

# Department for International Trade

*Opportunities, challenges and how government can help you export*

Craig Jones  
Head of Oil & Gas  
Energy and Infrastructure



Department for  
International Trade

**BUSINESS  
IS  
GREAT**  
BRITAIN & NORTHERN IRELAND



# Overview

---

- 1. Introduction to DIT**
- 2. The international marketplace**
- 3. The challenges of doing business overseas**
- 4. Energy sector plan**

# An Introduction to DIT – the leadership

---



**Dr Liam Fox MP**

Secretary of State, President  
of the Board of Trade

---

**The Rt Hon. Dr Liam Fox MP** is in overall charge of all policies and sectors, both directly and through his Ministers of State. He personally leads on the defence and security sector and is involved in the most significant global deals across all sectors.



**George Hollingberry MP**

Minister of State for  
Trade Policy

---

**George Hollingberry MP** has responsibility for the Trade Policy Group, which leads for the department on developing, coordinating and delivering a new trade policy.



**Graham Stuart MP**

Minister for  
Investment

---

**Graham Stuart MP** leads on investment promotion across all sectors. This includes outward direct investment, foreign direct investment, delivery of trade and investment promotion through overseas partners, and policy direction on topics such as mergers and acquisitions.



Minister for Trade and  
Export Promotion

---

**Graham Stuart MP** temporarily leads on trade and export promotion, with a particular focus on UK export promotion, which is of critical importance to the UK's future to ensure Britain is firmly at the forefront of global trade.

# DIT – Objectives

---

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

# An Introduction to DIT – the Department

---

Established in July 2016, DIT works to secure UK and global prosperity by promoting and financing international trade and investment, and championing free trade.

Global organisation with 2,850 staff in 109 markets at 174 Embassies and High Commissions

## **International Trade & Investment**

Access, support and advice to UK business in the UK and abroad.

## **Trade Policy**

Developing the UK's trading framework and capability to negotiate international trading arrangements.

## **Export Control Organisation**

Issues licences for controlling the export of strategic goods.

## **UK Export Finance**

Ensure no viable UK export fails for lack of finance or insurance, at no net cost to the taxpayer.

## **GREAT campaign**

Building appetite for British goods and services, encouraging people to visit, study, invest in and do business.

# An Introduction to DIT – continuing to grow

---

## Exports and Investment Directors General

Last year DIT appointed John Mahon, formerly of Barclays, as Director General Exports, and Mark Slaughter, formerly of Citigroup, as Director General Investment. Their primary objectives are to develop and deliver DIT's export and investment strategies, and to improve DIT's overall engagement with business.

## Her Majesty's Trade Commissioners

DIT has appointed nine officials as Her Majesty's Trade Commissioners. They will focus on nine key geographies, and work closely with UK Ambassadors and High Commissioners, the wider diplomatic network, and other government colleagues based in their region, to promote UK trade and prosperity overseas.

**Africa** – Emma Wade-Smith

**Asia Pacific** – Natalie Black

**China** – Richard Burn

**Eastern Europe and Central Asia** – Judith Slater

**Europe** – Andrew Mitchell

**Latin America** – Joanna Crellin

**Middle East** – Simon Penney

**North America** – Anthony Philipson

**South Asia** – Crispin Simon



# The challenges of doing business overseas

---

- Exporting is vital to the UK economy and our strategy for a Global Britain. Businesses that export are more productive, create more jobs, and pay higher wages.
- Our export success spans across sectors and all parts of the UK, from aerospace, energy, healthcare and financial services.... The list goes on. And these exporters employ millions of people.
- Trade is also an important part of our efforts to support countries out of poverty in a way that aid-spending alone cannot, whilst creating our trading partners of the future.
- **That is why we are setting a new target to raise our exports from 30% to 35% of our GDP.** France, Italy & Canada at 30% but Germany substantially higher. We punch above our weight but below our potential. For example, 80% of exports in the oil and gas sector come from 25% of supply chain companies.

# DIT will help UK businesses by

---



- Inspiring those that can export, but have not started or are just beginning, to engage internationally;
- Supporting them to access information, advice and practical assistance on exporting;
- Connecting them to overseas buyers, international markets, and each other; and
- Putting finance at the heart of our offer through the capabilities and capacity of UK Export Finance.



# Energy Sector Plan

---



## Vision

- Maximise the economic value for the UK now but, using HMG policy levers such as the Industrial Strategy and aid spend, to grow the future opportunities in a low-carbon future.

## Context

- Climate change is the largest issue facing the world today but the world will require more energy as global GDP doubles by 2040 and prosperity rises.
- Renewables will grow quickly but fossil fuels will remain a significant contributor to the energy mix for decades to come. DIT should balance its activities across the energy mix.
- UK businesses have significant near-term export opportunities in existing markets: sustainable oil & gas projects, decommissioning, deployment of renewables technologies, but we need to think about the future. We must work now to maximise future opportunities – if we wait, we will lose out.

# Energy Sector Plan – Key areas of focus

---



- **Policy Alignment**

- MER UK Strategy - Increase exports from British companies across Oil & Gas. Supply chain development.

- **Trade & Investment Delivery**

- Continue to lead High Value export campaigns.
- Inspire non-exporters to export for the first time and passive exporters to enhance their offer.
- Connect customers and suppliers together through e.g. partnership programmes in Kazakhstan, UKEF Share Fairs and other related activity across the sector.

- **Market Access / Development**

- Run Partnership programmes with national energy companies to meet local demand e.g. increase local content.
- Identify barriers that block new entrants to the market and use the Partnership programme to reduce the barriers e.g. licensing/registration requirements.
- Identify market access barriers and report them to Market Access team in order to support their resolution.



Department for  
International Trade

**GREAT**

**BRITAIN & NORTHERN IRELAND**

