



LEVEL OF UK EXPORTS FROM THE SOUTH EAST INCREASES BY £92 MILLION

- **RBS provides further support for this growth with the launch of its Exporters Package**
 - **South East accounts for the largest amount of exports of any UK region**
 - **North West enjoys highest level of export growth of any UK region**

NatWest and RBS have launched an Exporters Package, to help support the upturn in businesses looking to sell their goods and services abroad. Analysis of industry data* by NatWest and RBS, reveals that the value of exports by companies in the South East (excluding London) increased by £92 million (1%) between Q2 and Q3 2009. This is consistent with the £723 million (1%) increase in the value of exports across the whole of the UK in the same period.

In addition to this, the average value of goods sold abroad per exporter in the South East increased by 6% between Q2 2009 and Q3 2009, rising to £1.072 million. Again, this was similar to the 6% increase nationally.

To help fuel this growth, the bank has produced an 'Exporters Package' which offers UK businesses a free exporter review, helping them to identify new opportunities for growth yet maintain a healthy cash position. The review will cover issues such as:

- Analysis of the countries to which they currently sell, or are planning to
- Review of the company's credit and risk management processes
- Buyer credit and collection assessment
- Current funding structure analysis and recommendations

Greg Jones, Managing Director for NatWest and RBS Business and Commercial Banking in the South East said: "Exporting can seem a complex activity with a lengthy order to cash cycle, and we're here to help simplify the process and offer all the support we can. In addition to having a strong product that appeals to overseas markets, you need to be able to assess your prospective customer's credit standing as well as cross-border collection risks. You also need to have a strong understanding of the specific risks you face in exporting. That is why we have developed a dedicated suite of materials and

services that provides exporters in the South East with all the information they need to be successful.”

The South East accounted for 17% of UK exports in Q3 2009, the largest of any part of the UK, followed by the North West (11%) and London (10%). The North West also saw the biggest increase in its level of exporting between Q2 2009 and Q3 2009 – a rise of 14% - and the highest increase in the average value of goods sold abroad – rising 21% between Q2 2009 and Q3 2009 to 1.399 million.

Region	Value of exports, Q2 2009 (mns)	Value of exports, Q3 2009 (mns)	% difference	Percentage of UK exports in Q3 2009
North East	£2,191	£2,366	8%	4%
North West	£5,498	£6,274	14%	11%
Yorkshire and The Humber	£2,725	£2,844	4%	5%
East Midlands	£3,777	£3,423	-9%	6%
West Midlands	£3,201	£3,210	0%	6%
East	£4,895	£4,875	0%	9%
London	£5,324	£5,588	5%	10%
South East	£9,086	£9,178	1%	17%
South West	£2,730	£2,494	-9%	5%
England	£39,429	£40,254	2%	73%
Wales	£2,419	£2,091	-14%	4%
Scotland	£3,561	£3,815	7%	7%
Northern Ireland	£1,365	£1,166	-15%	2%
Unknown	£7,333	£7,504	2%	14%
United Kingdom	£54,106	£54,829	1%	

In total, there are 48,500 companies in the UK exporting, of which over 8,500 (17.66%) are based in the South East. This accounts for the highest percentage of companies exporting of any region in the UK.

Region	Total number of companies exporting Q3 2009	% of total exporters	Value of goods sold abroad per exporter Q3 2009	% change Q2-Q3 2009
North East	1,058	2.18	£2,236,703	13%
North West	4,485	9.26	£1,398,977	21%
Yorkshire and The Humber	3,523	7.27	£807,364	9%
East Midlands	3,846	7.94	£890,134	-6%
West Midlands	4,627	9.55	£693,831	4%
East	5,371	11.08	£907,635	4%
London	8,154	16.83	£685,247	9%
South East	8,559	17.66	£1,072,329	6%
South West	3,587	7.40	£695,341	-2%
England	43,210	89.18	£931,582	7%
Wales	1,297	2.68	£1,611,801	-7%

Scotland	2,562	5.29	£1,489,231	12%
Northern Ireland	1,385	2.86	£841,564	-13%
United Kingdom	48,454		£1,131,575	6%

Greg Jones continued: “We are totally committed to playing a key role in helping companies across the UK to export more. Through our comprehensive trade finance offering we can help them manage a range of risks from fulfilling major export orders without having upfront payments, to customer insolvency. We also have more Certified International Trade Advisers than any other UK bank and a global network covering the majority of the world’s economies.”

The free Exporters Package covers the main risks exporters face, and the solutions available to help them manage these; together with details of a range of funding products for pre-shipment and post-shipment financing, and online tools that improve visibility and control over the financial aspects of export transactions.

RBS has a presence in over 35 countries, including the major trading economies worldwide, as well as an extensive partner bank network. With more Certified International Trade Advisors than any other UK bank, its industry expertise on the ground enables UK companies to build secure and profitable relationships overseas. RBS also recently increased its credit risk appetite by extending its invoice finance offer to over 50 approved countries and trade finance to over 80 countries, including many of the UK’s top export destinations.

To receive your free copy of the new NatWest and RBS exporting brochure, entitled ‘Maximising your international potential’ and to find out more about the Exporter Package, log on to www.natwest.com/exporter or call 0845 603 9387.

Top 10 countries for UK exporters

NatWest and RBS’s research reveals that the top country for UK exports is USA, which in Q3 2009 accounted for 15% of all UK exports, or £8.347 billion. This is followed by Germany and France, where the corresponding figures are 11% and £6.298 billion, and 8% and £4.373 billion.

Of the top 10 countries for UK exports - which account for 65% of all British exports - the Netherlands saw the biggest increase between Q2 2009 and Q3 2009 (a rise of 8%), followed by Germany (7%) and China (6%).

Country	Value of UK exports, Q2 2009 (mns)	Value of UK exports, Q3 2009 (mns)	% difference
United States	£7,945	£8,347	5%
Germany	£5,897	£6,298	7%
France	£4,155	£4,373	5%
Netherlands	£3,903	£4,200	8%
Irish Republic	£3,650	£3,557	-3%
Belgium	£2,720	£2,513	-8%
Spain	£2,137	£2,113	-1%
Italy	£1,964	£1,911	-3%
China	£1,240	£1,318	6%
Sweden	£1,009	£918	-9%

Notes to Editors:

*NatWest and RBS analysis of HM Revenue & Customs data.

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