



Selling Your Products & Services Overseas

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Lancing Business Park

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Benefits of doing business overseas?

- Makes you more profitable, competitive and innovative
- Boost your profile at home and internationally
- Accelerated growth
- Makes you more **resilient** and spread your business risk
- Gives your products and services a longer commercial life and better return on investment

UK Exporters are:
11% more likely to survive
30% more productive in year1

The Department for Business and Trade (DBT)

We support businesses to invest, grow and export, creating jobs and opportunities across the country.

We do this by:

- Guiding, supporting, and promoting British businesses
- Removing trade barriers and striking trade deals
- Securing global investment

DBT supported businesses achieve:

8% greater growth Yr1

11% greater growth Yr2



Typical barriers to Exporting



DBT's Export Support

1

Great.gov.uk

2

Export Digital
Enquiry Service

3

UK Export
Academy

4

International
Trade Advisers

5

Overseas
Network

6

Events/
Missions

7

Export
Champions

8

UK
Export Finance



Self Service Digital Support

Access [great.gov.uk](https://www.great.gov.uk) for our range of self-serve products and tools, links to GOV.uk and the route into our Export Support

Find guidance
and support

Check how to
import and
export goods

Learn to
export

Find buyers
and export
opportunities

Contact the
Export
Support Team

Export Digital Enquiry Service

The first point of contact into the department to support your export enquiry

- Guide you through the range of DBT services and connect you to the right team
- Resolves practical, real-time questions across all areas of trade
- Open to all sectors and business sizes



UK Export Academy (UKEA)

A free online training programme delivered by international trade specialists. These events give businesses the confidence and knowledge to reach their export potential.

The courses are split into three categories:

- Essentials
- Masterclasses
- Sector and Market events



International Trade Advisers

- Provide key account management for companies with the potential and ambition to grow internationally fast
- Wealth of knowledge and experience working with businesses
- Commercial background
- Dedicated market and sector specialists



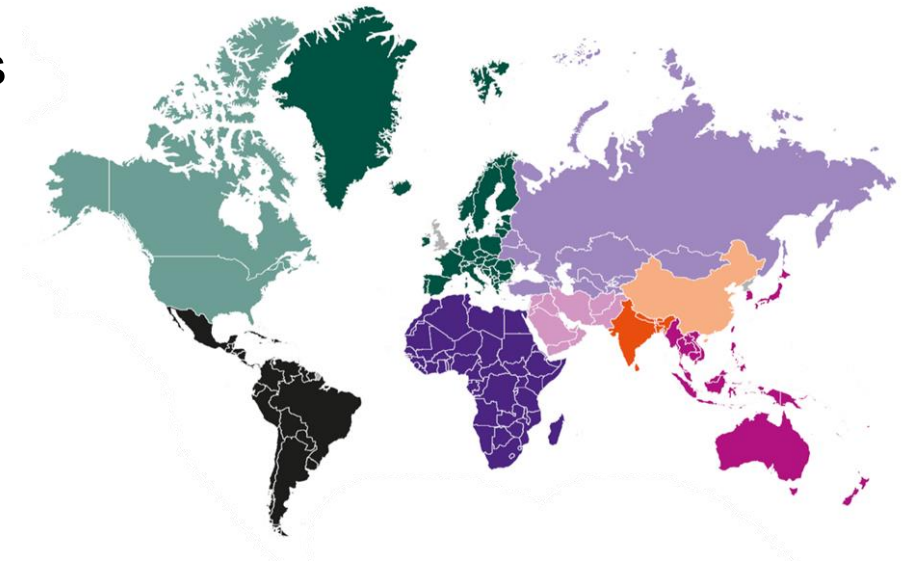
E-commerce Advisers

- Help companies develop their international digital strategy
- Provide guidance on identifying and accessing markets
- Experts in website expansion and analytics
- Digital marketing
- Logistics when selling using e-commerce sites



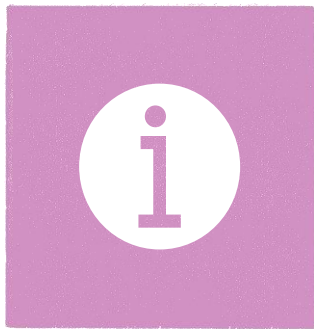
International Markets Service

- Globally-located teams offer extensive local expertise and experience
- Bespoke in-market support
- Access to a vetted network of private sector providers
- Proficient in the nuances of in-country business culture



Events

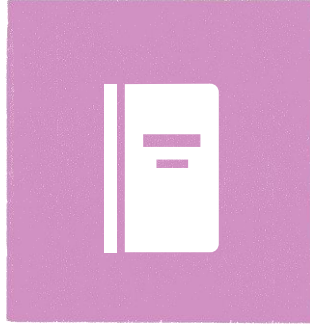
DBT offers a range of online and in-person events to build exporting knowledge, highlight market opportunities and meet buyers.



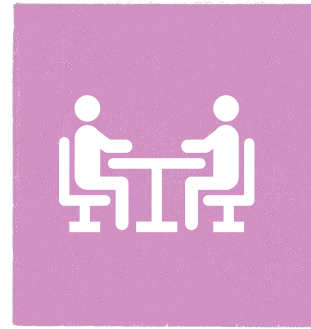
Inform
Businesses



Build
Knowledge



Build
Networks

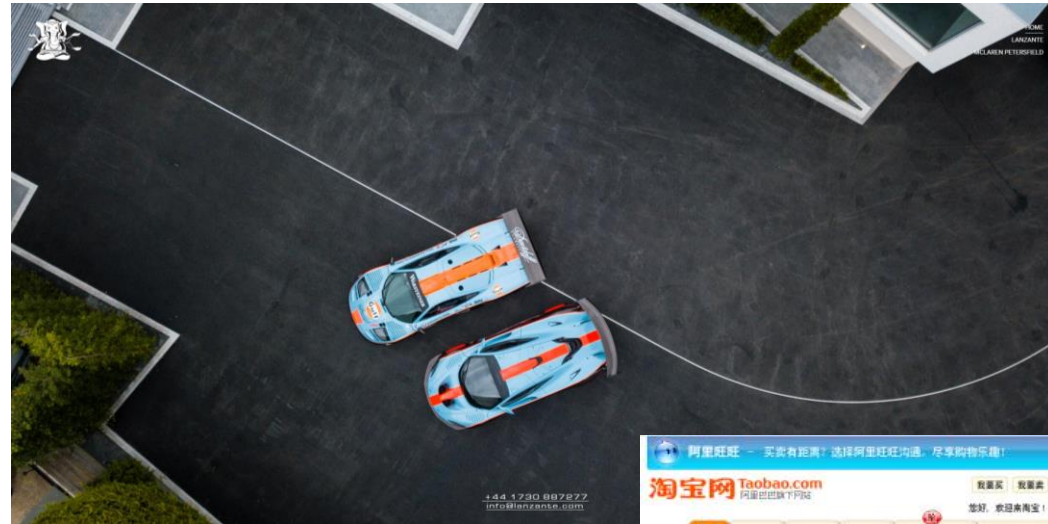


Connect



Cultural & consumer considerations

- Commercial culture
- Consumer tastes
- Cultural differences



Make use of information and services:

- www.great.gov.uk

For further support get in touch:

- www.great.gov.uk/support/get-in-touch/

Social media

- X: [@biztradegovuk](https://twitter.com/biztradegovuk)
- LinkedIn: [Department for Business and Trade](https://www.linkedin.com/company/department-for-business-and-trade)



Department for
Business & Trade



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