



UK Trade & Investment

Why Invest in the UK

October 2013



The UK Business Environment

Overview

The UK is one of the leading business locations in the world. A rich and diverse market with world-class industries including Life Science, ICT, Creative, Financial and Professional Business Services, Aerospace and Automotive engineering, the UK offers an attractive location for businesses with easy access to customers, product innovators, suppliers and partners.

The UK maintains this leading position by creating a range of highly attractive conditions for business and investment. The UK Government's Plan for Growth drives co-ordinated action that seeks to create the most competitive tax system in the G20, make the UK the best place in Europe to start, finance and grow a business, encourage investment and exports and create a highly skilled workforce that is the most flexible in Europe.

The legal system supports and protects business interests, and cuts to bureaucracy are reducing burdens on business.

The UK's proximity to Europe makes it a natural choice to locate for investors coming from outside the EU, and it is home to London, the world's leading financial centre.

The UK's National Infrastructure Plan is addressing the need for efficient transport and communication networks that enable business to thrive.

Source: UKTI – Standing Out July 2013

The UK Offer

The UK is well established as one of the world's major trading nations. According to the Centre for Business and Economic Research (World Economic League Table 2013), the UK is the sixth largest economy in the world with a GDP of around US\$2.44 trillion.

With a population of 63.2 million, the UK is a major market in its own right. It is also the gateway to the European Market with its 27 member states and over 500 million consumers. While remaining an influential member of the EU, the UK retains sovereignty over its currency. This allows businesses in the UK to react flexibly to changing market conditions – a huge advantage for inward investment.

- UNCTAD's World Investment Report 2013 confirms the UK's strong position as a top global destination for foreign direct investment (FDI).
- In 7th place globally, the UK is ranked as an easier place to do business than many other major European economies.
- The UK Government is committed to creating the most competitive tax regime in the G20.
- The UK has a comprehensive regime to support the development and exploitation of intellectual property (IP).
- The World Economic Forum rated the UK as having the fifth most efficient labour market in the world as part of its Global Competitiveness Report 2012-2013.

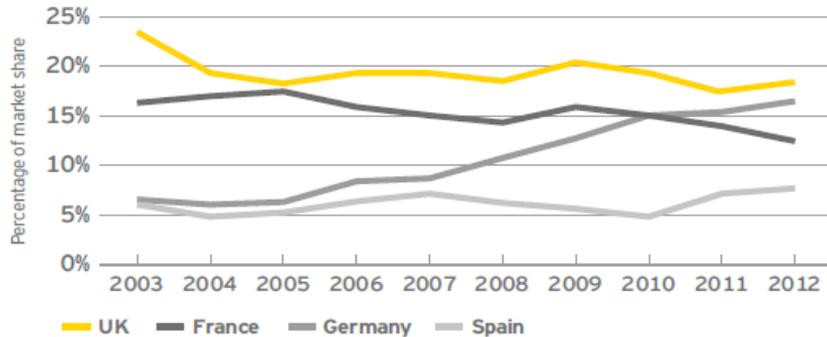


UK FDI Market Share: Number 1 in Europe

In terms of project numbers, the UK continues to retain its lead position in the global FDI market, but Germany is closing the gap.

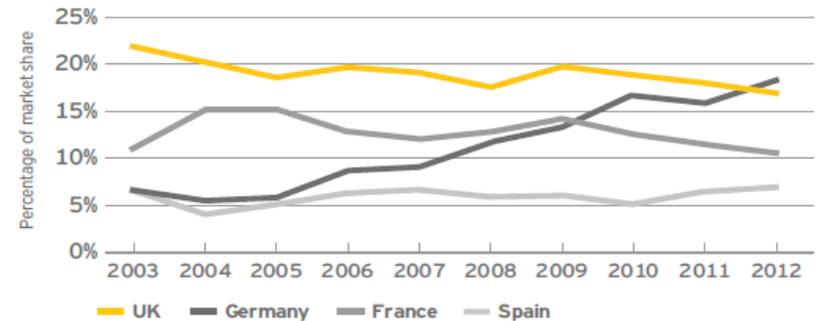
Germany has now taken the lead in market share for new FDI projects in Europe.

European FDI market share of the top four recipients



Source: Ernst & Young's European Investment Monitor 2013

Market share of annual new FDI projects secured by Europe's four largest recipients over the past 10 years



Source: Ernst & Young's European Investment Monitor 2013



Strategic Benefits to a UK Presence

There are many strategic benefits to establishing an office or other form of presence within the UK. Below are listed several key considerations that support the decision to establish a presence, ranging from market entry through to reducing research and development lead time.

	Benefits of a UK Base
Supports market research	A UK base will support research prior to market entry, and the ability to liaise with regulatory bodies, standards authorities and industry partners. It will support building market share and your ability to pre-empt your competition.
Access to technical, financial and human resources	Establishing a cost effective operation to manage business across the EU will provide access to human resources with technical, financial and business development skills.
Builds brand awareness	A presence in market creates brand awareness and shows commitment enabling you to reduce costs of developing and coordinating industry alliances and channel partnerships.
Local and cultural understanding	A UK base will allow you to quickly build an understanding of the local market, sales cycles, regulatory issues and cultural awareness.
Supports effective customer service	Proximity to the market assists product development and supports pre and after sales service ideally developing repeat business.
Control of marketing and product development	Directly control manufacturing, distribution and marketing real time, whilst gaining first hand knowledge of market requirements to contribute to product development.
Links to European research	A UK base is a vehicle to cost effectively collaborate with the European research base, whilst taking advantage of the UK's favourable taxation schemes designed to encourage research and development.



Ease of Doing Business in the UK

- Annually the World Bank ranks the ease of doing business globally. The 2013 rankings on the ease of doing business are based on the average of the economy's rankings on 10 topics:
 - Starting a business
 - Dealing with construction permits
 - Getting Electricity
 - Registering Property
 - Getting Credit
 - Protecting investors
 - Paying taxes
 - Trading across borders
 - Enforcing contracts
 - Resolving insolvency
- The table opposite provides a comparative sample of 2013 ease of doing business rankings:
 - In **7th place globally, the UK is ranked as an easier place to do business** than many other major European economies.

Country	Ease of Doing Business Rank, 2013
UK	7
Ireland	15
Germany	20
Netherlands	31
France	34
Spain	44
Italy	73

Source: Doing Business 2013, The World Bank, International Finance Corporation



Ease of Starting a Business in the UK

- The UK is ranked as an easier place to start a business than many other major European economies – the table on the right provides a comparative sample of major European economies.
- You can register your company in just 24 hours in the UK. All high street banks can offer business banking services with online comparison tools available to compare costs.

Country	Ease of Starting a Business Rank, 2013
UK	19
France	27
Netherlands	67
Italy	84
Germany	106
Spain	136

Source: *Doing Business 2013*, The World Bank, International Finance Corporation



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UK Labour and Skills



Flexibility of Labour Regulations in the UK

- The UK is renowned for providing international investors with the best combination of labour market attributes in Europe. This includes having one of Europe's largest workforces, flexible labour regulations, very high labour force participation rates and a wide range of foreign language skills underpinned by English, the global language of business.
- The table opposite provides a comparative sample of the Rigidity of Employment Index:
 - The **UK has a considerably lower Rigidity of Employment Index** than that of its main European competitors showing that the UK is an easier place to hire new workers.

Rigidity of Employment Index (2013)

Description: Measures how difficult it is to hire a new worker, how rigid the restrictions are on expanding/contracting the number of working hours, and how difficult/costly it is to dismiss a worker. 0 to 100 scale, higher values indicate more rigid regulation.

Country	Value
UK	10
Ireland	10
Germany	28
Italy	29
Spain	31
Netherlands	42
France	56

Source: World Bank Doing Business , fDi Intelligence, from the Financial Times Ltd (2013)



UK Labour and Skills

Labour Force

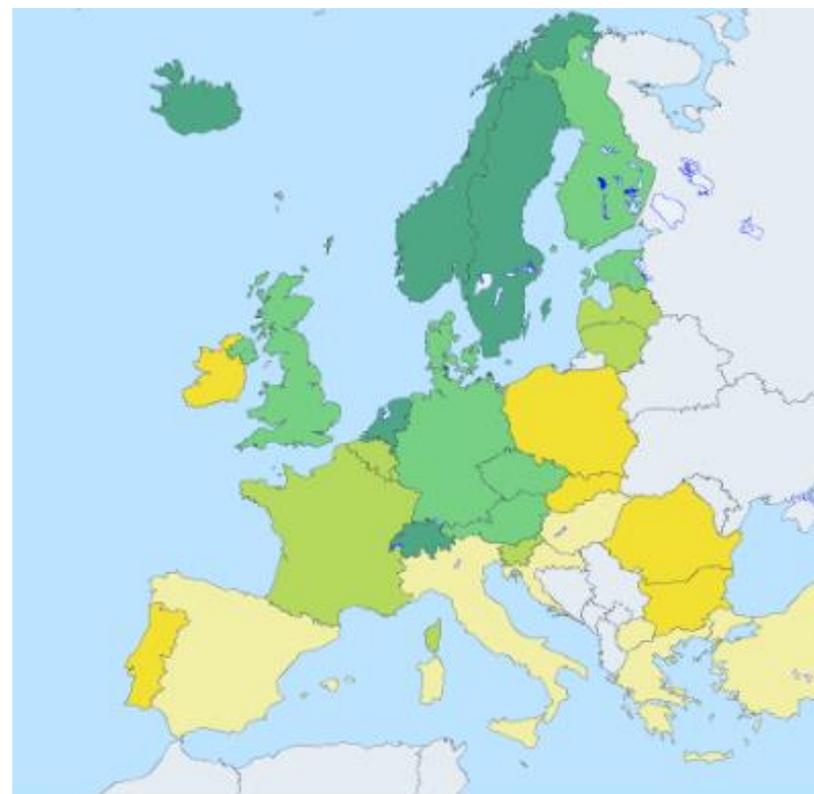
- UK employment is 29.70 million, an employment rate of 71.4 per cent, compared with the European Union average of 68.5 per cent. The UK's unemployment rate of 7.9 per cent is significantly lower than the European Union average of 10.5 per cent.

Source: ONS, *Labour Market Statistics 2013*, Eurostat *Country Profiles 2013*, Office for National Statistics

Skills

- The strong skills base in the UK is reflected in its excellent record of attracting major foreign investors from all over the world in numerous business sectors and across a variety of business functions. For example, leading-edge international companies that have made substantial investments in the UK to take advantage of the skills base include Microsoft, Oracle, Motorola, Cisco, Toyota, Coca-Cola, Novartis Pharma, China Telecom, Sony, Honda, Eisai, Ford and Nissan.
- Over 780,000 students graduate annually from the country's 164 universities and higher education institutes. Indeed, there is a strong focus on education and training in the UK with more than 2.4 million people currently studying a wide range of higher education courses.

Source: HESA, 2012-13



Employment rate (age group 15-64) - %

48.2 - 62.1

62.1 - 66.5

66.5 - 71.4

71.4 - 76.7

76.7 - 82.0

N/A

Source: Eurostat *Country Profiles 2012*



UK Universities

European Rankings

- The UK is home to the top 4 universities in Europe and 7 of the top ten;

- 1 University of Cambridge, UK
- 2 University College London, UK
- 3 Imperial College London, UK
- 4 University of Oxford
- 5 ETH Zürich, Switzerland
- 6 University of Edinburgh, UK
- 7 Ecole Polytechnique Federale de Lausanne, Switzerland
- 8 Kings College London, UK
- 9 Ecole normale superieure, Paris
- 10 University of Bristol, UK

Source: QS World University Rankings 2013/14

World Rankings

- Globally, the UK has 4 of the top ten universities in the world (University of Cambridge, University College London, Imperial College London and University of Oxford).

Source: QS World University Rankings 2013/14

Research Quality:

- The Research Assessment Exercise (RAE)* measures the strength and quality of research in UK universities. The top 10 universities by research strength are:

- 1 The University of Cambridge
- 2 The University of Oxford
- 3 The London School of Economics
- 4 Imperial College
- 5 University College London
- 6 The University of Manchester
- 7 The University of Warwick
- 8 The University of York
- 9 The University of Essex
- 10 The University of Edinburgh

MBA courses

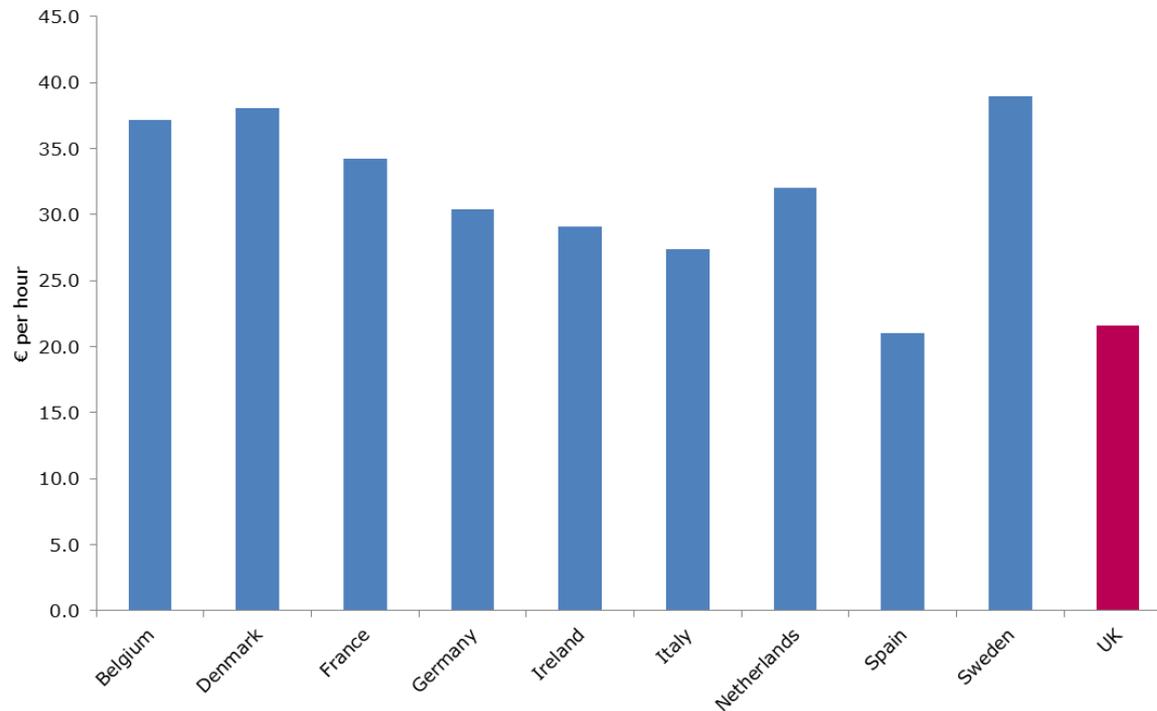
- In addition, the UK also has the highest number of leading MBA courses in Europe, with 11 UK institutions in the “Global MBA Rankings 2013” produced by the Financial Times. This compares favourably with the rest of Europe where the combined total of leading institutions is only 14.

Source: The Financial Times, Global MBA Rankings 2013



UK Labour Costs

The UK has the second lowest labour costs per hour out of ten major European locations.



Source: Eurostat – Hourly Labour Costs 2012



The UK's Ability to Attract Foreign Skills

- The table opposite demonstrates that the UK is rated as the best location in the EU for the attraction of foreign skills and ranks 6th globally.
- The UK is highly competitive when compared with other major European locations.

The attractiveness of a country's business environment to foreign high-skilled people, 2011

Rank	Economy	Average mark out of ten of people surveyed
1	Switzerland	9.00
2	USA	8.44
3	Singapore	8.15
4	Australia	8.08
5	Qatar	7.81
6	UK	7.66
14	Netherlands	6.39
15	Ireland	6.27
35	France	4.99
36	Germany	4.98
38	Spain	4.80
55	Italy	2.82

Source: IMD International Business School 2011



UK Trade & Investment

UK Taxation



Corporation Tax in the UK

- The “standard” or “main” rate of corporation tax in the UK is 23% (effective 1st April 2013) and applies to both resident and non-resident companies. The specific rates for UK corporation tax are detailed in the table below. Marginal relief is applied to profits between the rates, easing the transition between the small companies’ rate and the main rate.

UK corporation tax rates 2013/14	Profit (£)
Small companies’ rate 20%	0-300,000
Marginal relief	300,001-1,500,000
Main rate 23%*	1,500,001 or more

Source: HM Revenue & Customs 2013

**Note: The UK Government announced, in the 2013 budget that they will be reducing the main rate of corporation tax by an additional 1 percentage point in April 2015, so it reaches 20 per cent, the joint lowest level in the G20. The Government will unify the small profits rate and the main rate so there is a single rate of corporation tax.*

- The table below shows that the UK’s main corporate tax rate is competitive against other major European nations.

Country	Main corporate tax rates**
France	34.43%
Germany	30% to 33%
Spain	30%
Italy	27.5%
Netherlands	25%
UK	23%

Source: Deloitte, 2013, UKTI Tax Information Sheet

Further information can be sourced at

<https://www.dits.deloitte.com/DomesticRates/domesticRatesMatrix.aspx>

***Note: Effective corporate tax rates. The rates do not reflect payroll taxes, social security taxes, net wealth taxes, turnover/sales taxes and other taxes not levied on income.*



UK Taxation

Withholding taxes (WHT)

Most countries require that payers of certain amounts (especially interest, dividends, and royalties) to foreign payees withhold income tax from such payment and pay it to the government.

Procedures vary for obtaining reduced withholding tax under income tax treaties. Procedures for recovery of excess amounts withheld vary by jurisdiction. In some, recovery is made by filing a tax return for the year in which the income was received. Time limits for recovery vary greatly.

Taxes withheld may be eligible for a foreign tax credit in the payee's home country.

The UK has NO withholding tax on dividends, and an excellent network of double tax treaties which usually reduce withholding tax rates on interest and royalties (sometimes to £0).

This compares well to other countries where companies will suffer additional taxes when trying to extract money from local entities and repatriate profits to the parent company.

Dividend exemption

The general rule is that dividends paid by a UK company to another UK company out of post-tax profits are exempt from further taxation. The rule was extended to dividends paid on or after 1 July 2009 by a UK or overseas company to a company or branch within the charge to UK corporation tax, so that dividends received are exempt if the conditions for the exemption are met.

This makes the UK more attractive as a holding company location, since the holding company can receive dividends from an overseas group company which are not subject to UK corporation tax and (coordinating with the withholding tax point above) may then be paid out to an ultimate parent company without suffering additional taxes.

While countries like the Netherlands have had a dividend exemption for years, they usually have a WHT on dividends paid to the ultimate parent, increasing the effective tax rate.

Source: UKTI – Tax Specialist



UK Taxation

Interest deductibility

Many companies use debt to finance their worldwide operations, and countries have varying policies on whether interest payments on those debts are deductible (or taxable for the lender).

Some countries have hard and fast rules that bear little relation to the commercial world. The UK uses "debt cap" rules, explained by HMRC here: <http://www.hmrc.gov.uk/manuals/cfmmanual/cfm90160.htm>

In the UK, interest expense for funding of share acquisitions is available, which also helps to promote the UK as a holding company location. While transfer pricing and "thin cap" (basically whether a company's capital:debt ratio is sufficiently robust) rules still apply, the starting point is that interest is normally a tax deductible expense in the UK – **this makes the UK more attractive as a "hub"**.

Substantial shareholdings

The substantial shareholdings exemption is an exemption from assessment of capital gains under corporation tax applicable to UK companies. The rationale for the exemption is that groups of companies should be able to restructure without having to concern themselves with tax on any capital gains.

Other European jurisdictions have had what is called a participation exemption for many years, so **this legislation was introduced specifically to make the UK an attractive competitor as a holding company location.**

For further information, please see KPMG's brochure outlining the UK as a holding company location and covering many of the tax points:

www.kpmg.com/UK/en/IssuesAndInsights/ArticlesPublications/Documents/PDF/Tax/uk-holding-company-location.pdf

Source: UKTI – Tax Specialist



European Tax Comparison

European Tax Comparison



- Notes: Corporate Tax**
- France - taking into account the 3.3% social security surcharge, the effective rate is 34.43%.
 - Germany - the effective corporate rate (including the solidarity surcharge and trade tax) typically ranges between 30% and 33%.
 - Italy - the corporate tax rate is 27.5%, plus the regional tax on productive activities (IRAP), generally 3.9%.
 - UK - the rate has been reduced from 24% to 23% in 2013 and then to 20% in 2015.

Source: Deloitte 2013, www.taxrates.cc, fDi Intelligence, from the Financial Times Ltd (2012), www.hmrc.gov.uk (2013)

* Note: Effective corporate tax rates. The rates do not reflect payroll taxes, social security taxes, net wealth taxes, turnover/sales taxes and other taxes not levied on income.

*** Income Tax Rate selected is the highest rate payable



UK Trade & Investment

UK Government Support for R&D



UK Government Support for R&D

Patent Box

- Effective 1 April 2013, the Government introduced a preferential regime for profits arising from patents, known as a Patent Box. The enabling legislation for this was included in the Finance Bill 2012.
- The Patent Box encourages companies to locate the high-value jobs and activity associated with the development, manufacture and exploitation of patents in the UK. It also enhances the competitiveness of the UK tax system for high-tech companies that obtain profits from patents.
- Patents have a particularly strong link to on-going high-tech R&D and manufacturing activity, which the Government sees as a priority to encourage in the UK. They are also clearly identifiable, and provide exclusive legally protected rights to exploit a novel product or process.
- After consultation with business, the Government, from 1 April 2013, applied a 10 per cent rate for profits arising from ALL eligible patents held at that date. To accommodate the inclusion of ALL eligible patents, the 10 per cent benefit will be phased in as follows:

2013/14	2014/15	2015/16	2016/17	2017/
60%	70%	80%	90%	100%
- The 'Patent Box' applies to net income after expenses.
- On 29 March the Finance Bill 2012 was published and included legislation for the Patent Box.
- HMRC published an updated technical note which provides guidance on the implementation of the new regime.
 - The Bill is available on the [Parliament website \(external link, opens in a new window\)](#) the Patent Box legislation can be found at Clause 19, Schedule 2.
 - [The Technical Note \(HMRC website, opens in a new browser\)](#)

Source: http://www.hm-treasury.gov.uk/patent_box.htm

Source: UKTI, 2013



UK Government Support for R&D

R&D Tax Credits

- R&D tax credits are available for large corporations and Small and Medium Enterprises (SME's) investing in R&D.

What is considered R&D?

- A basic definition is "work to resolve scientific or technological uncertainty aimed at achieving an advance in science or technology". Advances include new or improved products, processes and services.
- Broader innovation in products, processes and services (e.g. proprietary content, non-technical design or developing other non-technological unique selling points) is not considered R&D.
- As a rule of thumb, developing information or other 'content' is not R&D, but developing the means to deliver 'content' can be R&D.

Who can benefit from R&D tax credits?

- All companies with qualifying expenditure on R&D are entitled to a deduction when calculating their taxable profits with no upper limit.



UK Government Support for R&D

Large Corporations R&D Tax Credits

From 1 April 2013, large corporations can obtain either a “**Super Tax Deduction**” or the new “**above the line (ATL) R&D tax credit.**” Companies may choose which one to use until 1 April 2016, after which, the ATL scheme will become mandatory.

Super Tax Deduction Scheme

- In addition to the normal 100% deduction, large companies are entitled to a further deduction from their taxable income of 30% of their current spending on qualifying R&D.
- For example, if a company spends £100,000 on qualifying R&D, it will be able to deduct £100,000 from its taxable income under ordinary tax rules and an additional £30,000 under the R&D tax credit.

ATL R&D Tax Credit

- Announced in the Budget 2013, the ATL R&D Tax Credit allows companies with no liability to corporation tax claiming under the large company scheme, the potential to obtain a payable tax credit rather than having to carry any additional losses generated forward for offset against future profits.
- The ATL credit, to the extent it is uncapped, can be surrendered as group relief or used to offset tax liabilities for other periods.
- The ATL credit will be available at the headline rate of 10% of the qualifying R&D expenditure for the period.

SME's R&D Tax Credits

- In addition to the normal 100% deduction, SME's (those companies employing up to 500 people worldwide and having a turnover of up to €100 million), are entitled to a further deduction from their taxable income of 125% of their current spending on qualifying R&D. This represents a cost reduction of 30% of qualifying R&D expenditure. For more information:
<http://www.hmrc.gov.uk/ct/forms-rates/claims/randd.htm>
- For companies which have tax losses, an R&D tax credit can be surrendered for a cash amount.
- The following expenditure qualifies for the R&D tax relief:
 - The cost of staff directly involved in the R&D work;
 - The cost of externally provided workers such as agency staff engaged by the company to work on the R&D project;
 - The cost of software and consumable items such as fuel, power and water; and 65% of the cost of subcontracting specific elements of the R&D work to a third party.



UK Trade & Investment

UK Infrastructure



UK ICT Infrastructure

The overall quality and reliability of ICT infrastructure is a critical location factor for businesses across all sectors. This is particularly true of EHQ's, given the need to maintain contact with markets across the continent.

The UK has one of the strongest ICT infrastructures in the world, with privatisation of the major ICT service providers having led to greater competition and lower prices.

Within Europe, London is rated by businesses as being the best location for telecommunications.

Source: European Cities Monitor, Cushman & Wakefield, 2011

The UK ICT infrastructure meets the key requirements of international companies, including:

A strong e-business environment

- According to the "IT Industry Competitiveness" rankings produced by the Economist Intelligence Unit, the UK is ranked as one of the world's leading locations for its IT environment, and ahead of all major European economies including Germany, France, Spain and Italy. The rankings measure IT infrastructure, IT skills base, support for the IT sector, R&D environment, legal environment and business environment.

Wide availability of broadband

The penetration rate of broadband technology in the UK reached 34.3% in July 2013, significantly higher than the OECD average of 26.3%, with the total number of fixed broadband subscribers in the UK reaching 21.6 million.

Source: OECD 2013

Wide availability of Wi-Fi

- The UK has the second highest number of verified public Wi-Fi hotspots in the world, just behind South Korea. At a city level, London has one of the highest numbers of Wi-Fi hotspots globally with over 34,000, whilst several UK cities are currently implementing Wi-Max technologies to further enhance wireless connectivity.

Source: Wi-Fi Alliance, 2012

Provision of secure servers

- The UK has the highest number of secure servers in Europe and the second highest globally behind only the US.

Source: OECD Communications Outlook, 2011



UK Broadband

Superfast Broadband

- The Government intends to ensure that all UK premises can experience download speeds of at least 2Mbit/s by 2015 and that ninety per cent of premises can access superfast broadband. To this end, it has allocated £530 million to stimulate commercial investment in the rollout of high speed broadband in rural communities.
- In August 2012, the Secretary of State for Culture, Media and Sport set a further target that the UK should have the fastest broadband of any major European country by 2015.
- Superfast broadband (SFBB) is now available from commercial providers to 65% of UK premises. A growing number of consumers are replacing their existing broadband services with superfast services: approximately one in ten broadband connections are now superfast, with 7% of premises taking such services.
- The UK's average broadband speeds have been rising as a result of this accelerating take-up of SFBB and the average speed now stands at 12.7Mbit/s, an increase of 69% from the 7.5Mbit/s recorded in 2011.

Superfast Broadband – UK Network Coverage



Source: OFCOM – The European Broadband Scorecard, OFCOME Infrastructure Report 2012 Update



UK Transport

With an integrated system of airports, seaports, rail and road, businesses located in the UK can select the optimal method of moving people and freight between major cities and locations, both within the UK and internationally.

The main advantages of the UK transport system include:

- excellent air links to locations all over the world from world-class international airports such as Heathrow, Gatwick, Manchester, Stansted, Birmingham and Glasgow,
- an advanced and comprehensive road system that links all locations throughout the UK,
- a privatised rail network linking all locations across the UK and, through the Channel Tunnel, all locations in mainland Europe
- Approximately 120 ports across the UK, handling the largest volume of seaport traffic in Europe.

Air

- The UK has the largest air transport system in Europe, accounting for 201 million passengers and the top four busiest international air routes.

Source: Eurostat, 2010

Road

- The UK has an advanced and comprehensive road transport system, with a total of 394,000 kilometres of roads. There are almost 3,600 kilometres of motorways, all of which are toll-free except for the M6 Toll adjacent to the M6 in Birmingham.

Source: Department for Transport, 2013

Rail

- The UK has a privatised rail network linking all locations across the country and, through the Eurostar connection and the Channel Tunnel, key locations in Europe.

Sea

- The UK ports and harbours industry is one of the largest in Europe, with over 120 active ports operating across the UK. Major container ports are at Felixstowe, Southampton, Thamesport, Tilbury and Liverpool; major estuary ports include London, Tees, Hartlepool and Grimsby / Immingham. UK ports handle over 490 million tonnes of freight each year, the largest volume in the European Union.

Source: Eurostat, 2013



UK Accessibility to Europe and Beyond

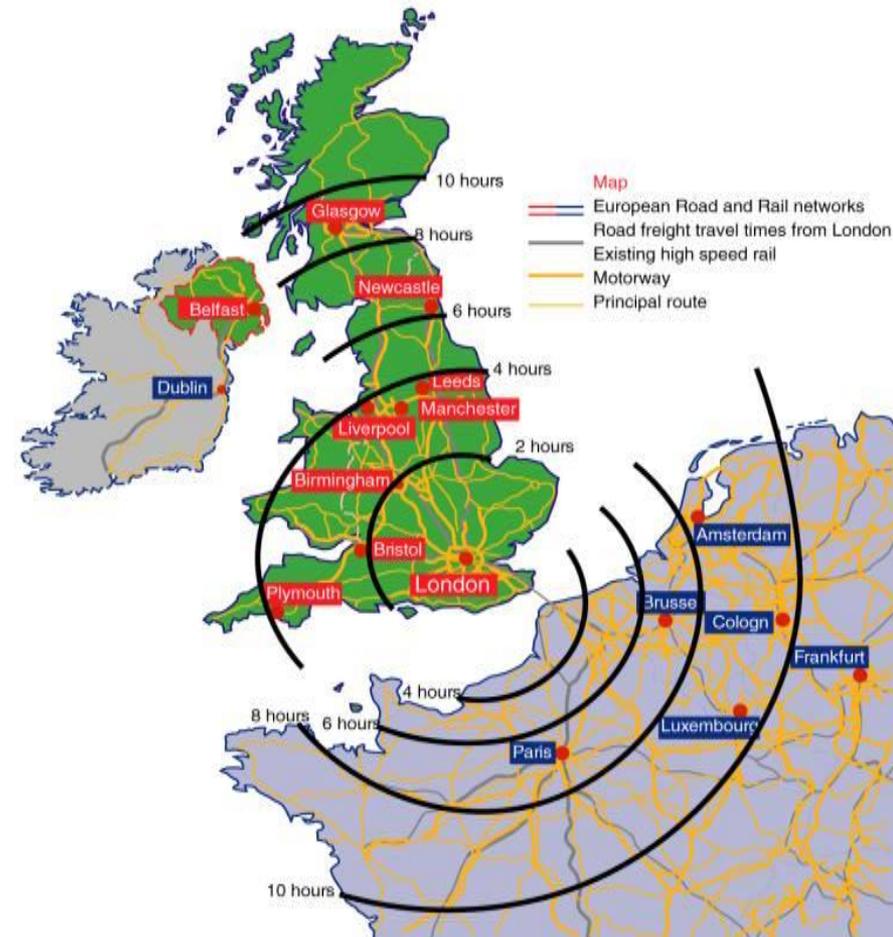
An integrated system of airports, road and rail allows ease of movement between major cities in the UK, and internationally.

The UK has the largest air transport system in Europe, accounting for 201 million passengers and having 7 of the top 10 busiest international air routes from Europe. The leading airports in the UK are [London Heathrow](#), [London Gatwick](#) and [Manchester Airport](#). Other major international airports in the UK include London Stansted, Glasgow, Birmingham International, and Liverpool.

The UK offers the perfect location for accessing partners throughout Europe. Almost all of Europe's leading ICT markets can be reached in under two hours from any one of the international airports serving the South of England such as London's Stansted, Heathrow Gatwick, City and Luton.

The UK is home to many low cost airlines offering incredibly competitive prices on air travel throughout the whole of Europe.

The UK also has a modern and privatised railway that links all UK and European mainland locations through the world class Eurostar rail service. There is also an advanced and comprehensive road system that links all locations throughout the UK.





FDI from Hungary



FDI from Hungary

- There are **27 companies in the UK** with a minimum of 10% Hungarian ownership. Of these, 16 are majority-owned by Hungarian companies.
- Leading Hungarian investors in the UK include **Richter Gedeon Vegyeszeti Gyar**, operating in the pharmaceuticals sector.
- Hungarian companies have created a total of **517 jobs from 6 FDI projects** in the UK since 2003.
- The FDI projects have originated from a variety of industry sectors, including **Hotels & Tourism, Transport, Consumer Products, Industrial Machinery** and **Pharmaceuticals**.



UK Trade & Investment

Working with UKTI

Working with UK Trade & Investment

Your Springboard for Global Growth

UK Trade & Investment is the specialist Government department that supports:

- foreign companies seeking to set up or expand in the UK, and
- UK-based companies to trade internationally.

UK Trade & Investment provides a fully integrated advisory service, delivering the latest business intelligence through a global network of commercial teams worldwide.

UK Trade & Investment works in close partnership with investment and economic development agencies in England, Scotland, Wales and Northern Ireland to help overseas companies to maximise their business objectives in the UK.

UK Trade & Investment provides dedicated, professional assistance on all aspects of locating a new business in the UK or expanding existing facilities. Our services include:

- providing bespoke information on key commercial considerations such as company registration, financing, labour and skills, research and development, real estate, transport, utilities and regulatory issues;
- providing comprehensive regional and local location analysis to help overseas companies choose the right place to set up;
- making introductions to sector networks such as industry leaders, chambers of commerce, service providers, universities and centres of R&D excellence;
- assisting overseas entrepreneurs to develop innovative UK business opportunities through our Global Entrepreneur Programme, and;
- continued support through our Investor Development network which offers assistance to companies once they have established a presence in the UK.



Working with UK Trade & Investment

Your Springboard for Global Growth

How we can help you

- UK Trade & Investment (UKTI) will provide you with dedicated, **professional assistance** on locating and expanding your business in the UK.
- UKTI and our regional partners offer **free**, confidential and tailored support in a number of key areas:
 - Links with centres of excellence (e.g. universities);
 - Information on tax, regulatory and business planning issues;
 - Information on financial incentives;
 - Information on staff recruitment, retention and training programmes;
 - Assistance with immigration issues.

Site and property search

- We can provide comprehensive regional and local location analysis to assist you in finding the **ideal location** and site for your business.

Visiting the UK

- UKTI can arrange a visit programme for you to meet with **key individuals**, visit prospective properties and understand the UK offer.

Building key contacts

- We will make the **introductions** you need to ensure your business start-up is as quick and efficient as possible. We can assist you in making introductions to service providers, local, regional and national government and trade organisations.

Aftercare

- We provide an **on-going support** function once established in the UK. Working with a local Regional Development Agency, we are concerned with Government policy, commercial, and technology issues, which are affecting or may affect your business success.

Maximising your global potential

- Once you are established in the UK, we can help your company to take advantage of new **business opportunities** and branch out to new locations – both in the UK and overseas.



Working with UK Trade & Investment Your Springboard for Global Growth

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UKTI and our regional partners offer **free**, confidential and tailored support in a number of key areas:

- Links with centres of excellence (e.g. universities)
- Information on tax, regulatory and business planning issues
- Information on financial incentives if applicable
- Information on staff recruitment
- Site and Property search assistance
- Building key contacts- we can provide introductions to service providers, local, regional and national government and trade organisations.
- Aftercare through on-going support
- Maximising your global potential- Once you are established in the UK, we can help your company to take advantage of new **business opportunities** and branch out to new locations – both in the UK and overseas.

“Often when introductions are made you end up thinking you needed to speak with someone else. UK Trade & Investment spent a great deal of time with us to ensure we spoke with the right people. I always left the various discussions feeling extremely positive and with plenty of ideas about how to move relationships forward.”

Vipul Vachhani, Managing Director, Jaivel



UK Trade & Investment