**Scotland**

**Scottish Development International** - Scotland’s trade and foreign direct investment agency, SDI is the international arm of Scotland's enterprise agencies and assists Scottish companies who want to enter new markets or foreign investors to Scotland.

SDI can help make companies aware of the business grants and financial assistance available in Scotland.  
[https://www.sdi.co.uk/why-choose-scotland/financial-and-tax-incentives](https://eur02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.sdi.co.uk%2Fwhy-choose-scotland%2Ffinancial-and-tax-incentives&data=04%7C01%7Ckayan.dave%40trade.gov.uk%7C8350064216db412e3fa608d98267160f%7C8fa217ec33aa46fbad96dfe68006bb86%7C0%7C0%7C637684201531847053%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=4d5N3kMCsDXvccM0qKfuusw5ZR%2BquwAZut8qnJyDSH0%3D&reserved=0)

**Services:**

1. Find the right facilities and get help with feasibility studies and procurement.

2. Connect your company to Scottish universities and colleges to access cutting-edge innovation and exceptional talent.

3. Help identifying the partners and suppliers that can help your business thrive.

4. Connect you to the business professionals who help you set up in Scotland.

5. Help research, identify and recruit the people with the skills and experience you need.

6. Provide access to flexible training support and courses available to support staff development needs.

7. Connect you to local and global business networks.

8. Access dedicated advisers who will understand your business, help develop your strategy and signpost you to the right support.

9. Provide advice on financial support that may be available to locate or expand your business in Scotland.

**Scotland's enterprise agencies**: Scottish Enterprise (SE), Highlands and Islands Enterprise (HIE) and South of Scotland Enterprise (SOSE).

SE provides a wide range of tailored support to help companies take advantage of overseas business opportunities.   
  
Whilst SE International Trade Support isn't able to provide direct financial support, they are able to signpost companies towards relevant sources of funding and support.    
  
A good starting point and useful tool for identifying sources of financial assistance for companies based in Scotland is [mygov.scot](https://eur02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.mygov.scot%2Fbusiness%2Ffunding-and-grants%2F&data=04%7C01%7Ckayan.dave%40trade.gov.uk%7C8350064216db412e3fa608d98267160f%7C8fa217ec33aa46fbad96dfe68006bb86%7C0%7C0%7C637684201531857049%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=4ckxhpehWuVqNEUJv3vwLwJ4qOTqB02KflhaIPt86I8%3D&reserved=0). By running a quick search companies can discover support schemes that are most relevant to their business needs.  
  
Although SE International Trade Support isn't able to provide finance, they can help companies with internationalisation plans in a variety of ways. They offer a range of services from roadshows & networking events to specialist technical support.

To find out more about the services SE offer please visit their website at: [https://www.scottish-enterprise.com/support-for-businesses/exports-and-international-markets](https://eur02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.scottish-enterprise.com%2Fsupport-for-businesses%2Fexports-and-international-markets&data=04%7C01%7Ckayan.dave%40trade.gov.uk%7C8350064216db412e3fa608d98267160f%7C8fa217ec33aa46fbad96dfe68006bb86%7C0%7C0%7C637684201531857049%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=EXAuW7f4y8l8zkW1%2FXtEt%2FttcyAvw4ef6SiwC%2BCyf2k%3D&reserved=0)

For general funding information from SE please visit [https://www.scottish-enterprise.com/support-for-businesses/funding-and-grants](https://eur02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.scottish-enterprise.com%2Fsupport-for-businesses%2Ffunding-and-grants&data=04%7C01%7Ckayan.dave%40trade.gov.uk%7C8350064216db412e3fa608d98267160f%7C8fa217ec33aa46fbad96dfe68006bb86%7C0%7C0%7C637684201531867040%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=o3SPvaioNlaonAie7czwMbFE66macccUZx9NdUdkSFk%3D&reserved=0)

Please also find some links below to other agencies and services that may be helpful:

Highlands and Islands Enterprise - [https://www.hie.co.uk/](https://eur02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.hie.co.uk%2F&data=04%7C01%7Ckayan.dave%40trade.gov.uk%7C8350064216db412e3fa608d98267160f%7C8fa217ec33aa46fbad96dfe68006bb86%7C0%7C0%7C637684201531877038%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=5SEbAdhrTU5vKSz5q4bDHOlQ6VUI30O%2FiOvG1vN%2BwHI%3D&reserved=0)

South of Scotland Enterprise - [https://www.southofscotlandenterprise.com/](https://eur02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.southofscotlandenterprise.com%2F&data=04%7C01%7Ckayan.dave%40trade.gov.uk%7C8350064216db412e3fa608d98267160f%7C8fa217ec33aa46fbad96dfe68006bb86%7C0%7C0%7C637684201531877038%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=Oe%2BcCl22JiCI%2FMcADWz72u%2FMRQ155TNWcd%2BD%2FakQt2A%3D&reserved=0)

Find Business Support - [https://findbusinesssupport.gov.scot/](https://eur02.safelinks.protection.outlook.com/?url=https%3A%2F%2Ffindbusinesssupport.gov.scot%2F&data=04%7C01%7Ckayan.dave%40trade.gov.uk%7C8350064216db412e3fa608d98267160f%7C8fa217ec33aa46fbad96dfe68006bb86%7C0%7C0%7C637684201531887030%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=8JGKcg7Co3XE9Z8XidXXzjJcTFNYbpQmKyX2hwz9nvo%3D&reserved=0)

Business Gateway - [https://www.bgateway.com/](https://eur02.safelinks.protection.outlook.com/?url=https%3A%2F%2Fwww.bgateway.com%2F&data=04%7C01%7Ckayan.dave%40trade.gov.uk%7C8350064216db412e3fa608d98267160f%7C8fa217ec33aa46fbad96dfe68006bb86%7C0%7C0%7C637684201531887030%7CUnknown%7CTWFpbGZsb3d8eyJWIjoiMC4wLjAwMDAiLCJQIjoiV2luMzIiLCJBTiI6Ik1haWwiLCJXVCI6Mn0%3D%7C1000&sdata=UW1Co2idFN4O0aK9CqH37XhVcZMBN6BLkFUohPllDLk%3D&reserved=0)

**Wales**

The entry point for new enquiries and referrals for all business support in Wales is via the Welsh Government’s Business Wales service: <https://businesswales.gov.wales/>

Internal triage assigns enquiries to appropriate service (options include start up and general business advice, business finance, innovation, IT, marketing, skills and export).

Export enquiries received by Business Wales, directly from businesses or as referrals from other organisations including DIT are assigned for support as appropriate:

* Direct referral to online support:
  + [Business Online Support Service](https://businesswales.gov.wales/boss/) (BOSS) – online learning, bilingual provision, registration required
  + [ExportZone](https://businesswales.gov.wales/export/) – overview of services, guidance, bilingual provision
  + [Export Hub](https://export.businesswales.gov.wales/en) – market reports, tariff codes, duties, find counterparts etc, English only service.
* Direct referral to bilingual information on one to many support programmes including:
  + [Overseas events](https://businesswales.gov.wales/export/export-events/events-listing) – virtual and physical market visits and exhibitions
  + [**In-Wales events**](https://businesswales.gov.wales/export/export-events/events-listing/in-wales-events) **– webinars and workshops (includes events delivered by other organisations)**
* **Referral to an International Trade Adviser (ITA).** This is the access route for one to one support programmes *(see at a glance guide below for eligibility / suitability criteria)*. The ITA will build a package of support tailored to meet business needs this includes:
  + **International Trade Development (ITD) programme –** a flexible service focussed on capability building.
  + **International Trade Opportunities (ITO) programme –** a service for export / market ready businesses to identify and connect with potential customers.
  + **Overseas Business Development Visit (OBDV) grant –** support to attend exhibitions or make business development visits.
  + **International Manager for Hire (IM4H) grant –** support towards the cost of employing an export manager (or contractor) for new export related activity (not a sales person).
  + **Training Support grant –** contribution towards the cost of accredited export training.
  + **Support from others –** including DIT (eg UKEF, sector trade missions, EISS etc)

Export Support at a Glance. The table below shows the Welsh Government’s support for exporters with an indication of the type of exporter that might benefit from that support. We also take into consideration where the exporter is on their export journey.

For more information on the Welsh Government’s strategy for export support, please refer to the [Export Action Plan for Wales](https://gov.wales/sites/default/files/publications/2020-12/export-action-plan.pdf) and [Programme for Government 2021-2026](https://gov.wales/sites/default/files/publications/2021-06/programme-for-government-2021-to-2026.pdf).

|  |  |  |  |  |  |  |
| --- | --- | --- | --- | --- | --- | --- |
|  |  | **Exporter Type** | | | | |
| **New Exporter** | **High Growth Potential** | **Untapped Export Potential** | **Established Exporter** | **Major Exporter** |
| **Online** | **BOSS** | **⚫** | **⚫** | **⚫** | **⚫** |  |
| **ExportZone** | **⚫** | **⚫** | **⚫** | **⚫** |  |
| **Export Hub** | **⚫** | **⚫** | **⚫** | **⚫** | **⚫** |
| **One to Many** | **Workshops and Webinars** | **⚫** | **⚫** | **⚫** | **⚫** |  |
| **Events (Conference)** | **⚫** | **⚫** | **⚫** | **⚫** |  |
| **Export Cluster Programme** |  | **⚫** | **⚫** | **⚫** |  |
| **New Exporter Programme** | **⚫** |  |  |  |  |
| **Market Visits (physical)** | **⚫** | **⚫** | **⚫** | **⚫** | **⚫** |
| **Market Visits (virtual)** |  | **⚫** | **⚫** | **⚫** | **⚫** |
| **Exhibitions** |  | **⚫** | **⚫** | **⚫** | **⚫** |
| **One to One** | **Economic Diplomacy** |  |  | **⚫** | **⚫** | **⚫** |
| **International Trade Adviser** |  | **⚫** | **⚫** | **⚫** | **⚫** |
| **International Trade Development (ITD) Programme** |  | **⚫** | **⚫** | **⚫** |  |
| **International Trade Opportunities (ITO) Programme** |  | **⚫** | **⚫** | **⚫** |  |
| **Overseas Business Development Visit (OBDV) grant** |  | **⚫** | **⚫** | **⚫** |  |
| **International Manager for Hire (IM4H) grant** |  | **⚫** | **⚫** | **⚫** |  |
| **Training Support grant** | **⚫** | **⚫** | **⚫** | **⚫** |  |

General eligibility for support programmes[[1]](#footnote-2):

Support is available to businesses that are based in and substantially operating in Wales that:

* have a product or service to export that originates in Wales, or
* are adding significant value to a product or service of non-Welsh origin.

The company must own the intellectual property (IP) to the product or service or have permission from the IP owner to sell the product or service in overseas markets.

The company must be seeking export opportunities and its product or service must be ready/almost ready for export. In all cases, support must be proportionate and reflect the likely return on investment to the Welsh economy. The company will be required to provide details of the benefits that the support has helped to generate.

The Welsh Government’s Export Action Plan sits alongside the Economic Action Plan that was published in 2017 and set out a framework for a new relationship with businesses – an Economic Contract – requiring them to demonstrate commitment to growth, fair work, employee health and skills and reducing their carbon footprint.

**Northern Ireland**

**Funding for start-ups with export potential-** Start-up financial support is focused on those businesses that intend to sell outside Northern Ireland. There are five funds as part of the Access to Finance initiative, totalling circa £170 million to help SMEs with high growth potential.

These provide debt and equity investment and include:

**NI Small Business Loan Fund:** £8m fund that provides unsecured loans to individuals, private companies and social enterprises in the small, medium and micro enterprise size range.

**Growth Loan Fund (ERDF):** £30m fund that provides unsecured loan finance to SMEs that can demonstrate strong growth and export potential.

**Growth Finance Fund:** £30m loan fund designed to support export focused Northern Ireland SMEs demonstrating growth or strong growth potential.

**techstart NI (ERDF):** £30m integrated suite of funds and support for entrepreneurs, seed and early stage SMEs and university spin-outs.

**CoFund NI II (ERDF):** £70m venture capital fund that co-invests alongside business angels and other private investors.

**Propel pre-accelerator programme:** Propel offers workshops, tutorials, networking opportunities, mentoring, financial support and access to investment based out of Belfast’s newest start-up hub, Ormeau Baths. The programme aids small SMEs that have the potential to ‘go global’.

<https://www.investni.com/support-for-business/funding-through-loans-and-equity>

1. These criteria apply to all of Welsh Government’s export support, however, some individual programmes may have additional eligibility requirements [↑](#footnote-ref-2)