

# Government Support for Exporters

Business Information Factsheet

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## Introduction

Exporters throughout the UK can access a variety of government support initiatives to help them enter or develop new overseas markets.

This factsheet provides information about government support for UK businesses that are planning to export their goods and services. It explains where they can get advice about trading internationally and outlines the main support schemes available for exporters. It also covers financial support for overseas trade visits and access to export finance and insurance.

## UK-wide support

### Department for Business & Trade

The Department for Business & Trade provides specialist support and resources for new and existing exporters across the UK, which includes:

- Teams of International Trade Advisers who provide face-to-face advice and practical support to businesses about expanding overseas. An online directory of local trade teams is available at [www.great.gov.uk/contact/office-finder](http://www.great.gov.uk/contact/office-finder).
- The Export Support Service, which enables exporters to submit questions to an export support team and receive answers about a range of topics, including entering new markets, paperwork, and country-specific rules when selling overseas. Go to [www.gov.uk/ask-export-support-team](http://www.gov.uk/ask-export-support-team) for more information.
- The UK Export Academy, which provides support, events and workshops to help new and existing exporters develop their knowledge and enter new international markets. Go to [www.great.gov.uk/export-academy/](http://www.great.gov.uk/export-academy/) for more information.
- Trade specialists who provide help with preparing for trade shows or overseas market visits and arrange introductions to overseas buyers, agents and distributors. Go to [www.gov.uk/overseas-customers-export-opportunities/trade-specialist-help](http://www.gov.uk/overseas-customers-export-opportunities/trade-specialist-help) for further information.
- A database of more than 41,000 export sales leads, which cover a range of sectors and include public and private sector contracts and projects. Go to [www.great.gov.uk/export-opportunities](http://www.great.gov.uk/export-opportunities) for more information.

- Digital Commerce Advisers who provide tailored advice on using international online marketplaces. Go to [www.great.gov.uk/campaigns/digital-commerce-export-support](http://www.great.gov.uk/campaigns/digital-commerce-export-support) for more information.
- An online directory that enables exporters to showcase their business to overseas buyers searching for suppliers in the UK. Go to [www.great.gov.uk/find-a-buyer](http://www.great.gov.uk/find-a-buyer) for more information.
- Overseas Business Risk guides, which provide detailed information about potential risks when trading overseas. Go to [www.gov.uk/government/collections/overseas-business-risk](http://www.gov.uk/government/collections/overseas-business-risk) for further details.
- Guidance and free online tools to help exporters understand their obligations and comply with trade rules. Guidance covers a range of topics, including identifying barriers to trade, checking duties and customs procedures, commodity codes, and export licences. Go to [www.gov.uk/browse/business/exports](http://www.gov.uk/browse/business/exports) for more information.

## **UK Export Finance**

UK Export Finance (UKEF) is the UK Government's export credit agency. UKEF can provide credit to facilitate the purchase of UK exports by overseas buyers, and credit insurance policies to cover UK exporters against the risk of non-payment by overseas customers.

UKEF can also provide overseas investment insurance, which covers exporters for losses resulting from political events in a country they do business with. UKEF schemes are commonly used by larger businesses and established exporters. Go to [www.gov.uk/government/collections/our-products](http://www.gov.uk/government/collections/our-products) for details about all UKEF products and services.

## **Music Export Growth Scheme**

The Music Export Growth Scheme provides grants from £5,000 to £50,000 for UK-registered independent music companies to assist them with marketing campaigns when looking to introduce UK music projects overseas. Applicants will be expected to part-fund the project themselves and must provide detailed plans of how they intend to use the grant. Go to [www.bpi.co.uk/news-analysis/music-export-growth-scheme](http://www.bpi.co.uk/news-analysis/music-export-growth-scheme) for further information.

## **Support in Scotland**

Scottish Enterprise provides face-to-face advice and practical support to Scottish businesses wanting to expand overseas, which includes:

- Guidance and advice to help exporters comply with requirements when trading overseas. Go to [www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets/delivery-and-documentation](http://www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets/delivery-and-documentation) for more information.
- The International Market Research Service, which helps new and existing exporters with overseas market research. Go to [www.scottish-enterprise.com/support-for-businesses/exports-and-](http://www.scottish-enterprise.com/support-for-businesses/exports-and-)

[international-markets/international-markets/international-market-research-service](https://international-markets/international-markets/international-market-research-service) for more information.

- The Preparing to Export Programme, which provides support and training resources to help new exporters develop an export plan. Go to [www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets/export-training-programmes-and-events/preparing-to-export-programme](https://www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets/export-training-programmes-and-events/preparing-to-export-programme) for more information.
- The International Ecommerce Programme, which provides advice and events to help exporters sell internationally via ecommerce marketplaces. Go to [www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets/ecommerce/international-ecommerce-programme](https://www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets/ecommerce/international-ecommerce-programme) for more information.
- The GlobalScot network, which matches businesses that are new to exporting with experienced exporters who can provide advice and support. Go to [www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets/globalscot](https://www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets/globalscot) for more information.
- Trade missions and exhibitions to help new and existing exporters showcase their products and services, make business contacts and identify customers. Go to [www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets/export-training-programmes-and-events/overseas-trade-missions-and-exhibitions](https://www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets/export-training-programmes-and-events/overseas-trade-missions-and-exhibitions) for more information.

## Support in Wales

Business Wales can provide face-to-face advice, training and practical support to help businesses start exporting and expand into new markets. The support includes:

- The Export Hub, which provides information about finding marketplaces and importers, customs duties and procedures, import and export controls and managing shipments. It also provides country-specific profiles, market reports and business alerts. Go to <https://export.businesswales.gov.wales/en> for more information.
- Workshops, webinars, guides and case studies to help businesses develop an export strategy, create a market entry strategy, find opportunities, manage distributors and agents, and understand export procedures. Go to <https://businesswales.gov.wales/export/how-we-can-help> for more information.
- Trade missions and exhibitions to help new and existing exporters showcase their products and services, make business contacts and identify customers. Go to <https://businesswales.gov.wales/export/overseas-events> for an online directory of overseas events that cover a wide range of international markets and sectors.

## Support in Northern Ireland

Invest Northern Ireland (Invest NI) can provide face-to-face advice, training and practical support to businesses wanting to expand overseas, which includes:

- Supporting businesses to develop an export strategy by helping to identify export markets, carry out market research, create a market entry strategy, connect with potential customers and develop their export skills. Go to [www.investni.com/support-for-business/develop-new-export-markets](http://www.investni.com/support-for-business/develop-new-export-markets) for more information.
- A Practical Export Skills programme, which provides workshops on a range of export issues, such as export documentation and logistics, prospecting and networking, and developing a sales pitch. Go to [www.investni.com/support-for-business/practical-export-skills](http://www.investni.com/support-for-business/practical-export-skills) for more information.
- A business information service, which helps new and existing exporters with overseas market research. Go to [www.investni.com/support-for-business/research-competitors-and-markets](http://www.investni.com/support-for-business/research-competitors-and-markets) for more information.
- Trade missions and exhibitions that new and existing exporters can attend to showcase their products or services, make new contacts and identify potential customers. Go to [www.investni.com/support-for-business/take-part-in-market-visits.html](http://www.investni.com/support-for-business/take-part-in-market-visits.html) for more information.

## Useful resources

The Department for Business & Trade provides a range of resources and online tools to help new and existing exporters sell their products and services overseas.

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

HM Revenue & Customs (HMRC) provides a series of free webinars, videos and online guides for exporters, which cover record-keeping, finding commodity codes, and other customs and VAT issues.

[www.gov.uk/guidance/help-and-support-for-international-trade](http://www.gov.uk/guidance/help-and-support-for-international-trade)

## Related factsheets

BIF208 Export Documentation

BIF225 Getting Paid by Overseas Trade Customers

BIF238 Export Market Entry Strategies

BIF318 Using a Business Translator

BIF396 Choosing and Using a Freight Forwarder

BIF557 Moving Goods Between Great Britain and the EU

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**Cobweb Information Ltd**, YBN, 7 & 8 Delta Bank Road, Metro Riverside Park, Gateshead, NE11 9DJ.

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