

UKTI International Trade Strategy for Aerospace Sector

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UK Trade & Investment

UKTI: WHO WE ARE

UKTI is the Government organisation that helps UK based companies succeed in international markets and supports overseas companies bring high-quality investment to the UK.

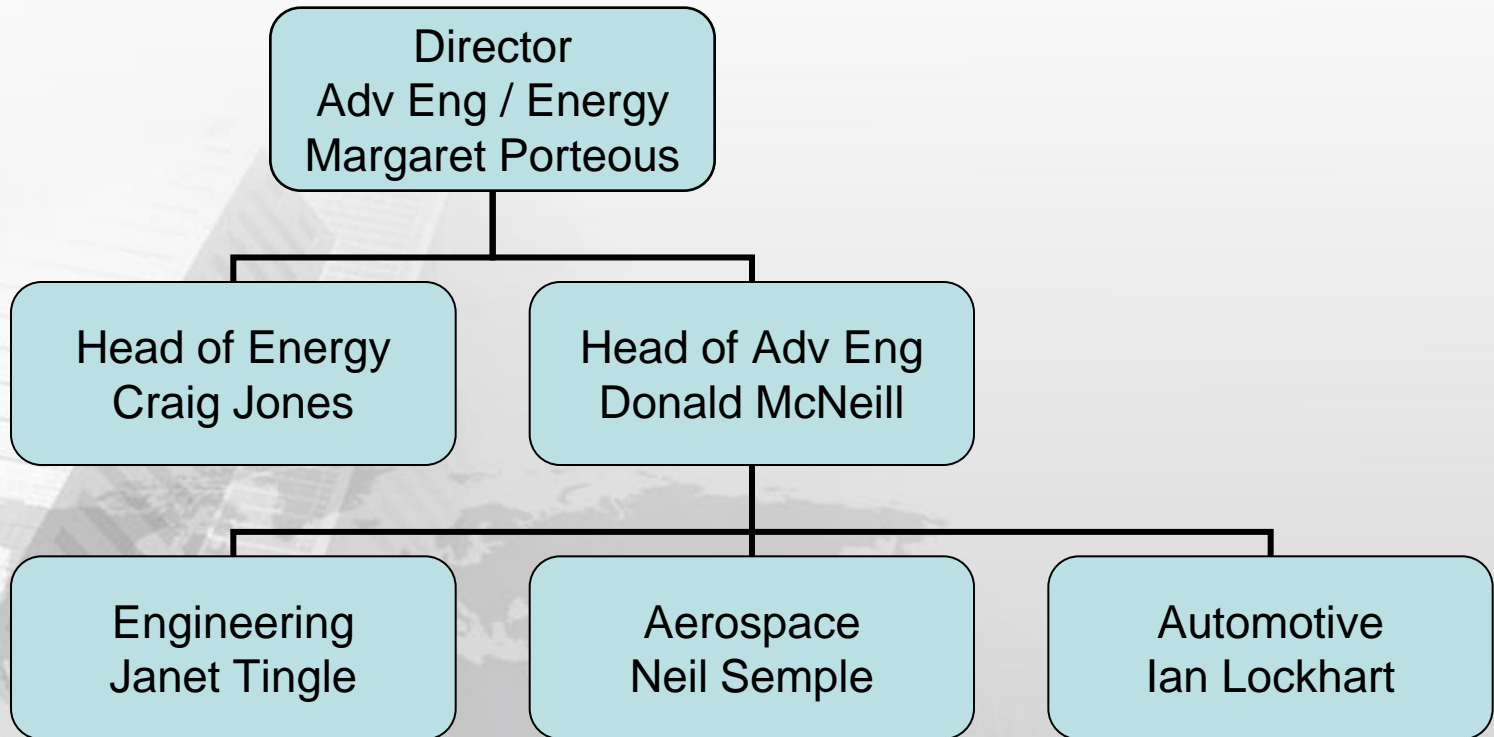
UKTI combines the resource of the Department for Business, Innovation and Skills and the Foreign and Commonwealth Office.

Work in partnership with the nine English RDAs & Devolved Administrations in Scotland, Wales and Northern Ireland.

Strategic relationships with key industry bodies:
AdESAB, A|D|S, Regional Aerospace Alliances.

UKTI: BY NUMBERS

- UKTI offices in 160 locations across 98 markets.
- UKTI staff: 1,300 overseas 1,000 in the UK.
- Sector strategy informed by 'Sector Advisory Groups' each led by industry.
- £3.6bn additional profit reported by our trade customers
- £1 of UKTI spend generates £16 for the UK economy
- Helped 21,800 UK companies internationalise in 08/09
- 70% of those using UKTI services report significant benefits to productivity and competitiveness
- UKTI helped deliver 600 inward investment wins



Supported by Operations staff

Advanced Engineering Team

- Our mission is to help UK business break into new international markets. Focus on sectors where we UKTI can add most value and on the markets where the potential for growth is highest.
- Services include:
 - Developing and communicating clear and coherent sector strategies
 - Taking our customers to potential buyers
 - Bringing potential buyers to the UK
 - Government to Government liaison to help open up new markets

UK AEROSPACE INTERNATIONAL STRATEGY 2010

- UKTI funded A|D|S to produce report which looks at major platform opportunities over next 10 years.
- Includes set of recommendations on how these opportunities should be approached over next 12-18 months.
- Principal opportunities up to 2019 likely to be on new Boeing, Airbus, Bombardier & Embraer single-aisle programmes & new market entrants such as the C919 and MS-21.
- Other opportunities include rotorcraft, business jets & civil UAS programmes

UKTI Aerospace Strategic Priorities

- Brazil, China, India, Russia, USA, South Korea & Japan. Also looking at Middle East & Mexico
- Global Value Chain Initiative – Paul Calver, Advanced Engineering Specialist for China & India
- Enhance Reputation of the UK – Farnborough, Shanghai Advanced Engineering Reputational Event
- Govt to Govt – UK/China Aviation Working Group Meeting in Shanghai on 23 June

Market Access & Facilitating Contacts

- National Aerospace Procurement Event with A|D|S
- Outward Missions to Brazil, China, India, USA & Mexico
- Inward Missions from Brazil, Russia & Spain (UAS)
- Exhibitions – Aeromart Toulouse, Aero India, Australia International Airshow & I/ITSEC Orlando

Key Market Activities

Brazil

- Embraer Platforms KC-390 & Business Jets

China

- C919, Tier 2&3 Suppliers by end of 2010

Russia

- MS-21, Tier 2&3 Suppliers

India

- Offset & major private sector cos. moving into civil: L&T, Mahindra & Mahindra, Tata

USA

- Business Jets

Farnborough International Airshow



- UKTI Stand in Hall 1 with VIP & Networking areas
- Market and Technology Presentations
- Civil Aerospace Delegations from China, India, Russia & South Korea
- Sponsoring Farnborough International Meet The Buyer event
- Pre-arranged meetings with 21 UKTI Aerospace Commercial Officers
- International Networking Dinner
- DSO Military Delegations
- Inward Investment Commercial Officers Briefing Tour
- Other VIP delegations include Kansas & Alabama Governors, Arizona Delegation, India SIATI, Japan Gt. Nagoya & Kanto, Ontario Delegation

Thank you.

www.uktradeinvest.gov.uk

www.ukadvancedengineering.com