

# United Kingdom Opportunities 2025



30° January, 2025

# DT Consult – il tuo partner per l'internazionalizzazione

Matteo Montanari, Founder

## Chi siamo:

Una società specializzata nell'aiutare le aziende per la realizzazione dei propri

## Progetti di Internazionalizzazione

## I nostri obiettivi:

- Posizionare correttamente l'azienda sui mercati internazionali
- Generare uno sviluppo continuativo sui mercati target
- Sviluppare i mercati più profittevoli per l'azienda.

# DT Consult – il tuo partner per l'internazionalizzazione

## Come ti aiutiamo:

1. Partiamo dalla value proposition aziendale
2. Proponiamo i **mercati esteri più profittevoli**
3. **Sviluppiamo sul territorio di destinazione il Progetto** in tutte le fasi:
  - Selezione e contatto del cliente target
  - Incontro con il decision maker del cliente target
  - Presidio del mercato.
4. Lavoriamo solo con professionisti del market entry
5. Ottimizziamo i risultati del management commerciale aziendale

## In cosa siamo differenti:

1. Presenza di 19 Country Manager nel mondo in grado di accompagnarti in 46 Paesi conoscendo lingua, cultura ed economia locale
2. Metodo step by step supportato da deliverables concreti e tangibili
3. Articolazione per fasi del Progetto
4. Un unico format per 46 Paesi nel mondo

# DT Consult – il tuo partner per l'internazionalizzazione

## Vantaggi:

1

Unico partner  
per 46 Paesi

2

Prevenzione  
degli errori

3

Supporto  
professionale  
specializzato

4

Monitorabilità  
dei risultati

## Metodo:

1

Selezioniamo  
insieme il  
mercato target

2

Posizioniamo  
l'azienda sul  
mercato target

3

Selezioniamo i  
clienti target

4

Cliente target in  
mercato target

5

Entry efficace

# Country Manager



ANDREW CLARKE

Country Manager United Kingdom and Ireland

Andrew has a global brand, business development and commercial growth background in automotive, oil, retail, B2B tech and creative sectors with senior roles in 6 countries at enterprise, SME, start up and consulting companies. He is also a Growth Coach for Tech South West – a regional ecosystem of tech start ups.

His mother tongue is English, he is fluent in French with a working knowledge of German and Italian.

He lives in Bath, UK with easy access to London, has a degree in Finance and Accounting and enjoys sport and cultural diversity, with 2 daughters living in Frankfurt and Rome.

[andrew@dtconsult.eu](mailto:andrew@dtconsult.eu) or +44 (0) 7946 730319

# Confindustria Veneto Est: Oggi, siamo 12 settore ...

Sector presence	#	Products
Metalworking/machinery/electrical	27	Metal furniture, Home appliances, Electrical products, Plant engineering
Wood/Metal/Furniture	11	Wooden furniture, Semi finished products, various furnishings, frames
Food/drink	7	Confectionery, oil, wine, distilled drinks, liqueurs, beverages
Clothing/Footwear	5	Brand licenced footwear, Men and Women's fashion
Paper/graphics/publishing/	4	Paper, Paper Converting, Graphics, Publishing
Chemical/pharma/petroleum	4	Includes pharma, cosmetics and detergents, plus paints, inks, adhesives
IT/Telematics	3	Digital products – Software and services
Engineering/innovation	2	Energy/utilities metering and hospitality efficiency (HORECA)
Transport/logistics/port activity	2	Freight/shipping/delivery
Rubber/plastics	1	Bike accessories/seats
Healthcare	1	Dentistry
Organisational consulting	1	Product testing and certification

Source: Confindustria Veneto Est as at 28/1/25

# United Kingdom and Ireland

	United Kingdom	Ireland
Population	69,4m	5,3m (7.6% of UK)
Nominal GDP (US\$bn) <sup>(1)</sup>	3,334	561
Global position	#6	#26
European position	#2	#10
GDP growth 2024.	<sup>(3)</sup> 0,9%	<sup>(2)</sup> -0,5%
GDP growth 2025 est.	1,3%	4,0%
GDP growth 2026 est.	1,1%	3,0%
Inflation 2024	2,5% (2,7 in 2025)	1,4% (1,9 in 2025)
Currency	£ Sterling (GBP)	€ EU
International agreements	<u>UK-EU Trade and Cooperation Agreement</u> , <u>CTTPP</u> , <u>UK-Japan Comprehensive Economic Partnership Agreement</u> , <u>WTO Berne FSA</u>	European Union (EU) and European Free Trade Association (EFTA). <u>WTO</u>



## Windsor Framework

The agreement relates to goods crossing the Irish Sea from Great Britain to Northern Ireland (in UK). It introduced green and red lanes to reduce checks and paperwork on goods that are destined for Northern Ireland only and separates them from goods at risk of moving into the EU Common Market.

1. [www.worldeconomics.com](http://www.worldeconomics.com)
2. [https://economy-finance.ec.europa.eu/economic-surveillance-eu-economies/ireland/economic-forecast-ireland\\_en](https://economy-finance.ec.europa.eu/economic-surveillance-eu-economies/ireland/economic-forecast-ireland_en) (reduction due to multi-national contraction)
3. Office for Budget Responsibility (OBR)
4. The UK has 70+ Free Trade Agreements

# New year: A new context

2024

2024 – biggest 'election year' (50 countries)

Geo-politics are changing

Supply chain disruption

Russian war

Inflation

French and German politics and economies challenged

Rise of the right wing – libertarian economics?

Except in the UK – July 2024 election

2025

- October 2024 – Socialist budget raises taxes
- UK in reset mode - yet confidence upset
- Keen to leverage CPTTP and other FTAs
- Post Brexit – a new approach to EU trade relations?
- Global GDP set to rise 2.5% in 2025 yet ...
- Trump's tariffs threaten with protectionism - MAGA
- 'Deals' and bi-lateralism/US manufacturing/tax rates
- Changing geo-politics based on trade
- The opportunities and threats of Ai and sustainability
- We all look for GROWTH

Change brings:

New opportunities   New relations   New horizons



# Why the UK?

1

Easy set up  
and  
business  
operation

2

Low tax rate  
and supportive  
capital  
allowances

3

Flexible  
labour market

4

Least  
barriers to  
entrepreneur-  
ship

5

World leader  
in  
Innovation

6

Stable  
political  
environment

7

Growing  
economy  
(re-orienting)

8

Easy  
property  
registration

9

Commitment  
to planning\*  
improvement

10

English  
as the primary  
business  
language

11

Communication  
infrastructure

12

London  
Europe's  
#1 global city

\* Planning means **built** environment – land, regulations and approval

# UK market highlights

Global ranking:  
Imports of goods and services

4th

Global ranking:  
Foreign direct investment

3rd

320,000  
GB businesses  
importing (2022)



Global  
innovation  
index

5th

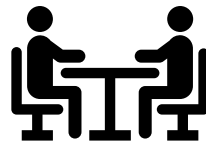
Global ranking:  
Exports of goods  
and services

14th

Global ranking:  
Manufacturing

12th

285,000 (11,6%)  
GB businesses  
exporting (2022)

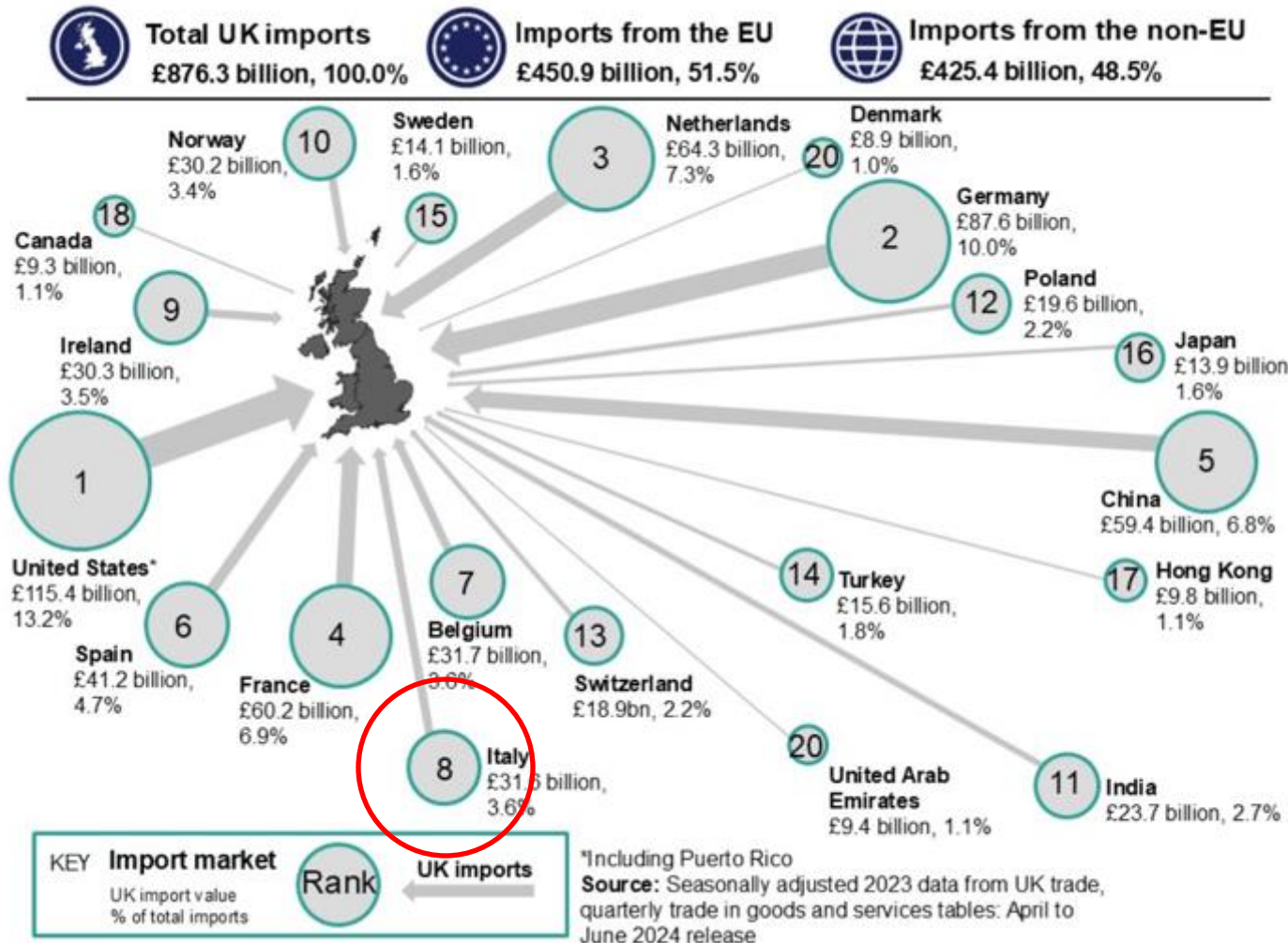


£1,732b (-1,9%)

Total trade  
(12 months to Oct. 2024)  
£850b Export  
£882b Import  
£1.776b in 2022

Source: ONS Oct. 2023

# UK trading partners – Import (2023)



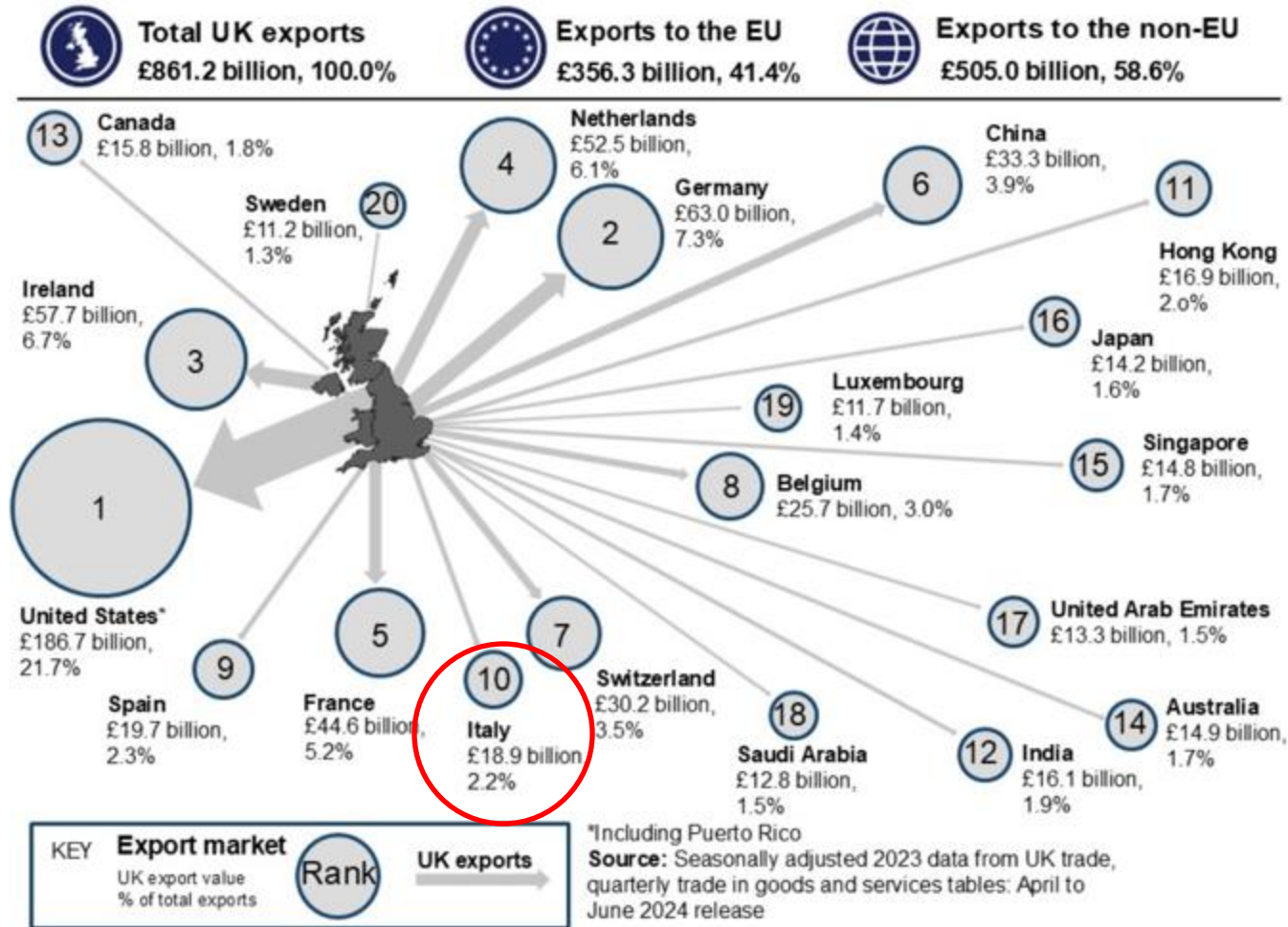
Rank	Import market	£ billion	% of total imports
1	United States	116.1	13.2%
2	Germany	87.2	9.9%
3	Netherlands	61.3	7.0%
4	France	59.2	6.7%
5	China	55.7	6.3%
6	Spain	43.5	5.0%
7	Italy	32.7	3.7%
8	Belgium	32.5	3.7%
9	Ireland	29.6	3.4%
10	Norway	27.3	3.1%
N/A	EU <sup>1</sup>	452.7	51.6%
N/A	Non-EU <sup>1</sup>	425.0	48.4%
N/A	World <sup>1</sup>	877.6	100.0%

Data 12 months to June 2024

Source: UK Gov Goods and Services

NB Data in the graphic may not always agree with the table due to timings and seasonality. The table (right) should be preferred

# UK trading partners – Export (2023)



Rank	Export market	£ billion	% of total
1	United States	186.7	21.7%
2	Germany	63.0	7.3%
3	Ireland	57.7	6.7%
4	Netherlands	52.5	6.1%
5	France	44.6	5.2%
6	China	33.3	3.9%
7	Switzerland	30.2	3.5%
8	Belgium	25.7	3.0%
9	Spain	19.7	2.3%
10	Italy	18.9	2.2%
N/A	EU <sup>1</sup>	356.3	41.4%
N/A	Non-EU <sup>1</sup>	505.0	58.6%
N/A	World <sup>1</sup>	861.2	100.0%

Data 12 months to June 2024

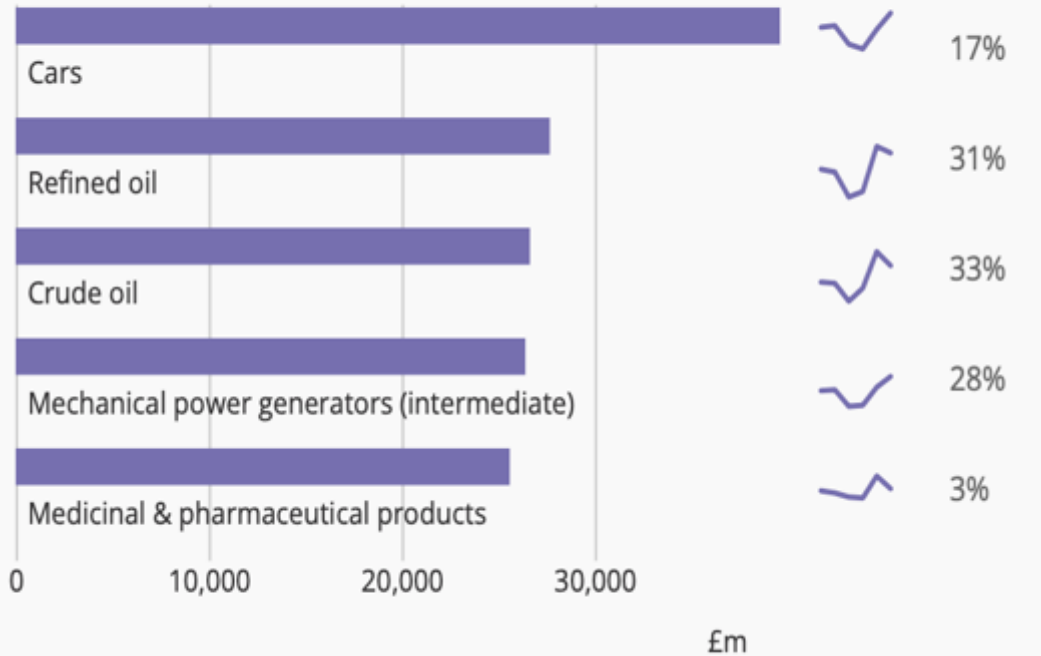
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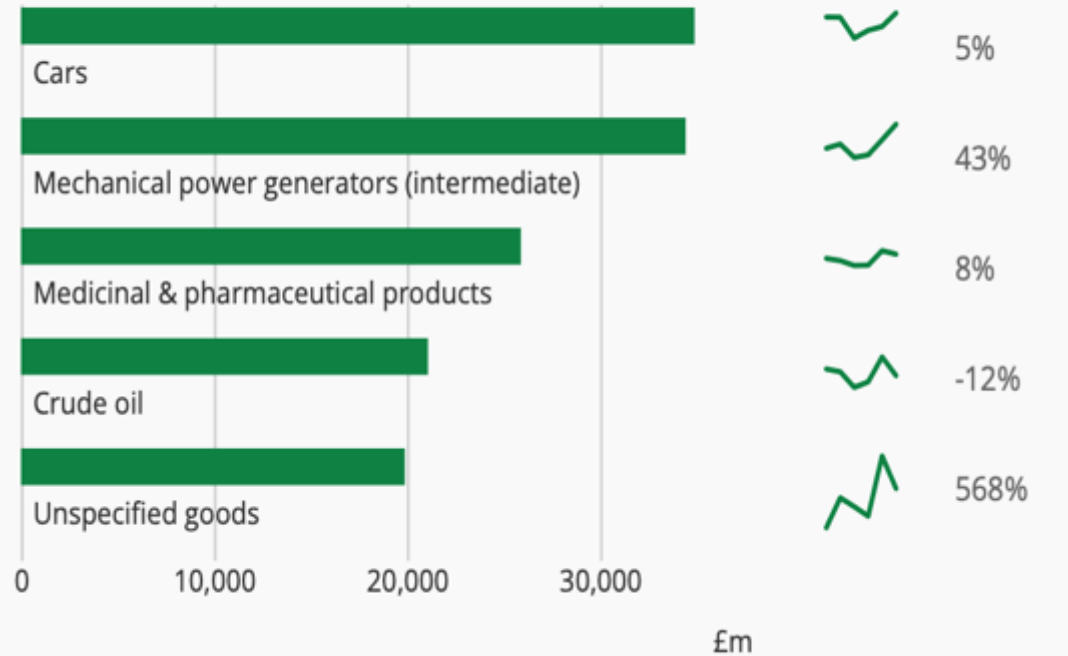
# UK Import – Export Overview

## UK trade in goods 2023

### Top 5 imports goods



### Top 5 exports goods



Source: ONS

# Top 30 sectors 2024 – Import (12 months to October 2024)

Rank 12 months to October 2024	Top 30 commodities	Imports (£m) 2018	Imports (£m) 2019	Imports (£m) 2020	Imports (£m) 2021	Imports (£m) 2022	Imports (£m) 2023	Imports (£m) 12 months to October 2023	Imports (£m) 12 months to October 2024	% of total goods imports 12 months to October 2024	% change compared to 12 months to October 2023	
1	78M Cars	33,851	34,532	27,061	25,147	33,011	39,694	39,404	38,886	6.9%	-1.3%	
3	54 Medicinal & pharmaceutical products	24,767	23,876	22,247	21,835	30,693	25,595	26,769	26,814	4.7%	0.2%	Top 3 imports excl. automotive and oil
5	71MI Mechanical power generators (intermediate)	20,704	21,049	14,396	14,826	22,097	26,410	26,040	24,129	4.3%	-7.3%	
6	77I Miscellaneous electrical goods (intermediate)	16,207	16,252	13,573	16,721	19,659	21,329	21,696	19,999	3.5%	-7.8%	
7	76K Telecoms & sound equipment (capital)	19,389	19,762	18,611	16,758	22,525	16,922	18,417	16,215	2.9%	-12.0%	
8	05 Vegetables & fruit	11,121	11,634	11,589	11,508	12,397	13,472	13,316	14,648	2.6%	10.0%	Growing sector
9	84 Clothing	20,059	20,949	20,791	17,034	21,201	15,722	17,140	14,338	2.5%	-16.3%	
10	89OC Other manufactures (consumer)	13,249	13,741	13,173	14,383	15,855	14,353	14,777	14,247	2.5%	-3.6%	
12	69 Miscellaneous metal manufactures	12,689	12,684	10,195	11,992	13,809	13,135	13,207	13,654	2.4%	3.4%	Growing sector
13	74K General industrial machinery (capital)	8,699	9,130	7,775	9,211	12,370	12,978	13,154	13,157	2.3%	0.0%	
14	78I Road vehicles other than cars (intermediate)	14,251	13,710	10,195	10,855	11,060	12,839	12,747	12,072	2.1%	-5.3%	
15	68 Non-ferrous metals	10,289	12,224	14,200	18,149	14,050	12,647	13,494	11,840	2.1%	-12.3%	
16	78K Road vehicles other than cars (capital)	7,011	8,347	6,056	8,141	9,898	11,972	11,668	11,830	2.1%	1.4%	Growth since 2018
17	87K Scientific instruments (capital)	8,412	9,078	9,345	8,798	11,381	11,993	11,994	11,809	2.1%	1.5%	
18	75K Office machinery (capital)	13,259	13,583	14,329	13,802	16,050	11,709	12,415	11,768	2.1%	-5.2%	
19	1 Beverages & tobacco	9,231	9,459	9,824	9,847	11,321	11,674	11,673	11,332	2.0%	-2.9%	
20	792 Aircraft	8,614	8,580	6,421	4,796	7,025	11,765	11,802	11,208	2.0%	-5.0%	
21	74I General industrial machinery (intermediate)	7,820	8,267	6,703	7,429	8,770	9,534	9,553	9,633	1.7%	0.8%	
23	55 Toilet & cleansing preparations	6,742	6,853	6,653	6,597	7,739	8,352	8,388	8,742	1.5%	4.2%	Growing sector
24	01 Meat & meat preparations	6,748	6,646	6,305	6,395	7,829	8,054	8,100	8,391	1.5%	3.6%	Growing sector
25	51 Organic chemicals	8,274	8,136	7,639	9,156	12,801	11,398	12,302	8,309	1.5%	-32.5%	
26	77K Miscellaneous electrical goods (capital)	4,914	5,421	5,163	5,858	7,734	7,709	7,764	7,724	1.4%	-0.5%	
27	67 Iron & steel	6,909	6,415	4,640	6,847	8,093	7,323	7,402	7,251	1.3%	-2.0%	
28	64 Paper & paperboard	6,508	6,529	5,949	6,073	8,348	7,273	7,604	7,126	1.3%	-6.3%	
29	04 Cereals	4,085	4,260	4,486	4,513	6,014	6,684	6,597	7,094	1.3%	7.5%	Growing sector
30	66 Mineral manufactures	6,828	6,640	4,834	6,764	8,023	6,872	7,087	6,706	1.2%	-5.4%	

#s 2, 4, 11 and 22 = Oil, Gas, non-specified goods – so not included

Source: Office for National Statistics (ONS)

# Focus Opportunities 2025 – Import

## Sector 1: Medicinal & Pharmaceutical

- **Size and Growth Trends:** £26,8bn. Up from £24,8bn in 2018. +8%. Mainly from: US, Germany, Belgium and **Italy**. *Expected growth 2024-2029 5,74%*.
- **Incentives and Funds:** Life Sciences Innovative Manufacturing Fund (LSIMF) provides capital grants for the development of human medicines, medical diagnostics, and MedTech products. Open to eligible companies and projects with a total cost of at least £8m and will provide up to £520m in capital grants.
- **Attractiveness Factors:** The UK's pharmaceutical industry is global, with complex supply chains which can be susceptible to shocks which can result in drug shortages. The **UK's National Health Service (NHS)** uses a large amount of generic medicines and the population is growing and ageing.

*NB The UK can import medicinal products from countries on the Approved Country for Import list. To import a licenced medicine, an application must be made for one or more of the following licences: Wholesale Licence, Manufacturer's Licence and Marketing authorization (MA).*

**Eligibility:** <https://www.find-government-grants.service.gov.uk/grants/life-sciences-innovative-manufacturing-fund-lsimf-1#eligibility>



# Focus Opportunities 2025 – Import

## Sector 2: Mechanical generators

- **Size and Growth Trends:** £24,1 bn. Up from £20,7bn in 2018. **+16,4%**.
- **Incentives and Funds:** The new UK Government has embarked on a tax, spend and invest programme to ‘rebuild’ the country. Plus, a new [AI Opportunities Action Plan](#) (13/1/25) with new Ai Zones receiving support.
- **Attractiveness Factors:** Power (mobile and static) is needed across the UK as it transitions to Net Zero (**95% renewables**), sustainable energy, builds 1.5 new homes (new Government Policy) to accommodate the growing number of residents needing accommodation driven by rising house prices, rising cost of living, static wages and an influx of immigrants and the need for new infrastructure to support these developments, as well as Ai/data centres, new hospitals and new schools.

*NB Such programmes also present opportunities in sustainable environment, technology, electrical, construction and related ‘specifier’ materials sectors.*





# Focus Opportunities 2025 – Import

## Sector 3: Electrical goods (computers, telephones, TVs, mixers...)

- **Size and Growth Trends:** In 2023, the market was £23,4bn. Market growth is expected to be **1,18% pa to 2028**.
- **Incentives and Funds:** The Electricals Recycling Fund aims to grow existing methods or test new creative and practical ones for recycling small electrical household goods.
- **Attractiveness Factors:** This is a diverse sector – both consumer and B2B. The UK is one of the world's top importers of electrical goods, mainly from China (as the world's #1 exporter of same). Yet also US, Germany, France and **Italy**.
- **Consumer demand:** Market is expected to grow as the population increases and consumers spend more on electrical goods (new homes build is a factor). It is also driven by increased use of finance options, e-commerce expansion and the shift to sustainable solutions. New technologies also help to drive the market demand.



NB The supplier must have a Declaration of Conformity



# UK Government Ai Opportunities Action Plan

## - January 2025

1

- 3<sup>rd</sup> largest Ai market
- Google DeepMind
  - ARM
  - Wayve

2

- Compete with US and China
- Innovation
  - Academia
  - Safety

3

- Strong research fundamentals
- Vibrant start up scene
  - Leading frontier companies
  - UK Ai Safety Institute

4

### Core principles:

- Be on the side of innovators
- Govt. to be a good customer
- Crowd in capital and talent
- Capitalise on strengths in Ai application and integration
- Plus science and robotics



5

### Bold and visionary action:

- Invest in foundations and Ai Growth Zones
- Cross economy adoption – private and public
- Be an Ai 'maker' not a 'taker'



# Focus Opportunities 2025 – Export

## # 1 Sector: Automotive (1)

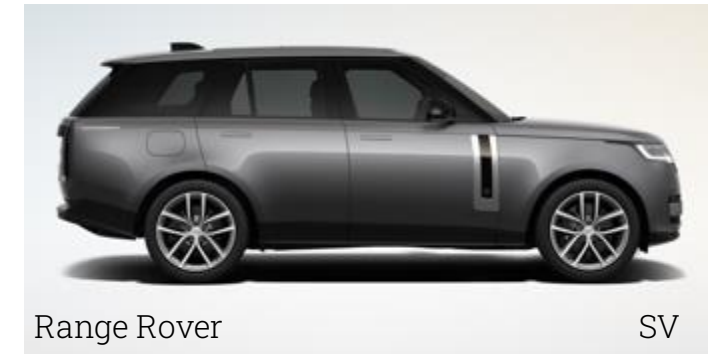
- **Size and Growth Trends:** UK's largest exporter. Auto manufacturing contributes £93 bn turnover and £22bn value added to the economy and typically invests around £bn pa in R&D. 198.000+ people are employed in manufacturing and some 813.000 in total across the wider automotive industry. The sector accounts for 12% of total UK export goods generating £47bn of trade.. Estimates\* suggest that Ev (car, bus, van and heavy truck) shipments will grow 17% in 2025. By 2030, it is predicted\* that more than 50% of all models marketed will eVs.
- **Incentives and Funds:** The Automotive Transformation Fund (ATF) has been created to support the industrialisation and scale-up of a UK electrified vehicle supply chain. Access through the Advanced Propulsion Centre. Connected and Automated Mobility Research and Development programme with up to £150m of funding between 2025-26 and 2029-30.
- **Attractiveness Factors:** The UK manufactures almost every type of vehicle, plus specialist, supported by 2.500+ component providers and some of the world's most skilled engineers. There is a vibrant aftermarket and remanufacturing industry. It also supports jobs in other key sectors. It is a vital part of the UK economy and integral to supporting the delivery of for 'levelling up', net zero, advancing global Britain, and the plan for growth.

**A key opportunity for suppliers.**



Rolls Royce Motor Cars

Spectre



Range Rover

SV



Mini

Cooper

\* Gartner

# Focus Opportunities 2025 – Export

## # 1 Sector: Automotive (2)

The UK produces almost every component required to manufacture zero emission vehicles in some capacity:

### Battery systems

Battery components  
 Battery development  
 Battery pack assembly  
 Battery testing  
 Cells and cell components  
 Raw materials  
 Refurb, re-use and recycling

### Electrified power train

Electric drive unit  
 E-motor components  
 Full powertrain  
 Hybrid transmissions  
 Powertrain design/development  
 Testing

### Power Electronics

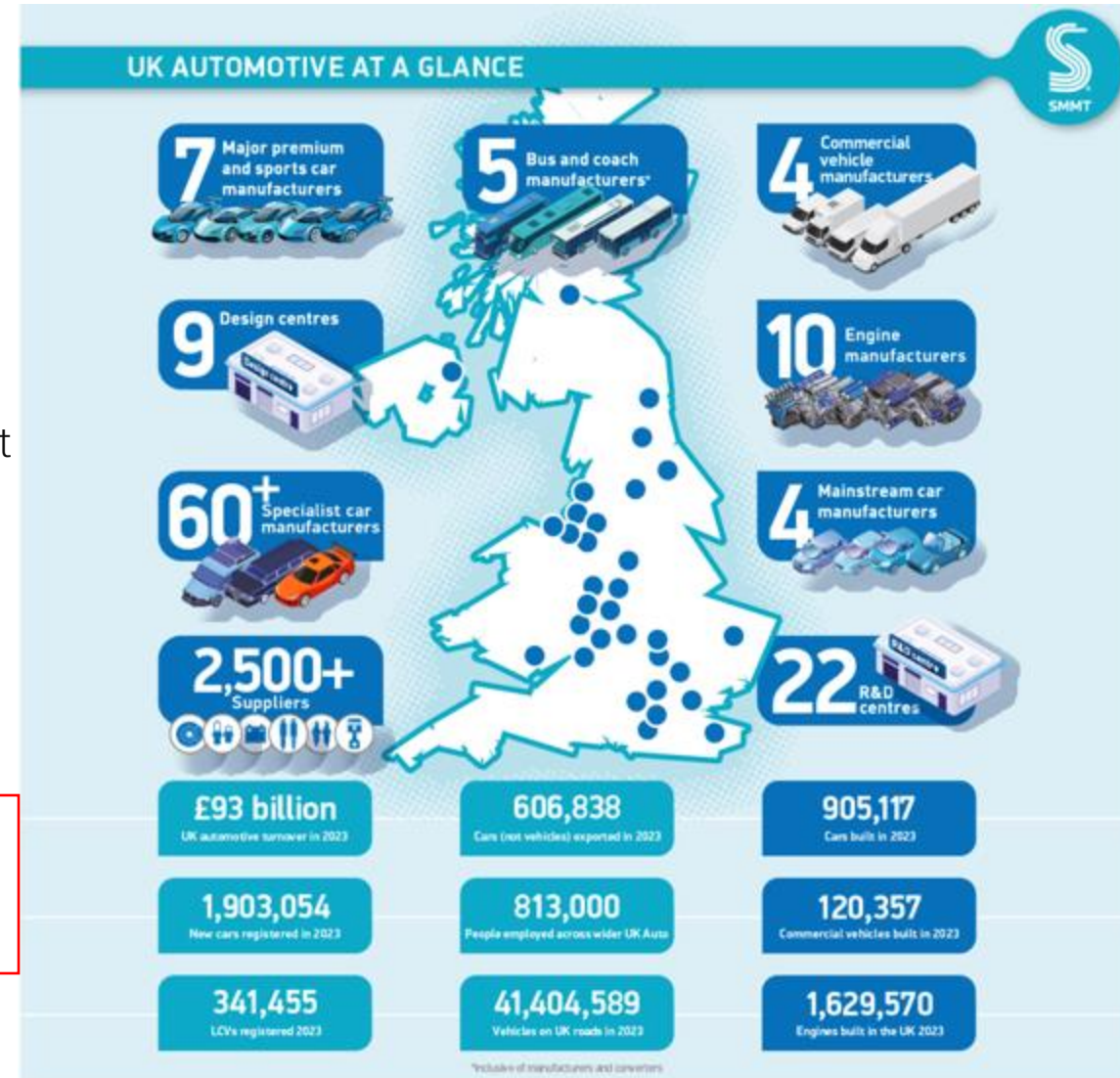
Component design  
 Control electronic & software  
 Inverters  
 Power electronics assembly  
 Semiconductors  
 Wiring Harnesses

### Hydrogen

Fuel cell components  
 Fuel cells  
 Hydrogen storage

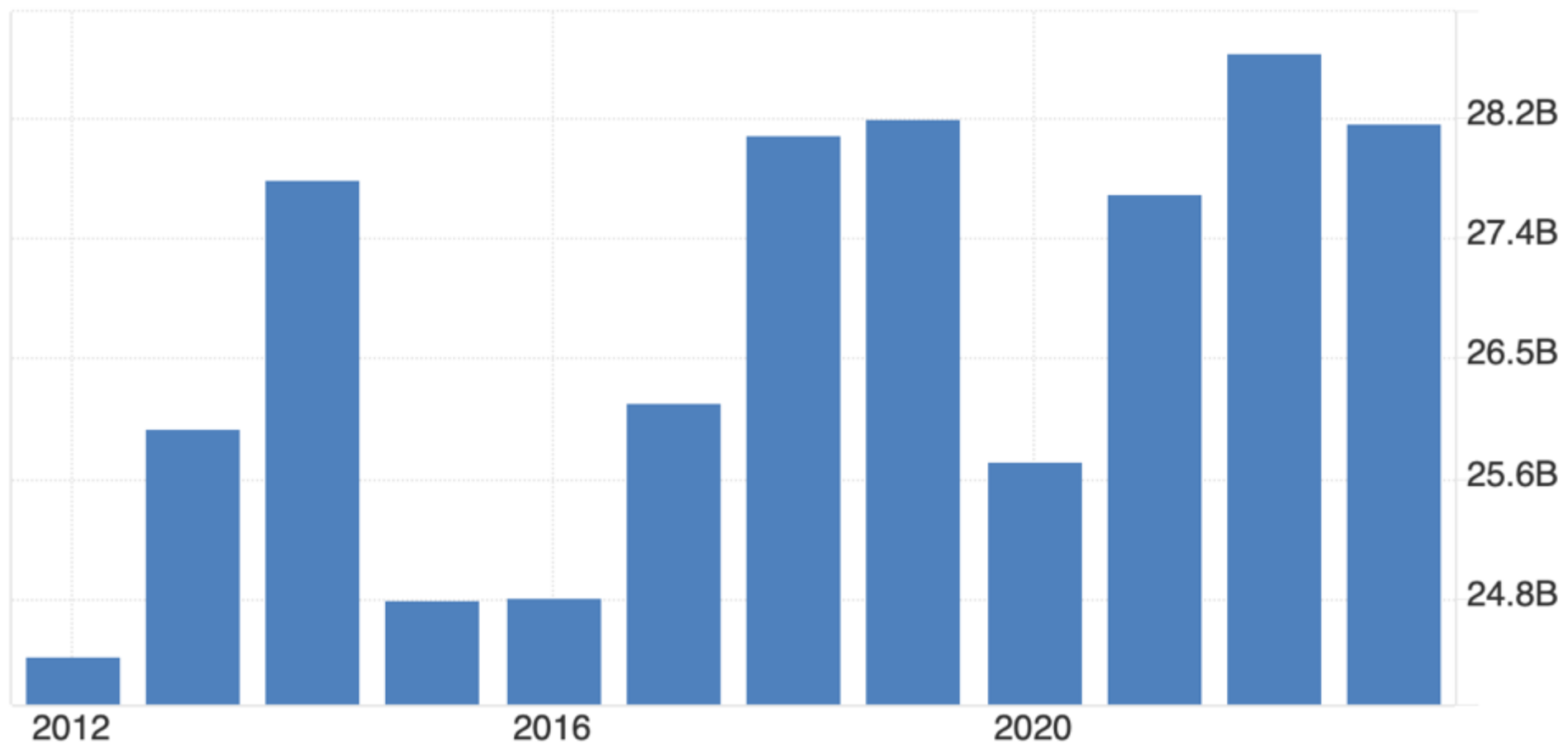
**Action: [Meet the Buyer](#)**  
**4 June 2025, NEC,**  
**Automechanika, Birmingham**

There 41m vehicles on the UK roads (all types)



# Turning to Italy and the UK

## Italian exports to the UK (US\$, 2023)



Source: United Nations Comtrade data January 2025

# Italian exports to the UK (2023)

1-34 of 84

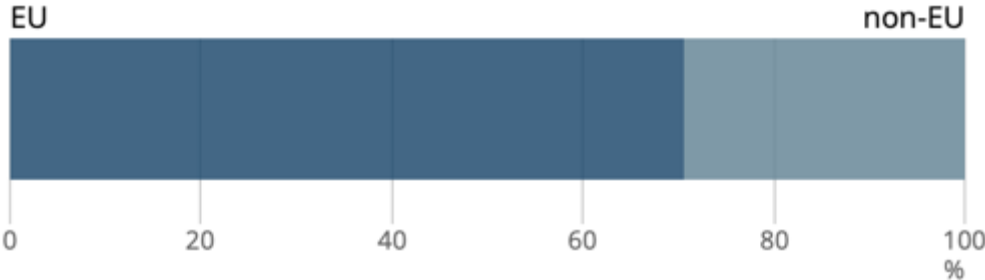
↑  
\$1bn+

Italy Exports to United Kingdom	Value \$M
<a href="#">Machinery, nuclear reactors, boilers</a>	4740
<a href="#">Vehicles other than railway, tramway</a>	2960
<a href="#">Electrical, electronic equipment</a>	1640
<a href="#">Beverages, spirits and vinegar</a>	1300
<a href="#">Furniture, lighting signs, prefabricated buildings</a>	1180
<a href="#">Pharmaceutical products</a>	1100
<a href="#">Cereal, flour, starch, milk preparations and products</a>	857.80
<a href="#">Articles of iron or steel</a>	845.54
<a href="#">Plastics</a>	834.26
<a href="#">Pearls, precious stones, metals, coins</a>	797.82
<a href="#">Articles of apparel, not knit or crocheted</a>	797.37
<a href="#">Optical, photo, technical, medical apparatus</a>	777.97
<a href="#">Vegetable, fruit, nut food preparations</a>	704.95
<a href="#">Ships, boats, and other floating structures</a>	596.68
<a href="#">Articles of apparel, knit or crocheted</a>	583.98
<a href="#">Aircraft, spacecraft</a>	501.87
<a href="#">Footwear, gaiters and the like,</a>	484.34

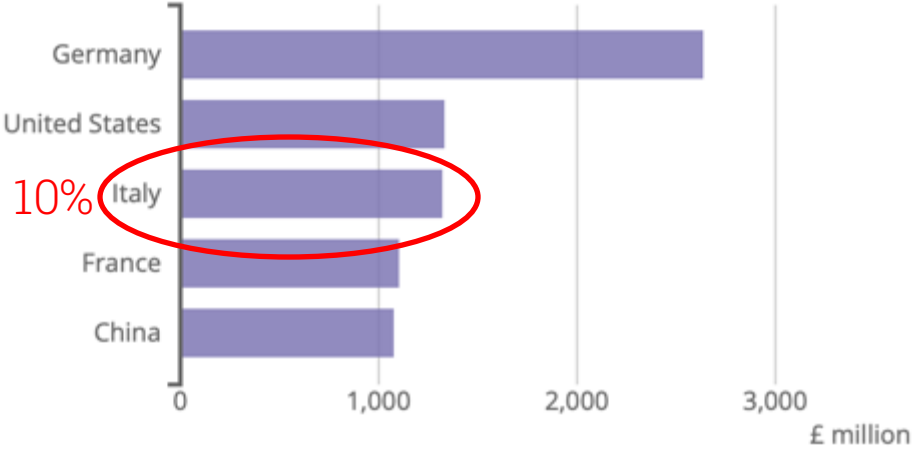
Italy Exports to United Kingdom	Value \$M
<a href="#">Essential oils, perfumes, cosmetics, toileteries</a>	457.63
<a href="#">Articles of leather, animal gut, harness, travel good</a>	455.93
<a href="#">Paper and paperboard, articles of pulp, paper and board</a>	455.31
<a href="#">Dairy products, eggs, honey, edible products</a>	405.14
<a href="#">Miscellaneous edible preparations</a>	319.08
<a href="#">Aluminum</a>	291.25
<a href="#">Rubbers</a>	247.56
<a href="#">Iron and steel</a>	246.48
<a href="#">Miscellaneous chemical products</a>	224.96
<a href="#">Soaps, lubricants, waxes, candles, modelling pastes</a>	224.37
<a href="#">Mineral fuels, oils, distillation products</a>	217.67
<a href="#">Cocoa and cocoa preparations</a>	202.94
<a href="#">Ceramic products</a>	195.39
<a href="#">Edible fruits, nuts, peel of citrus fruit, melons</a>	180.08
<a href="#">Miscellaneous articles of base metal</a>	179.55
<a href="#">Organic chemicals</a>	173.04
<a href="#">Stone, plaster, cement, asbestos, mica or similar materials</a>	151.77

# Focus Opportunities 2025 – UK and Italy

## General industrial machinery (capital)

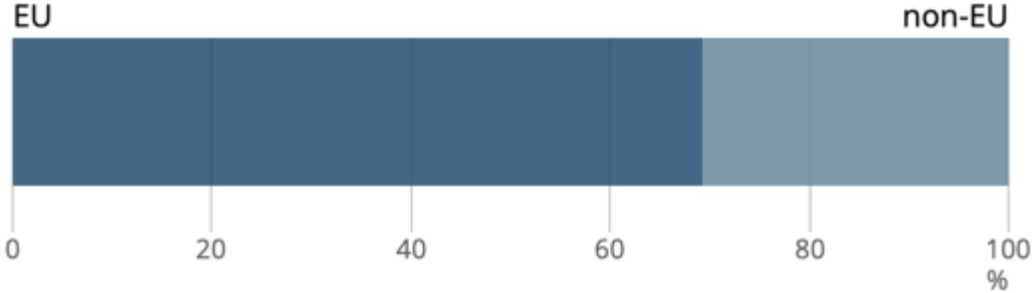
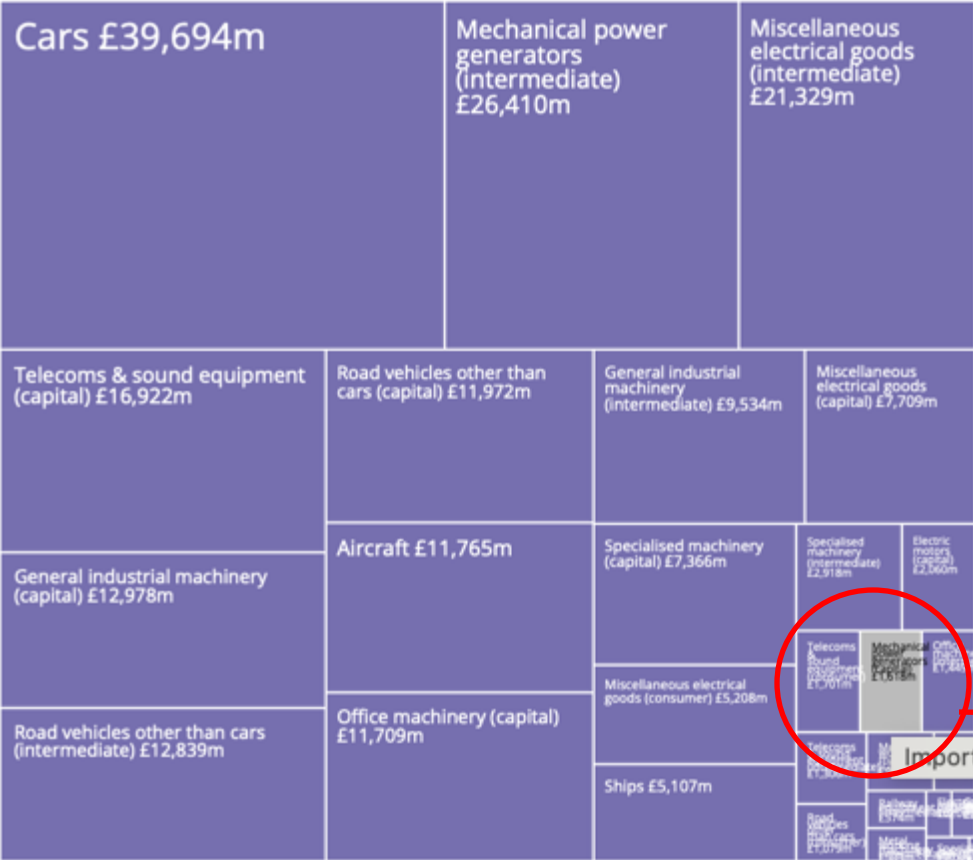


UK's top trading partners

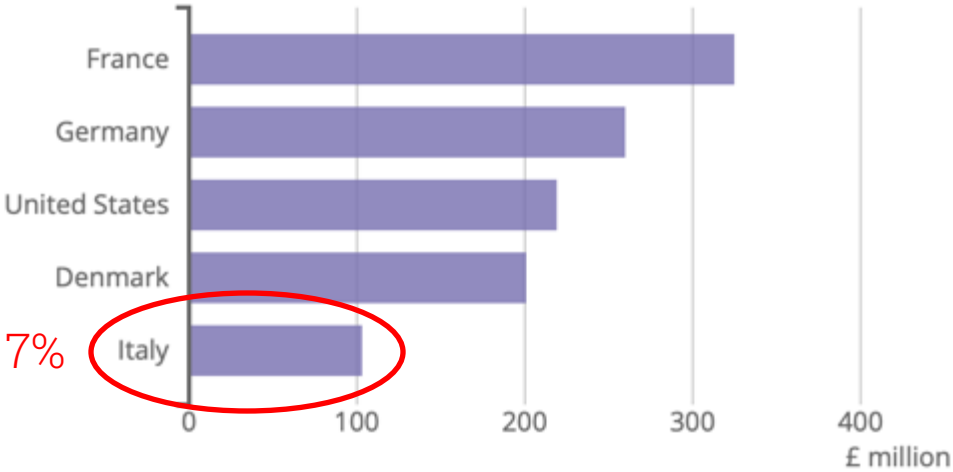


# Focus Opportunities 2025 – UK and Italy

## Mechanical generators



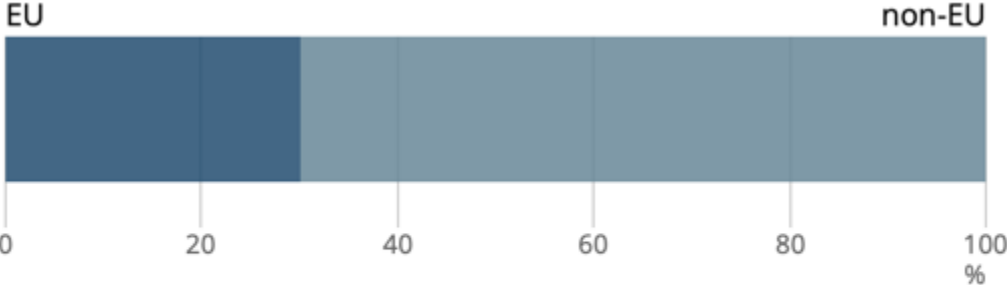
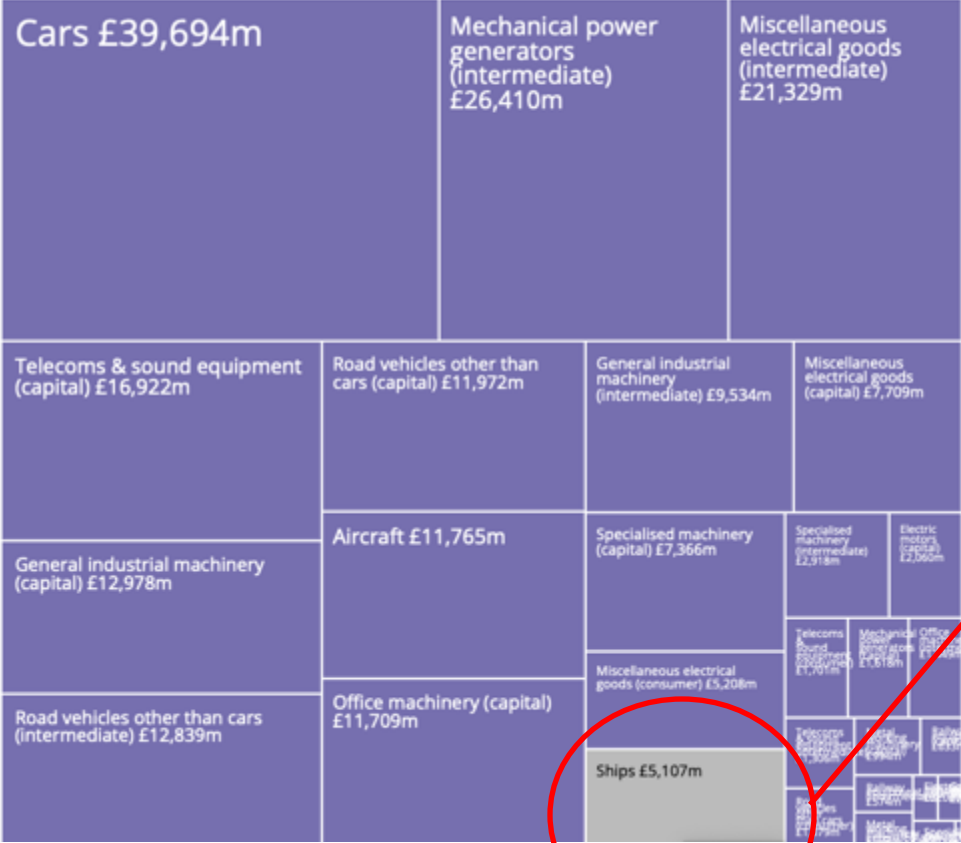
UK's top trading partners



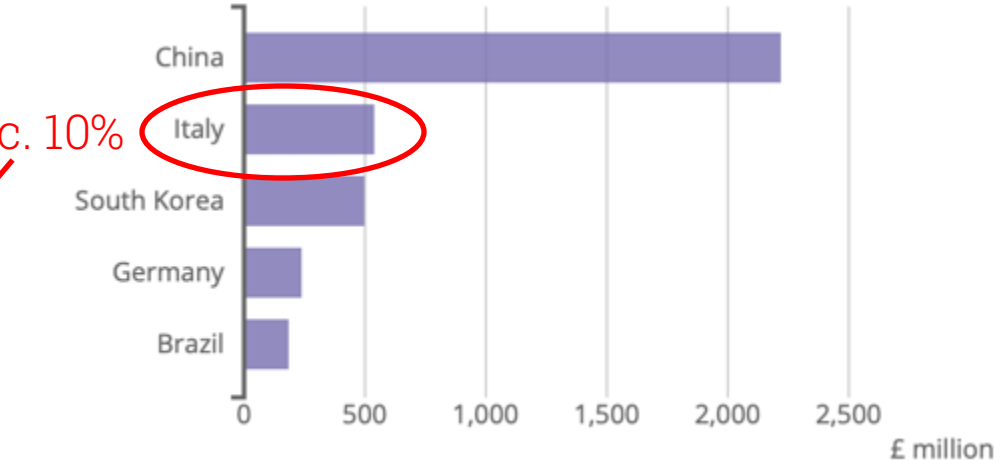


# Focus Opportunities 2025 – UK and Italy

## Ships

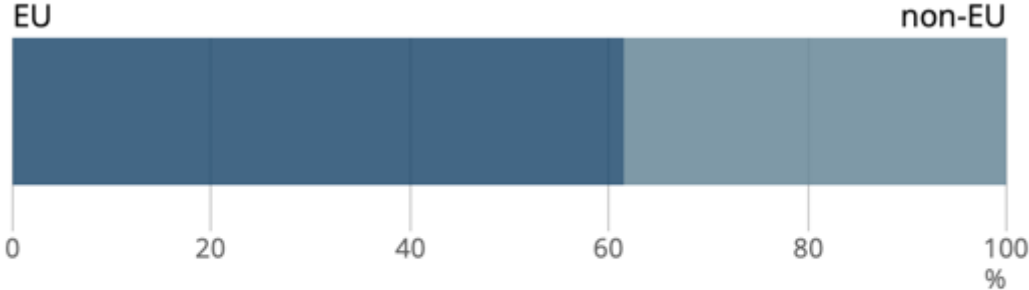
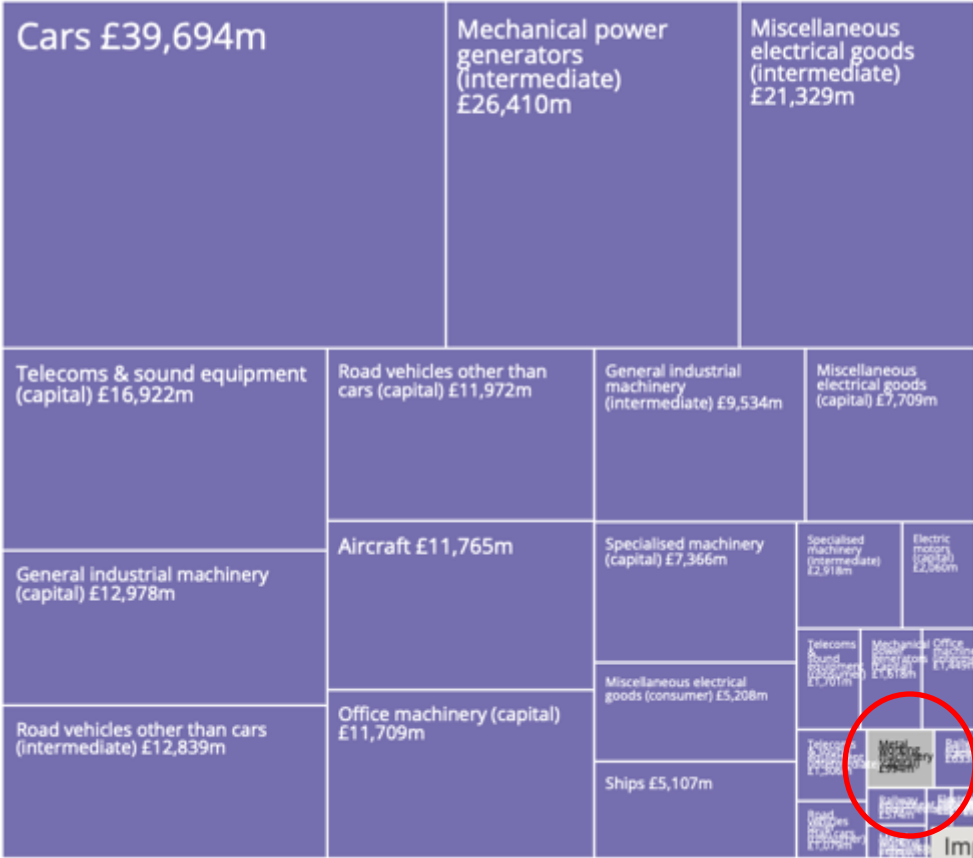


UK's top trading partners

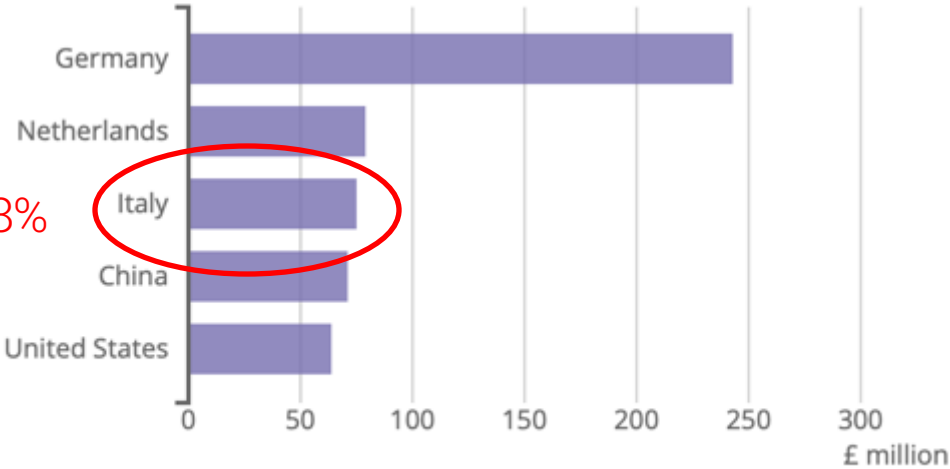


# Focus Opportunities 2025 – UK and Italy

## Metal machinery

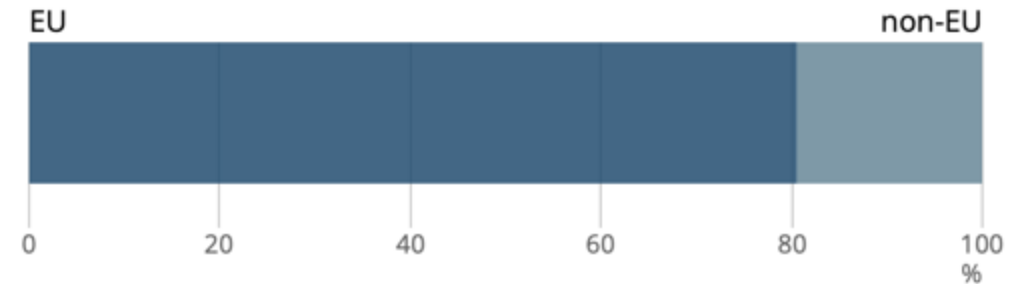
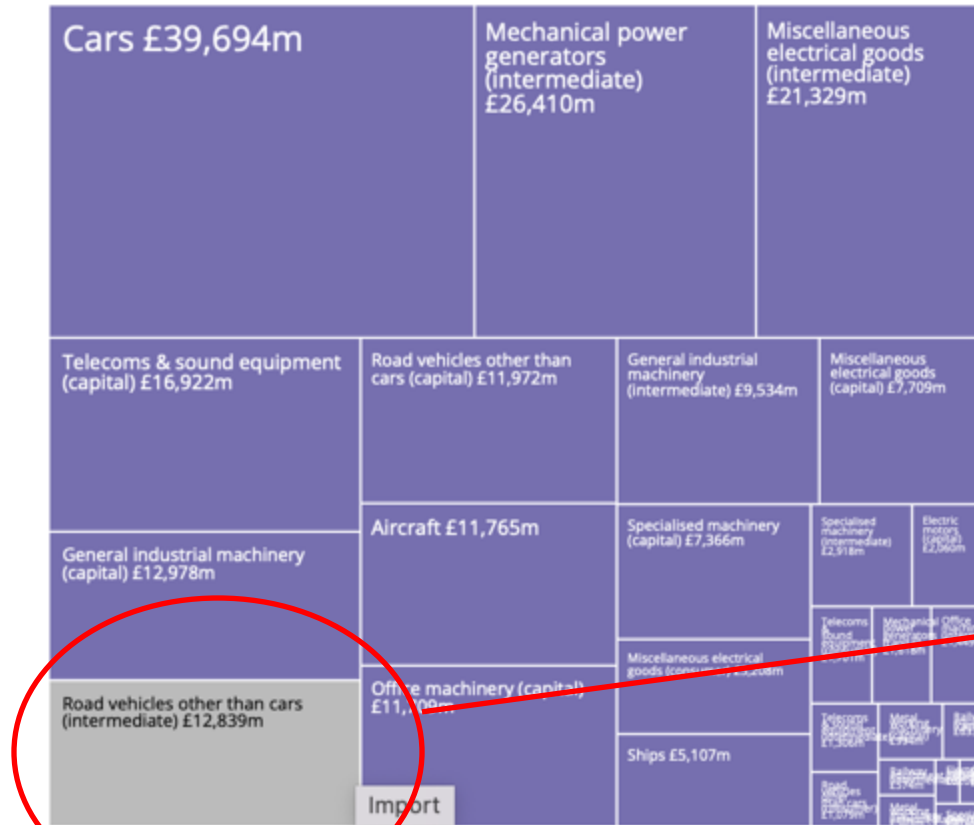


UK's top trading partners

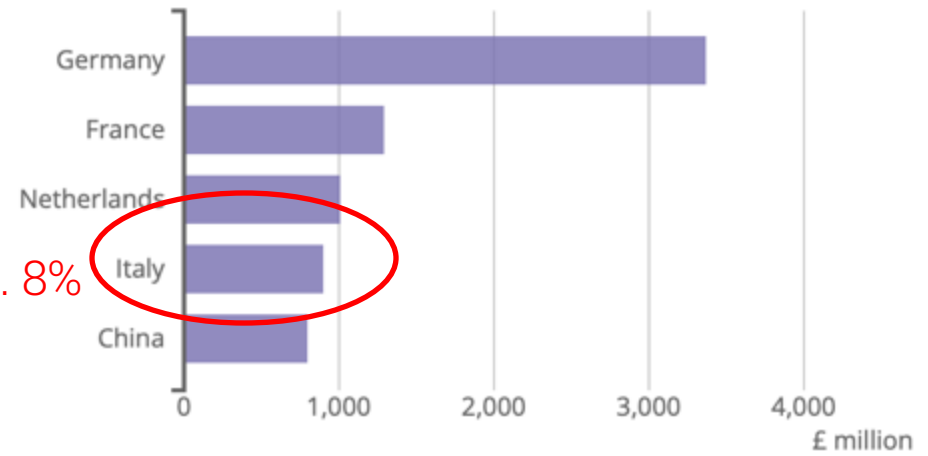


# Focus Opportunities 2025 – UK and Italy

## Road vehicles (other than cars, intermediate)

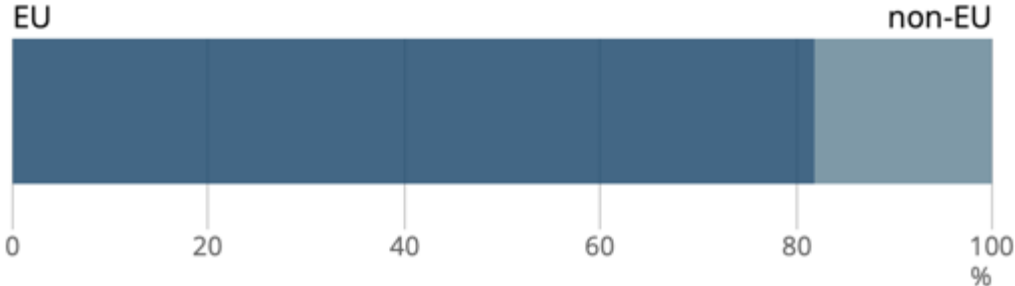
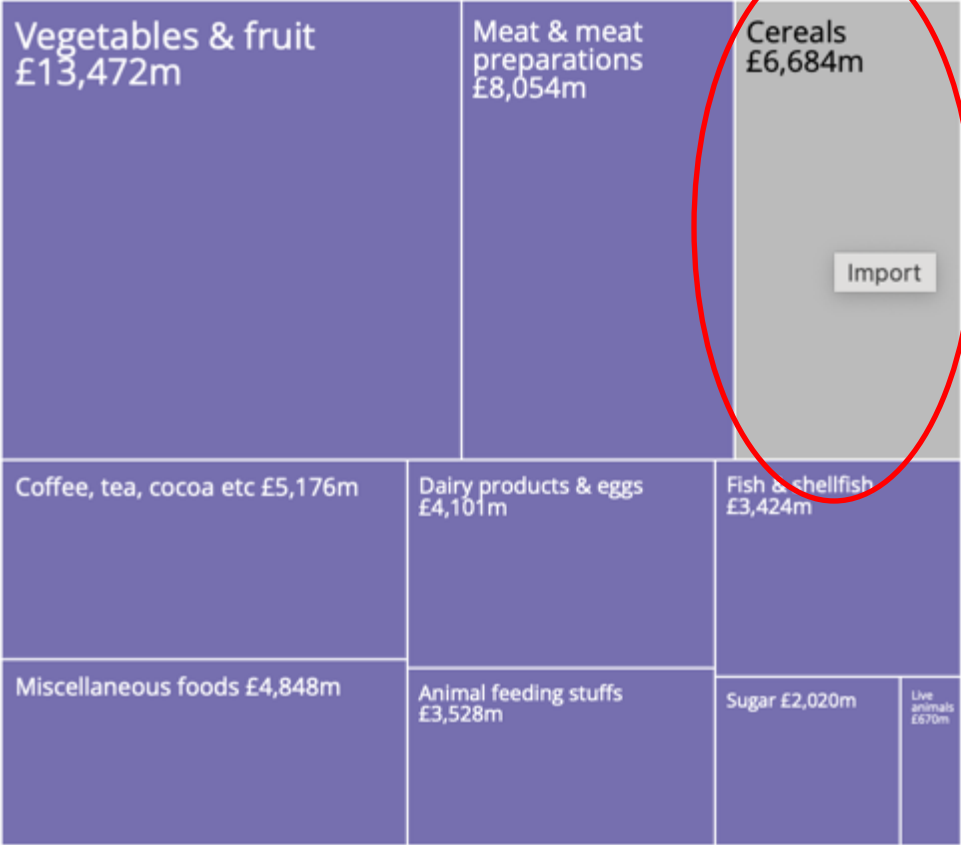


### UK's top trading partners



# Focus Opportunities 2025 – UK and Italy

## Cereals

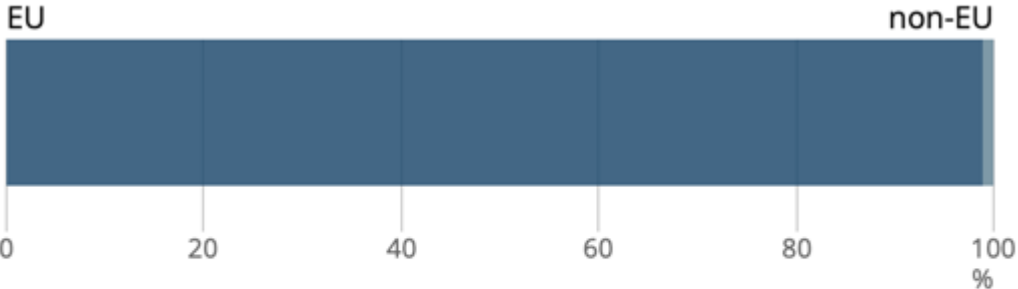
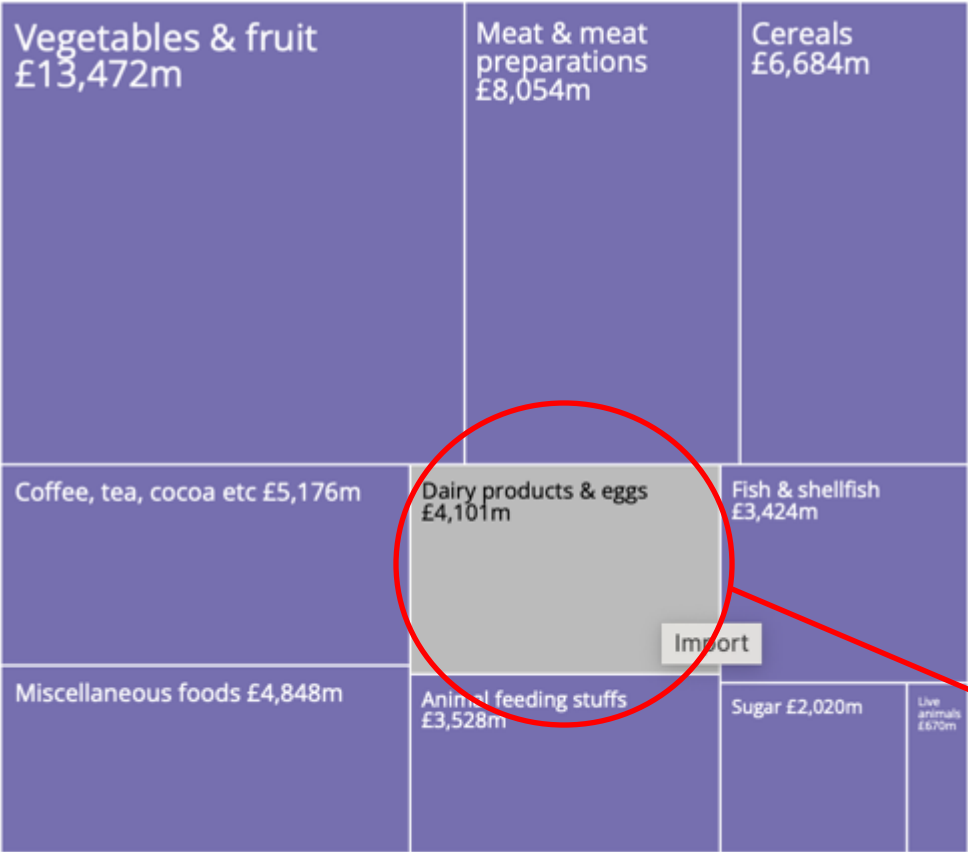


UK's top trading partners

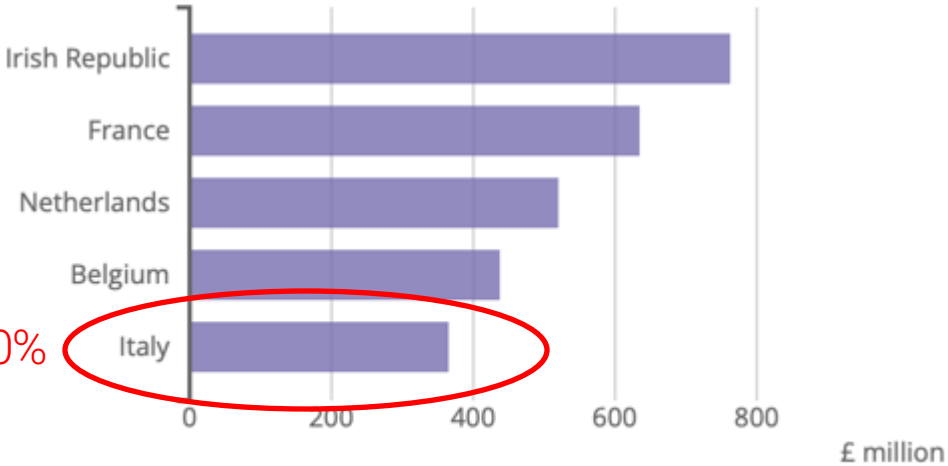


# Focus Opportunities 2025 – UK and Italy

## Dairy products and eggs



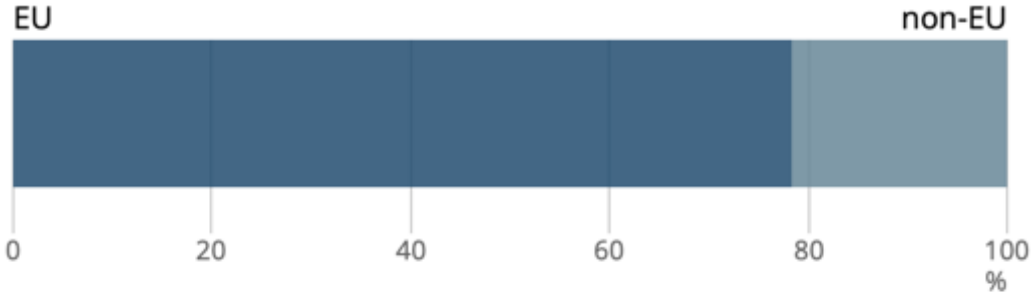
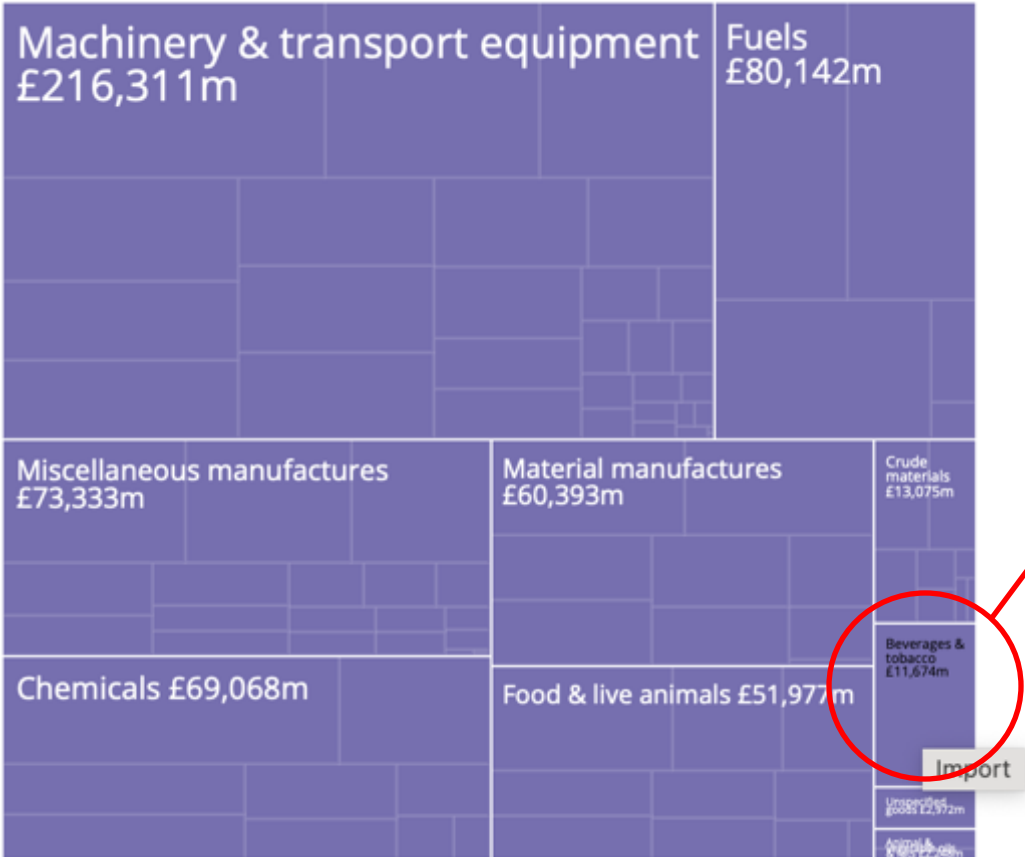
UK's top trading partners



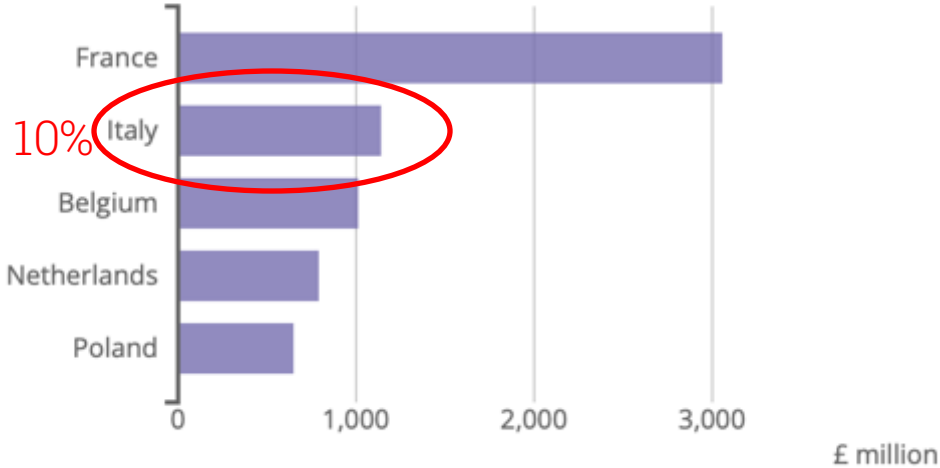
c. 10%

# Focus Opportunities 2025 – UK and Italy

## Beverages and tobacco

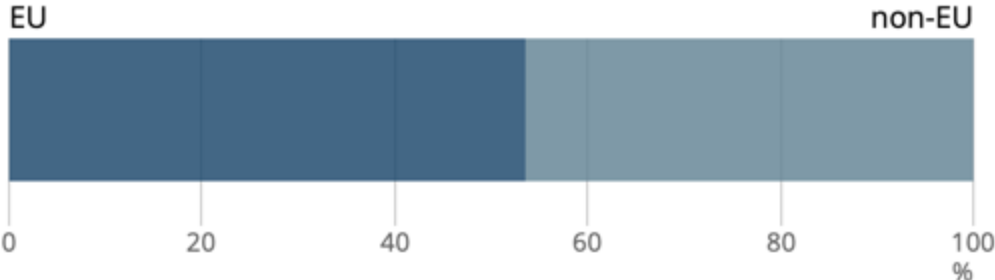
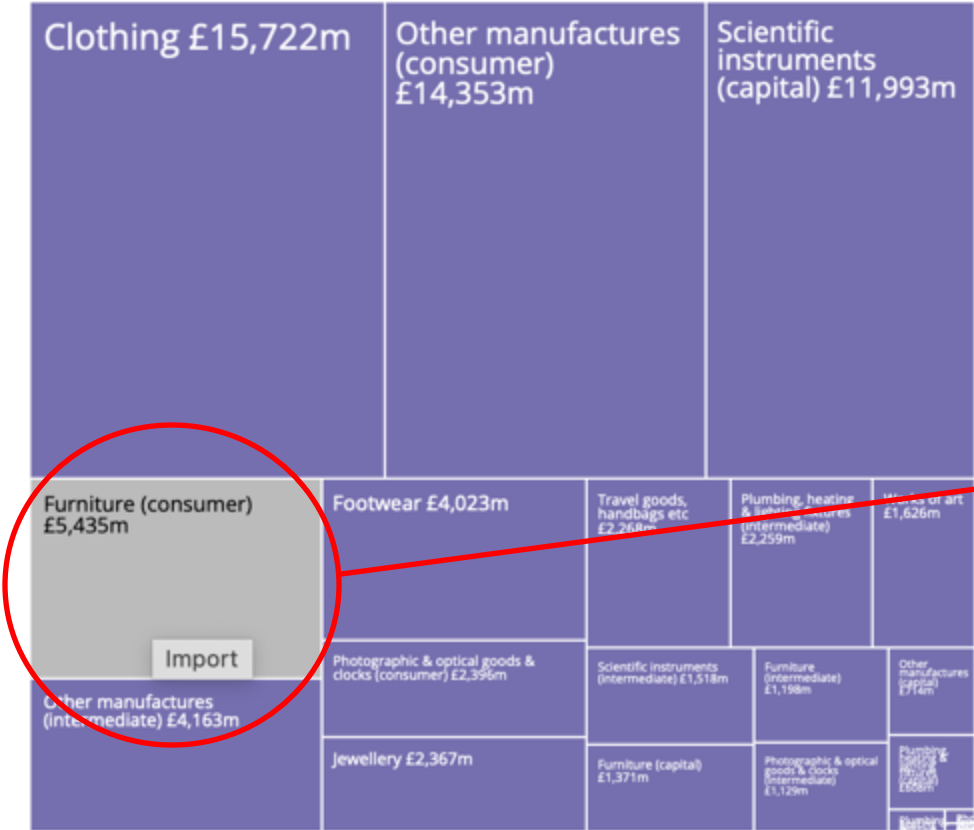


UK's top trading partners

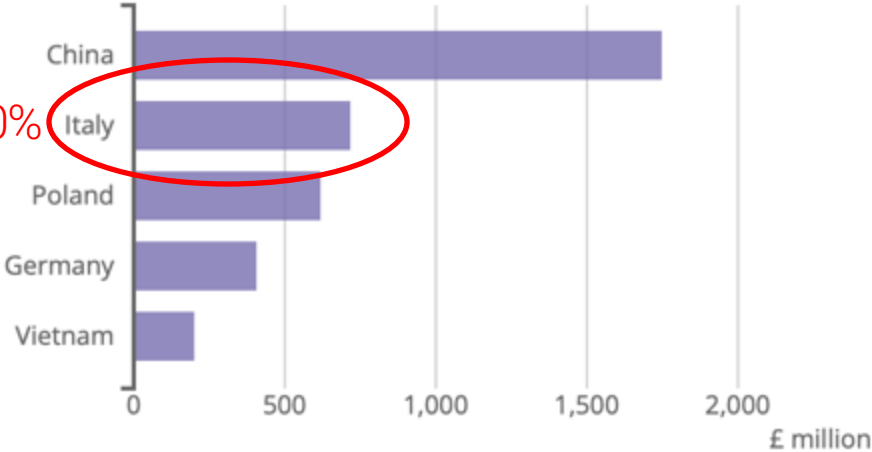


# Focus Opportunities 2025 – UK and Italy

## Furniture (Consumer)

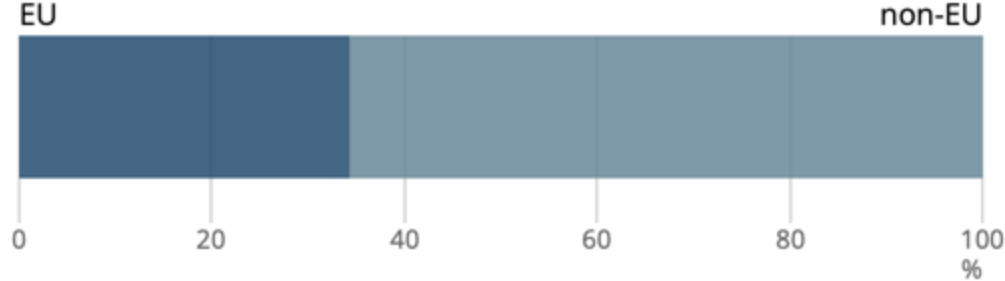
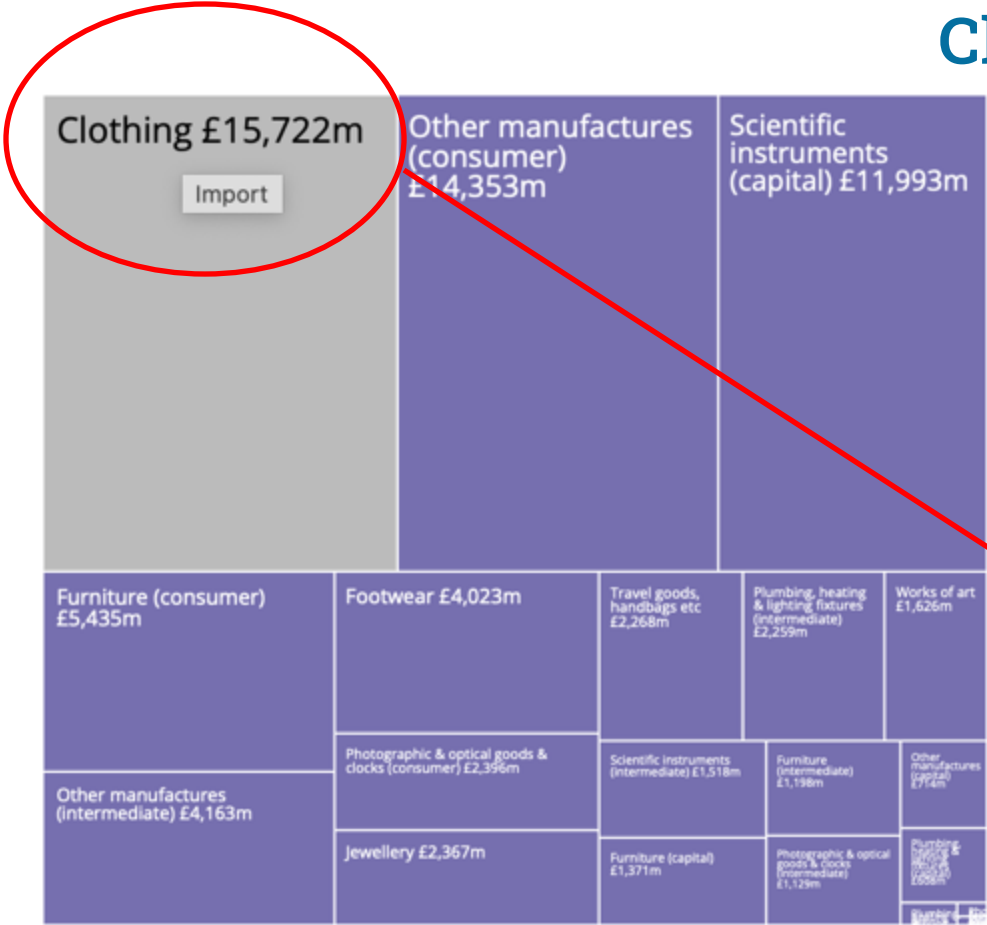


UK's top trading partners

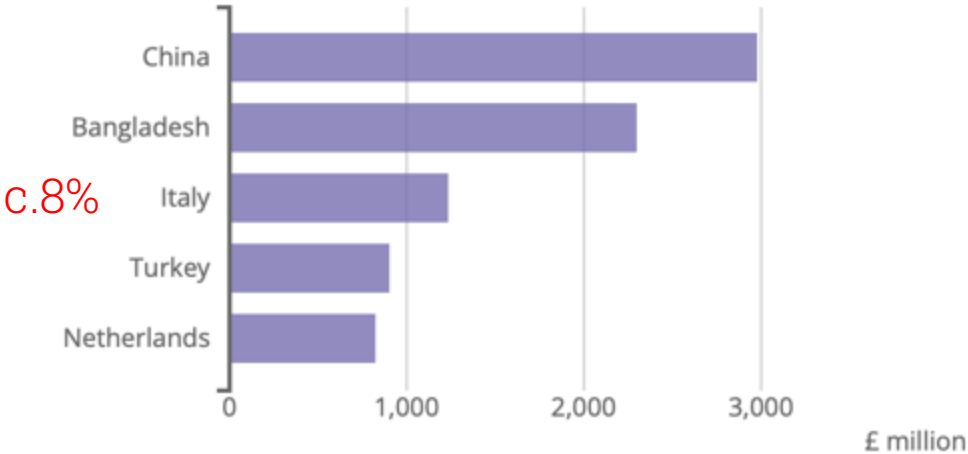


# Focus Opportunities 2025 – UK and Italy

## Clothing



### UK's top trading partners





# Invest 2035 – New Government’s Industrial Strategy

## Expected Spring 2025 (Currently consulting UK businesses)

Industry sector	Commentary (8 priority sectors ( <i>plus subsectors</i> ))	Example
Advanced manufacturing	84% of manufacturing jobs lie outside of London/South East vs. 69% for the economy as a whole. <i>Yet suffers a lack of technical skills in electrical, mechanical, and welding.</i>	UK served well by regional airports and enterprise zones
Clean energy	Clean energy industries - major driver of global growth. 90% of global GDP now covered by net zero targets- energy tech, alternative energy, energy security, infrastructure	UK Govt. investing heavily
Creative industries	UK’s creative industries are world-leading, showcasing the best of its creativity and culture to the world – 3 <sup>rd</sup> largest	Film theatre, animation, VR, AR
Defence	UK is a global leader and aims to spend 2.5% of GDP on defence. Current budget £54bn. The sector is foundational for economic growth.	Leonardo Helicopters
Digital and technologies	Digital and technology businesses are responsible for transformative shifts in productivity	Digital customs to aid goods flow
Financial services	London - one of 2 true global financial centres (+US). The sector will play a key role in providing tens of billions needed to finance the net zero transition. London, Edinburgh and Glasgow rank in top 40 most competitive, globally significant financial centres	Opportunities for. fintech and insuretech
Life sciences	UK’s life sciences sector (£100bn with circa 7.000 jobs) offers unparalleled opportunities for future growth, by new discoveries, data availability, AI, groundbreaking treatments, personalised healthcare, innovative manufacturing	Ageing population drives investment and growth
Professional and business services	Govt. keen to capitalise on strengths in accounting and law-tech, promoting the UK’s regional professional and business services strengths overseas and unlocking barriers to trade in services	Soldo.com (Italian Founder)

# New Government's Trade Strategy

## Expected Spring 2025 (Currently in development)

A part of the **UK Government's Growth Mission** will focus on the UK's strengths, particularly in financial and professional services

- It aims:**
- to attract investment from domestic and international sources
  - to create a pro-business environment
  - to tackle barriers to growth in key sectors
  - to create conditions for high-quality jobs.

- UK's trade priorities are:**
- to negotiate a Free Trade Agreement and Bilateral Investment Treaty with India.
  - to complete advanced negotiations with the Gulf Cooperation Council.
  - to review the EU-UK Trade Cooperation Agreement (TCA).



# Summary

- Change brings many cross sector export and import opportunities
- Transition to clean energy, Ai + tech. and renewal
- Clear propositions and forward-looking strategy
- Many Italian companies and talent already in UK
- UK is a good place to 'do business'
- Global springboard to trade
- Supportive UK Government\* - New Industrial and Trade strategies
- Dept. for Business and Trade\* + Chartered Institute of

Export and International Trade



- D T Consult – in-country support
- Thank you



# Our guest speaker - Fergus McReynolds

## Director, EU and International



Legislative relations specialist



Champions industry interests



Works with policy experts



Nurtures key international relationships



Promotes open and trusted trade



Advocates smooth trade



Shines a spotlight on digital trade solutions



Based in Brussels



CHARTERED  
INSTITUTE  
OF EXPORT &  
INTERNATIONAL  
TRADE

- UK-headquartered not-for-profit organisation, operating globally
- Empowers organisations and equips individuals with the expertise to trade effectively, sustainably and competitively
- Trusted by governments, businesses and trade professionals
- Provides training and education to upskill global companies' employees
- Established: 1935
- Chartered: 2024
- CEO: Marco Forgione

# Appendix contents

- 70+ Free Trade Agreements
- 12 reasons to trade with the UK
- The UN SITC system of product classification
- Italian sectors exporting to UK
- References
- D T Consult global representation
- Enquiry/discovery form for completion
- UK Country Manager contact details

# UK has 70+ Free Trade Agreements

## Current | In negotiation

- 70 [here](#)

Recent trade agreements that have come into force include:

- [UK-Australia Free Trade Agreement](#)
- [UK-New Zealand Free Trade Agreement](#)
- [Singapore Digital Economy Agreement](#)
- [Japan Comprehensive Economic Partnership Agreement](#)
- [Norway, Iceland and Liechtenstein Free Trade Agreement](#)
- [UK-EU Trade and Cooperation Agreement](#)

Signed but not in force yet:

- [The UK and the Comprehensive and Progressive Agreement for Trans-Pacific Partnership \(CPTPP\)](#)
- [UK-Ukraine Digital Trade Agreement](#)
- [ESA-UK economic partnership agreement \(EPA\)](#)

In negotiation:

[South Korea](#) [Switzerland](#)

[India](#) [Canada](#)

[Mexico](#) [GCC](#) [Israel](#)

# Appendix (see slide 8)

#	Reason	Support
1	<p><b>Easy set up (1<sup>st</sup>) and business operation (6<sup>th</sup>) (World Bank)</b>            The UK has made its business registration process easier and faster, making it less time consuming. Paperwork has been simplified, helping to complete most of the registration process online.</p>	<p><b>UK is highly supportive of start-ups, scaleups and SMEs.</b>            The stable legal system, skilled workforce, good network of support organisations and advanced technology help businesses to operate smoothly and gives investors confidence in the market.</p>
2	<p><b>Low tax rate</b>            25% Corporation Tax (£250.000+), 26,5% (£50.001-250.000) and 19% (£0-50.000). Lowest Corporation Tax in the G7.</p>	<p><b>Capital Allowances</b>            Assets kept for use in the business, for example; equipment, machinery, business vehicles, are eligible for relief. Some up to 100% for first year allowance. E.g. Plant and machinery (up to £1m). Additional allowance on eVs., zero emission goods vehicles.</p>
3	<p><b>Flexible Labour Market (#2 in the world).</b>            The country has labour laws that are made to offer fairness to both employees and employers. The approach to labour also includes a wide variety of employment contract forms (contract, temporary, zero-hours). Which provides flexibility to both employers and employees.</p>	<p><b>Training and development are supported</b>            The government and private sector invest significantly in education and vocational training to help maintain a skilled and adaptable workforce. A multi-cultural and lingual workforce with an advanced healthcare system also make it attractive.</p>
4	<p><b>Least barriers to entrepreneurship (#2 OECD)</b>            With fewer barriers to entrepreneurship compared to other countries the UK ranks #3 for having the least barriers to trade and investment. One of the main reasons the UK attracts entrepreneurs is because of the favourable regulatory environment.</p>	<p><b>Financial support is important and available</b>            Especially to small businesses in their early phases,. Providing the necessary financial support for business to develop products, hire staff and market their offerings. With few restrictions on trade, businesses can easily import and export goods and services, accessing a global market.</p>
5	<p><b>World leader in innovation (#2 after US) with world class universities</b>            One of the most productive countries in the world known for innovation, quality of its research base.. The UK has committed to sustainability and the green environment.</p>	<p><b>Strong collaboration between universities and businesses.</b>            Academic institutions are known for their high-quality research in fields such as science, technology, engineering and medicine. With a strong IP system and legal framework..</p>
6	<p><b>Stable political environment (Transparency International)</b>            UK is among the least corrupt countries around the world, ranking higher than many other major countries such as France, Germany, the USA and Japan.</p>	<p><b>Strong legal and regulatory system</b>            One of the major reasons for the UK's stable political environment. UK's commitment to transparency and anti-corruption measures has further improved the attractiveness for business</p>

# Appendix (see slide 8)

#	Reason	Support
7	<p><b>Growing economy (re-orienting)</b> UK has an open economy. Trade policies play an important role in economic growth. With a long history in international trade, it has nurtured long-time trade relationship with countries across the world.</p>	<p><b>Geographical advantage</b> The location of the country also makes it a member of both the European and global markets.</p>
8	<p><b>Easy property registration</b> As one of the world's countries with the easiest property registration process, ranking higher than top countries such as France, Germany, Ireland, and Italy.</p>	<p><b>The Land Registry is a government agency</b> is a centralised system of property registration that ensures that property and land records are kept accurate and maintained for easy access.</p>
9	<p><b>Commitment to improvement</b> The United Kingdom is actively working to improve the planning system to create a more conducive environment for businesses.</p>	<p><b>Recent initiatives</b> - the Energy White Paper by Dept. of Business, Enterprise and Regulatory Reform (BERR) and Government-commissioned Barker Review of Land-use Planning and Economic Development</p>
10	<p><b>Use of English as the primary business language</b> Most international markets use English as their major trade language and the UK has a strong presence in every international market, since English is their first language.</p>	<p><b>A common language in businesses and trade helps efficiency</b> Conflicts and confusion are minimised during negotiations, contracts and regular communication between businesses and their clients or customers.</p>
11	<p><b>Communication infrastructure</b> The UK is recognised as the country with one of the highest-speed internet connections with its advanced communication system.</p>	<p><b>Digital business is made easier</b> The country also houses some of the world's strongest ICT infrastructures globally and these ICT infrastructures support and promote a wide variety of digital services and business operations.</p>
12	<p><b>Europe's #1 city for business</b> <b>London</b> has maintained its reputation as Europe's premier city for business. The country, particularly London as a city, has been recognised as the leading global centre for financial services.</p>	<p><b>Dynamic and diverse economy</b> The city houses many industries, ranging from finance and technology to creative arts and healthcare. The diversity strengthens the local economy and attracts businesses and talents from around the world.</p>



# Appendix

**The Standard International Trade Classification (SITC) is a system for classifying goods that are imported and exported by countries. The United Nations (UN) maintains the SITC.**

SITC groups goods based on factors like:

- Production materials
- Processing stage
- Market practices
- Importance in world trade
- Technological changes

**These are useful to know for D T Consult assignments.**

**Details can be found here:**

**[https://ec.europa.eu/eurostat/statistics-explained/index.php?title=Glossary:Standard\\_international\\_trade\\_classification\\_\(SITC\)](https://ec.europa.eu/eurostat/statistics-explained/index.php?title=Glossary:Standard_international_trade_classification_(SITC))**

# Italian exports to the UK (2023)

35-68 of 84

Italy Exports to United Kingdom	Value
<a href="#">Meat and edible meat offal</a>	\$151.17M
<a href="#">Arms and ammunition, parts and accessories</a>	\$147.74M
<a href="#">Tanning, dyeing extracts, tannins, derivatives, pigments</a>	\$143.21M
<a href="#">Glass and glassware</a>	\$139.05M
<a href="#">Wood and articles of wood, wood charcoal</a>	\$136.80M
<a href="#">Animal, vegetable fats and oils, cleavage products</a>	\$130.40M
<a href="#">Meat, fish and seafood preparations</a>	\$120.94M
<a href="#">Coffee, tea, mate and spices</a>	\$117.43M
<a href="#">Edible vegetables and certain roots and tubers</a>	\$116.62M
<a href="#">Copper</a>	\$115.23M
<a href="#">Toys, games, sports requisites</a>	\$111.50M
<a href="#">Printed books, newspapers, pictures</a>	\$100.55M
<a href="#">Railway, tramway locomotives, rolling stock, equipment</a>	\$90.09M
<a href="#">Works of art, collectors' pieces and antiques</a>	\$88.78M
<a href="#">Cereals</a>	\$77.28M
<a href="#">Nickel</a>	\$76.15M
<a href="#">Raw hides and skins (other than furskins) and leather</a>	\$73.36M

Italy Exports to United Kingdom	Value
<a href="#">Miscellaneous manufactured articles</a>	\$70.92M
<a href="#">Wool, animal hair, horsehair yarn and fabric</a>	\$68.27M
<a href="#">Wadding, felt, nonwovens, yarns, twine, cordage</a>	\$56.74M
<a href="#">Inorganic chemicals, precious metal compound, isotope</a>	\$52.08M
<a href="#">Manmade filaments</a>	\$50.49M
<a href="#">Live trees, plants, bulbs, roots, cut flowers</a>	\$47.84M
<a href="#">Milling products, malt, starches, inlin, wheat gluten</a>	\$47.21M
<a href="#">Albuminoids, modified starches, glues, enzymes</a>	\$45.82M
<a href="#">Impregnated, coated or laminated textile fabric</a>	\$41.10M
<a href="#">Vegetable textile fibers not specified elsewhere, paper yarn, woven fabric</a>	\$39.22M
<a href="#">Cotton</a>	\$36.31M
<a href="#">Tools, implements, cutlery of base metal</a>	\$35.53M
<a href="#">Headgear and</a>	\$34.71M
<a href="#">Special woven or tufted fabric, lace, tapestry</a>	\$33.46M
<a href="#">Sugars and sugar confectionery</a>	\$32.21M
<a href="#">Other made textile articles, sets, worn clothing</a>	\$30.73M
<a href="#">Manmade staple fibers</a>	\$26.20M

# Italian exports to the UK (2023)

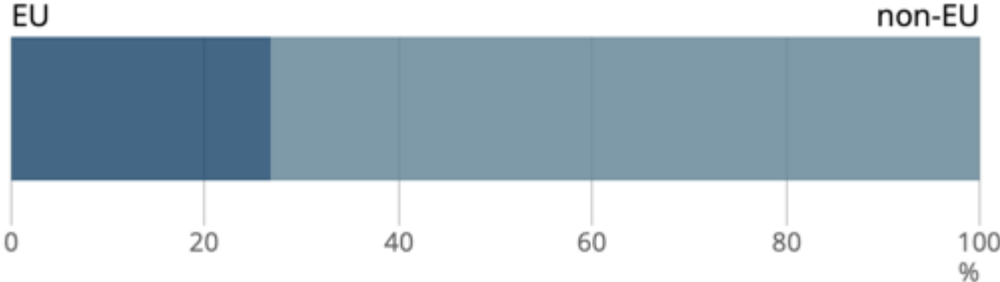
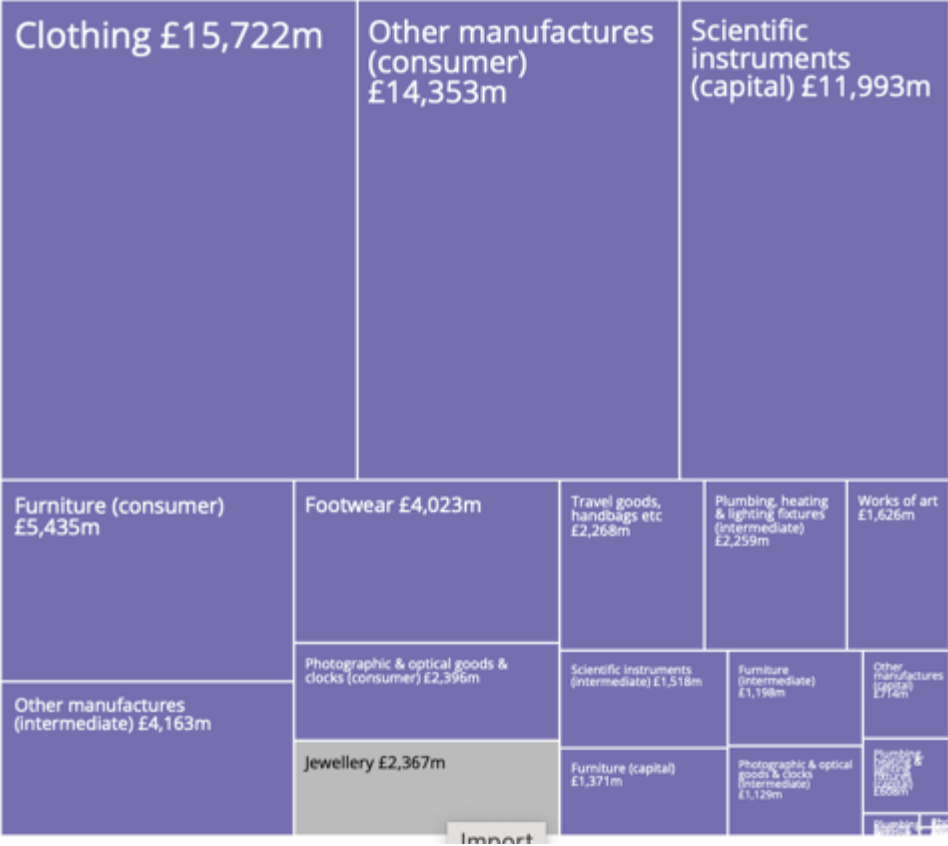
Italy Exports to United Kingdom	Value
<a href="#">Residues, wastes of food industry, animal fodder</a>	\$26.06M
<a href="#">Clocks and watches</a>	\$21.36M
<a href="#">Furskins and artificial fur, manufactures</a>	\$18.14M
<a href="#">Salt, sulphur, earth, stone, plaster, lime and cement</a>	\$17.65M
<a href="#">Tobacco and manufactures tobacco substitutes</a>	\$17.19M
<a href="#">Oil seed, oleagic fruits, grain, seed, fruits</a>	\$14.01M
<a href="#">Lac, gums, resins</a>	\$13.69M
<a href="#">Knitted or crocheted fabric</a>	\$13.20M
<a href="#">Silk</a>	\$11.72M
<a href="#">Carpets and other textile floor coverings</a>	\$10.11M
<a href="#">Base metals not specified elsewhere, cermets</a>	\$9.39M
<a href="#">Musical instruments, parts and accessories</a>	\$7.38M
<a href="#">Cork and articles of cork</a>	\$2.89M
<a href="#">Photographic or cinematographic goods</a>	\$2.49M
<a href="#">Fish, crustaceans, molluscs, aquatics invertebrates</a>	\$2.00M
<a href="#">Umbrellas, walking-sticks, seat-sticks, whips</a>	\$1.72M
<a href="#">Manufacturers of plaiting material, basketwork</a>	\$1.40M
<a href="#">Zinc</a>	\$1.28M
<a href="#">Bird skin, feathers, artificial flowers, human hair</a>	\$1.13M
<a href="#">Fertilizers</a>	\$1.10M
<a href="#">Explosives, pyrotechnics, matches, pyrophorics</a>	\$1.03M
<a href="#">Lead</a>	\$1.00M
<a href="#">Products of animal origin</a>	\$771.39K
<a href="#">Tin</a>	\$370.35K
<a href="#">Pulp of wood, fibrous cellulosic material, waste</a>	\$201.80K
<a href="#">Live animals</a>	\$199.02K
<a href="#">Vegetable plaiting materials, vegetable products</a>	\$157.50K
<a href="#">Ores slag and ash</a>	\$125.81K
<a href="#">Commodities not specified according to kind</a>	

69- 84

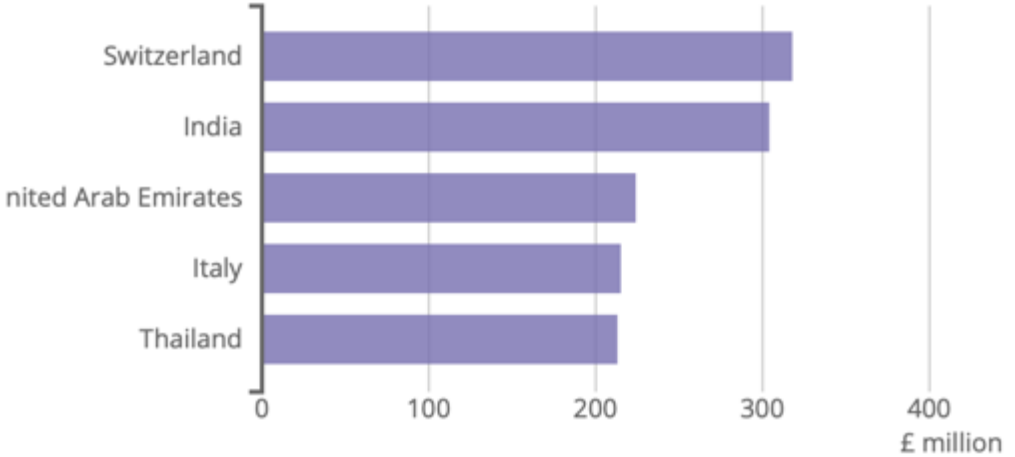
\$1m  
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# Focus Opportunities 2025 – UK and Italy

## Jewellery

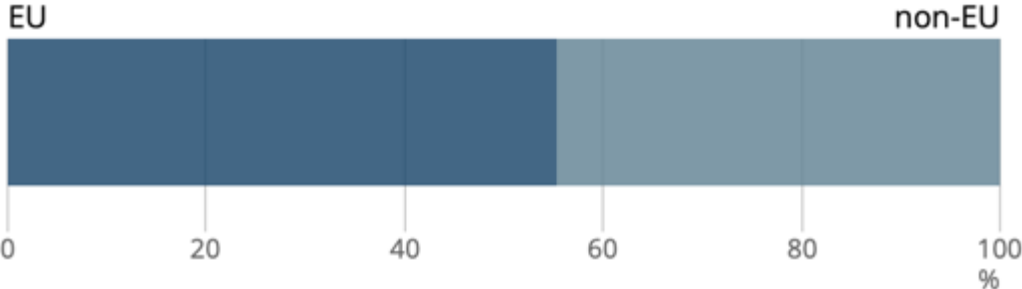


UK's top trading partners

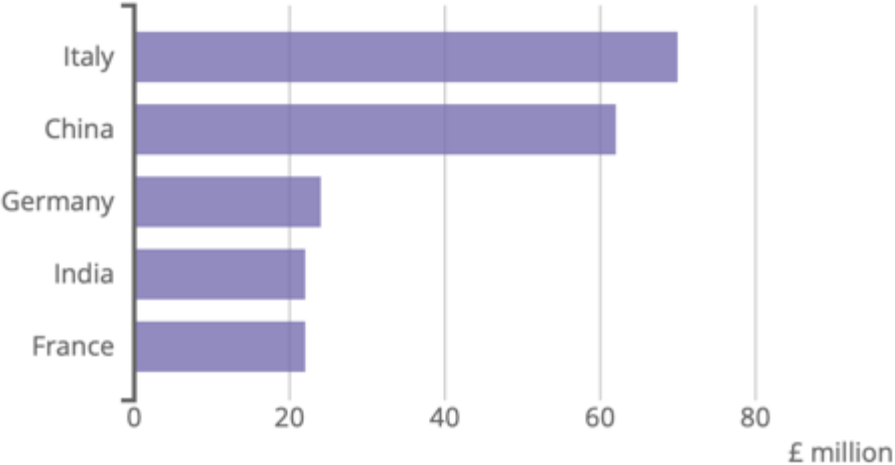


# Focus Opportunities 2025 – UK and Italy

## Leather manufacturers

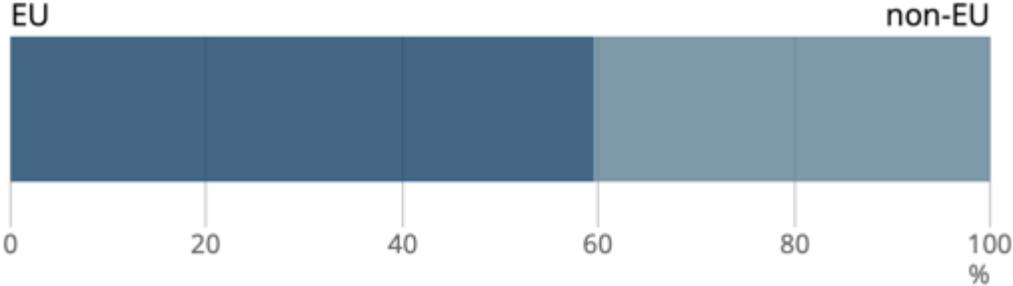
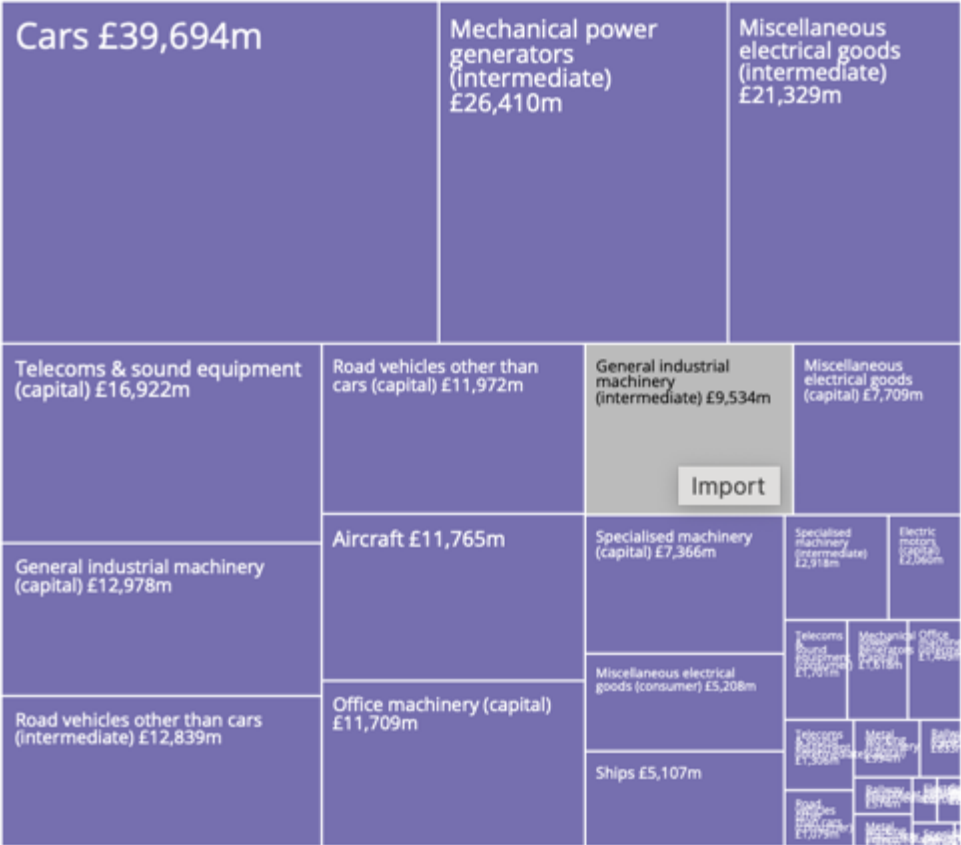


### UK's top trading partners

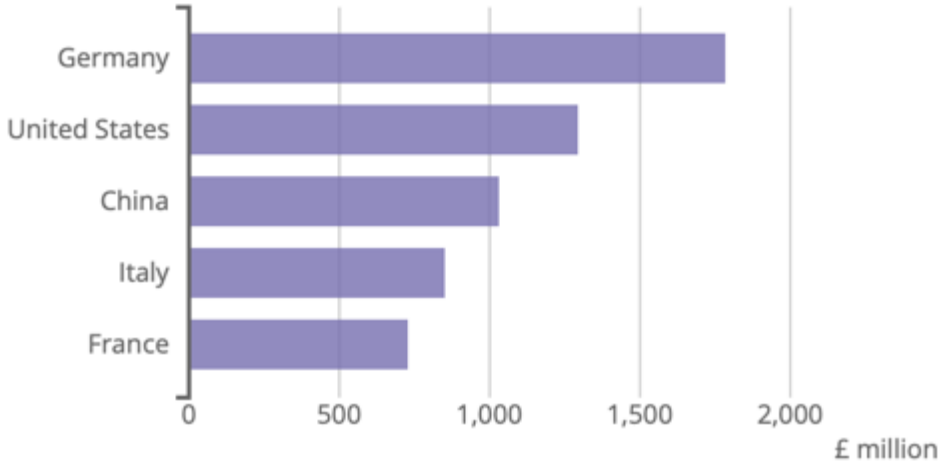


# Focus Opportunities 2025 – UK and Italy

## General industrial machinery (intermediate)

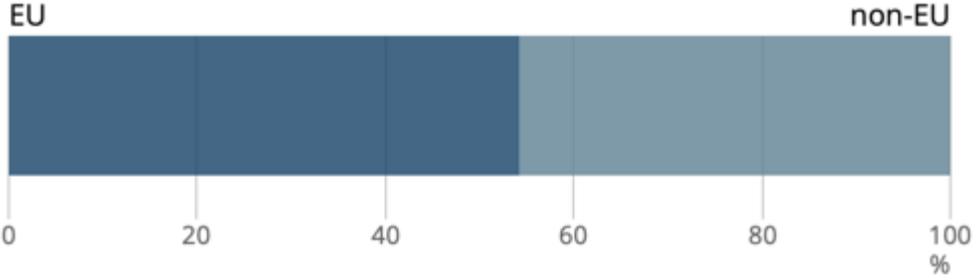
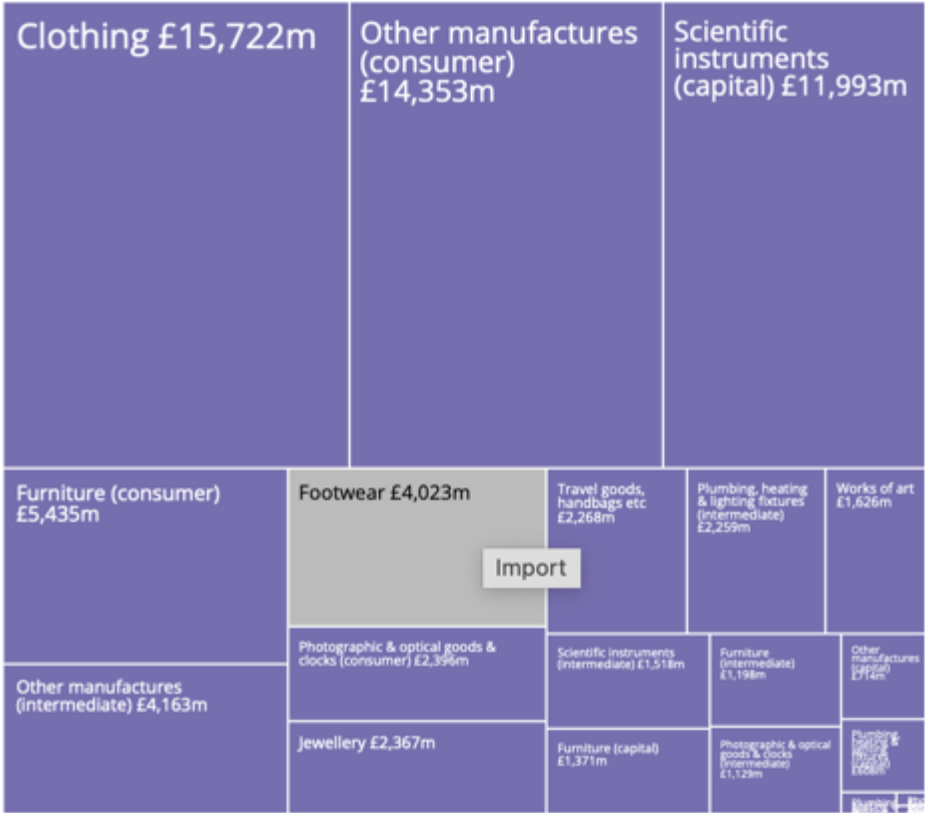


### UK's top trading partners

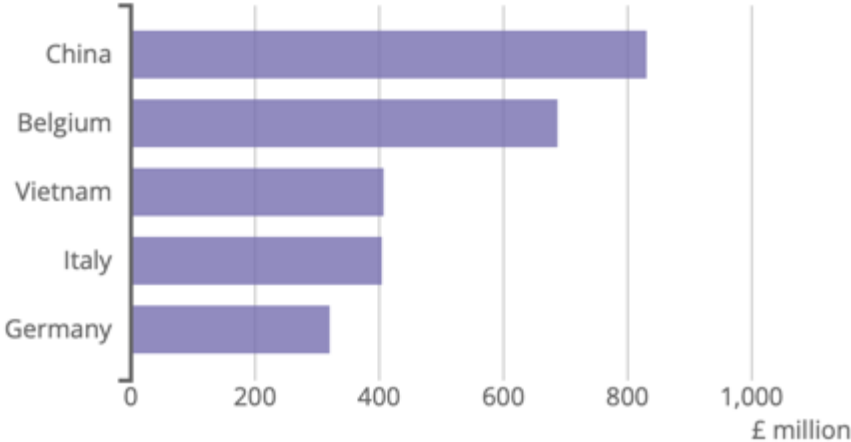


# Focus Opportunities 2025 – UK and Italy






## Footwear



### UK's top trading partners



# D T Consult References



					
					
					
					
					



# DT Consult Global Contacts

<b>DT Consult Romania</b> Str. Busuiocului n. 4A/7 540535 Targu Mures Romania	<b>DT Consult D-A-CH</b> Postfach 560 FL – 9490 Vaduz Liechtenstein	<b>DT Consult France</b> 35 bis Rue St Sabin 75011 Paris France	<b>DT Consult Iberia</b> Calle Lepanto, 46 2-2 08830 Sant Boi de Llobregat (Barcelona) Spain	<b>DT Consult UK</b> 2 Crossways Business Centre Bicester Road Kingswood Aylesbury Herts HP18 0RA United Kingdom	<b>DT Consult Scandinavia</b> Eriksbergsvägen 5 741 44 Knivsta Sweden
<b>DT Consult Italy</b> Via Giorgio Washington 70 20146 Milan Italy	<b>DT Consult Poland</b> ul. Popieluszki 2 lok. 11 62-510 Konin Poland	<b>DT Consult Czech</b> Nezamyslova 14 12800 Praga 2 Czech Republic	<b>DT Consult Hungary</b> Arany Janos ut., n. 55 4025 Debrecen Hungary	<b>DT Consult Adriatic</b> Radivoja Dinulovića 49 18250 Niš Serbia	<b>DT Consult Bulgaria</b> Ul. Sheynovo, n. 18 1504 Sofia Bulgaria
<b>DT Consult Albania</b> Rr. Dervish Hima, Pall. n. 8/7 1060 Tirana Albania	<b>DT Consult USA</b> 5 Cheryl Lane Boonton Township New Jersey 07005 USA	<b>DT Consult Costa Rica &amp; Central America</b> Condominio Parque del Sol, Casa 124, Ciudad Colon 10906 San Jose Costa Rica	<b>DT Consult Brazil</b> Rua Vitor Konder N. 125 / Sala 1001 88015-400 Florianopolis Brazil	<b>DT Consult Morocco</b> Rue Soumaya, Rés. Shehrazade III Etg. 5 – no 20340, Palmiers, Casablanca Morocco	<b>DT Consult East Africa</b> 17° Floor Icea Building, Kenyatta Avenue 00100 Nairobi Kenya

# Enquiry/discovery form

*Da restituire, compilato in inglese, entro il 31/01/2025*  
A Segreteria Area Estero  
via e-mail [estero@confindustriavenest.it](mailto:estero@confindustriavenest.it)

COMPANY NAME:

Founded: <input type="text"/>	type: <input type="checkbox"/> Private <input type="checkbox"/> Family <input type="checkbox"/> Limited <input type="checkbox"/> Other <input type="checkbox"/>
Location: <input type="text"/>	Webpage: <input type="text"/>
Sector: <input type="text"/>	
Products/services sold: <input type="text"/>	
Turnover 2023 (please state currency): <input type="text"/>	
Turnover 2024: <input type="text"/>	
Turnover 2025 (est.): <input type="text"/>	
Major market: <input type="text"/>	
% of turnover: <input type="text"/>	
Other markets and turnover (%): <input type="text"/>	
Export Manager? <input type="checkbox"/> Yes <input type="checkbox"/> No	
(if no) Intending to appoint? <input type="checkbox"/> Yes <input type="checkbox"/> No	
Major successes and competitive strength (top 3): <input type="text"/>	
Major challenges (top 3): <input type="text"/>	
Why the UK? <input type="text"/>	
Type of Request	<input type="checkbox"/> Clients <input type="checkbox"/> Distributors / Partners <input type="checkbox"/> Market pre-feasibility studies <input type="checkbox"/> Opening of a production unit <input type="checkbox"/> Other <input type="text"/>
Additional relevant information	

Completed by (complete name):

Title (Mr/Ms):

Contact:

Mobile:

- Email: [estero@confindustriavenest.it](mailto:estero@confindustriavenest.it)
- Contact: Giorgia Salvini
- Enquiry/discovery form
- Company name/type etc
- Objectives
- Current market sales mix
- Export experienced?
- Strategic step – new horizons
- Timings

# Country Manager



ANDREW CLARKE

Country Manager United Kingdom and Ireland

Andrew has a global brand, business development and commercial growth background in automotive, oil, retail, B2B tech and creative sectors with senior roles in 6 countries at enterprise, SME, start up and consulting companies. He is also a Growth Coach for Tech South West – a regional ecosystem of tech start ups.

His mother tongue is English, he is fluent in French with a working knowledge of German and Italian.

He lives in Bath, UK with easy access to London, has a degree in Finance and Accounting and enjoys sport and cultural diversity, with 2 adult daughters living in Frankfurt and Rome.

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