



Department for
Business & Trade

EXPORTING FOR GROWTH DBT SERVICES IN THE NATIONS



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FOREWORD



Lord Offord
Minister for Exports

UK Government-commissioned research published in 2021 by the Fraser of Allander Institute estimates that exports supported 6.5 million jobs across the UK in 2016, with the research suggesting 74% of those were outside London.¹ Exporting companies are 21% more productive² and pay 7% higher wages than the national median wage.³

To expand these benefits, I am keen to support a much wider range of businesses to realise their global trade ambitions, boosting economic growth, jobs and wages across every Nation, region and community in the UK. That is why DBT Ministers have committed to an ambition to boost exports from UK companies to £1trn by 2030 – intended to be achieved by working with business.

Businesses across Scotland, Wales and Northern Ireland already demonstrate exciting strengths in key sectors with growing export potential, from fintech to food and drink; space to life sciences; and advanced manufacturing to renewable energy.

¹ Department for International Trade, Evaluating the impact of exports on UK jobs and incomes. Published: 10 March 2021.

<https://www.gov.uk/government/publications/evaluating-the-impact-of-exports-on-uk-jobs-and-incomes>

² ONS UK trade in goods and productivity: new findings. Published: 06 July 2018.

<https://www.ons.gov.uk/economy/economicoutputandproductivity/productivitymeasures/articles/uktradeingoodsandproductivitynewfindings/2018-07-06>

³ Department for International Trade, Evaluating the impact of exports on UK jobs and incomes. Published: 10 March 2021.

<https://www.gov.uk/government/publications/evaluating-the-impact-of-exports-on-uk-jobs-and-incomes>

DBT aims to ensure DBT services are available in every part of the UK. If you can get a service from us in Birmingham, it should be available in Belfast. From Exeter to Edinburgh, and Coventry to Cardiff, we aim to ensure that equivalent DBT service is accessible to businesses. It means that our suite of services has recently expanded in the nations, recognising that DBT is funded to provide a UK-wide offering.

This document sets out, in one place, DBT's suite of services available to businesses in Scotland, Wales and Northern Ireland. It aims to help companies understand what help they are eligible for, and how to access it. All our services within the UK are free to businesses.

We work in partnership with the Scottish Government and Scottish Development International, with the Welsh Government, and with Invest Northern Ireland and the Northern Ireland Executive. In each Nation, both governments have concurrent powers to offer export promotion and inward investment services. This means they can both provide services to businesses. All Governments agreed a Memorandum of Understanding⁴ about how we work together to help ensure our services are complementary. This principle of complementarity underpins the initiatives set out in this DBT engagement paper.

The UK Government wishes to ensure there is 'no wrong door' for businesses to access support, irrespective of the provider. We set out more detail here on the fit between services, and I would encourage every business to access all the best support available to them from whichever government/government-funded provider. There is plenty of work to be done by all providers!

Given the UK Government's reserved powers, such as around government-to-government interventions to remove barriers, ensuring access to international markets, there are some services that DBT uniquely offers. We set out

how a company already getting help elsewhere can access such additional services, alongside access to our international footprint in over 100 countries, or referral to UK Export Finance.

In the next year, DBT will newly be expanding its in-person support to Scotland, Wales and Northern Ireland. This will provide an equivalent service to the dedicated 1-2-1 support that English businesses can already get from a DBT International Trade Advisor. We will work with the Devolved Administrations, their agencies and other stakeholders to ensure that such additional DBT resource will be complementary to existing support, including existing trade advisors/trade specialists in the nations.

I am very excited about this development and opportunity to help even more businesses realise their exporting ambitions. DBT wants to do this in a way that best meets business needs, so we have some questions about key aspects of shaping and introducing that new service, which you will find on page 33. Please let us know what you think by responding to the questions before 23:59, Wednesday 16th November 2023.

A handwritten signature in black ink, appearing to read 'M. J. Ford', with a horizontal line underneath it.

⁴ Devolution: memorandum of understanding and supplementary agreement. Published 1 October 2012.
<https://www.gov.uk/government/publications/devolution-memorandum-of-understanding-and-supplementary-agreement>

DBT'S APPROACH, STRATEGY AND SERVICES



THE CASE FOR EXPORTS

Exports are central to increased growth, higher wages, and greater opportunities. UK Government-commissioned research, published in 2021 by the Fraser of Allander Institute, estimates that exports supported 6.5 million jobs across the UK in 2016, with 74% of all UK jobs supported by exporting - both directly and indirectly through supply chains - outside London.⁵ Businesses that export are 21% more productive⁶ and pay 7% higher wages.⁷ DBT is keen to ensure ever greater benefit across all parts of the UK, helping more businesses and bringing the prospect of boosted wealth to every nation, region and community.

The UK exported £815.2bn⁸ worth of goods and services (in 2022), but in 2021 only 1 in 9 GB companies exported.⁹ The potential is great – 1 in 7 UK firms (with £500K+ turnover) have a product or service that could be exported but currently is not, with 1 in 3 businesses interested in taking up government support¹⁰.

The UK Government wants considering exporting, or expanding exports, to be a regular part of the strategic decision making of every business with a suitable product or service. Whilst exporting will not be the right choice for every business at a point in time, there are exciting opportunities that could be unleashed if more companies could be helped to realise their goals. Many smaller SMEs are not in a position to recruit dedicated export managers. A number of DBT services especially target help to these companies.

There are growing global opportunities for exporting companies too. Rapid economic growth in the Indo-Pacific region is shifting the world's centre of economic gravity. According to a Google-led study, by 2030, ASEAN's digital economy alone is projected to hit \$1 trillion and DBT calculations estimate that by 2035 over half of the world's middle-class consumers are expected to be in the Indo-Pacific¹¹. DBT assessments show that the UK's comparative advantage in exporting high quality goods and services is particularly adapted to exploiting these markets¹².

5 Department for International Trade, Evaluating the impact of exports on UK jobs and incomes. Published: 10 March 2021.

<https://www.gov.uk/government/publications/evaluating-the-impact-of-exports-on-uk-jobs-and-incomes>

6 ONS UK trade in goods and productivity: new findings. Published: 06 July 2018.

<https://www.ons.gov.uk/economy/economicoutputandproductivity/productivitymeasures/articles/uktradeingoodsandproductivitynewfindings/2018-07-06>

7 Department for International Trade, Evaluating the impact of exports on UK jobs and incomes. Published: 10 March 2021.

<https://www.gov.uk/government/publications/evaluating-the-impact-of-exports-on-uk-jobs-and-incomes>

8 ONS UK balance of payments Q1 2023. Published: 30 June 2023. Next Release: 29 September 2023 (data for 2022 will be revised in September).

<https://www.ons.gov.uk/economy/nationalaccounts/balanceofpayments/bulletins/balanceofpayments/previousReleases>

9 Annual Business Survey exporters and importers 2021. Published 1 June 2023. <https://www.ons.gov.uk/releases/annualbusinesssurveyexportersandimporters>

[annualbusinesssurveyexportersandimporters](https://www.ons.gov.uk/releases/annualbusinesssurveyexportersandimporters)

10 DBT National Survey of UK Registered Businesses 2022. Published 9 August 2023.

<https://www.gov.uk/government/statistics/dbt-national-survey-of-registered-businesses-exporting-behaviours-attitudes-and-needs-2022>

11 DBT Global Trade Outlook. Published 28 February 2023.

<https://www.gov.uk/government/publications/global-trade-outlook-february-2023-report>

12 DBT Global Trade Outlook. Published 28 February 2023.

<https://www.gov.uk/government/publications/global-trade-outlook-february-2023-report>

DBT'S EXPORT STRATEGY - MADE IN THE UK, SOLD TO THE WORLD

DBT announced a refreshed UK Government Export Strategy: *Made in the UK, Sold to the World*¹³ in November 2021, evolving support for exporters to deliver jobs, higher wages and increased productivity across every part of the UK.

The Secretary of State has confirmed the ambition set out in the Export Strategy: of growing UK exports every year until the Race to a Trillion is hit - selling over a trillion pounds of goods and services to the world a year by 2030.

To deliver on this ambition, the strategy seeks to address a range of barriers to exporting experienced by UK businesses, particularly

SMEs, such as lack of knowledge, or constraints in capacity and networks. The UK Government is committed to working with businesses to help them to succeed in the global marketplace.

Each of the Devolved Administrations has also articulated their own ambition for exports growth and set out their strategies to achieve that. The UK Government's Export Strategy will bolster and complement *Scotland: A Trading Nation*¹⁴, *Wales' Export Action Plan for Wales*¹⁵ and Northern Ireland's *10X Economy vision and Trade Investment for a 10X Economy*¹⁶. The campaigns and messaging for the Export Strategy have been made nation- and locality-specific to ensure local economies and prominent national sectors are amplified.

13 UK Government Export strategy: *Made in the UK, Sold to the World*. Published 17 November 2021.

<https://www.gov.uk/government/publications/export-strategy-made-in-the-uk-sold-to-the-world>

14 *Scotland: a trading nation*. Published 1 May 2019.

<https://www.gov.scot/publications/scotland-a-trading-nation/>

15 *Export Action Plan for Wales*. Welsh Government. Published December 2020.

<https://www.gov.wales/sites/default/files/publications/2020-12/export-action-plan.pdf>

16 Department for the Economy "Trade and Investment for a 10X Economy". Published 1 June 2021.

<https://www.economy-ni.gov.uk/publications/trade-and-investment-10x-economy-priorities-northern-irelands-inward-investment-trade-and-exports>

There is scope to increase the number of businesses exporting and the value of exports in each nation. Specifically, the following relative opportunities might be maximised in each nation:

- > Scotland already has relatively strong export value, and alongside growing this, will especially benefit from an increased number and range of exporting businesses, to generate an exporting base closer to the UK average. This could help build a pipeline of companies to grow to be the larger businesses and exporters of the future.
- > Northern Ireland has the unique benefit in the UK of a land border with the EU. Whilst a high number of businesses export across this border, the overall value of exports could increase, and also broaden significantly internationally beyond its current key markets.
- > In Wales, the available data shows that the value of exports per VAT registered business is relatively high, and we wish to continue to support this. There is the opportunity to focus on growing the overall number of businesses that export, supporting businesses across all of Wales.

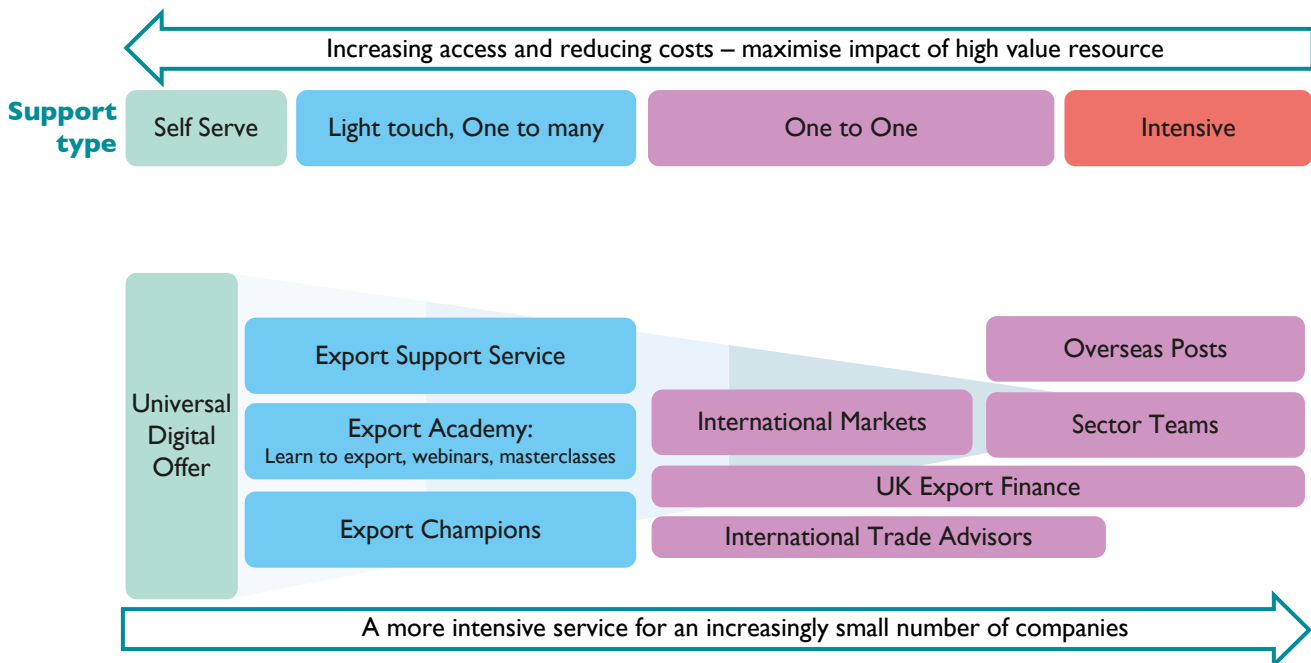
These conclusions will shape the introduction of one-to-one DBT support in each Nation.



DBT'S SERVICES

To deliver the Export Strategy, DBT provides a range of services, progressing from digital guidance and tools for all companies to bespoke support to businesses meeting certain criteria. The chart below shows how DBT's services fit together, and the table sets out what each offers, how to access the service, and summarises company eligibility.

Our Export Support Offer



Exporting for Growth - DBT services in the Nations

Export Support	How to Access	Eligibility
<p>Great.gov.uk is DBT's externally facing website that promotes the export services and content DBT offers to help businesses start and increase exporting, including:</p> <ul style="list-style-type: none"> > Learning how to export successfully and identify the best export market; > Creating a tailored online export plan; > Finding and applying for relevant international business opportunities and selling directly through overseas ecommerce platforms; > Connecting with DBT's regional network of International Trade Advisors. 	<p>www.great.gov.uk http://www.great.gov.uk/</p>	<p>Any business.</p>
<p>Businesses can report a trade barrier or raise a market access issue with DBT. An initial response is provided within 5 working days.</p>	<p>www.great.gov.uk/report-trade-barrier</p>	<p>Any business.</p>
<p>The Export Support Service provides a primary point of contact for businesses exporting to any country in the world except Ukraine, Russia or Belarus.</p> <p>There is a dedicated online specialist service regarding trading with Russia, Ukraine and Belarus.</p>	<p>www.gov.uk/ask-export-support-team</p>	<p>Any business, usually those already exporting.</p>
<p>The Export Academy is a free, user-friendly, comprehensive learning and development programme. Foundation courses (beginner modules) introduce businesses to key exporting basics, including how to create an export action plan, identify a target audience, conduct market research, understand customs documentation and much more.</p> <p>Masterclasses (intermediary modules) explore specialised areas in more detail – from opportunities in specific markets to sector focused workshops.</p>	<p>https://www.great.gov.uk/export-academy/</p>	<p>Any business, usually new or expanding exporters.</p>
<p>Export Champions are current business leaders who help businesses build exporting confidence and learn from exporting successes through business-to-business networking and peer-to-peer learning.</p>	<p>Contact: ExportChampions@trade.gov.uk</p>	<p>Any business, usually new or expanding exporters.</p>

Exporting for Growth - DBT services in the Nations

Export Support	How to Access	Eligibility
<p>UK Export Finance (UKEF) is the UK's export credit agency. It supports UK exporters by providing risk protection insurance, facilitating finance for exporters and supporting loans to overseas buyers.</p>	<p>https://www.great.gov.uk/trade-finance/</p>	<p>All businesses.</p>
<p>International Trade Advisors (ITAs). In England, regionally based ITAs provide tailored account management support to SMEs with the greatest export potential. ITAs help businesses achieve commercial success by introducing them to potential clients, supporting international tradeshow activity, or helping them access DBT's trade missions, specialist sectoral and international support. They also diagnose companies' needs, give advice on market entry and support production of an action plan. They can help businesses to overcome specific export barriers. An experienced ITA will likely have a proactive portfolio of 50-75 businesses. DBT proposes extending the principle of this intensive one-to-one support into Scotland, Wales and Northern Ireland in a form complementary to existing initiatives.</p>	<p>https://www.great.gov.uk/contact/office-finder/</p>	<p>In English regions, new or growing SME exporters with a product or service suitable for export, and an export plan.</p> <p>Company turnover above £500k is usually required, but there can be exceptions e.g. in rural or low exporting areas.</p>
<p>International Markets. As part of the export support service, businesses can access tailored in-market export support through nine international market hubs: North America, Latin America and the Caribbean, Middle East, Afghanistan and Pakistan, Africa, Europe, Eastern Europe and Central Asia, South Asia, Asia Pacific and China.</p> <p>Businesses can expect to receive:</p> <ul style="list-style-type: none"> > one-to-one advice from an in-market trade advisor to consider next steps; > access to a wide range of sector reports, market intelligence, and guides; > introductions to a network of private sector service providers to help businesses with issues including local accountants, legal experts, and sector specialists. These involve commercial fees. 	<p>Referral is usually through an ITA, or DBT Nation team.</p> <p>https://www.gov.uk/guidance/access-international-market-export-support</p>	<p>In addition to ITA criteria, businesses should have some experience of exporting and be looking to enter or expand in a new market.</p>

Exporting for Growth - DBT services in the Nations

Export Support	How to Access	Eligibility
<p>Overseas Posts. DBT has 1,400 staff in teams in more than 100 countries, providing international support for UK businesses.¹⁷ These teams can put UK businesses in touch with buyers, provide expert advice on doing business in more challenging markets, and help unlock trade barriers. They are grouped in 9 international regions, each led by one of the DBT Trade Commissioners.</p>	<p>Referral is usually through an ITA, or DBT Nation or sector team. DAs and their agencies also make referrals.</p>	<p>Primarily larger, experienced exporters with products / services closely aligned to market needs.</p>
<p>Sector teams comprise specific expertise. They will design and deliver webinars, missions, meet the buyer events, and content for online resources. Sectoral experts also feed into DBT's Free Trade Agreement and market access barrier work; export policy; and inward investment.</p> <p>DBT's sector teams cover:</p> <ul style="list-style-type: none"> > Agriculture, food and drink; > Defence and Security; > Science and Technology; > Services and Skills; and > Sustainability and Infrastructure. 	<p>Referral is usually through an ITA, or DBT Nation team. DAs/their agencies work in partnership and also make referrals.</p>	<p>Mostly working with the largest UK exporters in each sector.</p>

¹⁷ DBT Worldwide Office. Published 14 April 2023. Last updated 13 July 2023. <https://www.gov.uk/government/publications/dbt-worldwide-offices>

DBT'S INTERNATIONAL NETWORK AND THAT OF THE DEVOLVED ADMINISTRATIONS

A critical aspect of DBT's export support framework is its extensive global reach. DBT has 1,400 staff in teams in over 180 markets, across more than 100 countries worldwide; these are grouped in 9 regions, each headed by a Trade Commissioner. Additionally, 36 Prime Ministerial Trade Envoys cover 66 markets and engage where substantial trade and investment opportunities have been identified by UK Government.

UK Government and Devolved Administration officials work closely together as part of the overseas network. SDI has c.100 staff, across 23 different countries¹⁸, Welsh Government has 20 international offices in 11 countries¹⁹ and Invest Northern Ireland has over 50 staff in 25 locations around the world²⁰, all supporting exports and inward investment. The majority of these staff are co-located with DBT in UK Embassies around the world.

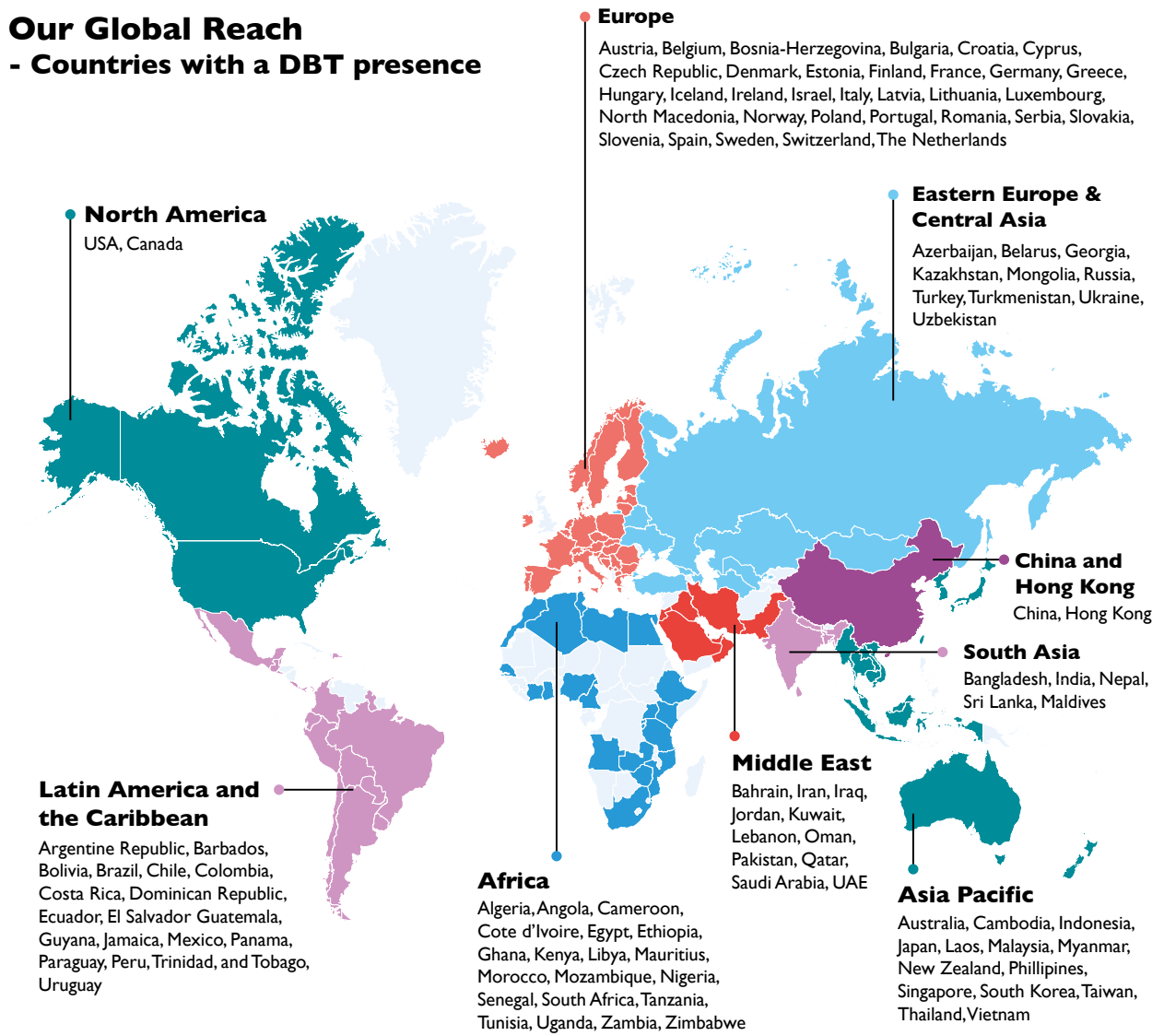


18 SDI Global Offices. <https://www.sdi.co.uk/about-us/global-offices>

19 Welsh Government International Offices. <https://www.gov.wales/international-offices>

20 Invest Northern Ireland International Teams. <https://www.investni.com/international-business/our-international-teams>

Our Global Reach - Countries with a DBT presence



Note: This map should not be taken as representative of the UK government's view of boundaries or political status.

Exporting for Growth - DBT services in the Nations

Devolved Administration presence overseas		
Scottish Gov/SDI	Welsh Government	INI
USA	Belgium	Australia
Canada	Canada	Belgium
Australia	China	Canada
China	Ireland	Chile
Hong Kong	France	China
Japan	Germany	Denmark
India	India	Egypt
Singapore	Japan	France
Belgium	Qatar	Germany
Denmark	United Arab Emirates	India
France	USA	Ireland
Germany		Italy
Ireland		Japan
Italy		Mexico
Netherlands		Netherlands
Poland		Qatar
Spain		Saudi KSA
Switzerland		Singapore
UAE		Spain
		South Africa
		South Korea
		UAE
		USA

THE CONTEXT IN SCOTLAND, WALES AND NORTHERN IRELAND



CURRENT EXPORTING PERFORMANCE IN SCOTLAND, WALES AND NORTHERN IRELAND AND OPPORTUNITIES FOR GROWTH

The section below summarises some helpful top-level information on current exporting performance. A fuller breakdown of the statistics, including trends, charts, and notes on the data is set out in the Analytical Annex.

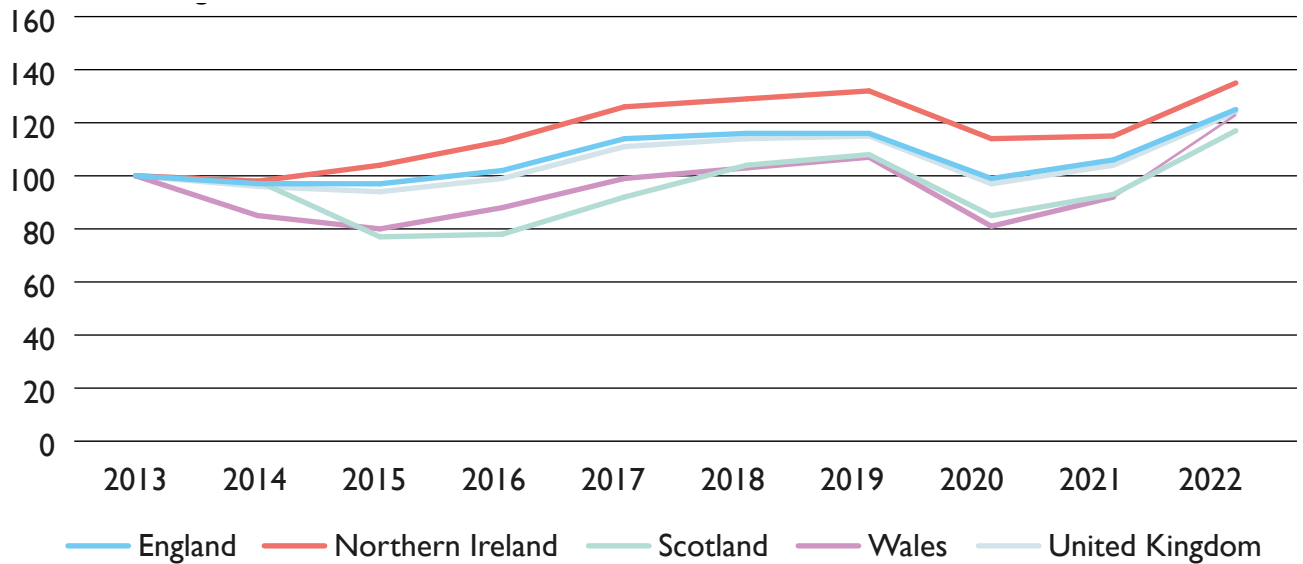
Note there are differences between the ONS and HMRC trade data used by the UK government, and the trade data published by the Devolved Administrations.²¹ These differences are due to different data sources and methodologies. One inconsistency is that the Scottish Government exclude oil and gas from their trade statistics, whereas these commodities are included in the ONS and HMRC figures. Table 2 in the Analytical Annex sets out HMRC export figures excluding fuels.

Figure 1 below sets out goods export performance, indexed to enable comparison between all four nations.



²¹ <https://analysisfunction.civilservice.gov.uk/policy-store/a-user-guide-to-regional-trade/>

Figure 1: UK Nations goods exports (current prices) trends, Index (2013 = 100)²²



Source: HMRC Regional Trade Statistics Q1 2023 Note: base year chosen as 2013 as this is when the data series begins, goods exports excluding fuels is available in the analytical annex (table 2).

In monetary values, each of Scotland, Wales and Northern Ireland saw increases in total goods exported between 2013-2019, although Scotland’s goods exports were significantly more volatile due to fluctuations in oil prices. UK goods exports saw higher levels of volatility between 2019 and 2022 due to the impact of the COVID-19 pandemic, global recession, supply chain disruption, adjusting to the new trading relationship with the EU, Russia’s invasion of Ukraine, price inflation, and changes to HMRC data collection methodology.

In 2022, between 50% and 60% of goods exports across England, Scotland, and Wales went to the EU. This is in comparison to 64% in Northern Ireland which increased from 58% in 2016, in part due to the shared border with the Republic of Ireland. A lower proportion of services exports go to the EU at 32% to 36% in 2021 for England, Scotland, and Wales, and 38% for Northern Ireland.

The table below shows a comparison of some key snapshot metrics.

²² HMRC Regional Trade Statistics Q1 2023. <https://www.uktradeinfo.com/trade-data/regional/>

Exporting for Growth - DBT services in the Nations

Table I: Key metrics relating to businesses, exporters and exports in each nation

	Total UK	Scotland	Wales	NI	England
Number of VAT registered businesses 2022²³	2,767,700	173,650	108,055	77,950	2,408,045
% of VAT-registered businesses 2022	100%	6%	4%	3%	87%
Number of businesses exporting in 2021^{24 25}	299,900	14,800	8,400	16,400	260,300
Value of goods exports (2022) HMRC, £Bn²⁶	333.7	36.3	20.5	9.3	267.6
Goods exports per VAT-registered business (2022)^{27 28}	£120,585	£209,121	£189,605	£119,548	£111,136
Value of services exports (2021) ONS, £Bn	330.7	23.2	6.8	4.1	296.6
Services exports per VAT-registered business (2021)	£119,496	£133,608	£63,135	£52,085	£123,190
Total value of exports (goods and services) (2021) ONS, £Bn²⁹	654.0	50.1	23.8	13.2	539.2

Note: UK trade figures are included as guidance only, as they are not the preferred sources. The preferred source for trade at the UK level is the monthly ONS UK trade

23 ONS UK business; activity, size and location 2022. Published 28 September 2022. <https://www.ons.gov.uk/businessindustryandtrade/business/activitysizeandlocation/bulletins/ukbusinessactivitysizeandlocation/2022>

24 ONS Annual Business Survey exporters and importers. Published 1 June 2023. <https://www.ons.gov.uk/releases/annualbusinesssurveyexportersandimporters>

25 NISRA Northern Ireland Economic Trade Statistics (NIETS). Published 14 December 2022.

Data for the number of businesses exporting from NI are available from the NISRA data portal <https://data.nisra.gov.uk/> Search for: NIETS Number of External Sellers and Exporters

26 HMRC Regional Trade Statistics Q1 2023.

<https://www.uktradeinfo.com/trade-data/regional/>

27 HMRC Regional Trade Statistics Q1 2023.

<https://www.uktradeinfo.com/trade-data/regional/>

28 ONS UK business; activity, size and location 2022. Published 28 September 2022. <https://www.ons.gov.uk/businessindustryandtrade/business/activitysizeandlocation/bulletins/ukbusinessactivitysizeandlocation/2022>

29 ONS Subnational Trade in Services 2021. Published 28 June 2023.

<https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/datasets/subnationaltradeinservices>

DBT'S WORK TO DATE IN THE NATIONS

DBT Scotland, DBT Wales and DBT Northern Ireland, also termed 'hubs', are based in Edinburgh, Cardiff and Belfast. Two opened in 2021, with DBT Northern Ireland following in spring 2022. The nations' teams are dedicated to helping businesses:



export more;



attract more investment; and



realise the opportunities of Free Trade Agreements.

The teams themselves are compact, with fewer than 40 people across Scotland, Wales and Northern Ireland combined. They articulate and promote DBT's services, connecting businesses as appropriate. They leverage the depth and breadth of the department's expertise and networks, including internationally.

Alongside building strong relationships with each Devolved Administration and trade agency, hubs have sought to build effective links with business representative organisations; trade bodies; and exporting companies themselves. These links have helped shape DBT's export services. DBT aims to ensure there is 'no wrong door' for businesses to access export support, irrespective of the provider.

The teams have already worked to expand DBT's services within Nations. In early 2022, the Export Academy opened to businesses in Scotland, Wales and Northern Ireland. In partnership with the Devolved Administrations and their agencies, work with stakeholders continues to encourage businesses to sign-up to the Academy, ensuring content is tailored to the needs of local businesses, and connecting businesses to the right subsequent services from whichever government or agency is best placed.

Nations' hubs also worked with partners during 2022 on how Export Champions could be introduced. 28 Export Champions from across Scotland, Wales and Northern Ireland, were announced by DBT's Secretary of State in November 2022. Recruitment of additional Export Champions in the last month has almost doubled that number. Many have already contributed the voice of nations' businesses to key platforms and events such as the UK-US SME Dialogue and presenting their companies and products to the Secretary of State and UK Board of Trade in Cardiff. Others have fed their expertise directly into Whitehall policy development or taken active steps to promote exporting within their communities.

Exporting for Growth - DBT services in the Nations

Each hub includes specific sectoral experts, covering areas of strength in each nation. They can help connect growing businesses to the central DBT sectoral or international teams, and aim to ensure stronger representation of Scottish, Welsh and Northern Ireland businesses in UK-level missions, 'meet the buyer' events and other activities. There is also resource to help businesses in Scotland, Wales and Northern Ireland understand and shape Free Trade Agreements or identify and reduce market access barriers.

Events are being designed and delivered by nations teams themselves, and more of DBT's wider events and experts have been drawn to nations. Since 2022, six Trade Commissioners, or their deputies, visited nations to see businesses, or hold events. Sector leads also ensure the 'voice' of enterprise across Scotland, Wales and Northern Ireland is well heard and represented at the heart of the UK Government.

Nations' highlights

- > 1100 export academy registrations in Scotland, Wales and NI.
- > 54 export champions for Scotland, Wales and NI.
- > Over 20 trade policy events held with businesses and business representative groups.
- > Over 20 inward visits and delegations, including a London Fintech Week delegation visit to Cardiff, an expo for Chinese buyers in Belfast and pharmaceutical businesses and regulators from Brazil.
- > Over 20 tradeshow events and side events, including Summer Fancy Food, Bio, JP Morgan Healthcare conference, Kidscreen, Photonics West (USA), MEDICA and Bremen Space Summit (Germany), Seafood Expo Global, Mobile World Congress (Spain), SIAL (France), Money 2020 (Netherlands), THAIFEX (Thailand).
- > Visits from 6 trade commissioners and their deputies as well as visits from ambassadors and high commissioners.
- > Over 25 other high profile trade promotion events including: a USA-Wales trade event during the Men's World Cup; the Board of Trade (Lifesciences) held in Cardiff; DBT Scotland's own Let's Get Exporting Roadshow across 5 cities; joint funded events with Scottish Development International including at the Scottish Fintech Festival, Boutique Design New York; multiple events in partnership with Invest NI to promote UK Export Academy; partnership with eComm Live for two exhibitions attended by over two hundred people in Belfast.
- > Attendance by businesses from Scotland, Wales and Northern Ireland on DBT missions across key sectors and international markets.
- > The Northern Ireland Investment Summit (NIIS) was held on 12-13 September 2023 in Belfast. This was a key economic moment in 2023, with a strong positive narrative around NI growth and prosperity.

THE 'FIT' OF DBT EXPORT SUPPORT WITH DEVOLVED GOVERNMENTS' SERVICES

Scotland

The Scottish Government's export strategy (Scotland: A Trading Nation³⁰), sets a target of increasing exports to 25% of GDP by 2029. It's estimated that this would contribute around £3.5bn to Scottish GDP, create around 17,500 jobs and add around £500m in tax to the Scottish economy every year. In line with A Trading Nation, Scottish Development International - the international division of Scottish Enterprise, Scotland's national economic development agency - implements a segmented approach to export support based on the export growth potential of businesses in Scotland. It identifies 15 priority markets, such as the EU and North America, where the majority of Scottish Government support is focused, as well as a further 11 markets of interest where there are more specific sectoral opportunities. The strategy also recognises that there are opportunities for Scottish businesses in other emerging markets and the Scottish Government has committed to monitor them closely, scaling up in-market support as required.

SDI offers in-person support through its international trade specialists, targeting a segmented cohort of companies identified as having the potential to make the greatest contribution to growing Scotland's exports; this target segment initially comprised around 1200

exporting businesses, but has been regularly reviewed. New businesses for example are able to join this target segment as part of their growth path, with in-person support also offered to assist a pipeline of companies during the early stage of the export journey. Beyond this, businesses are eligible for several wider, one to many and online services, including the 'Prepare to Export' programme; these are summarised below. Many of these services are available to all businesses.

The wider Scottish public sector export support ecosystem has several components, services and resources offered through enterprise agencies, Business Gateway and other initiatives. Beyond internationalisation, other enterprise agency services support companies to grow domestically. This could position them well to export in the future. The private sector also offers a range of export supports, including Business Representative Organisations (BROs), trade bodies, chambers of commerce, and banks.

Existing DBT support already complements Scottish Government and other Scottish public sector engagement, and both delivery teams work closely together. Businesses in receipt of in-person support from SDI or SE can also access further or unique services from DBT and are often referred for such support by SDI. For example, only DBT has legal powers to work to resolve market access barriers; UK Export

³⁰ Scotland: a trading nation. Published 1 May 2019.
<https://www.gov.scot/publications/scotland-a-trading-nation/>

Exporting for Growth - DBT services in the Nations

Finance uniquely has the powers and services to support businesses across the UK. DBT's wide global footprint can help companies in markets where SDI does not retain a presence, such as across Latin America.

DBT Scotland has identified significant Scottish business competitive advantage in sectors that are key to delivering the UK's 'race to a trillion' export ambition. These include Energy Transition & Decarbonisation, Renewables, Financial and Professional Business Services, Healthcare and Life Sciences, Space, Tech and Food and Drink. DBT Scotland will also look to maximise related cross sectoral opportunities such as around green finance, artificial intelligence and quantum technology.

Businesses tell DBT Scotland that they have been experiencing growth across North and Latin America, in the Gulf, and across various parts of Asia Pacific in particular. Our team will look to support such growth, alongside ongoing work relating to trade with European nations, and seeking to help companies realise opportunities in India, Australia and New Zealand and CPTPP.

The extension of further DBT support, including one-to-one support, would look to increase the pipeline of exporting businesses. This would specifically focus on businesses with exporting potential but not currently identified within the target segment, that is those new to exporting, or with potential to increase their market reach. The aim would be to strengthen the overall Scottish exporting base for the future, and to help grow more larger enterprises. DBT will work with SDI and all other stakeholders to ensure such pipeline development is complementary to existing initiatives.

On the basis of caseload averages in English Regions, DBT in-person support could potentially help accelerate the exporting journey of around an additional 600-900 companies in Scotland. The pipeline for these companies would be generated in several ways including by Export Academy foundation participants, ESS or Export Champion referrals, and businesses referred from SDI, Highlands and Islands Enterprise, South of Scotland Enterprise or Councils where they aren't currently deemed a match for support from Scottish Government-funded resources. DBT are also considering direct calls for businesses to apply for support in the early days, perhaps focused on those with particular ambition for export growth or in certain sectors or markets, as above. This could enable a cohort approach to be developed, with targeted help alongside the benefits of peer support.

Alongside resources and expertise already focused upon priority sectors demonstrating export growth and potential within the DBT Scotland team, new in-person support could be geographically distributed, and views are sought on the most effective deployment. Options include deployment in line with Scotland's City Region and Growth Deals to support businesses locally and enable closer alignment to the export support activities of local authorities and Scottish Chambers of Commerce. Other options include mapping to the areas covered by Highlands and Islands Enterprise, South of Scotland Enterprise and Scottish Enterprise or the Regional Economic Partnerships. Options should aim to increase local cooperation and generate export growth in areas already the focal point of economic development. It is further possible to focus particular 'sectoral ITAs' in parts of the countries where there are specific strengths e.g. renewables in the North East or professional services and fintech in Edinburgh.

Scotland's City Region and Growth Deals

Map Showing deal boundaries.

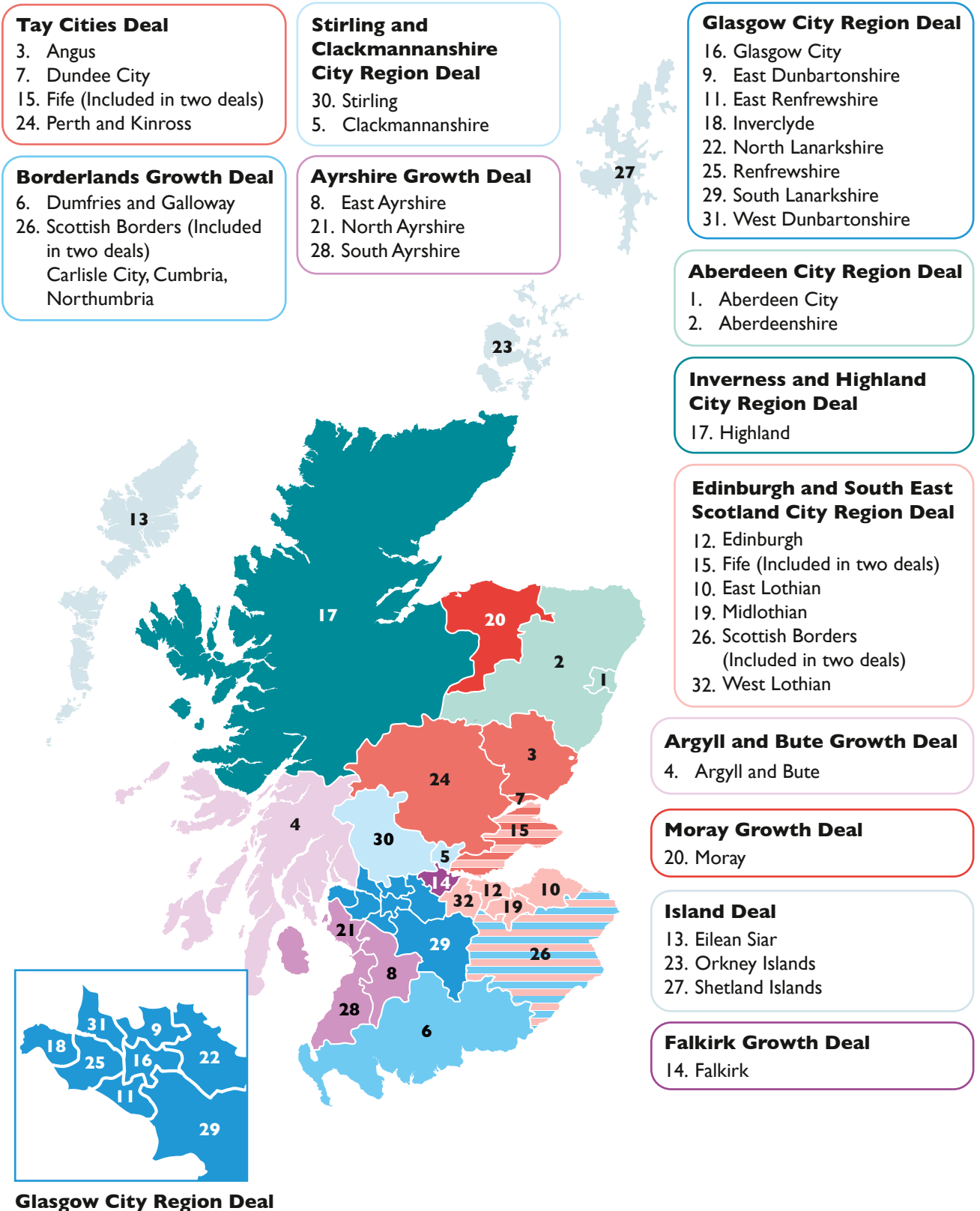
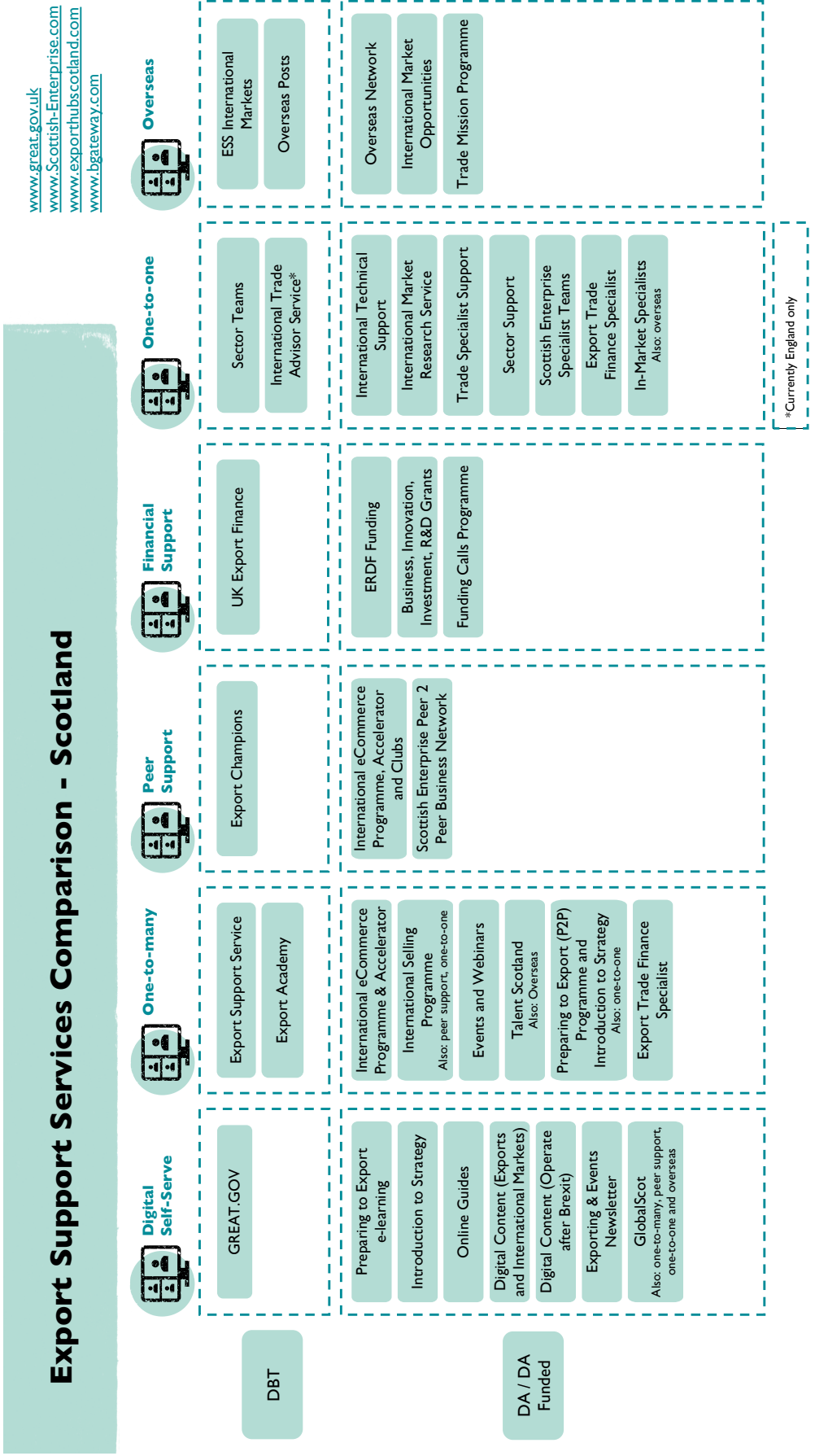


Figure 2: Export Support Services comparison: Scotland



Wales

The Welsh Government's *Export Action Plan for Wales*³¹ sets out their approach to creating a strong, vibrant and sustainable exporting sector and driving the growth of Welsh exports.

The plan has put in place a comprehensive range of export programmes and activities delivered by the Welsh Government (and Business Wales) for Welsh businesses, to support them throughout their export journey – from inspiring businesses to export; building export capability; in-market support to find new customers (including via Welsh Government overseas teams and other in market partners); and support to visit overseas markets. Welsh Government export support is delivered on both a one-to-many basis and one-to-one basis, covering the whole of Wales.

Focus areas, including target markets, priority sectors, and immediate and long-term goals are set out in the plan with support focused on account management support delivered through a team of Welsh Government International Trade Advisors (ITAs). While targeted at SME's, support is available to all companies across Wales seeking to start or grow exports with a strategic focus on growing the number of exporters and value of exports.

Beyond internationalisation, other support already provided in Wales including for example through the Welsh Government's relationship management teams, Business Wales, local authorities and city and growth deals, support businesses to grow domestically. This support positions businesses well to export. Alongside this, the wider Welsh 'Export Ecosystem' also offers a range of export support, through the private sector including Business Representative Organisations, Trade bodies and Banks amongst others.

There are differences between the UK Government and Welsh Government's export support services, both in terms how they are structured, and in the level or scope of support provided.

Existing DBT support complements the Welsh Government and other Welsh public sector engagement, and delivery teams work closely together to ensure Welsh businesses receive the most appropriate support. Businesses supported by the Welsh Government also access further or unique services from DBT and are often referred on by Welsh Government. For example, only DBT has legal powers to work to resolve market access barriers; UK Export Finance uniquely has the powers and services to support businesses across the UK.

DBT's wider global footprint can also enhance the support available to help companies in key export markets. Where both governments have a presence, we already work in collaboration at post to support companies with a range of programmes available to identify opportunities and assist companies to access them.

DBT's research³² has shown there is greater scope for Welsh businesses to access services, and therefore untapped export potential among them. 8,400 of Wales' 108,055 VAT-registered businesses exported in 2021. New in-person support from DBT could take the form of eight ITAs and we would expect these staff to reach and support between 400 and 600 companies per year, based on caseload averages in English Regions teams. With the benefits of close and continued collaboration with Welsh Government ITA services, it is the intention that this number of businesses would be in addition to the companies supported to export by WG per year. ITAs may not support new clients each year, and companies may need our services on more than one project. The pipeline for these companies would be generated in several

31 Export Action Plan for Wales. Welsh Government. Published December 2020.

<https://www.gov.wales/sites/default/files/publications/2020-12/export-action-plan.pdf>

32 DBT National Survey of UK Registered Businesses 2022. Published 9 August 2023.

<https://www.gov.uk/government/statistics/dbt-national-survey-of-registered-businesses-exporting-behaviours-attitudes-and-needs-2022>

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ways, including by Export Academy foundation participants, ESS or Export Champion referrals, and targeting particular sectors and international markets.

There is strong export potential for the Welsh tech sector in the Asia Pacific region, (particularly in Compound Semi Conductors, Cyber, Fintech and Insurtech) building on the recent Comprehensive Economic Partnership Agreement and Digital Economic Agreement with Japan and Singapore respectively, as well as the FTA with Australia. Wales also demonstrates a strong competitive advantage in Medtech, Diagnostics, Wound Healing, Regenerative Medicine and Cell Therapy - Brazil, Singapore, Qatar (and more broadly the Middle East and North Africa) are key growth markets for these. The LATAC region is an increasingly important region for the export of animation and children's programming, and transnational education exports (TNE) - a key focus for DBT's education sector – are expected to succeed in Saudi Arabia, Vietnam

and Indonesia. An FTA with India is expected to create significant opportunities for Welsh exporters in the food & drink, as well as the automotive and services sectors.

Building on current practice between DBT, Welsh Government and other partners, continued close working and information sharing will be vital to ensure the new service is as effective as possible. DBT teams are also considering direct calls for businesses to apply for support initially, perhaps focused on those with particular ambition for export growth or in certain sectors or markets (see above).

DBT Wales wishes to ensure that businesses in every part of Wales can access our services. Views are sought on the most effective deployment model. An indicative option for geographical coverage covers three regions, as below. We would welcome views on this, as well as an alternative structure whereby in person support is delivered nationally but on a sectoral basis, or a hybrid model combining the two.

Indicative regional model

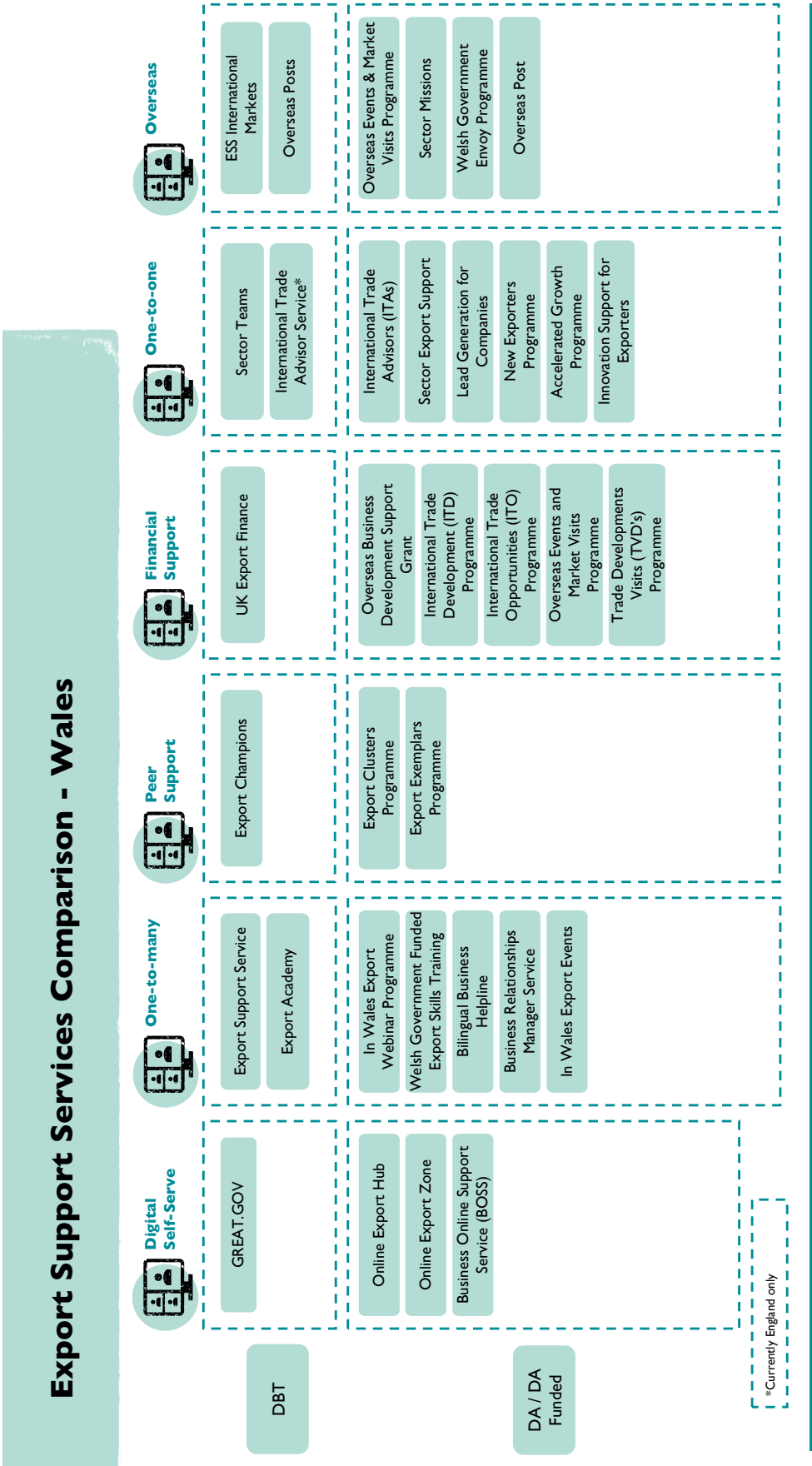
South Wales: Blaenau Gwent, Caerphilly, Cardiff, Monmouthshire, Newport, Torfaen, Vale of Glamorgan, Bridgend, Merthyr Tydfil, Neath Port Talbot, Rhondda Cynon Taf, Swansea

North Wales: Denbighshire, Flintshire, Wrexham, Conwy, Gwynedd and Isle of Anglesey

Mid Wales: Carmarthenshire, Ceredigion, Pembrokeshire and Powys



Figure 3: Export Support Services comparison: Wales



Northern Ireland

Northern Ireland's Department for the Economy (DfE) published an Economic Vision "10X decade of Innovation"³³ in May 2021 focused on three key themes of innovation, inclusion and sustainability. Following consultation in October 2022, DfE identified the sectors that are highly innovative and around which it will shape policy to drive 10X outcomes:

- > Software (including Cyber)
- > Low Carbon
- > Screen Industries
- > Agri-Tech
- > Fintech / Financial Services
- > Advanced Manufacturing and Engineering
- > Life and Health Sciences

It also published "Trade and Investment for a 10X Economy"³⁴ in June 2021 setting out key aims, which included regionally balanced inward investment and increasing the value of external sales and number of businesses selling outside NI for the first time. The Department is keen to target significant and persistent export growth in its 10X priority sectors and technologies. DfE has recently convened an Export Forum to provide a clear overview of the current export support ecosystem for NI businesses and ensure a collaborative approach, minimising duplication, across all providers, including DBT.

Invest Northern Ireland (INI) is NI's regional business development agency and arms-length body of NI Department for the Economy with export promotion & support a central pillar of its remit. It provides a spectrum of support for businesses across Northern Ireland to inspire, enable and advance their exporting ambitions, capabilities and potential for success. Its range of 1-many solutions through to 1-1 support is designed to meet the needs of businesses at each stage of the exporter journey.

INI's one to one support is targeted at export focussed businesses with a strategic commitment to grow through export sales. In addition to a dedicated client executive to support their overall developmental and growth needs, these businesses avail of support from INI's team of sector-focussed and early-stage exporter international trade advisors (ITAs) and its overseas network. INI recognises the need to develop Northern Ireland's pipeline of exporters and offers several programmes, such as Ambition to Grow, campaigns such as Go Further Grow Stronger, and signposting via its online resource nibusinessinfo.com to stimulate that pipeline. INI also provides business support across five regional offices.

Beyond INI, a range of publicly funded trade support and advice is provided by InterTradeIreland and local councils. The Northern Ireland Office continues to have an interest in economic development and trade issues. Business representative organisations, trade bodies, Chambers of Commerce, banks and other professional bodies also play an important role in signposting NI businesses to existing support and advice, and, where appropriate, challenging businesses to consider growth and international expansion.

33 Department for the Economy "10X Economy - an economic vision for a decade of innovation". Published 11 May 2021. <https://www.economy-ni.gov.uk/publications/10x-economy-economic-vision-decade-innovation>

34 Department for the Economy "Trade and Investment for a 10X Economy". Published 1 June 2021.

<https://www.economy-ni.gov.uk/publications/trade-and-investment-10x-economy-priorities-northern-irelands-inward-investment-trade-and-exports>

All businesses in Northern Ireland, including those who are supported by INI, can also access further or unique services from DBT. For example, DBT can use its legal powers to work to resolve market access barriers; UK Export Finance uniquely has the powers and services to support businesses across the UK. DBT's larger global footprint can help companies reach a greater number of markets, complementing INI's overseas presence, for example across Central Asia and Latin America. DBT will continue to work closely with INI, and the wider ecosystem, to ensure that referral routes are as seamless as possible for all businesses between our organisations and their services. Businesses may approach either organisation directly.

DBT Northern Ireland is delighted to support the objectives of the Northern Ireland Executive's 10X Economic Vision and has introduced sectoral expertise into the team to build on business strengths across Northern Ireland which offer particular scope for international export growth. Work to date has uncovered potential for certain key sectoral businesses in the following markets:

- > Creative industries – US, EU, Australia, Gulf, Japan, India
- > Agriculture, Food and Drink – EU, Africa, Gulf, Asia-Pacific, India,
- > Technology – Europe, Middle East, Central Asia, SE Asia and North America

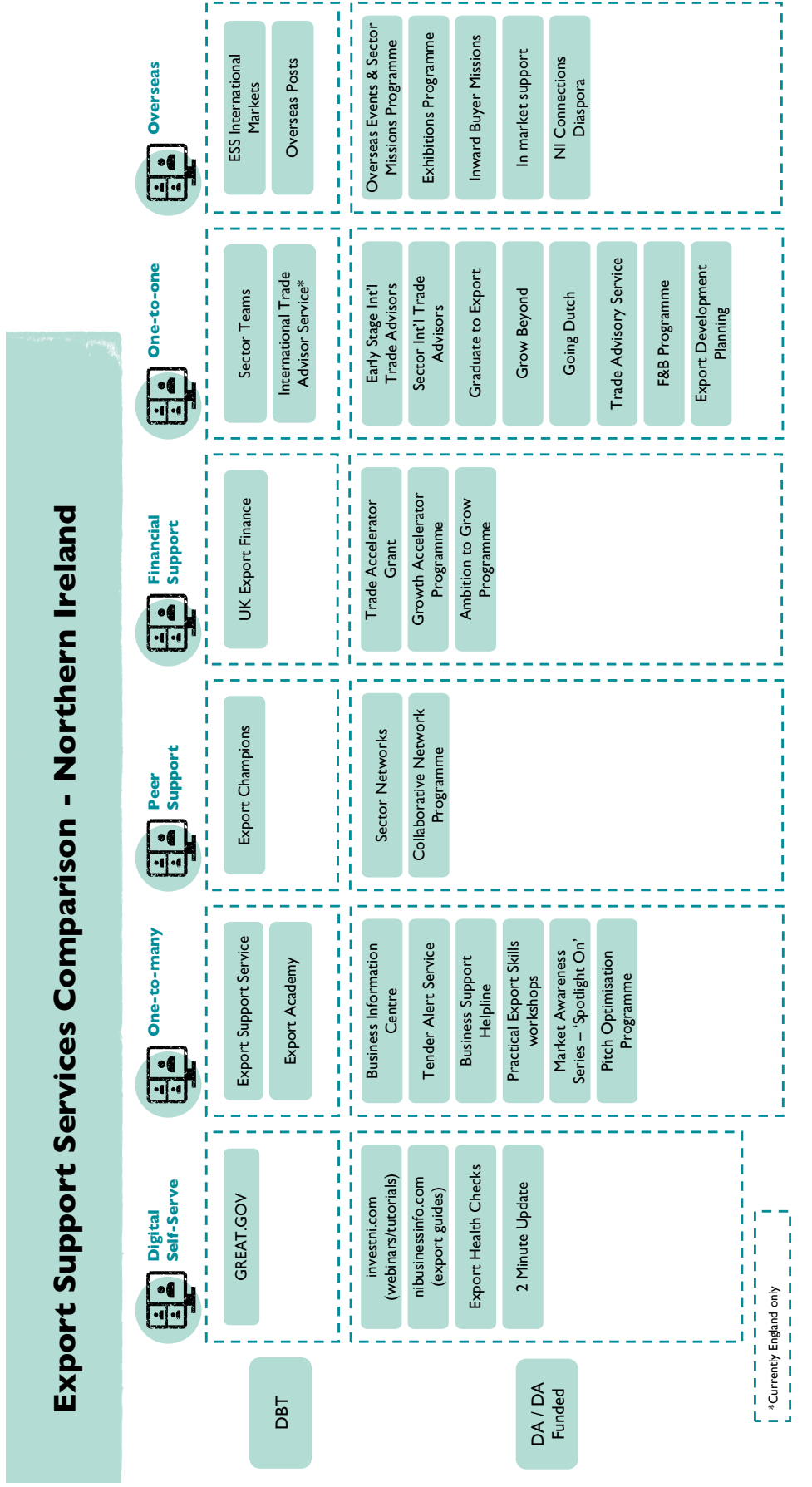
Building on the findings in this paper, the introduction of DBT's in-person support aims to focus on those businesses with the potential to significantly increase the value of their exports and broaden their reach beyond the Republic of Ireland (and GB) into new markets.

Scope exists to broaden the current sectoral expertise in DBT NI and align DBT's additional I-I resources to reflect the region's 10X priority sectors and co-ordinate these efforts with Invest NI's sectoral ITAs. This approach could promote cohesion in exporter support provision by supplementing & augmenting existing Invest NI resources with additional unique DBT services via partnership working and an agreed collaborative operating model.

DBT NI can support and build on the work already undertaken by INI, local councils and BROs in an appropriate and complementary way. At full capacity, once services have geared up, DBT NI may have the potential to assist around 300 - 450 further companies, depending on their needs, with in-person support. The pipeline for these companies would be generated in several ways including ESS or Export Champion referrals, partner referrals, and targeting particular sectors and international markets. DBT Northern Ireland, in the early days, may also consider a potential call for businesses with ambition to grow their exports to apply for support; doing so in co-ordination with all NI export support providers, including Invest NI, to minimise confusion and maximise impact for NI businesses.

It is particularly important to DBT Northern Ireland that businesses across every part of Northern Ireland can access DBT services readily. We are currently looking at the right geographical, sectoral and market distribution of these key, but limited, roles. The engagement process asks stakeholder views on aspects of this resource allocation decision.

Figure 4: Export Support Services comparison: Northern Ireland



QUESTIONS

Your responses to the questions below will help DBT implement additional export support as effectively as possible and in a way that complements existing services.

You can answer the questions online by clicking [here](#). You can also email us on exportsupportnations@businessandtrade.gov.uk with your responses.

Question I

Where are you based?

- Scotland
- Wales
- Northern Ireland

Question I A

Scotland only

Thinking specifically about how ITAs should be deployed in Scotland, please specify your preferred approach:

- Aligning with City Region and Growth Deals;
- Mapping to Highlands and Islands Enterprise, South of Scotland Enterprise and Scottish Enterprise areas;
- Mapping to Regional Economic Partnerships.
- Other

Follow-up: Please explain why you answered the previous question as you did? (open-text)

Question I B

Wales only

Thinking specifically about how ITA support should be prioritised in Wales, please specify your preferred approach:

- Support dedicated to specific sectors (please specify below)
- Support dedicated to specific regions of Wales, (if not the three region model in the document, please recommend a model in the open text box below)
- Support focused on particular overseas markets (please specify below)
- Other

Question I C

Northern Ireland only

Thinking specifically about how ITA support should be prioritised in Northern Ireland, please specify your preferred approach:

- Support aimed at specific sectors
- Support focused on market based opportunities
- Support depending on exporting experience
- Other

Please explain why you answered the previous question as you did? (open-text)

Question 2

All

It is possible to create a group or cohort of businesses, for example within related sectors or at a similar stage of growth. This group could have common objectives in targeting particular overseas markets. Grouping these businesses into a cohort and working through a programme of support would allow focused support and the opportunity for the businesses to learn from each other.

To what degree do you think using a grouping approach would be beneficial to target overseas markets?

- Very beneficial
- Somewhat beneficial
- Not beneficial
- Don't know

Please explain why you answered the previous question as you did? (open-text)

Question 3

All

International Trade Advisors in England are deployed regionally in a variety of ways: some hold a specific geographic remit for a local area, others are focused on working with a business sector(s) and some perform a hybrid role with both a geographic and sectoral focus.

Which Model do you believe, is best placed to ensure there is full sectoral and geographical spread?

- Sectoral Approach - ITAs are sector specialists,
- Regional Approach - ITAs are based and support specific geographical areas working across all sectors
- Hybrid Approach - Provides a combination of a sectoral and regional approach depending on strengths of local region
- Other

Follow-up: Please explain why you answered the previous question as you did? (open-text)

Question 4

All

ITAs can offer one-to-one support to small/ medium sized enterprises with high potential to export to begin exporting for the first time, grow exports or expand to new markets. In your opinion, how long should one to one support last for?

Follow-up: What should be the criteria for ending support

Question 5

All

In your opinion, what are the key barriers to exporting that International Trade Advisors should focus on in Scotland, Wales and Northern Ireland?

- Cost
- Capability
- Knowledge
- Contacts
- Risk
- Connectivity
- Other (Open Text Box)

(more than 1 option perhaps ordering of importance)

Follow up: Please explain why you answered the previous question as you did? (open-text)

Question 6

All

- How are you responding to this call for evidence?
- An individual – You are responding with your personal views, rather than as an official representative of a business/ business association/ other organisation
- Non-governmental organisation – In an official capacity as the representative of a non-governmental organisation / trade union / academic institution / other organisation
- Public sector body – In an official capacity as a representative of a devolved administration / local government organisation / public service provider / other public sector body in the UK or elsewhere
- Business – In an official capacity with the views of an individual business
- Business association – In an official capacity representing the views of a business organisation

ANALYTICAL ANNEX

UK trade statistics saw higher levels of volatility between 2019 and 2022 due to the impact of the COVID-19 pandemic, global recession, supply chain disruption, adjusting to the new trading relationship with the EU, Russia's invasion of Ukraine, price inflation, and data collection changes.³⁵ It is challenging to disentangle the driving factors and whether these are short-term disruptions or long-term supply chain adjustments.

UK trade statistics are reported in current prices and have not been adjusted to show the effects of inflation. Caution is advised as some of the recent increases in UK trade values will be partly due to price increases.

Comparability of sources: The UK Government uses data from the ONS and HMRC to establish the value of goods and services exports from the UK as a whole, as well as from the nations, and regions across England, individually. The framework of the ONS trade data corresponds to that of the International Monetary Fund (IMF) Balance of Payments Manual sixth edition (BPM6). The HMRC trade data are collected under the guidance of the United Nations International Trade Statistics Concepts and Definitions. These provide objective and coherent international standards to make data for the UK and other countries comparable.

The ONS trade and GDP data, and HMRC trade data, are not consistent with trade and GDP data published by the Devolved Administrations due to different data sources and methodologies.³⁶ ONS and HMRC trade and GDP statistics used in this document will not be consistent with those published by the Scottish Government, the Welsh Government or the Northern Ireland Executive.

HMRC goods exports and ONS services exports are measured on a different basis, and there are time lags in the availability of the nation and English-Region specific breakdowns. HMRC goods data is available from 2013 onwards, whilst ONS services data is available only from 2016.

Methodology changes: Caution is advised when interpreting export statistics over time due to discontinuities in the data caused by several changes to data collection sources and methodologies. The main data methodology changes occurred from May 2016, when HMRC switched from the 'general trade' system to the 'special trade' system, and from January 2021, when HMRC switched from using the Intrastat survey to using customs declarations to record GB-EU trade (in line with UK trade with non-EU countries). NI trade with the EU continues to use the Intrastat survey.

³⁵ The ONS have published a number of articles setting out the impact of the changes to data collection since the UK left the EU. Caution is advised when making comparisons over this time period due to the discontinuity in the data. These articles are available here: <https://www.ons.gov.uk/economy/nationalaccounts/balanceofpayments/articles/impactoftradeingoodsdatacollectionchangesonuktradestatistics/previousReleases>

³⁶ <https://analysisfunction.civilservice.gov.uk/policy-store/a-user-guide-to-regional-trade/>

Combining sources: some indicative statistics use a combination of different data sets and sources, and caution should be taken when interpreting these as the data is reported on a different basis. Goods exports per VAT registered business use a combination of HMRC and ONS data.

The Nations Context – Goods and Services Exports

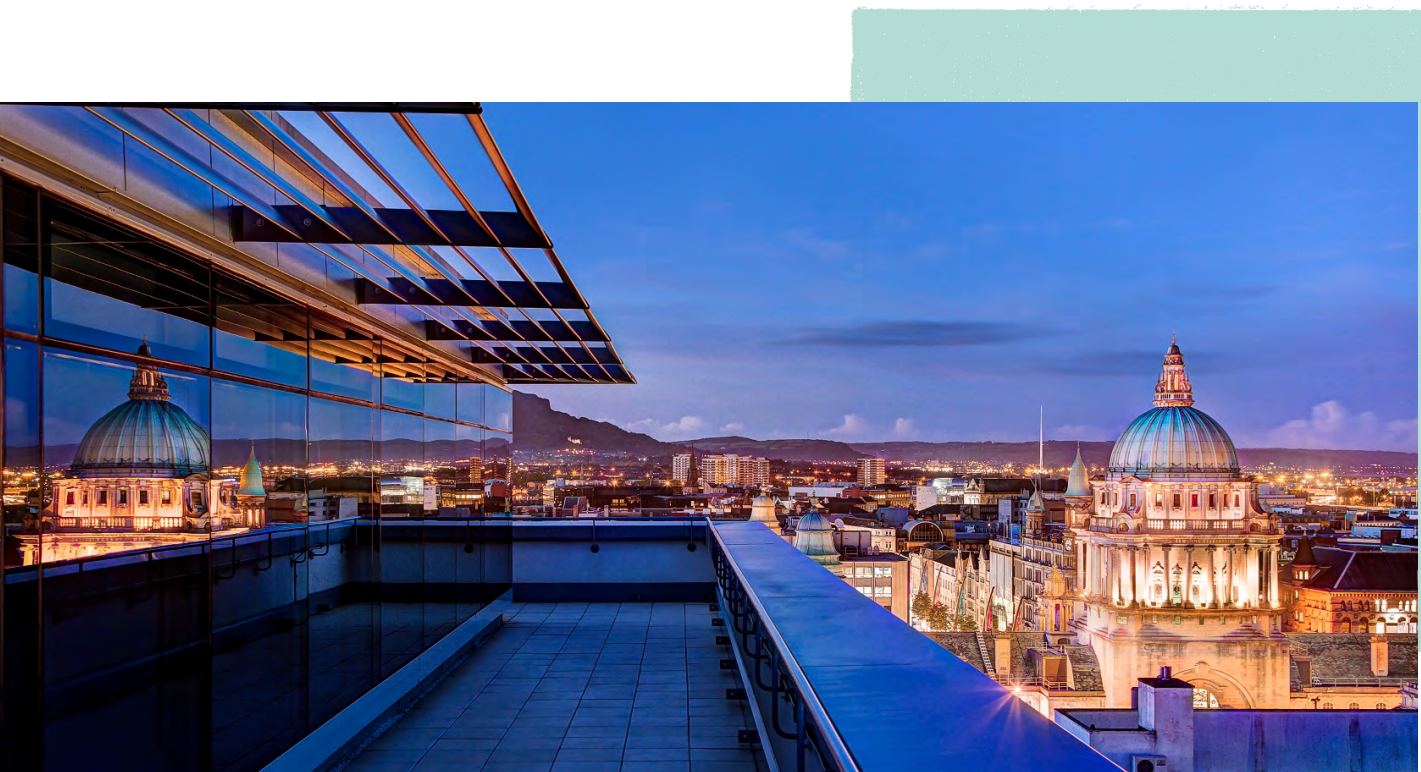
The average year on year growth rate (measured in current prices) in the value of goods exports between 2013 and 2019 stood at 2.2% for Scotland, 1.6% for Wales, 4.9% for Northern Ireland, and 2.6% for England. Scotland's goods exports are more volatile, which reflects their higher dependence on oil exports.

The Covid pandemic impacted exports in 2020 and into 2021 across all nations, with each nation recovering throughout 2021 and 2022 at different rates. Latest available trade in goods data for full year 2022, compared to pre-COVID export levels (using 2018 as a measure for pre-COVID trade), measured in current prices, shows that England is currently 7.5% above pre-COVID goods export levels, Scotland is 12.7% above pre-COVID goods export levels, Wales is 19.2% above pre-

COVID goods export levels, and Northern Ireland is 4.8% above pre-COVID goods export levels. Caution is advised when interpreting these figures as some of the increase will be due to data collection changes from January 2021 (which led to an extra £0.6bn recorded exports every month), and some of the increase will be driven by price inflation in 2022 (particularly for fuels).

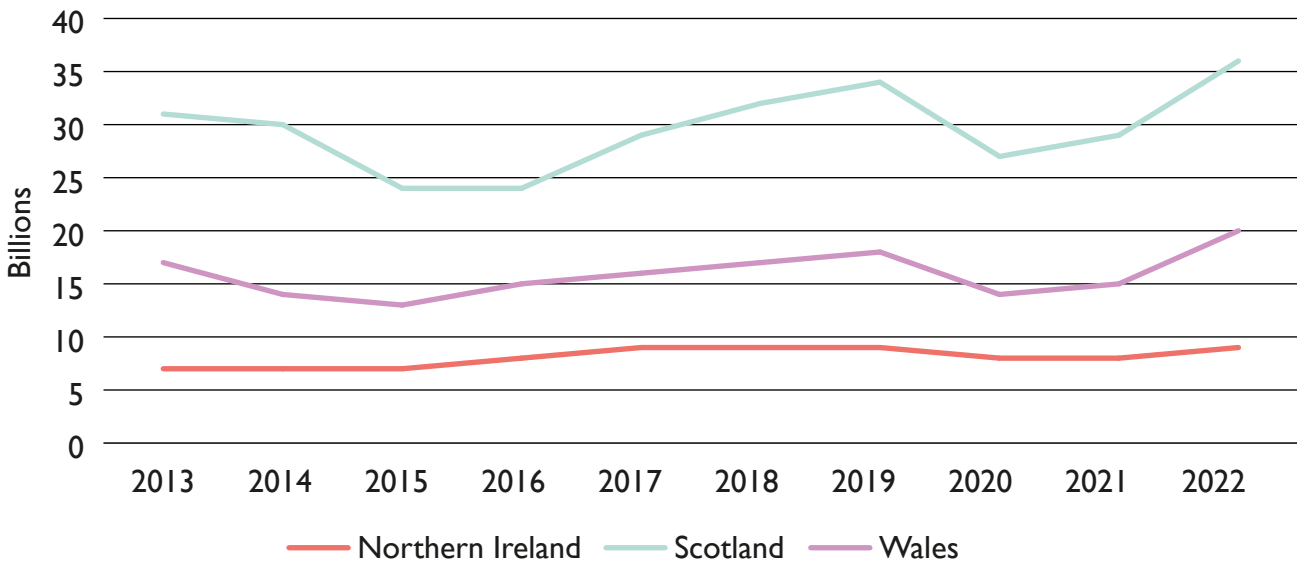
In 2022, between 50% and 60% of goods exports across England, Scotland, and Wales went to the EU. This is in comparison to 65% in Northern Ireland which increased from 53% in 2016, in part due to the shared border with the Republic of Ireland. A lower proportion of services exports go to the EU at 32% to 36% in 2021 for England, Scotland, and Wales, and 38% for Northern Ireland.

In 2022, Goods exports per VAT registered business in Wales and Scotland totalled £190k and £209k respectively, compared with £120k and £111k in Northern Ireland and England. Services exports per VAT registered business in 2021 totalled £123k and £132k in England and Scotland respectively, and £64k and £53k in Wales and Northern Ireland. However, this does not account for the varying proportions of more export intensive industries within the nations.



Exporting for Growth - DBT services in the Nations

Figure 5: Annual total exports of goods – current prices (£bn)³⁷



³⁷ HMRC Regional Trade Statistics Q1 2023.
<https://www.uktradeinfo.com/trade-data/regional/>

Table 2: Annual total goods exports (£bn) and year on year % change in current prices³⁸

	2013	2014	2015	2016	2017	2018	2019	2020	2021	2022
Wales	16.6	14.1	13.3	14.6	16.5	17.2	17.8	13.5	15.2	20.5
		-15%	-6%	10%	13%	4%	3%	-24%	12%	35%
Wales (excl fuels)	11.6	11.4	11.7	13.3	14.9	14.9	15.3	12.1	13.1	15.9
		-1%	3%	14%	12%	0%	3%	-21%	8%	22%
Scotland	31.1	30.4	23.9	24.2	28.6	32.2	33.8	26.6	28.9	36.3
		-2%	-21%	1%	18%	13%	5%	-21%	9%	26%
Scotland (excl fuels)	19.0	18.0	16.9	18.0	19.7	20.1	19.9	18.4	19.7	23.7
		-5%	-7%	7%	9%	2%	-1%	-8%	7%	20%
Northern Ireland	6.9	6.8	7.2	7.8	8.7	8.9	9.1	7.9	8.0	9.3
		-2%	6%	9%	11%	2%	3%	-14%	1%	17%
Northern Ireland (excl fuels)	6.8	6.7	7.1	7.8	8.4	8.6	8.9	7.7	7.6	8.9
		-2%	6%	9%	8%	3%	4%	-14%	-1%	17%
England	214.1	207.8	207.3	219.4	243.3	249.0	247.9	212.4	226.4	267.6
		-3%	0%	6%	11%	2%	0%	-14%	7%	18%
England (excl fuels)	196.3	193.0	196.1	209.4	228.3	231.4	234.9	203.4	212.2	239.7
		-2%	2%	7%	9%	1%	2%	-13%	4%	13%

38 HMRC Regional Trade Statistics Q1 2023. <https://www.uktradeinfo.com/trade-data/regional/>

Exporting for Growth - DBT services in the Nations

Figure 6: Annual total services exports – current prices (£bn)³⁹

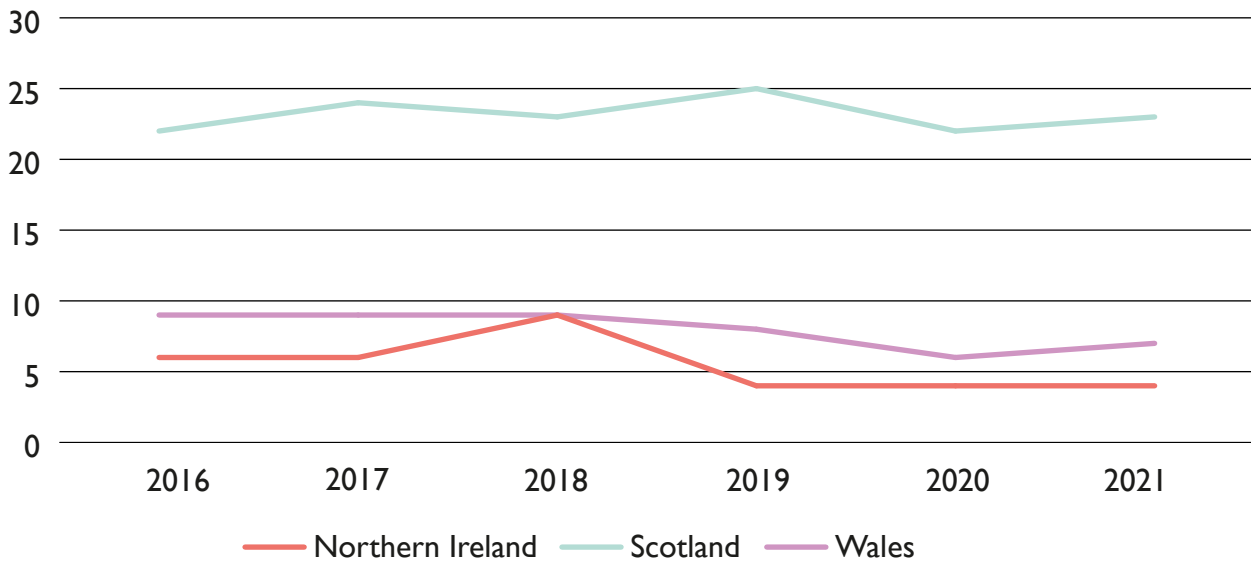


Table 3: Annual total services exports – current prices (£bn)⁴⁰

	2016	2017	2018	2019	2020	2021
Wales	9.1	9.2	8.8	7.9	6.0	6.8
Scotland	21.5	23.7	23.4	25.3	22.2	23.2
Northern Ireland	5.8	5.9	9.2	4.3	4.1	4.1
England	238.9	263.2	282.0	298.6	277.4	296.6

³⁹ ONS Subnational Trade in Services 2021. Published 28 June 2023.

<https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/datasets/subnationaltradeinservices>

⁴⁰ ONS Subnational Trade in Services 2021. Published 28 June 2023.

<https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/datasets/subnationaltradeinservices>

Figure 7: Annual proportion of goods exports to EU⁴¹

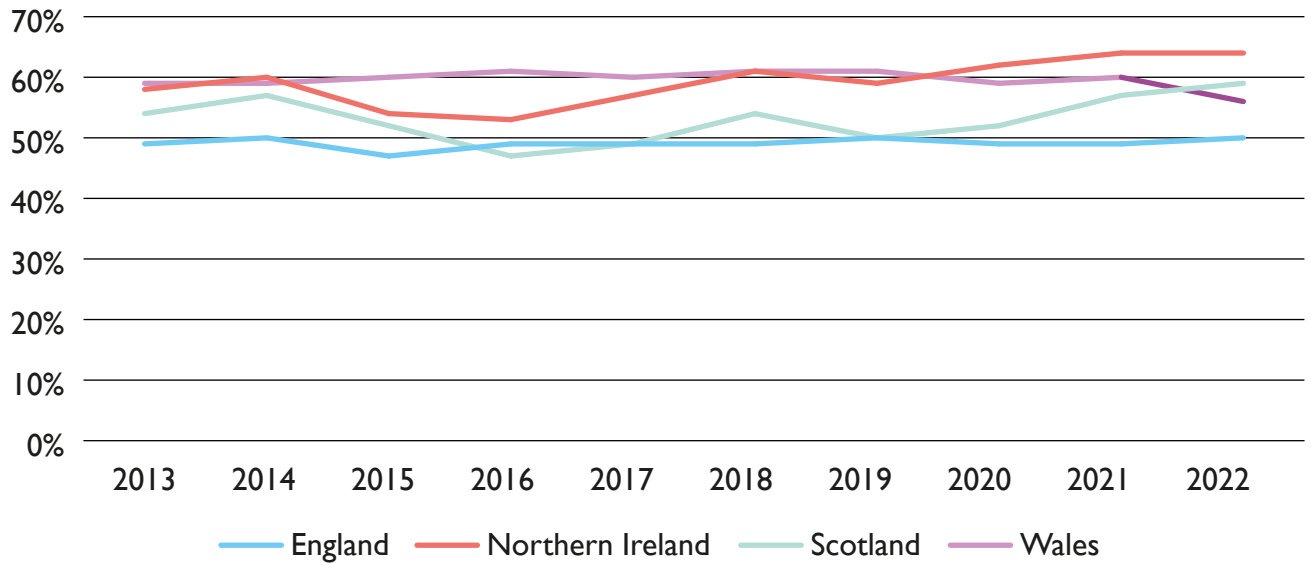
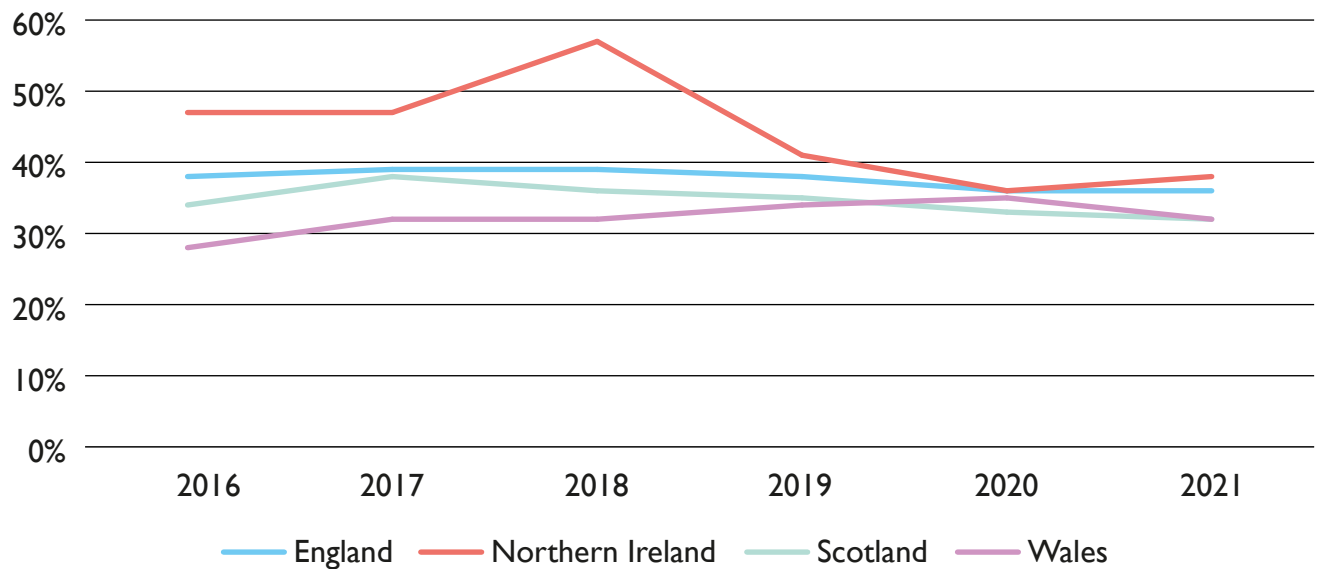


Figure 8: Annual proportion of services exports to EU⁴²



41 HMRC Regional Trade Statistics Q1 2023.

<https://www.uktradeinfo.com/trade-data/regional/>

42 ONS Subnational Trade in Services 2021. Published 28 June 2023.

<https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/datasets/subnationaltradeinservices>

Exporting for Growth - DBT services in the Nations

Figure 9: Goods exports per VAT-registered business^{43 44}

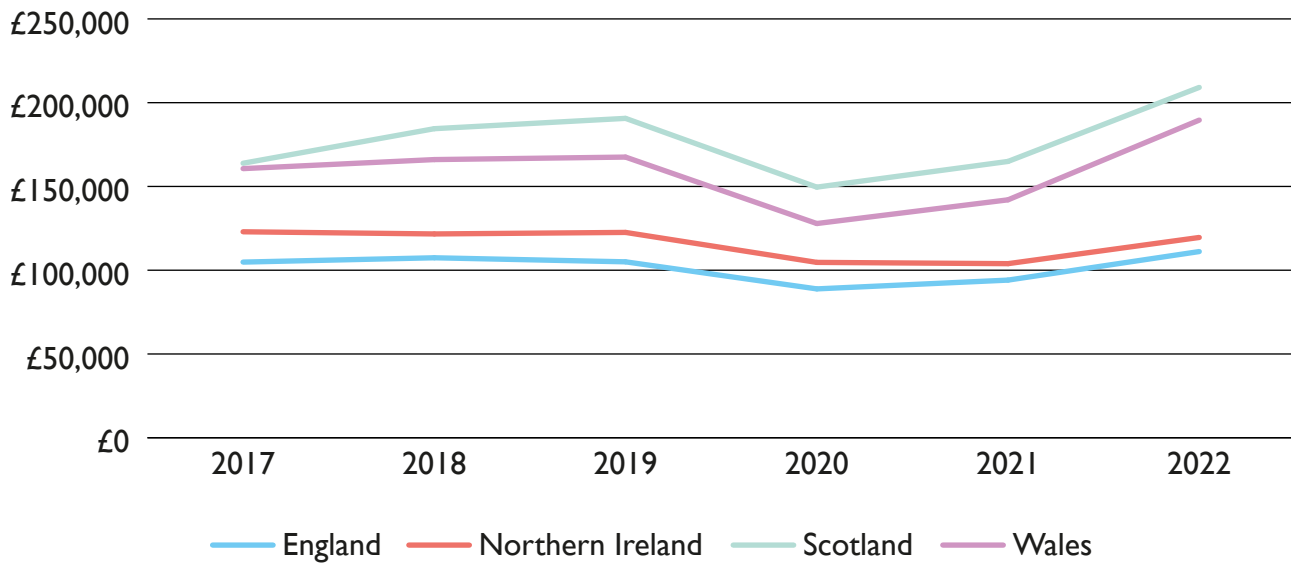
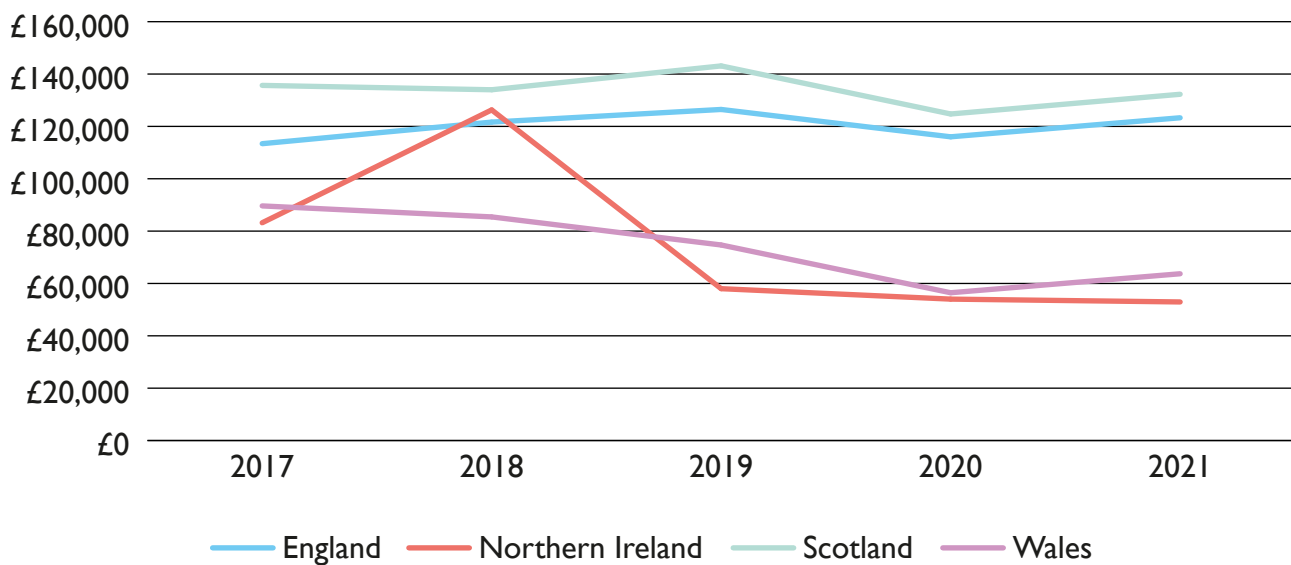


Figure 10: Services exports per VAT-registered business^{45 46}



43 ONS UK business; activity, size and location 2022. Published 28 September 2022. <https://www.ons.gov.uk/businessindustryandtrade/business/activitysizeandlocation/bulletins/ukbusinessactivitysizeandlocation/2022>

44 HMRC Regional Trade Statistics Q1 2023. <https://www.uktradeinfo.com/trade-data/regional/>

45 ONS UK business; activity, size and location 2022. Published 28 September 2022. <https://www.ons.gov.uk/businessindustryandtrade/business/activitysizeandlocation/bulletins/ukbusinessactivitysizeandlocation/2022>

46 ONS Subnational Trade in Services 2021. Published 28 June 2023. <https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/datasets/subnationaltradeinservices>



Department for Business & Trade

We are the UK's department for economic growth. We support businesses to invest, grow and export, creating jobs and opportunities across the country.

We are responsible for:

- Redrawing our rules to ensure businesses thrive, markets are competitive and consumers are protected.
- Securing investment from UK and international businesses.
- Advising, supporting, and promoting British businesses to grow and export.
- Opening up new markets for businesses by removing barriers and striking trade deals
- Promoting free trade, economic security and resilient supply chains.

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