



# Department for International Trade at WindEnergy Hamburg 2020

Virtual event  
1 - 4 December 2020





The UK has brought together a breadth of expertise to create a large renewable sector, with the largest offshore wind construction programme in Europe, and the world's largest installed offshore wind base.

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## Foreword



Department for  
International Trade



**Rodney Berkeley,**  
Director,  
Energy and  
Infrastructure

**Department for  
International  
Trade**



*I am delighted to welcome you to the Department for International Trade virtual stand at WindEnergy Hamburg, where you will be able to meet members of our UK and global offshore wind team and learn more about the UK's capabilities in the sector.*

The UK has long been at the forefront of tackling climate change and the Prime Minister recently announced new targets to make the UK a world leader in clean energy. These targets aim to slash carbon emissions to net-zero by 2050 while creating thousands of jobs, boosting exports and promoting investments.

Offshore Wind is at the heart of this long-term commitment to deliver clean energy. The UK has already developed the world's largest installed offshore wind capacity with 10.4GW currently operational, and aims to have 40GW installed by 2030 – enough to power every home in the United Kingdom.

New plans include the development of 1GW of floating offshore wind capacity – 15 times current volumes worldwide. £160M will be provided to support the upgrade of ports and manufacturing facilities together with a range of projects to help industry reach its target of 60% local content on domestic wind farm developments.

Such rapid growth and evolution of offshore wind in the UK is giving rise to outstanding innovation and expertise in windfarm design, development, installation, and operations and maintenance. We have featured some of these innovations at our stand – particularly in digital technologies, autonomous technologies and floating windfarms – in our innovation webinar series.

The UK is keen to share the offshore wind technology and related services we have developed to meet the demands of an expanding global industry.

I invite you to talk to DIT today about the range of support we can provide to help you succeed.

**Rodney Berkeley**  
Director, Energy and Infrastructure  
**Department for International Trade**

## Get export support from The Department for International Trade (DIT)

*The Department for International Trade (DIT) is the UK Government department responsible for promoting British trade across the world.*

Its role is to support UK based businesses to succeed in international markets and to encourage overseas companies to make the UK their global partner of choice.

DIT has over 3,900 experienced civil servants, industry and international business specialists operating across 174 offices in 108 international markets and nine UK regions.

With strong links into all major Government and industry bodies in the UK and overseas, DIT is well positioned to help your business succeed, whether small or large, as an investor or exporter.

UK Export Finance, the UK's export credit agency, can offer attractive long-term financing for project sponsors who source from the UK, and a range of flexible structures such as project financing, public-private partnerships and Islamic finance.

**To learn about other support available from DIT, visit [www.great.gov.uk](http://www.great.gov.uk)**

**For information on available support in Scotland please contact Scottish Development International [www.sdi.co.uk](http://www.sdi.co.uk)**



Department for  
International Trade

### About DIT:

**We are an international economic department, responsible for:**

- supporting and encouraging UK businesses to drive sustainable international growth
- ensuring the UK remains a leading destination for international investment and maintains its number one position for international investment stock in Europe
- opening markets, building a trade framework with new and existing partners which is free and fair
- using trade and investment to underpin the government's agenda for a Global Britain and its ambitions for prosperity, stability and security worldwide.

**In partnership with**





# Extraordinary innovation

*The UK has the largest installed offshore wind capacity in the world with nearly 10GW currently operational. Another 10GW of offshore wind is due to be installed by the mid-2020s, and the Conservative Manifesto set out an ambition for 40GW by 2030.*

As a result of this rapid, large-scale deployment, the UK has developed world-leading expertise in all areas of offshore windfarm design, development, installation, and operations & maintenance.

This expertise is supported by an ever-increasing supply chain that offers high quality, cost-competitive components and services.

The offshore wind sector currently provides circa

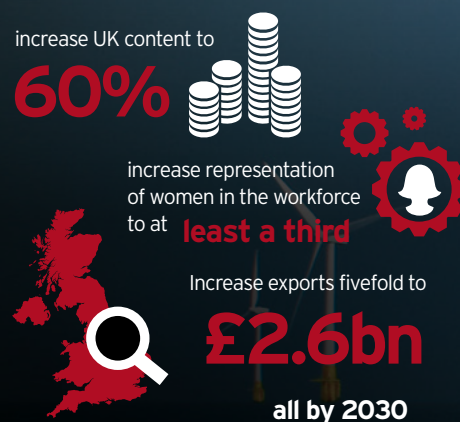
**11,000**   
long-term quality jobs around the UK and is protecting **27,000** by 2030.

Forecasts indicate there will be a

**£2.5 trillion**   
global investment in wind energy (on and offshore) by 2040.

## UK Industrial Strategy

The UK Industrial Strategy, Offshore Wind Sector Deal was launched in March this year and has among its ambitions:



The Department for International Trade's global network wants to help your business become a part of these ambitions.

[www.great.gov.uk](http://www.great.gov.uk)

# A powerhouse of innovation and invention

Scotland is at the forefront of energy innovation and you'll find that you can quickly take your R&D to the next level with our connected infrastructure and outstanding level of academic and industry collaboration. In fact, Scotland's innovation system and experienced offshore supply chain have been instrumental in driving down the cost of offshore wind globally, smashing the UK government's price target.

*Subsea Engineering – Hydrogen technologies – Floating wind.  
If you're thinking business innovation, think Scotland.*

If you have an enquiry about innovation developments in Scotland, please contact us: <https://www.sdi.co.uk/about-us/contact-us>

# Innovation Webinars

## Digital Technologies

Digital technologies are becoming increasingly important in optimising all aspects of the life cycle of a wind farm. They enable a much better understanding by providing the tools to reduce costs, streamline operations and optimise the asset's capability and life. This session brings together a range of different software and digital solutions working across the life cycle.



## Robotics and Autonomous Systems

Technologies, particularly autonomous are now increasingly being used on offshore windfarms. This sector is forecast to have a very significant impact on cost reduction, production and productivity targets. This webinar presents just a handful of companies with some really exciting ideas and solutions addressing the issues faced by this sector.



## Floating Technologies

Worldwide 80% of the offshore wind opportunity is thought to require floating solutions. The UK has an ambition to build on its existing floating windfarms to deliver 1 GW by 2030. Scotwind, Scotland's leasing round, includes five sites aimed at floating wind and many other sites will see the first hybrid fixed and floating commercial projects. There is a wide range of companies working in this area and this webinar brings 8 together to look at various issues and solutions when developing floating wind farms.



# Digital Technologies

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Castrol, one of the world's leading lubricant brands, has a proud heritage of innovation and fuelling the dreams of pioneers. Our passion for performance, combined with a philosophy of working in partnership, has been at the heart of

numerous technological feats on land, air, sea and space for over 100 years.

Today, we are driving sustainability and the transition to lower carbon to shape the next 100 years.

## Cognitive Business

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Since 2018 Cognitive has been using applied A.I. to provide solutions to some of the biggest O&M challenges in offshore wind.

## Digital Technologies

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AIS are problem solvers with operations in the real world, your world, where technical complexity, remoteness, dispersed teams, high risk, and critical infrastructure feature.

AIS believe in enabling asset owners and operators in these demanding sectors, to enhance business performance through informed decision-making.

With the identification, integration, and interrogation of collected data, they provide comprehensive digital asset management solutions that unlock new ways to be more efficient, productive and to reduce costs.

### JBA Consulting Limited

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JBA is a specialist flood, weather and climate risk management consultancy, employing over 700 staff in 26 offices in the UK, Ireland, US, Singapore, Australia and Cambodia. JBA specialise in the evaluation and mitigation of natural hazards through

the use of advanced analytics, software development and engineering. They are well known for the emphasis we place on innovation, their ethos of collaborative working, and the positive impact that this has on the sectors they work in.

## Digital Technologies

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ONYX InSight provides software, services, advanced sensing and data analytics for gearboxes, drivetrains, bearings and rotating machinery with the global reach and know-how of the BP Group in operation and lubrication of wind assets.

The company's products and services deliver increased production and reduced operations and maintenance costs through smart and unbiased predictive analytics underpinned by real-world engineering expertise for wind energy industry and beyond.

### Sennen

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Sennen provides software for renewable energy market leaders putting data at the heart of their asset management strategy.

Sennen's technology is deployed by leading clean infrastructure companies

including London Array, one of the largest offshore wind farms in the world. Sennen's deep sector experience and high-performance software framework allow them to rapidly configure systems tailored to meet clients' individual needs.

## Digital Technologies

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Wood is a global engineering and project services company, covering all major energy and infrastructure services and with offices in over 60 countries. To date we have worked on over 130GW of wind projects in a wide variety of technical and project delivery roles.

## Robotics and Autonomous Systems

### BladeBUG

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BladeBUG is a universal robotic system which reduces the complexity of detailed inspection, maintenance and early stage repair tasks on wind turbines. The adaptable crawling robot platform is capable of accessing the hardest to reach areas of turbine blades and, in 2020, performed

the world's first robotic 'blade walk' on an offshore turbine. Interchangeable tool payloads for conductivity testing and ultrasonic NDT are in development, with trials expected in spring 2021 via funding from Innovate UK.

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The Offshore Robotics for the Certification of Assets (ORCA) Hub is developing Robotics, Artificial Intelligence and Autonomous Systems for the offshore sector. It brings together 5 world-class UK-based universities and over 30 industry partners to revolutionise Asset Integrity Management.

## Robotics and Autonomous Systems

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Ocean Infinity is a marine robotics company that deploys autonomous robots, typically in fleet formation. Using the power of technology, Ocean Infinity's mission is to

thrive by delivering outstanding value for clients across all markets through finding the safest, most environmentally responsible and highest value ways of operating at sea.

### Offshore Robotics for Certification of Assets (ORCA) Hub

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## Robotics and Autonomous Systems

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Rovco is a leading provider of ROV services and technology provider. The company is pushing the boundaries to change the way underwater work is performed. Investing heavily in the development of real-time artificial intelligence, machine

learning and 3D vision systems for subsea robotics, Rovco services and product offering are aimed at reducing costs and carbon footprint of operations, whilst still improving safety and efficiency.



## Floating Technologies

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Atkins, a member of the SNC-Lavalin Group, is one of the world's most respected design, engineering and project management consultancies, working across energy, transportation, infrastructure and aerospace. Within the renewables industry, Atkins has

over 20 years' experience in the multi-discipline design of offshore windfarms. Offshore capabilities include market leading expertise in the full design of both fixed and floating wind turbine foundation design and offshore substations, in UK and global waters.

### Bridon-Bekaert

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Bridon-Bekaert Ropes Group is the world's premier supplier of mission-critical advanced cords and ropes. With 2500km of mooring lines deployed over the last decades worldwide, and the learnings of

all 172 completed projects under our belt, your project sits in the right hands with Bridon-Bekaert to de-risk your plan and free up your teams where it matters most.

## Floating Technologies

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Global Offshore is part of the Global Marine Group, delivering the company's cable installation, repair and trenching services to the offshore renewables, utilities and oil & gas markets. With a team of highly experienced, respected project engineers

and project managers, Global Offshore delivers diverse pipeline, cable and umbilical projects in the most challenging of seabed conditions, platform-to-platform connectivity and complete platform to subsea services.

### LOC Renewables

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Part of LOC Group, the premier marine and engineering consulting firm since 1979, LOC Renewables combines sector-specific expertise from group companies LOC, Longitude Engineering and Innosea,

supporting offshore renewable energy projects throughout an asset's lifecycle - from feasibility, development, and engineering, to construction, operations & maintenance, through to decommissioning.

## Floating Technologies

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James Fisher Straininstall, with over 50 years experience in the Oil & Gas sector is a supplier of condition monitoring systems and hardware for floating offshore wind assets including moorings, strain/structure and environmental conditions. Unique hardware developed for the offshore O&G sector

including the Strain Ring has been supplied to monitor moorings on FLOW projects including Hywind Scotland and Kincardine. Straininstall has also supported Stiesdal and Saitec using more traditional load monitoring hardware for mooring monitoring.

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Delivering market leading power cable protection, buoyancy and clamping solutions to the offshore wind, wave and tidal sectors, Trelleborg holds a long-standing commitment to serving the renewables market.

Trelleborg has developed NjordGuard™, a cable protection system for offshore wind

cables attaching into fixed foundations. For the progression of the offshore wind industry towards deeper waters and floating foundations, Trelleborg addresses the needs for dynamic cable protection with a comprehensive range of proven product solutions.





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**#SCOTLAND  
IS NOW**

The Scottish Team are available to answer your questions about Wind Energy in Scotland. Please feel free to get in touch.



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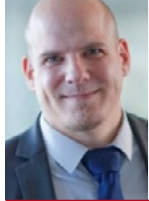


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# #SCOTLAND IS NOW



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Scottish Development International (SDI) is the international arm of the Scottish Government and Scotland's enterprise agencies, Scottish Enterprise, Highlands and Islands Enterprise and South of Scotland Enterprise and represents Scotland overseas as Scotland is Now. SDI exists to support Scottish companies in accessing international markets to increase their global presence and supports international investors to set up and grow their presence in Scotland, making Scotland their gateway to wider European and global markets.

# EU Exit Readiness: Movement of People

**2 December 2020**

**2.30 to 3.45 CET | 1.30 to 2.45 GMT**

[Register here](#)

The UK Government is pleased to invite you to a webinar on movement of people from the EU to the UK from 1 January 2021. The Department for Business, Energy & Industrial Strategy, the Department for International Trade, and the Home Office will take you through changes to both long-term immigration and short-term business travel to the UK after the end of the transition period, and how businesses should prepare for these changes.

1. What do EU employees in the UK need to know about their right to reside in the UK after 1st January 2021?
2. What will the end of the Transition Period mean for short-term business travel from the EU to the UK?
3. What will the end of the Transition Period mean for recruiting from an EU workforce?

Join to seek answers to these questions and more.

## Programme

**14.30 - 14.40**

Opening by Her Majesty's Trade Commissioner for Europe, Richard Burn

**14.40 - 15.25**

Presentation on movement of people

**15.25 - 15.40**

Q&A

**15.40 - 15.45**

Closing remarks

# January 2021 - End of UK/EU Transition Period - Preparation & Guidance

**Webinar for UK Businesses**

**Webinar for exporters - Prepare your business for January 2021**

**03 December 2020**

**10.30 - 11.30 GMT**

[Register here](#)

The UK has left the EU and is leaving the EU single market and customs union. The end of the transition period means businesses should take action now to prepare for changes and new rules from January 2021.

The Department for International Trade (DIT) has organised a series of webinars to help UK businesses understand the new trading rules which will come into effect. This webinar is aimed mainly at companies importing and exporting goods.

All webinars are free - register your interest now to reserve your place as space is limited.



Following two workshops held during the Transition Period between the Workboat Association, UK Department for Transport and the Maritime and Coastguard Agency - the following guide has been created for stakeholders of the Workboat Industry. In the coming months before the end of 2020, independent agreements with foreign countries and their maritime administrations may happen, until this information is formally announced it is advised that all UK Workboat Industry stakeholders read and understand this guide and follow the links for further official Government information.

[www.workboatassociation.org/guide-to-brex-it-for-the-workboat-industry/](http://www.workboatassociation.org/guide-to-brex-it-for-the-workboat-industry/)



# UK Export Finance (UKEF) is the UK's export credit agency

*Our mission is to ensure that no viable UK export fails for lack of finance or insurance from the private sector, while operating at no net cost to the taxpayer.*

We exist to complement, not compete with the private sector, and work with 70 private credit insurers and lenders. We provide insurance to exporters and guarantees to banks to share the risks of providing export finance. In addition, we can make loans to overseas buyers of goods and services from the UK.

## UKEF helps UK companies:

- Win export contracts by providing attractive financing terms to their buyers
- Fulfil contracts by supporting working capital loans
- Get paid by insuring against buyer default

UKEF can support exports for any size of company and across all sectors, from capital goods to services and intangibles such as intellectual property. UKEF is delighted to have been voted 'best export credit agency' by Global Trade Review for 2020. This is a recognition of our innovative approach to supporting exporters, comprehensive product offering and substantial appetite to take on new business.

As the world's first export credit agency, established in 1919, we've been innovating since day one. Last year, we provided £392m in support for renewable energy projects; received an additional £2bn in direct lending capacity from HMT for clean growth projects and were ranked third in a global league table of ECA's supporting sustainable finance deals.

We have a network of Export Finance Managers located across the UK. They are the first point of contact for guidance for UK exporters.

**To check your eligibility for trade finance and insurance visit:**  
[www.great.gov.uk/get-finance](http://www.great.gov.uk/get-finance)

## Contact UKEF

UK Export Finance is the operating name of the Export Credits Guarantee Department (ECGD)

**Website:**  
[www.gov.uk/uk-export-finance](http://www.gov.uk/uk-export-finance)

**Telephone:**  
+44 (0)207 271 8010

**Email:**  
[customer.service@ukexportfinance.gov.uk](mailto:customer.service@ukexportfinance.gov.uk)



**UK Export  
Finance**

*We help UK  
companies of all  
sizes and in all  
sectors win, fulfil  
and get paid for  
export contracts*

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## Case Study: Formosa 2



UK Export  
Finance



### Formosa 2 - Offshore wind in Taiwan

**Project location:** Taiwan

**Product:** Buyer Credit,  
NT\$9.2 billion (£230m)

**Project sponsor:** Macquarie's  
Green Investment Group and  
Swancor Renewable Energy.

**Buyer:** Taiwan Power Co

*Financing provided over  
18 years in local currency  
to protect buyer from  
currency fluctuations.*

#### Clean growth features:

- Taiwan is developing 5.5GW of offshore wind up to 2025 and has an ambition of a further 5GW up to 2030.
- Formosa project involves construction of 47 new turbines generating 376 megawatts of green energy.
- UK content includes wind turbines, foundations and auxiliary facilities.
- many international offshore wind companies, including 18 from the UK, have set up operations in Taiwan to help develop local industry in collaboration with Taiwanese partners.

## Case Study: Solarcentury



UK Export  
Finance



### 500MWp solar projects in Spain

**Project location:** Spain

**Products:** Export Working Capital  
and Bond Support Scheme

**UK exporter:** Solarcentury

**Project sponsor:** Encavis AG

#### Clean growth features:

- contract to build two of the largest solar plants in Spain - 200MWp Cabrera Solar and 300MWp Talayuela Solar.
- when complete, the utility-scale solar plants will power more than 250,000 homes each year.
- UKEF's support allowed Solarcentury to access the working capital and bond support needed to fulfil the contracts.



## Offshore Wind in Scotland

*The Scottish Government aims to generate 50% of Scotland's overall energy consumption from renewable sources by 2030 and has set an ambitious target of net zero emissions by 2045. Offshore wind generation has a key role in delivering against these targets.*

Scotland has 915 MW of operational offshore wind including the world's first floating offshore wind farm, Hywind Scotland, and a further 4.1GW of consented projects in the pipeline. One of the largest offshore wind projects in the world, the 950MW Moray East project, is under construction in the Moray Firth and Kincardine Offshore Wind Farm, which at 50MW is the largest floating wind array in the world, is also under construction 12km off Stonehaven.

Crown Estate Scotland has also recently launched the Scotwind leasing round which will kickstart Scotland's green recovery, meeting net zero targets and bringing multi-billion-pound investments to benefit communities across the nation.

In terms of supply chain, Scotland has several competitive advantages in offshore wind, including:

- established expertise and experience in offshore oil and gas
- a skilled offshore workforce
- excellent port infrastructure
- a strong innovation hub

Find out more about the companies in Scotland's vibrant offshore wind supply chain at [www.osw.directories.scot](http://www.osw.directories.scot)



### #SCOTLANDISNOW

**The Offshore Wind Sector Deal** published in March 2019 set out an ambitious partnership between government and industry to raise the productivity and competitiveness of UK companies to ensure the UK, continues to play a leading role as the global market grows in the decades to come. The Sector Deal has encouraged the creation of clusters throughout the UK to support and develop local supply chains to take advantage of the opportunities offshore wind offers here and abroad. In Scotland two clusters represent the industry:

**The DeepWind Cluster** is now the largest offshore wind representative body in the UK with 358 members. Its recently launched a Floating Offshore Wind Subgroup, with over 180 members, is the largest floating wind supply chain group in the world. [www.offshorewindscotland.org.uk/deepwind-cluster](http://www.offshorewindscotland.org.uk/deepwind-cluster)

**The Forth and Tay Forth & Tay Offshore Cluster** represents Scottish Supply Chain businesses with members drawn from industry, academia and the public sector. It's role is to enhance local content in projects and help grow the presence of Scottish offshore wind supply chain companies in domestic and international markets. [www.offshorewindscotland.org.uk/forth-tay-offshore](http://www.offshorewindscotland.org.uk/forth-tay-offshore)

## Scotland is Now

*We're known for being a dynamic and inclusive nation, our people are friendly, passionate and innovative, we boast a fantastic cultural programme and enjoy a great work-life balance.*

So it shouldn't come as a surprise that millions of people from all over the world choose to visit, live, study, work and invest in Scotland.

We will be telling the authentic story of Scotland as a bold and positive country, rich in history and heritage but forging forward in a way that is progressive, pioneering and inclusive. We're waking the world up to the fact that Scotland is a country that is challenging new thinking, inviting new investment, creating new opportunities, supporting new industry and driving technology that embraces humanity around the globe. #Scotlandisnow #WindEnergyScotland

As we witness the coronavirus pandemic impacting businesses, lives and communities around the world, Scotland remains open for business. Our hearts go out to all nations. As Scotland's trade and inward investment agency we're ready to help businesses and investors navigate potential challenges, safeguard jobs and prosper as part of our green recovery.

Whether you're looking to invest in, set up business or trade goods and services with Scotland, come join us to build a greener, brighter future together. Covid or not, we are there for you through our usual digital and social channels, call on us on +44 (0) 300 013 2734 or visit [www.sdi.co.uk](http://www.sdi.co.uk).

**#Scotlandisnow**  
**#WindEnergyScotland**



# #SCOTLANDISNOW



## Energy Industries Council (EIC) UK Pavilion organisers

*Established in 1943, the EIC is the leading trade association for UK-registered companies that supply goods and services to the energy industries worldwide.*

Our membership is made up of suppliers, operators and contractors working across the oil and gas, petrochemical, pipeline, power, nuclear and renewable industries.

As a global not-for-profit organisation with offices in key locations (London, Teesside, Aberdeen, Houston, Rio, Kuala Lumpur and Dubai), we help members to identify and maximise business opportunities worldwide by providing a range of products and services.

### Global project tracking database

The EIC runs a unique projects database exclusively for our members: EICDataStream, which is updated daily, gives supply chain companies in-depth information on over 9,000 global projects in all energy sectors. It covers operators, their sectors and projects, and capital expenditure, and tracks the full life-cycle of projects, from feasibility to construction then completion.

EICAssetMap is the only O&M database to map all major UK, Norwegian and Middle East (GCC) energy assets across all sectors. This fully interactive map database is updated daily with reliable information about existing facilities and the key contacts so you can find out who to do business with. Search for assets by location, sector and operator to gain the best insight into the OPEX market.

EICSupplyMap is the EIC's latest offering in our suite of energy market intelligence databases. This up-to-date and verified map of more than 3,500 UK energy sector supply chain companies can provide unparalleled insight into the UK's capabilities.

EIC members will gain access to EICSupplyMap free of charge, giving you immediate access to this advanced map-based database.

Supply chain companies can use it to conduct market analysis to research possible business partners, potential competitors or to create target lists of companies who may need your products and services.

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## EIC membership

**Committed to keeping you informed  
about opportunities in the  
global energy  
industries**



[www.the-eic.com](http://www.the-eic.com)

3sun Group  
Great Yarmouth, UK

# IF WE CAN YOU CAN

Join the Export Champion Community and become part of the national movement of UK companies proudly selling overseas.

Visit [great.gov.uk](https://great.gov.uk)

 **EXPORTING  
IS  
GREAT**  
BRITAIN & NORTHERN IRELAND



HM Government

## The Exporting is GREAT campaign

Exporting is vital for the health of the UK economy. It builds a resilient economy, helps our businesses grow, protects jobs and boosts wages. The UK's success is built on the hard work and ingenuity of businesses like yours. It's your leadership, your talent and your determination to make the most of every opportunity that drives growth across our country.

Research shows that exporters, of all sizes, are more productive, innovative and resilient to economic downturns; achieve a stronger bottom line; boost their reputation and profile; and are more likely to stay in business. Every day UK businesses of all sizes are seizing opportunities in overseas markets, where there is a huge demand for UK goods and services. We want as many businesses as possible to take advantage of this.

Of course, making the move into any new market – especially when you're dealing with a different language, culture or regulations – can feel like a leap into the unknown. But you don't need to be an old hand at exporting to have an impact globally. Two in five of the UK's smallest exporters – that's companies with fewer than 10 employees – are already doing business in at least one high-growth market. To put it simply, there is no limit to what you can achieve.

The Exporting is GREAT campaign is designed to encourage and enable UK businesses to take advantage of the global appetite for UK products, services, skills and expertise in markets around the world. We want to inspire you to make that move overseas and seize the growth it can bring. In partnership with major UK businesses, the programme supports companies at every stage of their exporting journey – from identifying opportunities to winning contracts overseas.

### Access support online

At [great.gov.uk](https://great.gov.uk), UK businesses can apply for real-time global export opportunities, promote their business to international customers through a 'find a buyer' service, find out about seminars and other events as well as specialist trade services and support.

### Export Champion Community

At the heart of the campaign is the Export Champion Community, which consists of 'Export Champions' and 'Export Advocates'; everyday businesses of all shapes and sizes from around the UK that are proudly selling overseas. They form a nationwide network of companies that are ambassadors for selling overseas; sharing success stories, offering practical advice and leading by example. These ambassadors are front and centre of the campaign's creative, communicating the message to other UK businesses that 'if we can, you can'.

### Keep up to date

Join the export conversation by following the department on [Twitter](https://twitter.com/greatgovuk) and [LinkedIn](https://www.linkedin.com/company/greatgovuk/), and 'liking' the campaign's page and joining its community group on [Facebook](https://www.facebook.com/greatgovuk/). Ensure your posts become part of the dialogue by tagging them with [#ExportingIsGREAT](https://twitter.com/greatgovuk). You can also get in touch with the campaign team directly by emailing [exportingisgreat@trade.gov.uk](mailto:exportingisgreat@trade.gov.uk).



In partnership with

**#SCOTLAND|SNOW**



Department for  
International Trade

[great.gov.uk](https://www.great.gov.uk)

#### DIT

The UK's Department for International Trade (DIT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions free trade.

#### Disclaimer

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