairs (where no TAP funding is available)
 - Independent market visits
- Two stage process - EOI and full application.



To conclude

- We educate and train new exporters
- We help them to develop an Export Action Plan
- We support them as they execute that plan



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Contact:

Kerry Bailey, International Trade Adviser D2N2,
Department for International Trade East Midlands

Email: Kerry.bailey@mobile.trade.gov.uk

Mobile: 07867 154 333