

## **The Department for International Trade**

The [Department for International Trade](#) (DIT) helps businesses export, drives inward and outward investment, negotiates market access and trade deals, and champions free trade

### **Support for Northern Powerhouse Businesses wanting to grow internationally**

We encourage and support businesses to export and help to identify key opportunities for their business. In the Northern Powerhouse region, which encompasses the cities of Manchester, Leeds, Liverpool, Sheffield, Bradford, York, and Newcastle we have a specialist network of International Trade and e-Commerce Advisers who support local businesses with one-to-one advice along with dedicated and impartial guidance.

DIT offers a number of services to help businesses take advantage of the opportunity selling overseas can bring. These include:

- Tailored and sector specific events and virtual trade missions which can be found on [www.events.great.gov.uk](http://www.events.great.gov.uk)
- The [Export Academy](#) which aims to give small and micro-businesses the know-how to sell to customers around the world with confidence.
- Access to finance and insurance from [UK Export Finance](#) (UKEF), the UK's export credit agency
- Advice on selling online via [e-Marketplaces](#)
- Funding for eligible businesses as part of the DIT Internationalisation Fund which can be accessed via your local DIT office.
- The [Brexit Checker Tool](#) which will help you to get a personalised list of actions for you, your business and your family.
- The [Check How to Export Goods](#) tool provides information for UK exporters about duties, rules of origin, customs procedures and the UK border for over 160 markets around the world.

Visit [great.gov.uk](http://great.gov.uk) to get started and find some useful guidance and information on how you can get started with international trade.

To find out more and to book a meeting with an International Trade Adviser, contact your local DIT team or to find your local trade office please click [here](#).

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### **Increase trade relations with the North of England (Northern Powerhouse)**

The Northern Powerhouse region is home to billions of pounds worth of exciting opportunities for international investors. It spans the North of England and encompasses five of the UK's 10 largest cities – Manchester, Leeds, Liverpool, Sheffield, Bradford, York and Newcastle.

It is home to 15.2 million people and about 1million businesses, with a GVA of almost £340 billion.

It is home to global leaders and corporates at the leading edge in developing world-class products and services for both domestic and international customers. Some Indian owned businesses in the North include, Tech Mahindra, Mastek Ltd, MiVote and Excellence Tech amongst others.

#### **Why the Northern Powerhouse:**

**Easy access to talent** - Access to talent is an important factor when choosing where to locate or expand.

The Northern Powerhouse region boasts a total of 29 universities, 6 of which are ranked in the top 20 nationally for research excellence. In Manchester alone there are four very strong universities, resulting in a healthy graduate pipeline. Not only is there access to newly qualified talent but also job switchers from the fast-growing clusters of successful tech businesses who already call the North home.

**Well-connected** - The key Northern Powerhouse cities are superbly well connected to the rest of the UK and to the world. By rail, central London is just two hours away from Manchester, Leeds or Liverpool making it easy to travel to clients, partners or other offices.

In the Northern Powerhouse there are seven international gateway airports flying to 254 direct destinations, including the only direct flight to Beijing outside of London. You might be surprised to learn that it's not Heathrow or Gatwick but Manchester Airport that flies to the greatest number of overseas destinations of any UK airport.

**Lower set-up costs and affordable living** - Substantially lower residential costs and affordable city centre living make the North attractive both to businesses and to potential employees.

Set-up costs can be up to 40% lower in the Northern Powerhouse than in London or the South East for both office space and residential sales and rentals. This is an especially significant factor for start-ups looking to minimise costs and risk.

In some Northern Powerhouse cities, there is also funding available to inward investors, for example those offered by the Leeds City Region Digital Inward Investment Fund. Funding is available for digital, creative, or technology businesses who are looking to set up a new operation in Leeds City Region, who could qualify for grant funding of up to £50,000.

The Inward Investment teams at the Department for International Trade can discuss all your requirements and can help you access the information, advice and contacts your company needs to thrive in the North. For more information please contact:

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## NORTHERN ASIAN POWER-MISSION 2021: INDIA

### Building The Special Relationship

1 – 5 March 2021

#NAPowermission

Abhishek Jha, Head of Inward Investment – Lifesciences, India

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#### **Opportunity India**

India and the UK have strong ties through people, ideas, institutions, language and technology. These common links help the establishment of successful partnerships between UK and Indian businesses of all sizes and in all sectors.

The country has vast opportunities for UK businesses and has seen a sustained period of strong growth. There is a large youth demographic and a rising, more affluent middle class.

Total trade in goods and services between the UK and India was valued at £19.4bn in the four quarters to the end of Q3 2020 and the UK exported £6.9bn worth of Goods and services to India, making it UK's 15<sup>th</sup> largest trading partner accounting for 1.6% of total UK trade.

In 2019 India was ranked 62<sup>nd</sup> for ease of doing business by World Bank Ranking, indication that the market has its challenges, however with the right support can be a great opportunity.

In 2019, there were around 9,900 UK VAT-registered businesses exported goods to India worth around £4.6bn of exports, highlighting the important of the market for UK businesses.

DIT's overseas office in India is also supporting high growth businesses on their exporting journey, helping them with market access and guidance and you can find out more [here](#).