

- China Tomorrow - UKTI support for next steps

Simon Bedford

Thursday 12th November, 2009

- About UK Trade & Investment
- Our network
- Emerging 2nd tier cities
- Services available
- Routes to market
- Reasons for setting up in China
- Support available

UKTI – Who are we?



- Help companies in the UK succeed in doing business internationally (Export, Selling Services & Foreign Direct Investment)
- Assist overseas enterprises seeking to set up or expand in the UK

Hit the world running ^{UK}

UKTI – What do we do?



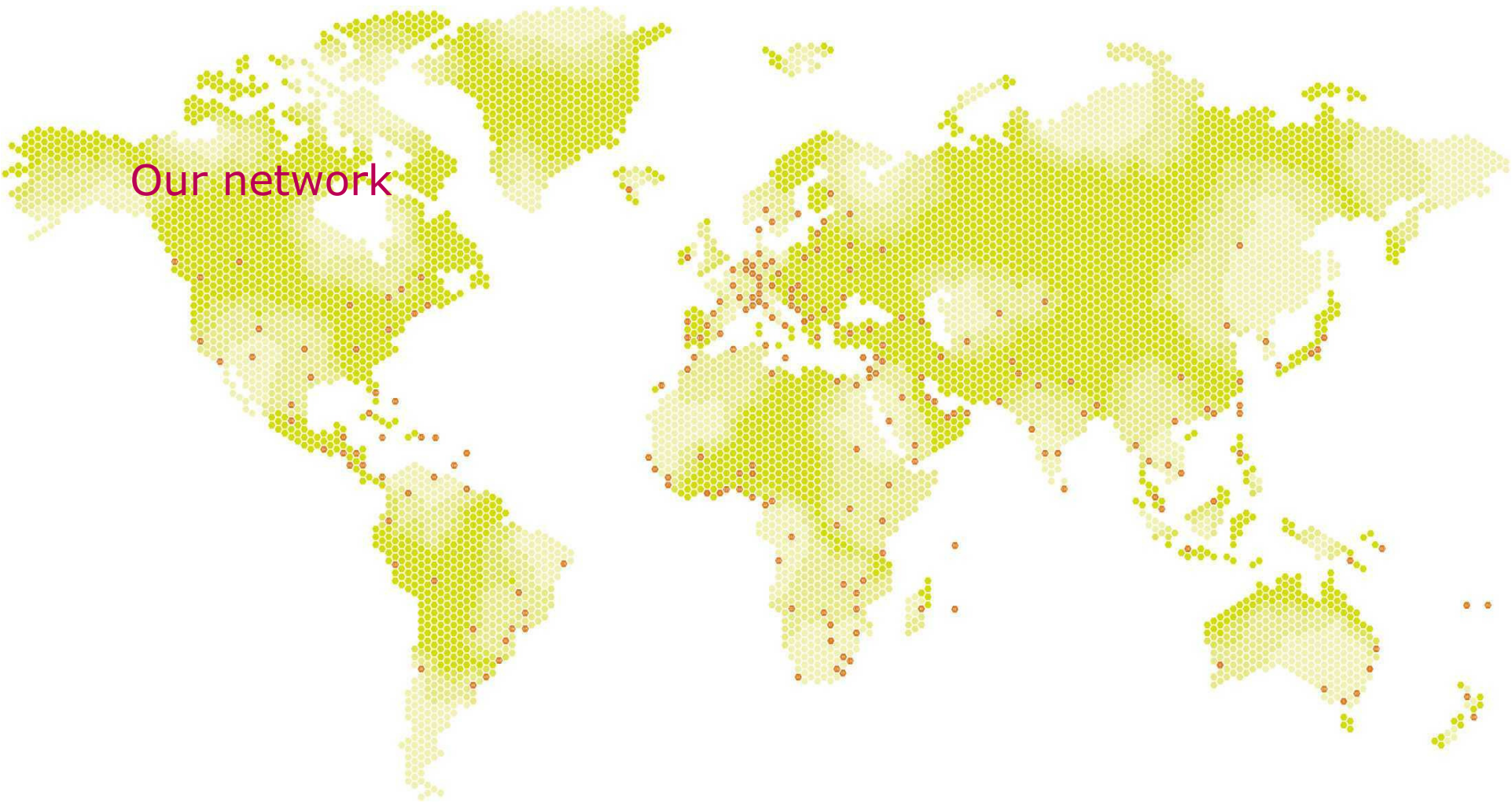
- Business advice and support
- Research and information
- Training and development
- International business visits
- Practical in-market assistance

Hit the world running ^{UK}

UK Trade & Investment is a global organisation with headquarters in London and Glasgow.

Our network comprises over 2,000 staff and advisers – 1,300 overseas in UK Embassies, High Commissions, Consulates and Trade Offices; and around 400 Advisers and support staff in the nine English regions

Hit the world running ^{UK}



Our network



UKTI is present in the following overseas locations

**Algeria**

Algiers

Angola

Luanda

Argentina

Buenos Aires

Australia

Brisbane

Melbourne

Perth

Sydney

Austria

Vienna

Azerbaijan

Baku

Bahrain

Manama

Bangladesh

Dhaka

Barbados

Bridgetown

Belgium

Brussels

Bosnia & Herzegovina

Sarajevo

Brazil

Brasilia

Porto Alegre

Recife

Rio de Janeiro

São Paulo

Brunei

Bandar Seri

Begawan

Bulgaria

Sofia

Canada

Calgary

Montreal

Ottawa

Toronto

Vancouver

Chile

Santiago

China

Beijing

Chongqing

Guangzhou

Shanghai

Colombia

Bogotá

Costa Rica

San José

Croatia

Zagreb

Cuba

Havana

Cyprus

Nicosia

Czech Republic

Prague

Denmark

Copenhagen

Dominican Republic

Santo Domingo

Ecuador

Quito

Egypt

Alexandria

Cairo

Estonia

Tallinn

Ethiopia

Addis Ababa

Finland

Helsinki

France

Bordeaux

Lille

Lyon

Paris

Germany

Berlin

Düsseldorf

Munich

Ghana

Accra

Greece

Athens

Hong Kong & Macao

Hong Kong

Hungary

Budapest

Iceland

Reykjavik

India

Ahmedabad

Bangalore

Chandigarh

Chennai

Hyderabad

Kolkata

Mumbai

New Delhi

Pune

Indonesia

Jakarta

Iraq

Baghdad

Ireland

Dublin

Israel

Tel Aviv

Italy

Milan

Naples

Rome

Jamaica

Kingston

Japan

Osaka

Tokyo

Jordan

Amman

Kazakhstan

Astana

Atyrau

Kenya

Nairobi

Kuwait

Kuwait City

Latvia

Riga

Lebanon

Beirut

Libya

Tripoli

Lithuania

Vilnius

Luxembourg

Luxembourg

Malaysia

Kuala Lumpur

Mexico

Guadalajara

Mexico City

Monterrey

Tijuana

Villahermosa

Morocco

Casablanca

Rabat

Mozambique

Maputo

Netherlands

The Hague

New Zealand

Auckland

Nigeria

Abuja

Lagos

Port Harcourt

Norway

Oslo

Occupied Palastine

Jerusalem

Oman

Muscat

Pakistan

Islamabad

Karachi

Lahore

Panama

Panama City

Peru

Lima

Philippines

Manila

Poland

Warsaw

Poland

Warsaw

Portugal

Lisbon

Qatar

Doha

Romania

Bucharest

Russia

Ekaterinburg

Moscow

St Petersburg

Saudi Arabia

Al Khobar

Jeddah

Riyadh

Serbia

Belgrade

Singapore

Singapore

Slovakia

Bratislava

Slovenia

Ljubljana

South Africa

Cape Town

Durban

Johannesburg

South Korea

Seoul

Spain

Barcelona

Bilbao

Madrid

Seville

Sri Lanka

Colombo

Sudan

Khartoum

Sweden

Stockholm

Switzerland

Berne

Geneva

Syria

Aleppo

Damascus

Taiwan

Kaohsiung

Taipei

Tanzania

Dar es Salaam

Thailand

Bangkok

Trinidad & Tobago

Port of Spain

Tunisia

Tunis

Turkey

Ankara

Istanbul

Izmir

UAE

Abu Dhabi

Dubai

Uganda

Kampala

Ukraine

Kiev

USA

Boston

Chicago

Houston

Los Angeles

Miami

New York

San Francisco

Washington DC

Venezuela

Caracas

Vietnam

Hanoi

Ho Chi Minh

City

Yemen

Sana'a

The UK's Network in China



CBBC Offices

Shenyang

Beijing

Qingdao

Nanjing

Shanghai

Hangzhou

Wuhan

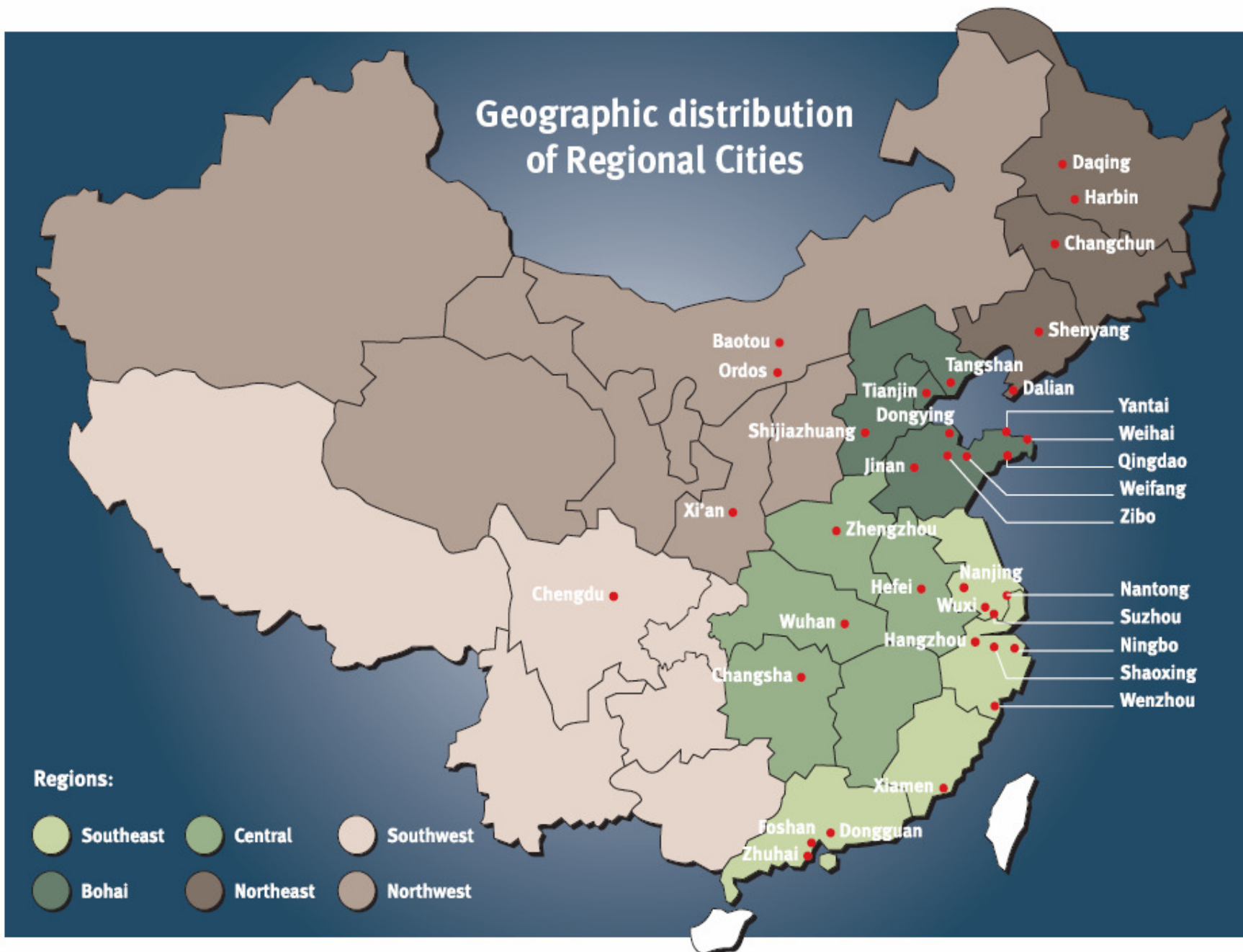
Chengdu

Shenzhen

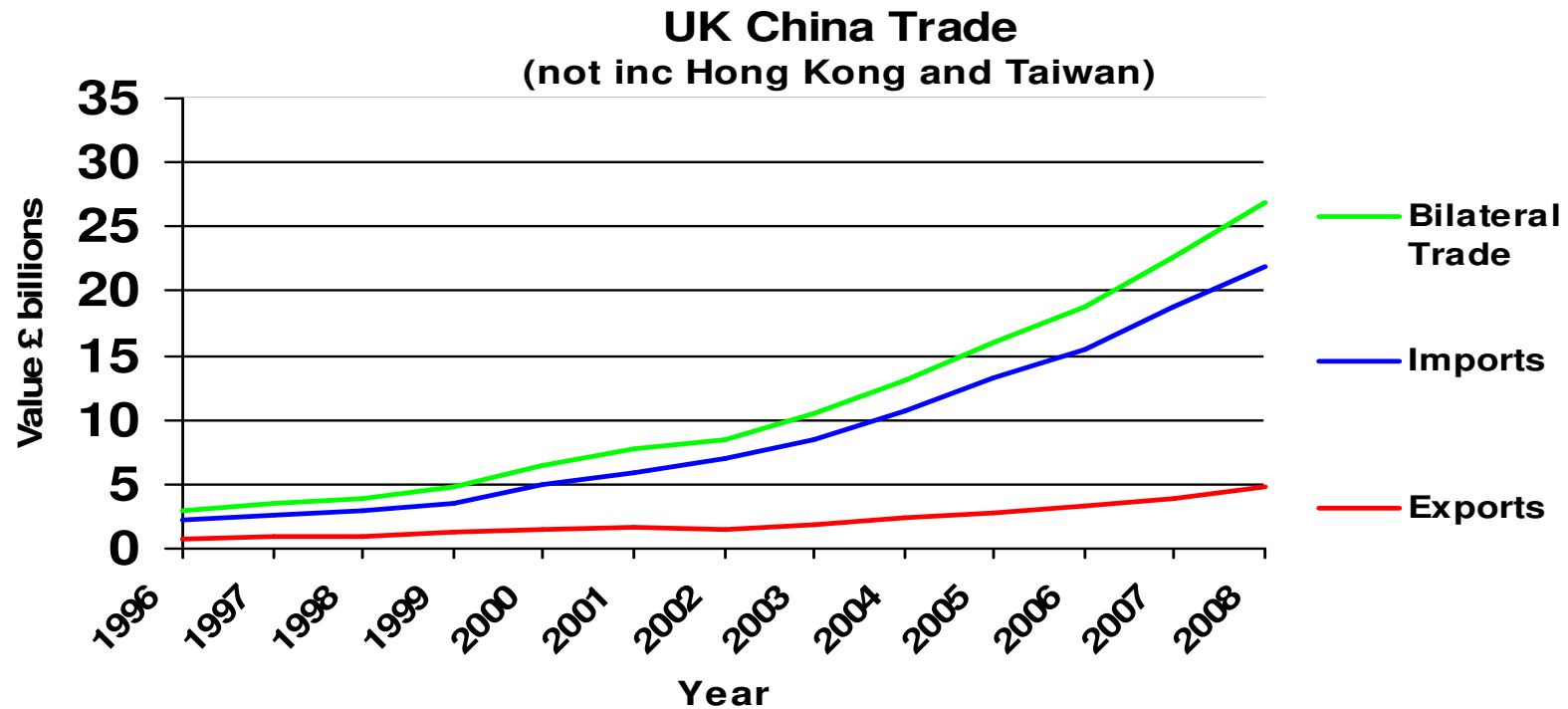
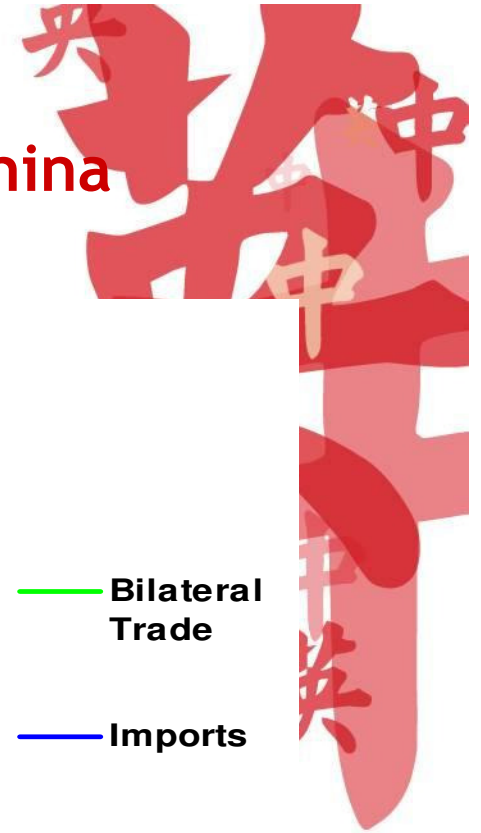
Guangzhou

Chongqing

Geographic distribution of Regional Cities

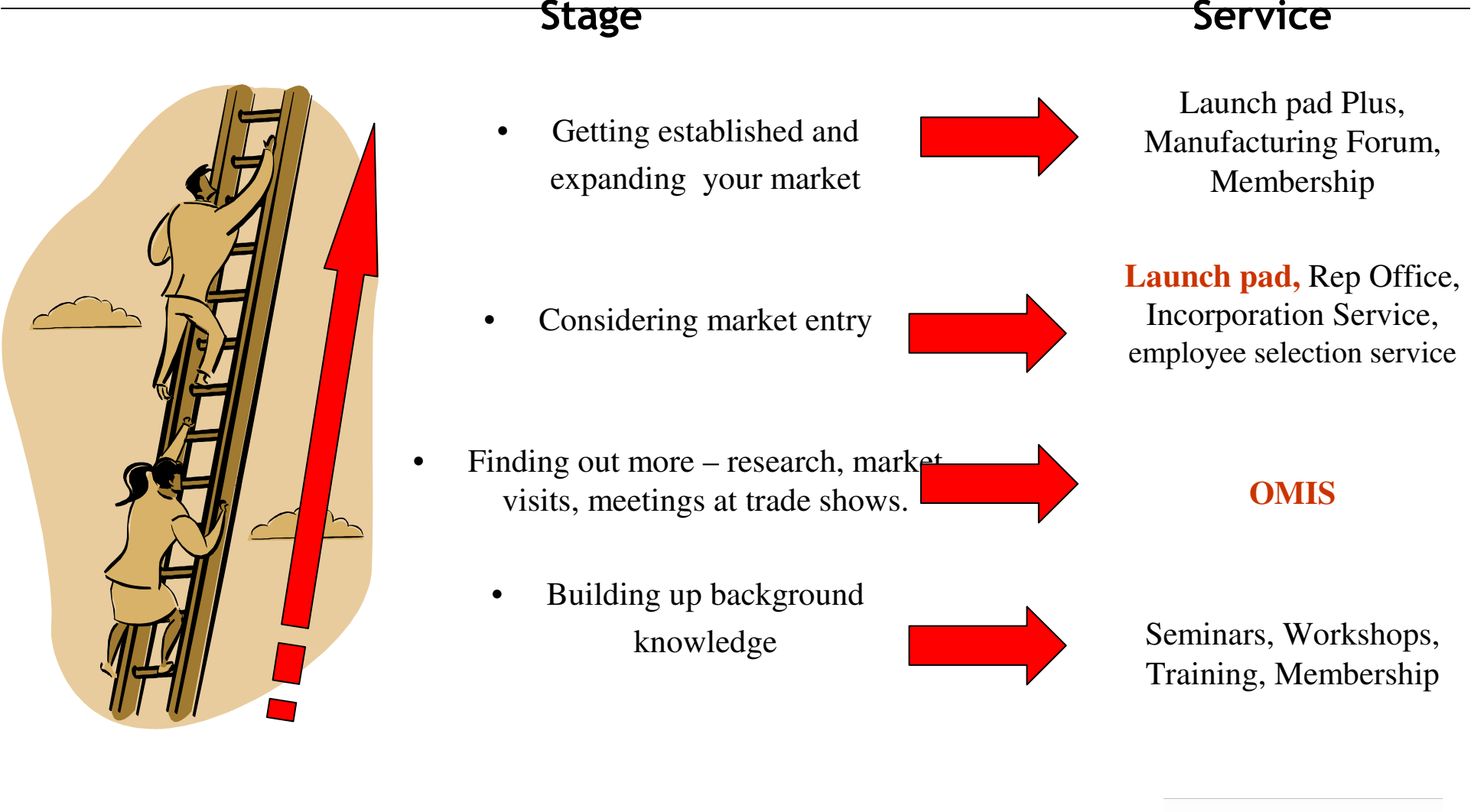


Increasing trade between the UK and China



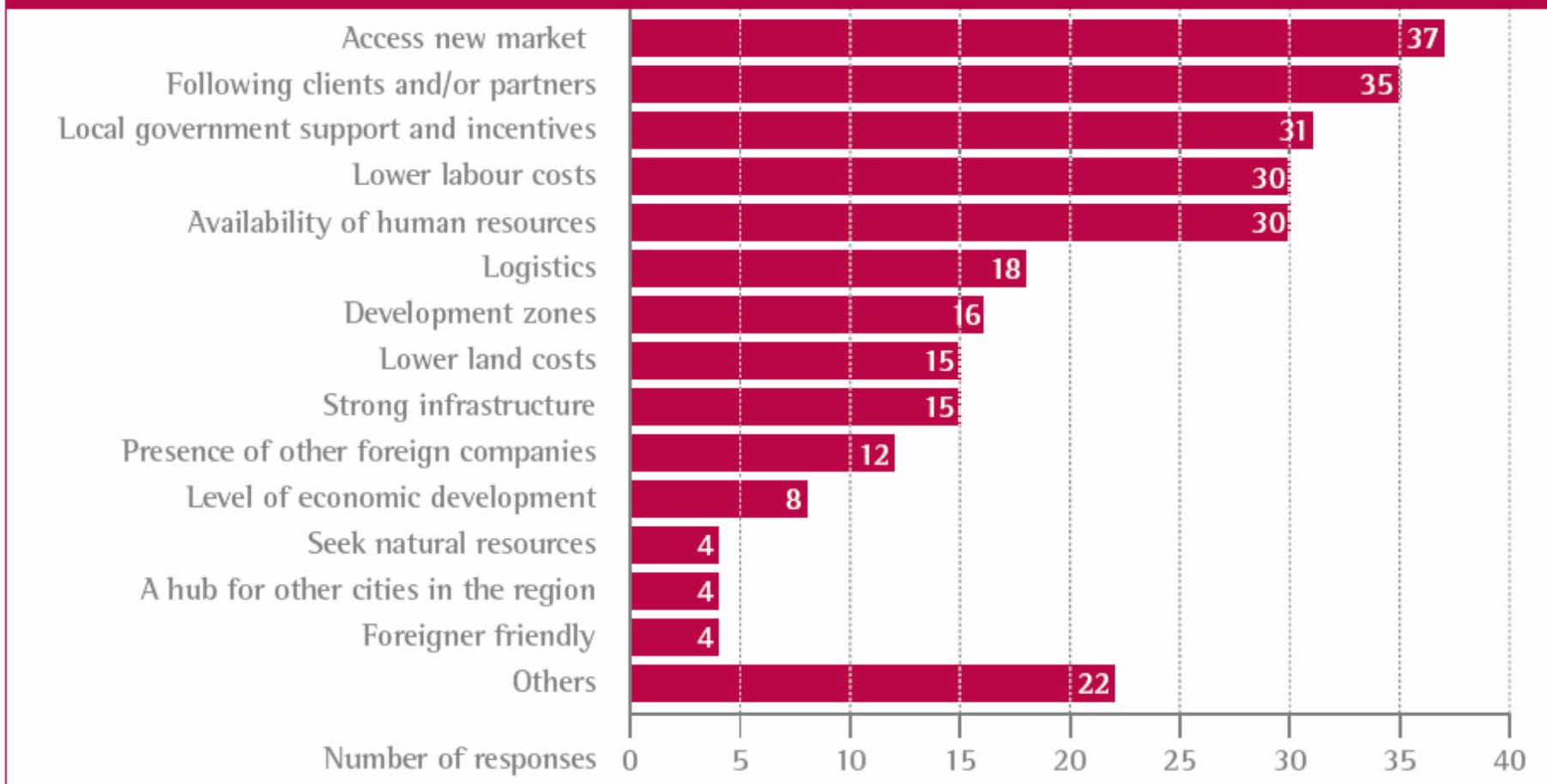
Source: HMRC

The Services of CBBC & UKTI



Why UK companies are setting up in China

Exhibit 7: Market-Entry Drivers



How companies are entering the market



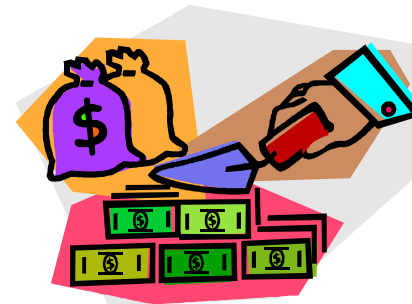
-
- Export
 - Agent/distributor
 - Representative office
 - Investment
 - Joint venture
 - Wholly Foreign Owned Enterprise
 - Foreign Invested Commercial Enterprise
-

Question?

- What sources could be used to assist you in setting up overseas?

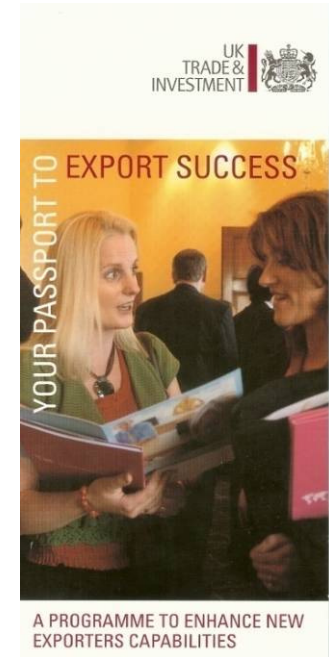


- UK Trade & Investment
- China Britain Business Council
- HM Revenue & Customs
- Chambers of Commerce
- British Council
- Trade Organisations
- Banks/Solicitors/Accountants
- Credit insurance companies
- Professional organisations



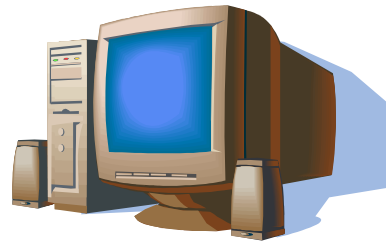
Resources & Funding

- Passport to Export
- Overseas Market Introduction Service (OMIS)
 - Low cost in market support
 - £490 - £9800
 - Usual price around £1000
- Targeted Export Support Scheme (TESS)
- Export Market Research Scheme (EMRS)



Research & Information

- UKTI & Trade Yorkshire websites
 - Free market & sector information
 - **www.uktradeinvest.gov.uk**
 - **www.tradeyorkshire.com**
- Register to have full access to resources



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Key Programmes

- › [Passport to Export \(PtoE\)](#)
- › [Gateway to Global Growth](#)
- › [Targeted Export Support Scheme \(TESS\)](#)
- › [International Business Network \(IBN\)](#)
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TradeYorkshire is UK Trade & Investment's website for international trade in Yorkshire and Humber.
Our aim is to help your business develop overseas trade. We hope you find what you need here, but if you would prefer to speak to an international trade adviser, please [contact us](#).



The IBN returns to Yorkshire

The hugely popular International Business Network (IBN) event will be back in the region on Monday 9 November.



October TradeYorkshire e-bulletin

The latest edition of the monthly news e-bulletin is available to download now.



Made it locally, now trade globally

Find out how exporting can benefit your business today.



Build links with China at regional event

Regional organisations are to be offered advice on working with Chinese companies as part of an ongoing 'China Tomorrow' initiative.



Meet the Asia experts

UK Trade & Investment's Asia Task Force asks you to save the date for its next series.



Cleckheaton business goes global after UKTI funding

In these difficult financial times one West Yorkshire company is defying the credit crunch.



Dragon slayer targets overseas growth

She's described as the best ever candidate to enter BBC Dragons' Den, wowing all five of the ruthless investors.



Unique event to focus on Islamic Finance

The first of its kind in the northern region, a unique conference will take place in Leeds to provide an introduction to Islamic Finance.



Sail into South Africa

The first in a series of trade missions linked to the Clipper Round the World Yacht Race will be led by the Hull & Humber Chamber of Commerce to Cape Town.

[tradeyorkshire business database log-in here>](#)

[Not registered? - Find out more](#)

Export and profit.
Call UKTI on 01226 735440 or email info@uktyorkshire.co.uk

Made it locally, now trade globally.



contact a trade adviser

Get expert help now



Sector Profile: Healthcare

Sector Profile: Food and Drink

Country Profiles

Profiles on top UK export markets, including: Brazil, China, India, Pakistan and USA.

UKTI Summary of Services

- Worldwide network
- Market research
- Market visits and support
- Expertise
- Funding
- ...because we have all the answers!



Contact



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