

Get your business **ready** for Brexit

Funding, events, advice and more
available for Buckinghamshire SMEs.



Brexit Readiness Funding

Jerome Harlington
Buckinghamshire Business First



Brexit GO!

Up to £5,000 available to help businesses in Buckinghamshire **implement** Brexit readiness activities. Visit bbf.uk.com/brexit or call **01494 927130**

Up to
£5,000
available
per business



GET SET for Brexit

Up to £2,000 available to help businesses in Buckinghamshire **prepare** for Brexit. Visit bbf.uk.com/brexit or call **01494 927130**

Up to
£2,000
available
per business

Funding available to prepare for Brexit.

Up to £2,000 towards professional **advice**.
Identify your exposure to Brexit and plan for the future.

Vouchers can contribute toward the cost of taking advice on:

- ✓ IP & Brexit
- ✓ Tariff codes
- ✓ EU staff contracts
- ✓ Customs requirements
- ✓ Supply chain exposure
- ✓ Certification & labelling
- ✓ VAT and financial implications
- ✓ Movement of labour, goods or services
- ✓ Other impacts of Brexit

Don't delay, prepare your SME for Brexit.

Visit bbf.uk.com/Brexit
or call **01494 927130** today.



Up to
£2,000
available
per business

Funding available to prepare for Brexit.

Up to £5,000 for the **implementation** of critical changes to your business. Be better prepared to deal with new trading relationships.

Examples include:

- ✓ Training
- ✓ Software updates
- ✓ Storage solutions
- ✓ Additional staff salaries to cover overtime/additional labour
- ✓ Raising short term finance to help fund any of the above

Don't delay, prepare your SME for Brexit.

Visit bbf.uk.com/Brexit
or call **01494 927130** today.



Business Planning for Brexit and IP

Benedict Shillito

EU Exit Business Intelligence and
Readiness Directorate



HM Government

BREXIT 31 OCTOBER



Get **ready** for Brexit



Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)



Context and objectives

Businesses should prepare for Brexit

The UK will leave the EU on 31 October with or without a deal

Brexit will have immediate consequences for how businesses trade and operate

Businesses need to understand what this means, and prepare accordingly



Our aims for the session

Identify areas where you may need to take action

Focus on four key areas, and the actions you should consider taking

Signpost sources of advice and support

Show you how to use gov.uk





Leaving the EU implies changes across the economy

	Importing, exporting & transport	Customs, taxes and duties, export and import declarations
	Regulations & standards of goods	Certification and labelling of products and materials, e.g. chemicals
	Energy and climate	Production and trading of energy and emissions
	Employing EU citizens	Travel, immigration, employment and qualifications of EU and UK citizens
	Intellectual property	Recognition and protection of trademarks, copyright and patents
	Operating in the EU	Establishing business, mergers & acquisitions, judicial cooperation
	European & domestic funding	Future access and guarantees to EU and UK public funding
	Using personal data	Transfer of personal data between the UK, EU and select third countries
	Public sector procurement	Provision of goods and services to public bodies in the EU and UK



Today, we will focus on four areas

 Importing, exporting & transport

 Regulations & standards of goods

 Energy and climate

 Employing EU citizens

 Intellectual property

 Operating in the EU

 European & domestic funding

 Using personal data

 Public sector procurement



1 Using and transferring data

2 Importing and exporting

3 Supplying services to the EU

4 Your employees

4 Intellectual property

Using and transferring data

Today, EU personal data can be accessed, stored or transferred in the UK if organisations comply with GDPR.

How this will change if the UK leaves the EU without a deal

GDPR will continue to apply in the UK, and the UK Government has committed to allow personal data to continue to flow freely to the EU, EEA, and 'adequate' third countries without restrictions. However, transfers from the EU and EEA to the UK will become restricted and require additional legal safeguards.

What this means for businesses

UK and EU organisations will need to ensure their data transfers are lawful through additional steps

Find out if your organisation receives personal data from the EU/EEA. This can include addresses in delivery details; bank accounts in order details; personnel files in outsourced HR; names and email addresses of partners and resellers; intra-company transfers of customer details; intra-company transfers of HR personnel details; etc. If so, visit gov.uk/brexit for support in next steps.

Exporting and importing

Today, businesses can trade between the UK and EU with minimal restrictions

How this will change post-Exit

The UK will trade with the EU on the same basis that it trades with much of the rest of the world - so tariffs, quotas, checks and regulation will now apply

- Similar changes will apply to trade with many non-EU countries, e.g. Japan

What this means for businesses

Visit [gov.uk](https://www.gov.uk) for step-by-step guidance on importing *and* exporting from the EU, incl.

- Make sure you and/or your suppliers have an EORI number
- Check the rate of duty and tax (incl. VAT on exports) you will be liable to pay
- Consider applying for duty deferment if you import regularly
- Check if you are subject to other regulations that are changing, e.g. labelling

Supplying services to the EU

Today, UK-based businesses can travel and provide services to the EU under EU regulations

How this will change post-Exit

UK businesses will no longer have the same level of access to EU markets. This means visa checks, EU company law and EU professional qualification recognitions will now apply to professionals and businesses

What this means for businesses

Visit [gov.uk](https://www.gov.uk) for step-by-step guidance on travelling to/working in EU markets, incl.

- Make sure you check if you need a visa, work-permit, or other documents to travel
- Check the European Commission's guidance to see if your professional qualifications will be recognised

Visit [gov.uk](https://www.gov.uk) for step-by-step guidance on exporting services and operating in the EU, incl.

- Make sure you search [gov.uk](https://www.gov.uk) to find specific rules you will need to comply with for each country
- Ensure you complete any cross-border mergers before Brexit and seek legal advice on individual cases

Your employees

Today, Freedom of Movement means EU citizens and their family members can reside freely in the UK

How this will change post-Exit

The UK will develop its own immigration policy, ending EU Freedom of Movement. This means EU citizens will need to check which measures are needed to stay in the UK.

What this means for businesses

Visit [gov.uk](https://www.gov.uk) for the Employer's Toolkit on supporting EU staff

EU, EEA or Swiss citizens living in the UK should check [gov.uk](https://www.gov.uk) for more information incl.

- How to apply for the EU Settlement Scheme, to continue living in the UK after 30 June 2021
- Check the European Commission to see if/where your professional qualifications will be recognised

Visit [gov.uk](https://www.gov.uk) for information on employment checks, incl.

- Ensuring you check a job applicant's right to work in the same way as now until 1 January 2021
- Your duty not to discriminate against EU, EEA or Swiss citizens

Intellectual Property

Exhaustion of Intellectual Property Rights

- At present, parallel trade in the UK/EEA occurs when an IP-protected good has been placed on the market anywhere in the EEA, by or with the permission of the right holder, and is then subject to onward sale across EEA borders
- The IP is considered exhausted across the EEA in that area for the good or batch of goods
- After Brexit Businesses may need additional right holder approval to export goods from the UK to the EEA

Copyright

- Some reciprocal cross-border copyright mechanisms between the EU and UK will change or cease after Brexit
- Depending on the outcome of professional advice, businesses may need to renegotiate their licensing contracts with right holders or adjust the services they provide to UK customers visiting the EEA.

Unregistered Designs

- No additional actions are required from right-holders to ensure continuity of UK protection
- After Brexit eligibility for unregistered design rights will be restricted to the territory in which a design is first disclosed
- Businesses should consider disclosing their designs before 31 October to get unregistered design protection in both the UK and EU.

Intellectual Property

You also need to be aware of the following...

- **Community trade marks and registered Community design rights** will *automatically* receive an equivalent trade mark or design registered in the UK and will come into force after Brexit. These equivalent UK trade marks and designs will be subject to UK law, regulation and renewal fees.
- **European patents** will still be available in EU MS and the UK as part of the European Patent Convention. Existing Patents in the UK will remain in force *automatically* after Brexit.
- Existing UK Supplementary Protection Certificates (**SPCs**) will continue to be valid in the UK
- The current **UK unregistered design right** is unaffected by Brexit.
- For more information please visit our webpage [“Intellectual Property and Brexit”](#)



gov.uk/brexit has the information businesses need

Get ready for Brexit

The UK will leave the EU on 31 October 2019.

Answer a few questions to find out how you or your business should prepare.

Check what you need to do

Main pages links to guidance for businesses, organisations and citizens

1 **Make sure your business has an EORI number that starts with GB**
Show

and **Check your importer has an EU EORI number**
Show

2 **Decide who will make the export declarations**
Show

and **Decide if you want to export your goods using transit**
Show

Step-by-step guides for businesses in key areas, e.g. exporting and importing

Get ready for Brexit: check what you need to do

The United Kingdom is leaving the European Union on 31 October 2019.

Use this checker to find out what you or your business will need to do to get ready for Brexit.

It should only take a few minutes to complete.

Start now

Checker tool identifies relevant information based on seven simple questions



Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)



Using the Brexit checker tool

Get ready for Brexit

The UK will leave the EU on 31 October 2019.

Answer a few questions to find out how you or your business should prepare.

Check what you need to do

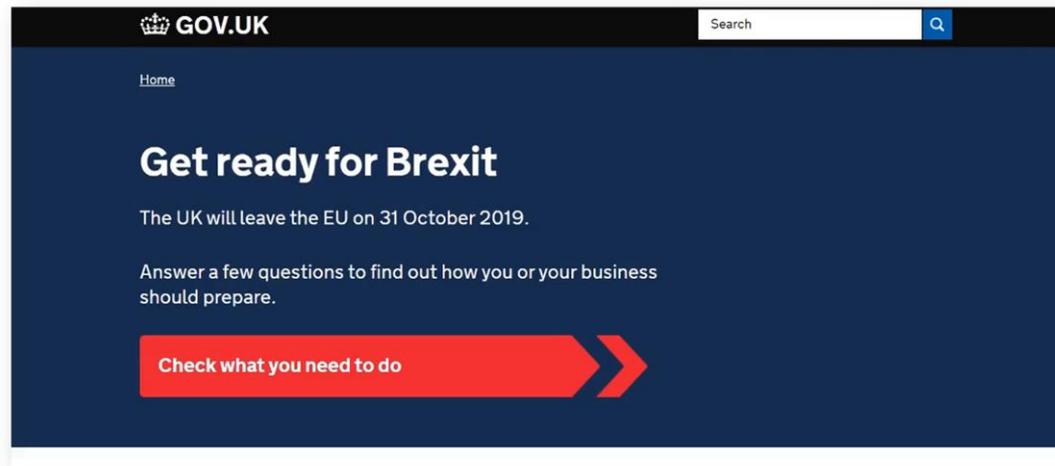
<https://www.gov.uk/get-ready-brexit-check>



Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)



Using the Brexit checker tool



<https://www.gov.uk/get-ready-brexit-check>



Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)



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Get **ready** for Brexit



Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)

How you can support EU employees



Marco Dias

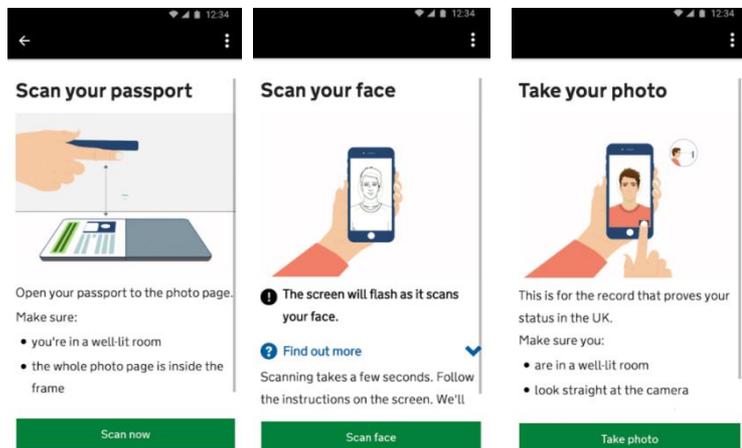
Buckinghamshire County Council

EU Settlement Scheme (EUSS)

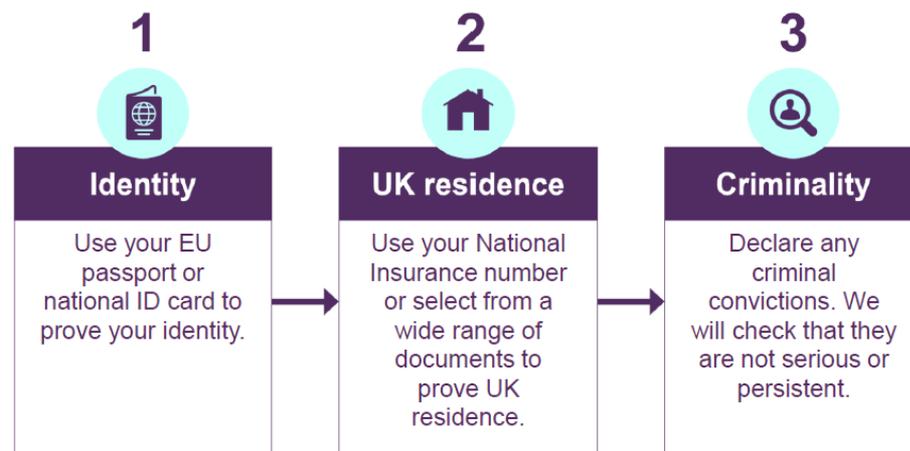
- EU, EEA, Swiss citizens, and their families, should apply to the EU Settlement Scheme to continue living in the UK after Brexit
- The deadline for applications is 30 June 2021 (under a deal) or 31 December 2020 (under a no deal)

Applicants need

- An email address
- Current passport or biometric residence card
- An android phone (iOS version available this Autumn)



Process



More information and application:

<https://www.gov.uk/settled-status-eu-citizens-families>

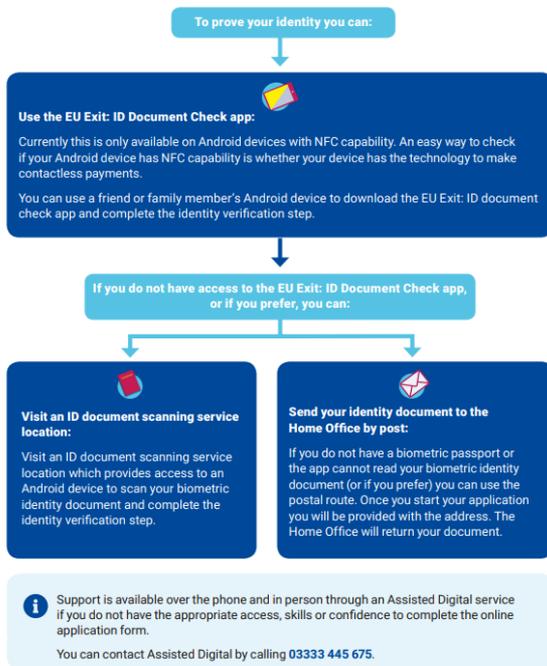
Engagement with staff



- If you haven't done so already, it's worth being aware of who in your workforce will be impacted
- You could take an active role in promoting the Scheme among your employees by:
 - Signposting information (emails, internal newsletters, information on internal website)
 - Hosting information workshops by immigration experts
 - Providing time and a desk/PC at work to access the registration website
- **Keeping employees updated and informed will help them feel valued and supported**
- Important to remember:
 - It is the **responsibility of individuals to apply to the Scheme**
 - There is **no requirement for individuals to inform employers**, and likewise, employers are not required to check that employees have made an application
 - **Current 'right to work' checks apply until the end of 2020**. There will be no change to the rights and status of EU citizens living in the UK until 30 June 2021 (or 31 December 2020 in the event of a no deal)
 - **Employers will not be required to undertake retrospective checks** on existing EU employees when the UK transitions to a future immigration system

Promotion materials

- Government have published an abundance of materials that you can use to promote the EU Settlement Scheme among staff
- The **Employer Toolkit** includes: posters, leaflets, media graphics, and more information that you can use to get the message out
- <https://www.gov.uk/government/publications/eu-settlement-scheme-employer-toolkit>



What is the EU Settlement Scheme?

If you are an EU citizen, you and your family members are able to apply to the EU Settlement Scheme to continue living in the UK. This information also applies to EEA and Swiss nationals, who are all eligible to apply to the EU Settlement Scheme.

The EU Settlement Scheme allows you and your family members to get the immigration status you need to continue to **live, work and study** here in the UK. This status means that you continue to be eligible for:

- public services, such as healthcare and schools
- public funds and pensions
- British citizenship, if you want to apply and meet the requirements.

How do I apply?

You need to complete a short online application form, using a computer, tablet or mobile phone. The application will ask for basic factual information like your name, address, contact details and nationality. It is free to apply to the EU Settlement Scheme.

Application guidance can be found on GOV.UK.

Once you have read the guidance, start your application at [gov.uk/apply-eu-settled-status](https://www.gov.uk/apply-eu-settled-status).

Before you apply

You will need the following to complete your application:

- ✓ Access to the internet on a computer, tablet or smartphone
- ✓ A valid passport, national identity card, or biometric residence card (if you are a non-EU citizen)
- ✓ A recent photograph of yourself or the ability to take one using a smartphone or camera
- ✓ Your National Insurance number, if you have one
- ✓ You may need to provide proof of residence, for example bank statements, utility bills and pay slips.

For a list of suggested evidence that is accepted visit [gov.uk/eu-evidence-of-residence](https://www.gov.uk/eu-evidence-of-residence).

Proof of identity

Verify your identity and nationality using your passport, national identity card, or biometric residence card (if you are a non-EU citizen). You can either scan your identity document using an Android device, send us your identity document by post or visit a location providing access to the ID document scanning service.

A list of locations can be found at [gov.uk/eu-id-scanner-locations](https://www.gov.uk/eu-id-scanner-locations). You will also need to provide a digital photo of yourself, so it can be checked against your identity document.

Proof of residence

Prove your residence in the UK by providing your National Insurance number, if you have one. If you do not have one, do not worry. A list of suggested evidence that is accepted can be found at [gov.uk/eu-evidence-of-residence](https://www.gov.uk/eu-evidence-of-residence).

WHAT IS THE EU SETTLEMENT SCHEME?

Criminality check

Complete the criminality check by declaring any criminal convictions. Only serious or persistent criminality will affect your application. This will not affect the vast majority of EU citizens and their family members.

Approval

Subject to application checks, you will be granted settled or pre-settled status, depending on how long you have lived in the UK.

You will get digital proof of your status through an online service. In most cases your new immigration status will be granted within a couple of weeks. You can track the progress of your application online or by contacting the EU Settlement Resolution Centre.

For more information on the EU Settlement Scheme, including the support available, visit [gov.uk/eu-settled-status](https://www.gov.uk/eu-settled-status).

Once you receive your status, details will be provided on how to access it at GOV.UK.

Support: Support is available if you need help to complete your application. For more information on the EU Settlement Scheme, including the support available, visit [gov.uk/eu-settled-status](https://www.gov.uk/eu-settled-status).

EU Settlement Scheme in Buckinghamshire

We have promoted and supported the EU Settlement Scheme in Buckinghamshire through:

Information

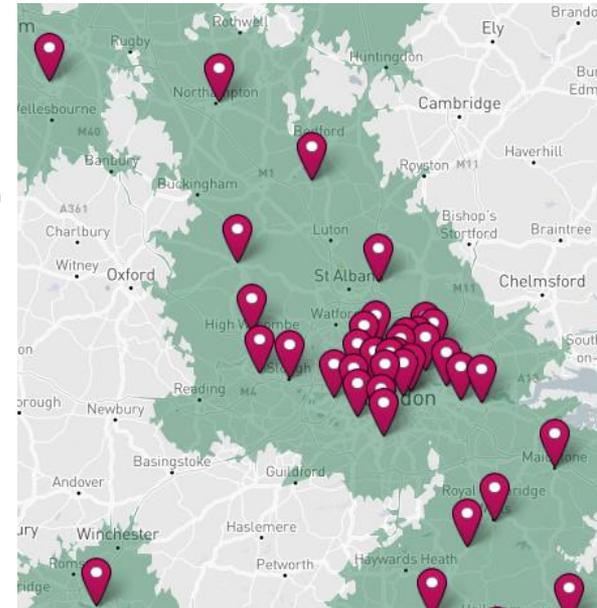
- Social media and targeted communications promoting EUSS to businesses, social care providers, staff, etc.
- Signposted information on BBF and Councils websites

Registrars

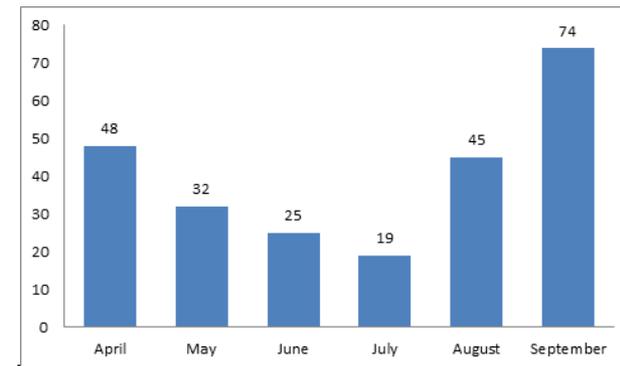
- Passport and ID checking service, allowing residents to verify documents if unable to do so online for £14 (at cost)
- Service up and running in Aylesbury and Wycombe
- Number of registrations has increased significantly in recent months

Libraries

- Libraries staff ready to provide information on scheme and signpost to national guidance and registrars service
- Unlimited access to PCs and internet for scheme registration
- In-person support to access government helplines (phone and online)



30 mins drive from scanning centre



Completed ID checks in Bucks

EU Settlement Scheme support



EU Settlement Resolution Centre

Support for individuals who may need more help or information with their application

- Contact: 0300 123 7379 and/or <https://eu-settled-status-enquiries.service.gov.uk/start>



Assisted Digital Service

Free service available over the phone and in person for individuals who do not have the appropriate access, skills or confidence to complete the online application form

- Contact: 03333 445 675 and/or <https://www.gov.uk/government/publications/eu-settlement-scheme-assisted-digital-service>



ID document scanning service

Service available to complete the identity verification step for individuals unable to do so through the app

- Available in Aylesbury Registrars and Wycombe Library, with more locations available here: <https://gov.uk/eu-id-scanner-locations>



Community organisations

Support for vulnerable citizens, for example: elderly, disabled, mental health issues, etc.

- More information: <https://www.gov.uk/help-eu-settlement-scheme>

Brexit – contracts, data and consumers

Emma Banister Dean, Senior Associate

CONTRACTS – Where to start?

Territory

- EU Member States
- From time to time
- Scottish independence

Law and Jurisdiction

- Brussels regime to determine jurisdiction
- Recognition of jurisdiction by Member States
- Enforceability of judgments
- Non-exclusive jurisdiction of English Courts
- Appropriate Member State
- Binding arbitration or similar
- Choice of law



CONTRACTS – Where to start?

EU Legislation or Regulatory

- “as amended” / “as modified or re-enacted”

Severe Effect

- Force Majeure Event
- Frustration
- Cost / Burden analysis
- Compliance processes

Preparation

- Check contracts
- Enforce judgments
- Resolve disputes



© Can Stock Photo

DATA PROTECTION – Time to comply

- Comply with GDPR
- EEA / EU

No contacts or customers in EEA

- Incorporation of GDPR into English law
- Data Protection Act 2018
- Privacy Notice
- Cloud storage & other providers

Receive data from contacts in EEA

- Transfers to EEA unaffected
- EEA clients needing to be compliant
- Standard contractual clauses
- Controller or processor?
- Binding Corporate Rules



DATA PROTECTION – Time to comply

European Presence / Customers

- Operate in EEA need to comply with UK and EU law
- Offices in EEA – which Regulator is “lead supervising authority”?
- Suitable representative in EEA
- Review Privacy Notice and contracts

Sharing Data Outside EEA

- Adequacy decision from EU on receiver country
- Necessary to meet contractual purposes
- Exception under GDPR
- Individual express consent



CONSUMER LAW

Deal

- Bespoke agreement
- EEA model
- WTO model

No Deal

- UK consumers enjoy current legal rights within the UK
- Sector-specific EU regulators, enforcement and co-operation affected
- Consumer Protection Exit Regulations
- Civil redress
- Reciprocal arrangements



CONSUMER LAW

- EU minimum standard enhanced by Consumer Rights Act 2015
- Product safety
- Digital market
- Financial Services
- Food safety and Labelling
- Energy
- Travel and Transport
- Package holidays – insolvency
- Mobile roaming - surcharge



Any Questions?



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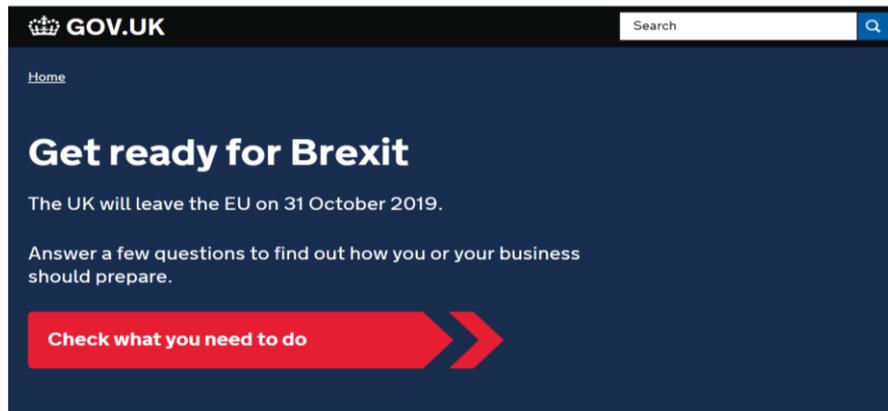
DIT Prepare for Brexit Trade Event

Rob Lewtas - Strategic Partnership Manager – DIT South East

Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)



HM Government - Get Ready for Brexit Checklist



GOV.UK Search

[Home](#)

Get ready for Brexit

The UK will leave the EU on 31 October 2019.

Answer a few questions to find out how you or your business should prepare.

Check what you need to do

Check what you need to do as:

- [businesses and organisations](#)
- [individuals and families](#)

Businesses and organisations >

Businesses and self-employed If you trade any goods or services with the EU you'll need to get ready for





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Preparing your Action Plan for Brexit

Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)



How Do I Use My Action Plan?

Preparation on the content

The training and Action Plan is divided into colour coded sections:

GOODS

CONTRACTUAL

SERVICES

PEOPLE



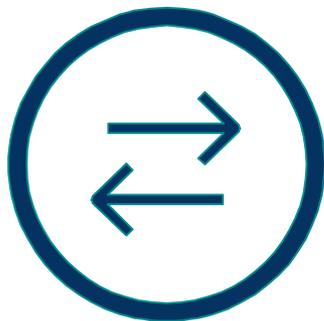


Customs Processes

Moving goods



Moving Goods



Currently...

...businesses can move goods freely between the UK and the EU.



In the event of a No-deal...

...business importing and exporting goods within the EU will have to comply with new rules.



Customs Declarations – No-deal Scenario

Customs declarations required for UK-EU trade.

Businesses to decide how they want to manage the declarations process:

Appoint an intermediary



Use specific software



End-to-end service





Economic Operator Registration Identification (EORI)



You'll need an EORI number that starts with GB to move goods in or out of the UK if there's no-deal Brexit.



If you'll be dealing with EU customs then you'll need an EU EORI number.

If you are VAT Registered:

- You will be auto-enrolled for an EORI starting GB.
- The EORI will include your VAT registration number.



If you are not VAT Registered – register here: <https://www.gov.uk/eori>



No-deal Brexit: Export Process UK to EU

- Have a valid EORI.
- The export declaration also counts as an Exit Summary Declaration.
- Ensure contracts and International Terms and Conditions of Supply (eg Incoterms® Rules) reflect that you are now an exporter.
- Consider how you will submit Export Declarations.





Simplified Transit Procedures

- Under the CTC, traders can apply for authorisation to use simplified transit procedures.
- The main types of authorisation are:



Authorised Consignor Status allows traders to declare goods to transit at their premises rather than an Office of Departure. Traders applying for this need to have a Customs Comprehensive Guarantee.



Authorised Consignee Status allows traders to end transit movements at their premises rather than an Office of Destination. Traders applying for this generally need a temporary storage facility.

HMRC is working to enable traders to be authorised as quickly as possible.



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Contract Terms

Incoterms® Rules

Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)



Selecting the Most Appropriate Term

- Avoid the extreme terms when trading internationally, these are:
 - ExWorks (EXW); and
 - Delivered Duties Paid (DDP).
- If your contracts in the EU are currently EXW or DDP you could have issues when customs declarations and duty payments are made.
- Share the legal declarations sensibly between the buyer and seller.



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Commodity Code Information

Customs Duties, Taxes and Paperwork



Commodity Codes

- All goods are identified for customs purposes under a commodity code, also known as a tariff number.
- The commodity code:
 - Is based on the World Customs Organization (WCO) Harmonised System so there is some correlation between different countries' numbers.
 - Identifies import customs duty rates and additional taxes.
 - Identifies special documents required.
 - Links to other measures relating to the import or export of goods, such as the need for licences.



Where Can I Find the Commodity Code?

Customs Notice 600 is the guidance to finding commodity codes for imports and exports and information on what they are used for.

<https://www.gov.uk/trade-tariff>

Trade Tariff: look up commodity codes, duty and VAT rates

Commodity codes classify goods for import and export so you can:

- fill in declarations and other paperwork
- check if there's duty or VAT to pay
- find out about duty reliefs

[Start now >](#)

If you're not sure how to classify your goods

Read the [product classification guides](#) to help you find the correct commodity code.

Getting advice

You can get advice on how to classify your goods by emailing classification.enquiries@hmrc.gsi.gov.uk.

Include a full description of your product - what it's made from, its use and function, and how it's presented or packaged.



The No-deal Brexit UK Temporary Tariff Regime

- If the UK leaves the EU without a deal then the Temporary Tariff Regime will come into force.
- Under the Temporary Tariff Regime most goods will have a zero-import duty rate for a period of time (up to 12 months).
- Some goods will retain a positive rate of duty. Currently this mainly includes ceramics, textiles and foodstuffs; and finished cars.
- The Temporary Tariff Regime will apply to ALL imports not just goods coming in from the EU.
- Keep up-to-date – the Temporary Tariff Regime is subject to change.

<https://www.gov.uk/guidance/check-temporary-rates-of-customs-duty-on-imports-after-eu-exit>



How to Check EU Import Duties

- The EU TARIC Database will be available to UK businesses to check the EU import duty rates and additional tariff requirements for goods going into the EU.
- Once the UK has left the EU the rates on this website will not apply to UK imports.



https://ec.europa.eu/taxation_customs/business/calculation-customs-duties/what-is-common-customs-tariff/taric_en



Importing Goods?

Transitional Simplified Procedures, Paying Duty and VAT



Importing Goods into the UK from the EU

- An export customs declaration will be required to get the goods out of the EU.
- Check your contract term to ensure this is not your responsibility.
- On arrival in the UK a customs declaration is required.
- Ensure the carrier/freight company can do this for you or you can do the declaration.
- Import duty and VAT will have to be calculated.
- Normally a credit account with HMRC is set up to pay these costs, it's called a Deferment Account.
- If you don't have a deferment account, you may be able to use the freight companies for a small handling fee.



Transitional Simplified Procedures (TSP)

- Transitional Simplified Procedures will make importing goods easier for the initial period after the UK leaves the EU.
- Traders registered for TSP will not need to make full customs declarations at the border and will be able to defer paying their customs duties.

To be eligible, traders must:



Be established in the UK



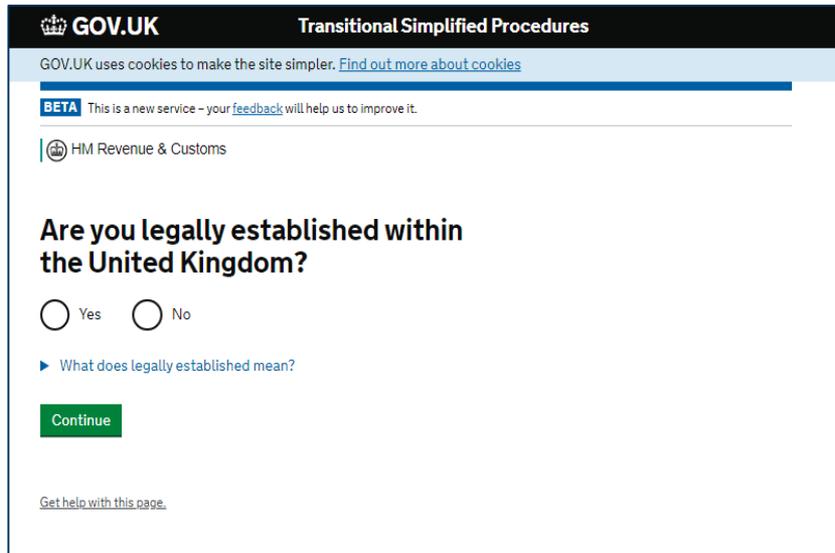
Have the intention to import goods into the UK from the EU



Have an Economic Operator Registration Identification (EORI) number



Transitional Simplified Procedures (TSP)



The screenshot shows the GOV.UK website interface for the Transitional Simplified Procedures (TSP) registration. At the top, it says "GOV.UK Transitional Simplified Procedures". Below that, there is a cookie notice: "GOV.UK uses cookies to make the site simpler. [Find out more about cookies](#)". A blue banner indicates "BETA This is a new service - your [feedback](#) will help us to improve it." The user is logged in as "HM Revenue & Customs". The main question is "Are you legally established within the United Kingdom?" with two radio button options: "Yes" and "No". Below the question is a link: "▶ What does legally established mean?". A green "Continue" button is visible. At the bottom left, there is a link: "Get help with this page."

[Register for TSP here:](#)

<https://www.gov.uk/guidance/register-for-simplified-import-procedures-if-the-uk-leaves-the-eu-without-a-deal>



VAT - Overview

- If the UK leaves the EU without a deal, the Government's aim will be to keep VAT processes as close as possible to now.
- However, there will be some changes that will affect businesses.

❖ In a no deal scenario, postponed accounting will be introduced for imports from the EU and Rest of World





VAT - Overview

- Business will not need to register to use postponed accounting.
- Provide VAT registration number on their customs declaration.
- An online monthly statement will show the VAT that's been postponed.
- This provides the evidence to declare/ recover import VAT on your VAT return.
- Postponed accounting won't be available for postal goods of £135 or less.
- Postponed accounting won't be available for non-VAT registered businesses.





AEO – Authorised Economic Operator

- **What is it?** – An international quality mark for businesses in the international supply chain that can demonstrate:
 - ✓ your role in the international supply chain is secure
 - ✓ your customs controls and procedures are efficient and meet EU standards
- **What are the benefits?**
-  **Accelerated duty reliefs** = better managed working capital
-  **Lower risk score** = fewer physical and admin customs checks
-  **Mutual recognition with third countries** – e.g. USA
-  **Consignment fast tracking through customs borders**

How do I apply? – Tel: **03000 564 556** **HMRC**



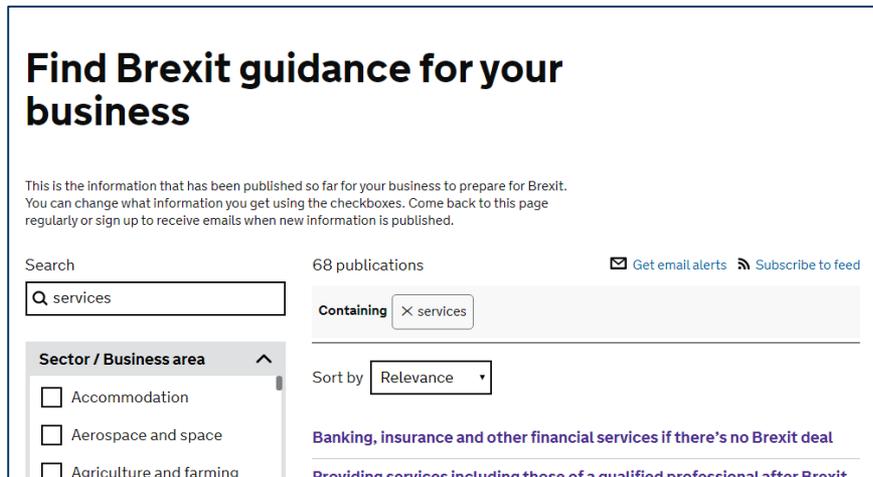
Exporting Services?

Standards and Regulations



Exporting Services to the EU

- Service industries need to seek specific guidance on how they will operate.
- In a no-deal Brexit UK professional qualification will not automatically be recognized in the EU, EEA or Switzerland.
- Find your guidance on the GOV.UK website.



Find Brexit guidance for your business

This is the information that has been published so far for your business to prepare for Brexit. You can change what information you get using the checkboxes. Come back to this page regularly or sign up to receive emails when new information is published.

Search 68 publications [Get email alerts](#) [Subscribe to feed](#)

Containing

Sector / Business area Accommodation Aerospace and space Agriculture and farming

Sort by

[Banking, insurance and other financial services if there's no Brexit deal](#)

[Providing services including those of a qualified professional after Brexit](#)

<https://www.gov.uk/find-eu-exit-guidance-business>



Cross-border Trade Regulations

If you're a UK business or professional providing services in the EU, Iceland, Liechtenstein, Norway or Switzerland, you'll need to check the national regulations of the country you're doing business in to understand how best to operate.

Guidance relating to all EEA and EFTA countries

[Providing services to any country in the EU, Iceland, Liechtenstein, Norway or Switzerland after Brexit](#)

17 June 2019 Guidance

Country guides

[Austria: providing services after Brexit](#)

28 February 2019 Guidance

[Belgium: providing services after Brexit](#)

6 March 2019 Guidance

[Bulgaria: providing services after Brexit](#)

11 March 2019 Guidance

<https://www.gov.uk/government/collections/providing-services-to-eea-and-efta-countries-after-eu-exit>



HM Government

BREXIT 31 OCTOBER



Trade Agreements

UK Arrangements after Brexit

Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)



What is a Free Trade Agreement (FTA)?

- A Free Trade Agreement (FTA) is an agreement between countries or groups of countries that removes or reduces tariffs and other restrictions on goods and services traded between them.
- The UK currently belongs to 35 FTAs as an EU member. This will end at the moment of Brexit.
- To minimise trade disruption, the Government has signed or agreed in principle replacement ‘continuity’ agreements that account for £100 billion worth of trade and is actively working on others.
- At Brexit on 31 October, the Government will seek to sign new FTAs which will open new markets and lower trade barriers for UK businesses.



Ensuring Continuity

So far, the UK has agreed 16 **Trade “Continuity” Agreements** covering 46 countries:

- Tunisia (4 October 19)
- Lebanon
- Southern African Customs Union and Mozambique (10 September)
- South Korea (22 August)
- Central America (18 July)
- Andean countries (15 May)
- Norway and Iceland (2 April)
- Caribbean countries (22 March)
- Pacific Islands (14 March)
- Liechtenstein (28 February)
- Israel (18 February)
- Palestinian Authority (18 February)
- Switzerland (11 February)
- The Faroe Islands (1 February)
- Eastern and Southern Africa (31 January)
- Chile (30 January)



HM Government

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Post-Brexit Growth Markets

Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)

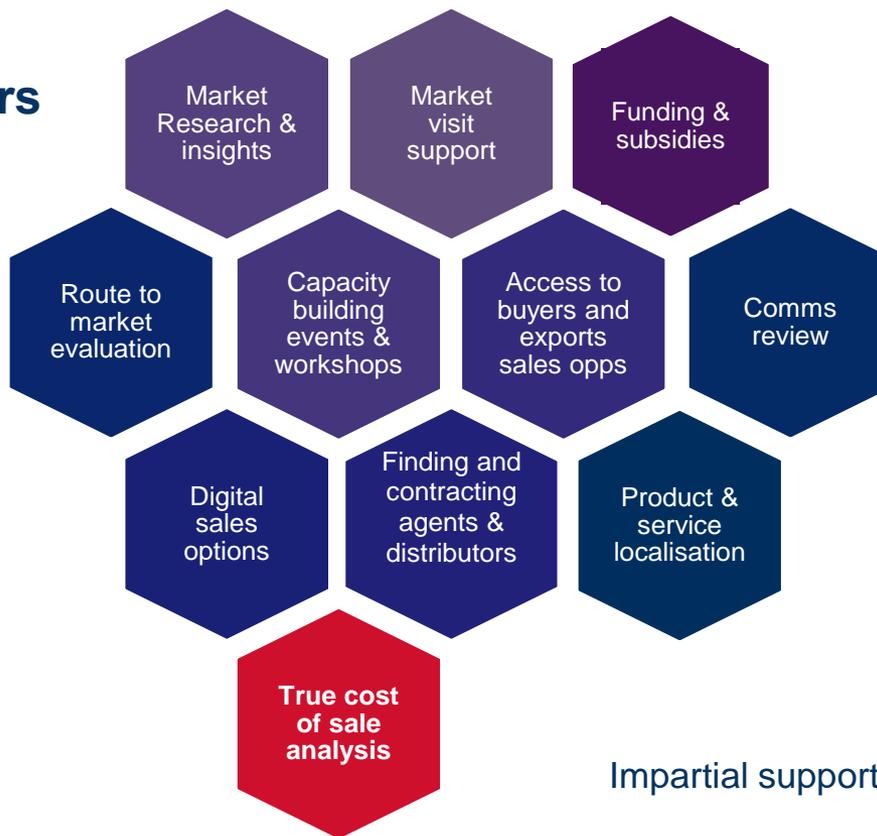


Typical Barriers to export sales growth





DIT's Service for Exporters



Mainly free or subsidised services

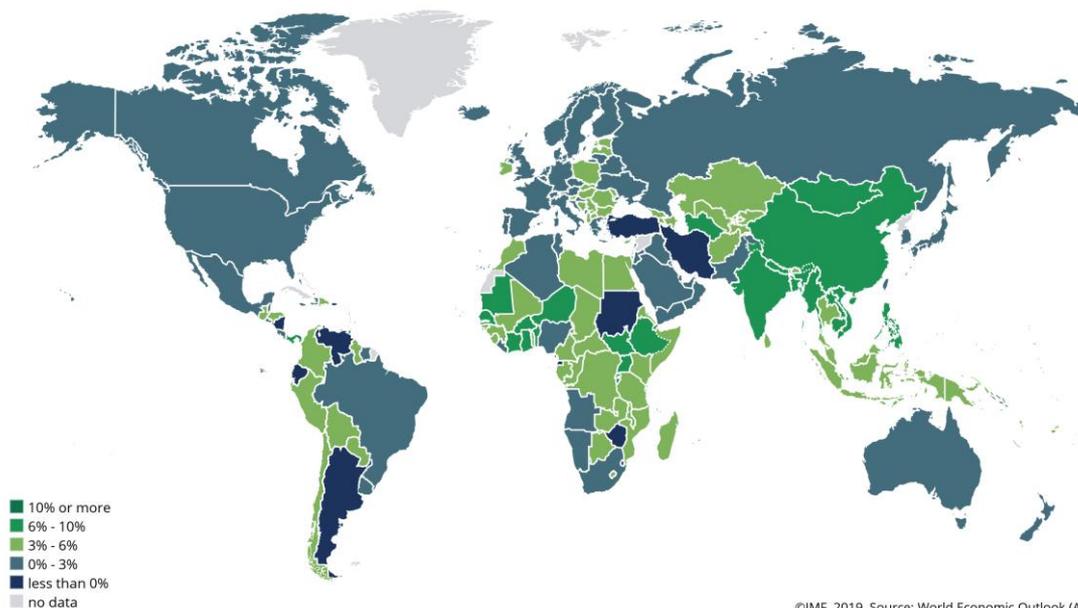
Impartial support



Economic Heat Map

IMF DataMapper

Real GDP growth (Annual percent change, 2019)





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Expanding Your Horizons – DIT's Overseas Reach



Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)



Locally funded support in your area



Bespoke and impartial **one-to-one advice** and **support**



Access to **bespoke overseas market research** and **local support**



Live **export opportunities**



Free masterclasses and workshops on specific topics



Funding to support Market Selection
Consultancy support insights



Trade missions to selected markets



Funding for international communications review and digital proposition



Funding and subsidies to access new markets



Upcoming HMRC webinars

- 11 October - 12-1pm
- 21 October - 2-3pm
- 17 October - 2-3pm
- 30 October - 10-11am

<https://register.gotowebinar.com/rt/6556129852233668609?source=Sep-HMRC-Comms-EU-1>

Recording of previous HMRC webinar -

<https://www.youtube.com/watch?v=UnTfcZEBBoU&feature=youtu.be>



Contact the Brexit HMRC imports and exports helpline

- To get information about importing and exporting goods after Brexit, you can call the helpline to find out about:
- customs declarations and procedures
- duties and tariffs
- importing and exporting different goods
- transporting goods to and from the EU
- product safety regulations.
- Telephone: 0300 3301 331
- The helpline is available from Monday to Friday, 8am to 6pm.



HM Government

BREXIT 31 OCTOBER



Rob Lewtas

Tel: 07590 439382

Email: rob.Lewtas@tradesoutheast.com

Prepare for Brexit at [gov.uk/brexit](https://www.gov.uk/brexit)

Building Brexit Resilience

An overview & introduction to the funding landscape

Jane Dell

Buckinghamshire Business First

ADVICE

Bespoke high-impact advice for your business

Build & implement an effective and sustainable growth plan:

- Inject pace and stimulate growth
- Feel more confident about the future
- Get in shape for financial investment

Business Advisers - Peer-to-Peer session - Growth Champion & Masterclass days in partnership with



harwoodhutton

Small businesses that receive business advice are

15% to 25% more likely to become high-growth firms

Source: Department for Business, Energy and Industrial Strategy

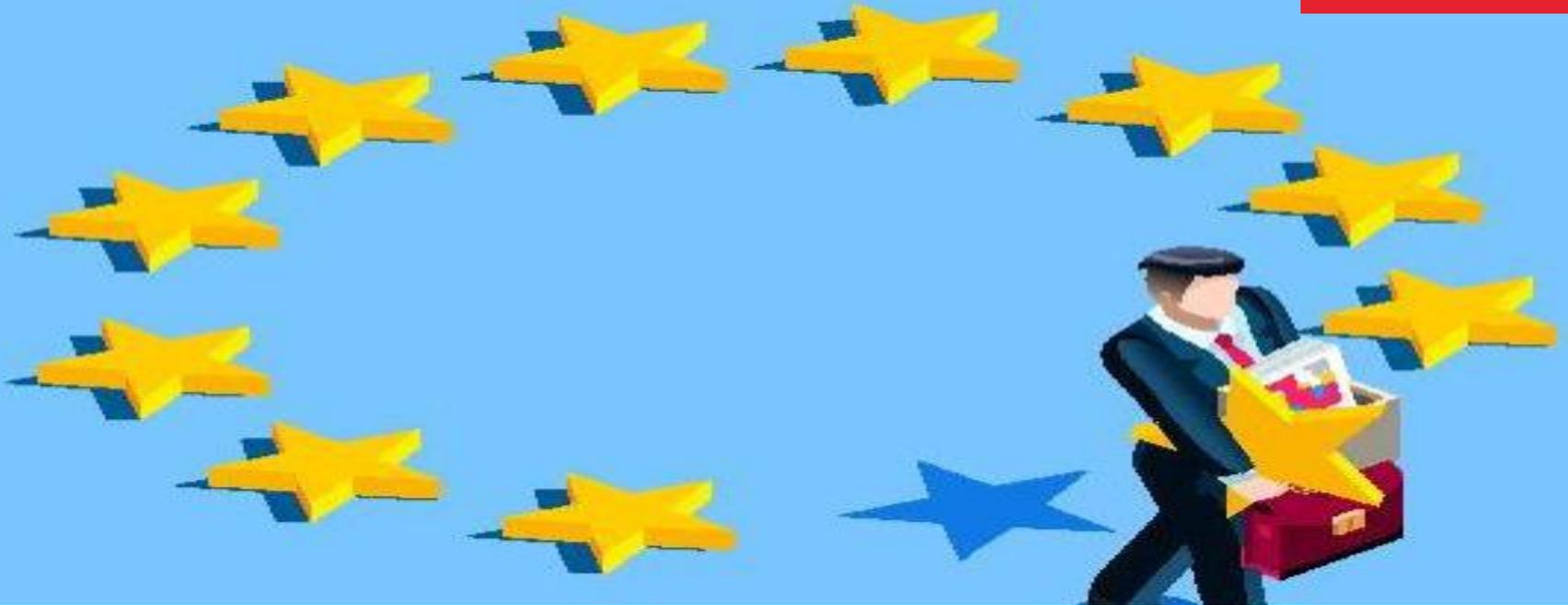
“Fit4funding has been so good for me. I am now investor-ready, with a water-tight financial model that I understand inside out.”

Growth Programme Advice Client

GRANTS

Grants up to £5,000 to invest in projects to help your business grow:

- website development
- SEO/social media advertising
- sales and lead generation
- specialist consultancy
- ISO accreditation



Building Brexit Resilience

The Funding Landscape

Adam Stronach, Partner, Harwood Hutton Advisory Services LLP
Bucks New University, October 17th, 2019



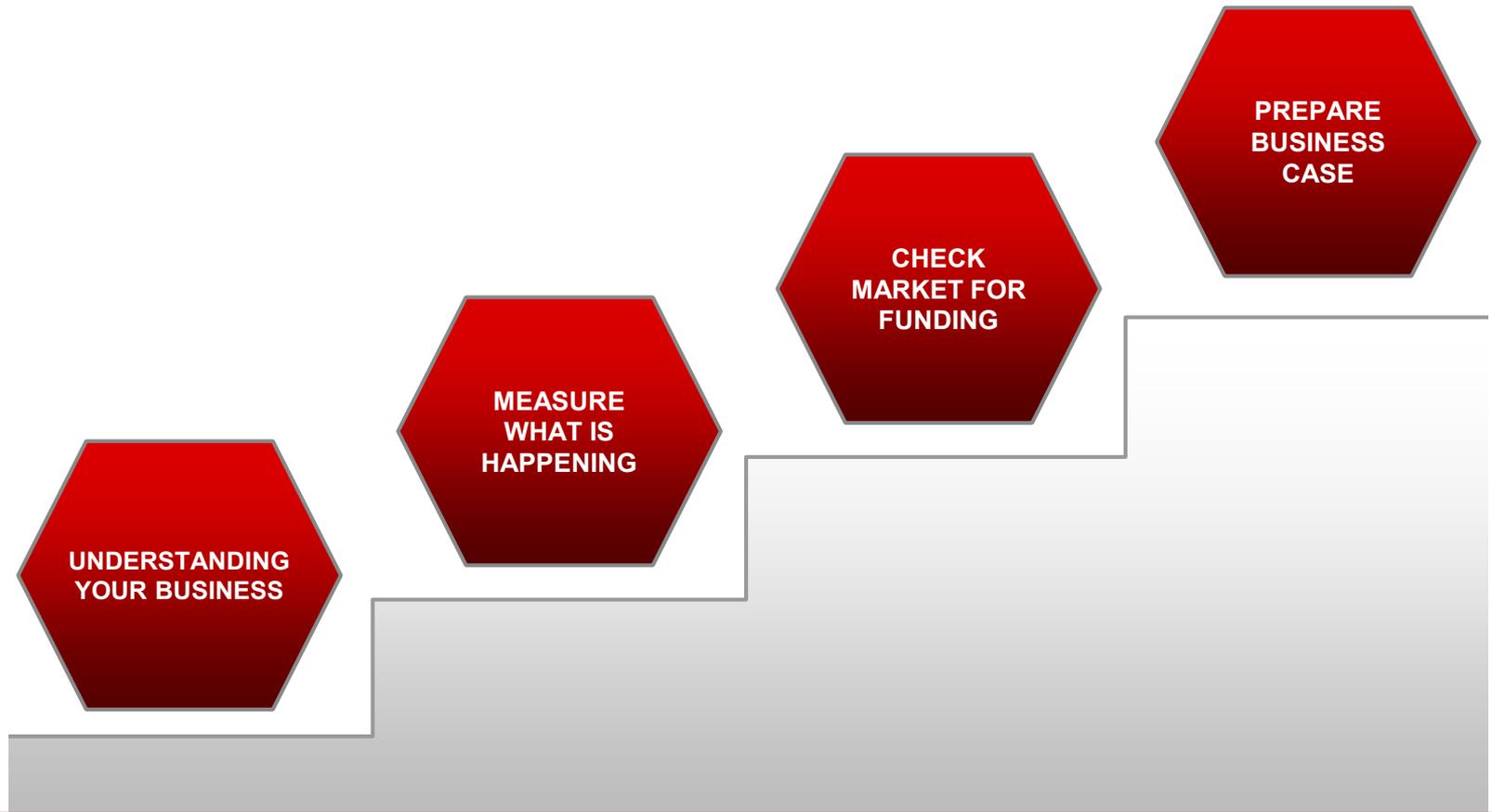
- 39% No-deal scenario will impact them negatively (small business)
- 21% Have planned/prepared for anticipated issues
- 63% Don't think they are able to plan
- 31% Stockpiled ahead of October 31st
- 34% Report temporarily or permanently reduced profitability
- 46% Volatility in £ has negatively impacted their business
- 46% Would welcome some form of financial support

Source: Federation of Small Businesses Survey

The Context



The Big Issues



The Stairway to Resilience

- Part of the Buckinghamshire Growth Programme
- Benefits of the Masterclass
 - Deeper understanding of management information
 - Understand your position in the funding market
 - Build/develop the measurement tools
 - Pitch to win!
- Eligibility: Key Points
 - Minimum turnover £500,000
 - Minimum five people in the business
 - Aspiration for growth
- BBF approves participation



Investment Readiness Masterclass



harwoodhutton

ADAM STRONACH

Partner, Harwood Hutton Advisory Services LLP

Tel: 01494 739500

adamstronach@harwoodhutton.co.uk

Corporate Finance - Advisory - Banking Consultancy

Contact details

How the KTN can help.

Bruce McLelland

Urban Living Specialist, KTN



@Bruce_McLelland



bruce.mclelland@ktn-uk.org



The Innovate UK Family



Department for
Business, Energy
& Industrial Strategy

UK Research
and Innovation

Fund

Innovate UK

Connect

Innovate UK
Knowledge Transfer Network

enterprise
europe
network

Collaborate

CATAPULT

A blue-tinted background image showing a group of people sitting around a table in what appears to be a networking or meeting environment. The people are engaged in conversation and looking at documents or devices on the table. The overall atmosphere is professional and collaborative.

Innovate UK
Knowledge Transfer Network

Connecting people to accelerate innovation

www.ktn-uk.org / @ktnuk



Innovate UK
Knowledge Transfer Network

The Future. Faster.

www.ktn-uk.org / [@ktnuk](https://twitter.com/ktnuk)

The KTN in numbers



140,000

Cross Sector Network
Contacts



28,172

Delegates across
over 400 events



5,000

Business
Engagements



500

New Collaborations

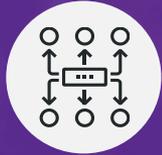
The KTN is staffed by approximately 180 sector, marketing and events specialists located across the whole of the UK.

A group of business professionals in a meeting, overlaid with a blue tint and white text. The image shows several people sitting around a table, engaged in a discussion. One person is holding a laptop, another is holding a coffee cup, and another is holding a pen and a notebook. The background is a dark blue with a subtle pattern of white lines.

Which resulted in...

**Over £100 Million increased R&D investment
from business last year**

What we do



Connecting

- Finding valuable partners
- Project consortium building
- Supply Chain Knowledge
- Driving new connections
- Articulating challenges
- Finding creative solutions



Funding

- Awareness and dissemination
- Public and private finance
- Advice – project scope
- Advice – proposal mentoring
- Project follow-up



Influencing

- Promoting Industry needs
- Informing policy makers
- Informing strategy
- Communicating trends and market drivers



Supporting

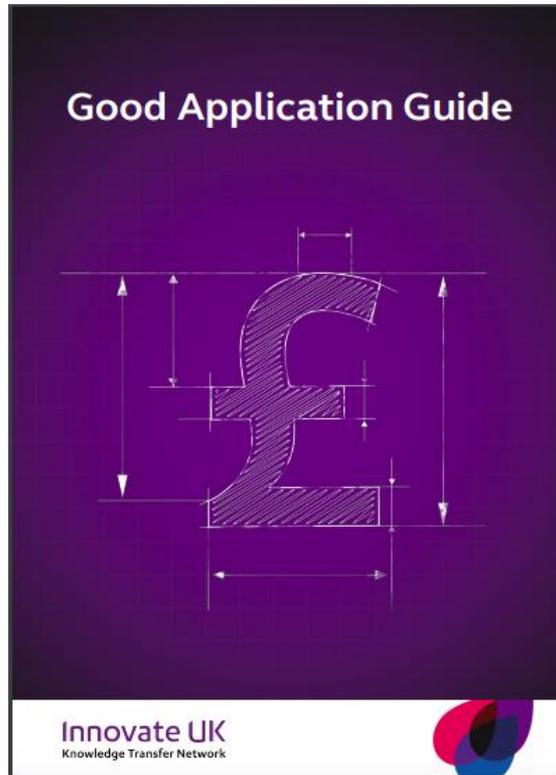
- Intelligence on trends and markets
- Business Planning support
- Success stories / raising profile



Navigating

- Navigating the innovation support landscape
- Promoting coherent strategy and approach
- Engaging wider stakeholders
- Curation of innovation resources

Top tips for a good application



GCRF, London, 03 September 2019

Top tips for a good application

Good Application Guide

Introduction to the Good Application Guide

This short guide aims to help you prepare the best application you can for Innovate UK competitions by:



Highlighting what to include in an application



Making clear what an assessor is looking for



Providing you with our 'Top 10 Tips'

Where's my copy?

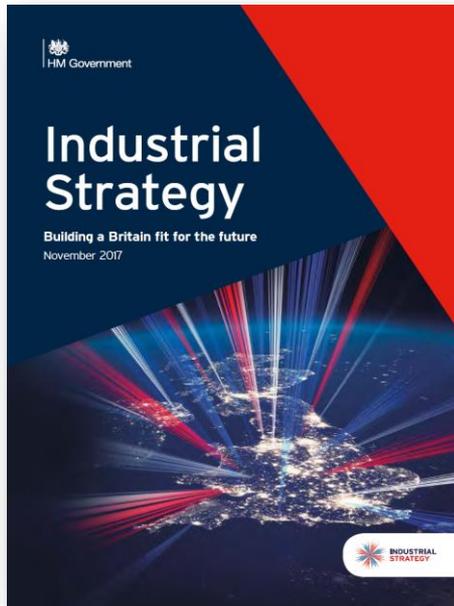
Search “KTN Good Application Guide” and follow the links.

Or <https://tinyurl.com/y5j6m2no>





Creating an economy that boosts productivity and earning power throughout the UK



Our five foundations



Ideas

the world's most innovative economy



People

good jobs and greater earning power for all



Infrastructure

a major upgrade to the UK's infrastructure



Business Environment

the best place to start and grow a business



Places

prosperous communities across the UK



AI & Data Economy

We will put the UK at the forefront of the artificial intelligence and data revolution



Future of Mobility

We will become a world leader in the way people, goods and services move



Clean Growth

We will maximise the advantages for UK industry from the global shift to clean growth



Ageing Society

We will harness the power of innovation to help meet the needs of an ageing society

Wave 1 Challenges (c. £1b)



**Leading-Edge
Healthcare
Challenge
(including
Medicines Mfg)
up to £188m**

Sarah Goulding



**Faraday
Battery
Challenge
up to
£246m**

Naz Rashidi



**Robotics and AI
in extreme
environments
Challenge
up to £93m**

Phil Williams



**Next Gen.
Affordable
Lightweight
Materials Mfg
(ATI projects)
up to £26m**



**Autonomous
Vehicles (CAV
projects)
up to £38m**



**National Satellite
Test Facility
up to £99m**

UK Space Agency/
RAL Space

Wave 2 Challenges (up to £729.5m)

**Audience of the future
(up to £33m)**



Astrid Ayel

Fiona Kilkelly

**Data to early diagnosis
and precision medicine
(up to £196m)**



Bob Cockshott

Giulia Boselli

**Prospering from the
energy revolution
(up to £102.5m)**



Mark Wray

Jenni McDonnell

**Healthy ageing
(up to £98m)**

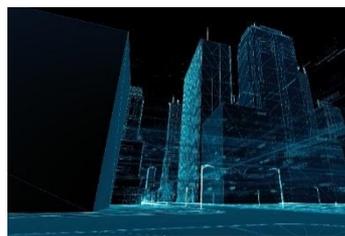


David Telford

David Calder/Ed Hobson



**Next generation services
(up to £20m)**



**Quantum technology
(up to £20m)**

**Transforming
construction
(up to £170m)**



**Transforming food
production (up to £90m)**



Wave 3 Announced Challenges



- Ageing Society
- **Accelerated Detection of Disease (£79M)** – Terry O’Neill
- Clean Growth
- **Industrial Decarbonisation Challenge (£170M)** – Peter Clark
- **Transforming Foundation Industries (£66M)** – Robert Quarshie
- **Smart Sustainable Plastic Packaging (£60M)** – Sally Beken/Brian McCarthy
- AI and Data Economy
- **Manufacturing Made Smarter (£121M)** – Malcolm Harold
- **Commercialising Quantum Technologies (£70M)** - Bob Cockshott
- **Digital Security by Design (£70M)** – Jon Kingsbury
- Future of Mobility
- **Future Flight Challenge (£125M)** – Michelle Carter
- **Driving the Electric Revolution (£78M)** – Paul Huggett

Working
with:

Wave 4



What next?

- [Have a look at the UK R&I Industrial Strategy Challenge Fund pages](#)
- Explore the pages of the relevant sub-challenges
- Register to receive updates
- Sign up to the KTN for newsletters (and visit the site)
- Get in touch with us (me in you want to)



Innovate UK
Knowledge Transfer Network

Keep informed

Register with the KTN: Tailored tech community news & (all) competition announcements:
<https://ktn-uk.co.uk/register>

News on all sector innovation grant funding:
<https://www.gov.uk/government/organisations/innovate-uk>

Bruce McLelland
Urban Living Specialist, KTN
@Bruce_McLelland
bruce.mcllland@ktn-uk.org

www.ktn-uk.org / @ktnuk

Thank you
for
listening!





UK Export
Finance

 **EXPORTING
IS
GREAT**
BRITAIN & NORTHERN IRELAND

UK EXPORT FINANCE

Get Ready for Brexit

Craig Green – Export Finance Manager



About UK Export Finance



Trade Finance Awards:
Best Export Credit Agency
Award 2018



Global Trade Review:
Best Export Credit Agency
Award 2018

UKEF's mission: To ensure that no viable UK export fails for lack of finance or insurance, while operating at no net cost to the taxpayer



**UK Export
Finance**

- The UK's export credit agency (ECA)
- Established in 1919 - the world's first
- At the heart of the UK's trade promotion proposition
- Supports the export of goods, services and intangibles – including IP

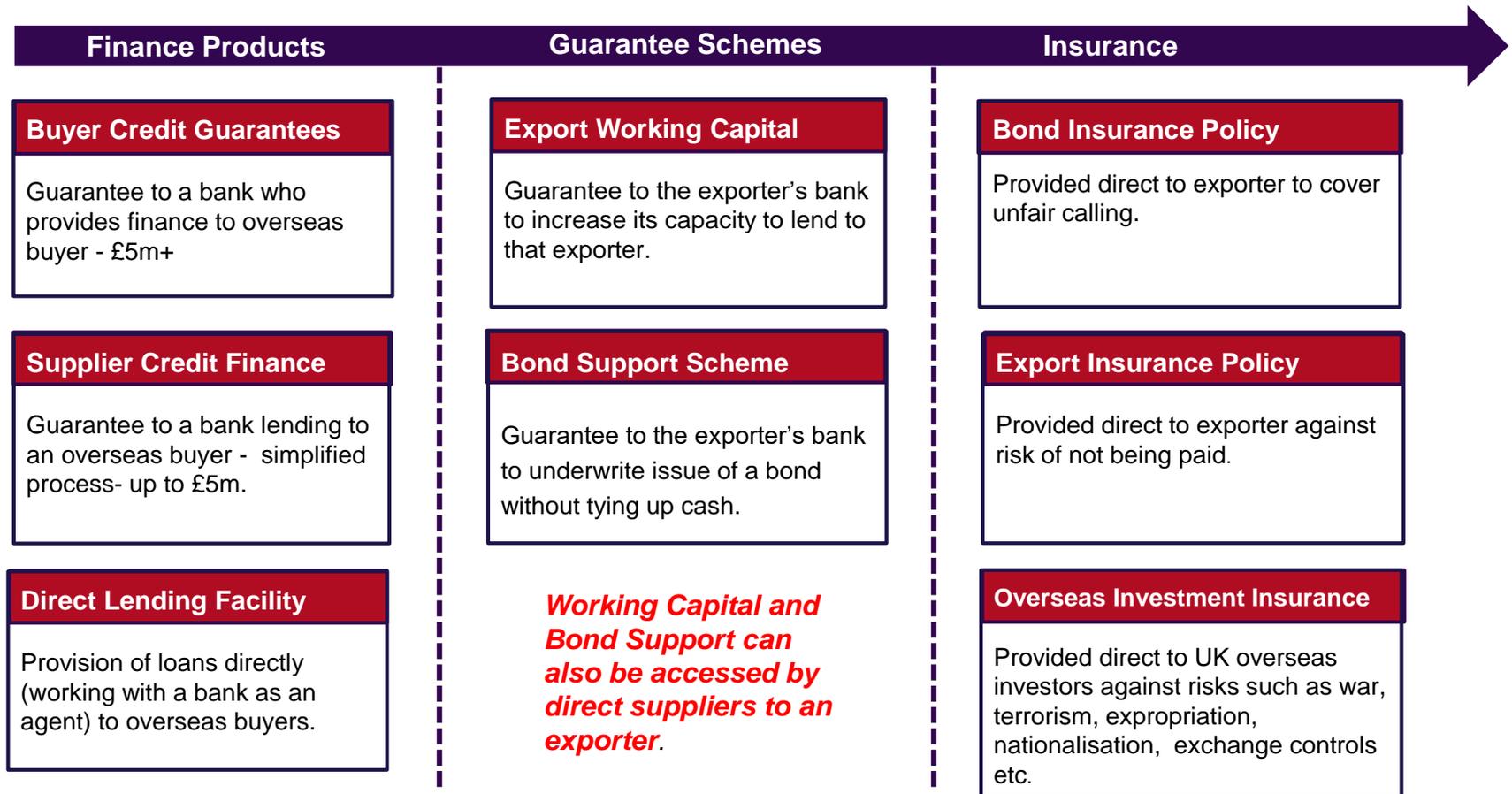
We exist to **complement, not compete with**, the private sector and work with over 70 private lenders and credit insurers to support the provision of finance and insurance to UK exporters and investors.

100

Years of
Innovation



Our Products and Rationale



Key Criteria: Eligibility Overview

Eligibility criteria

- The exporter must be a UK registered company.
- The transaction must meet UKEF's minimum risk standards.
- At least 20% of the contract value must consist of UK content.

Bribery and sanctions considerations

- The transaction must satisfy UKEF's anti-bribery and corruption due diligence processes.
- The transaction may not be supported if there are sanctions imposed on the country.



**UK Export
Finance**



UK Export Finance in 2019



A record **£6.8 billion** in support of **262 companies' exports** to 72 countries – and supporting **47,000 UK jobs**



79% of exporters benefiting from our support were **SMEs**



Provided **£587 million** in direct lending – as well as adding **£2 billion** in capacity for 2020-21 and 2021-22



£17 billion of support provided over the last five years for UK exporters



We connected over **300 companies** with international opportunities through our supplier fair programme



UK Export
Finance

100
Years of
Innovation

Craig Green
Export Finance Manager – Buckinghamshire & Hertfordshire
UK Export Finance
Email: craig.green@ukexportfinance.gov.uk
www.ukexportfinance.gov.uk



CHOICE

Business Loans

Specialists in Alternative Finance

Impact of BREXIT on business funding

www.choicebusinessloans.co.uk

Direct BREXIT impact

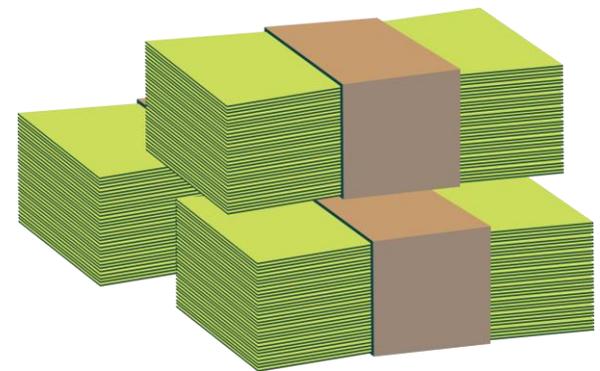
- Borrowers and Lenders hesitating
- Peripheral players relying on overseas funding withdrawing
- Surveyors being very conservative with valuations
- Increasing role of British Business Bank (taking over from European Investment Bank)
- Interest rates likely to remain low

Peer-to-peer in decline

- Investor losses increasing
- Great scrutiny from Regulators
- Business models failing/changing:
 - **Failed/Withdrawn:** Collateral, Lendy, Formax
 - **Scaled back:** RateSetter (Business), Funding Secure, Growth Street, Sancus
 - **Chastened:** Funding Circle (shares down 80%)
Lending Club (shares down 90%)

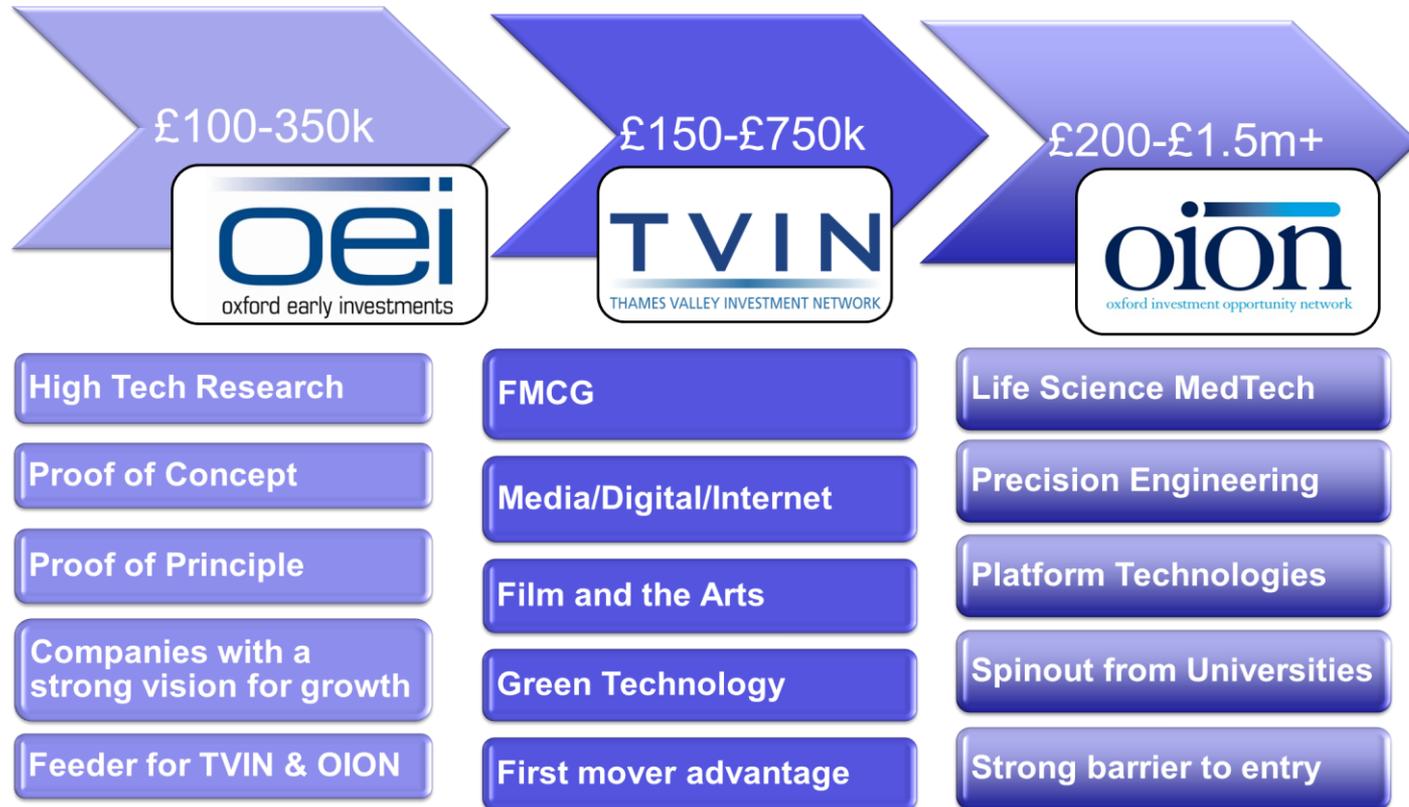
The positives

- There is still a lot of money out there looking for returns
- Banks remain well-capitalized and minded to lend
- Government support via British Business Bank is prominent (e.g EFG scheme, Start-Up Loans, British Business Investments, Regional Growth Funds etc.)
- Peer-to-peer will evolve and emerge stronger
- Alternative Finance providers remain active



Eileen Modral OION Investment

OION Limited



Sources of Early Stage Finance

Total Equity Investment in non-listed UK companies in 2017:

£8.27bn (113% increase from 2016)*

£5.87bn of financing with at least one foreign investor*

- Accelerators
- Angels / EIS
- Crowdfunding
- Innovate UK Grants
- VC – UK & Overseas
- Corporate Venturing

*Source: Beauhurst



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Oxford Innovation
www.oion.co.uk



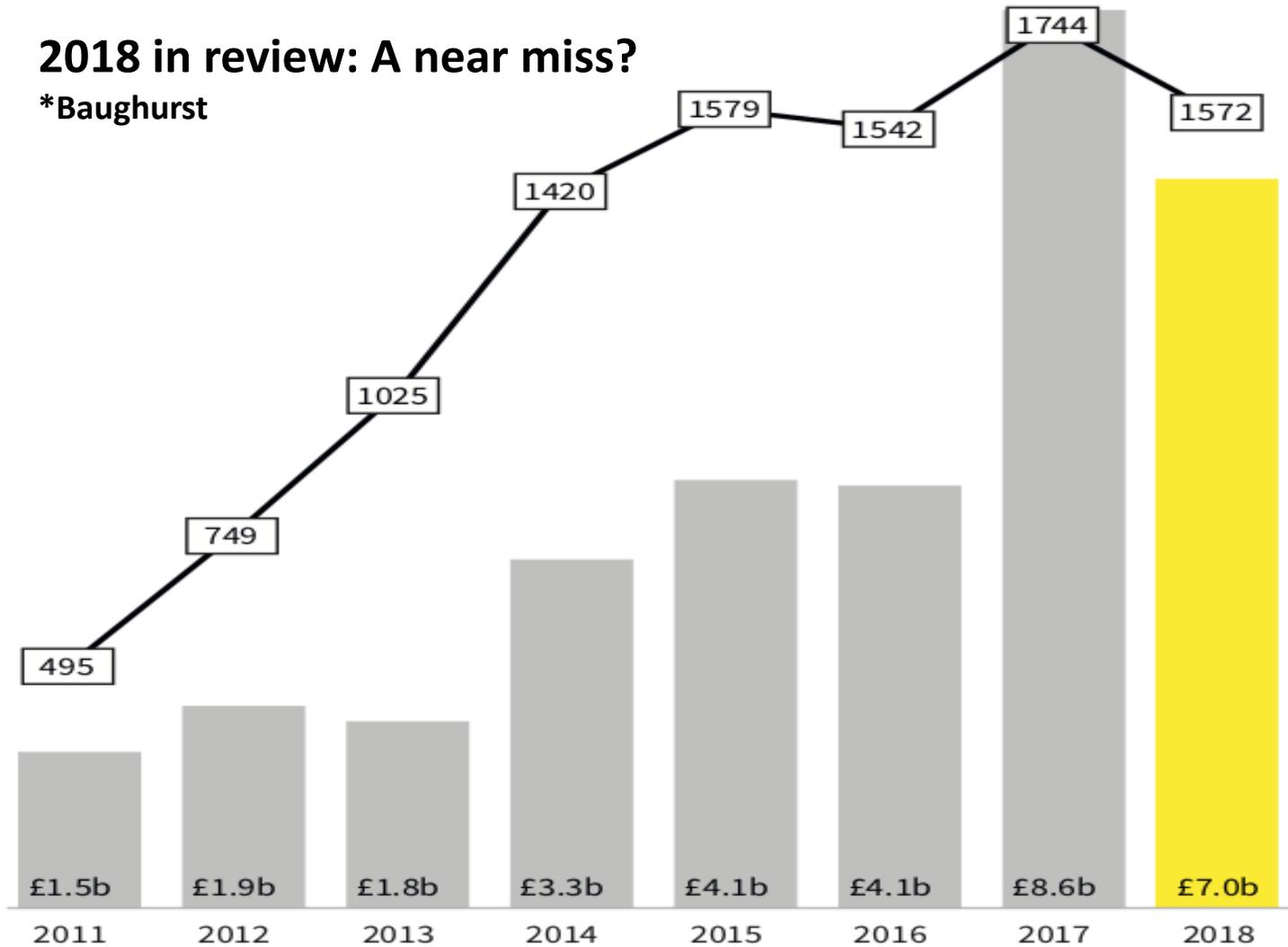
TVIN
Total Venture Investment Network
www.tvin.co.uk



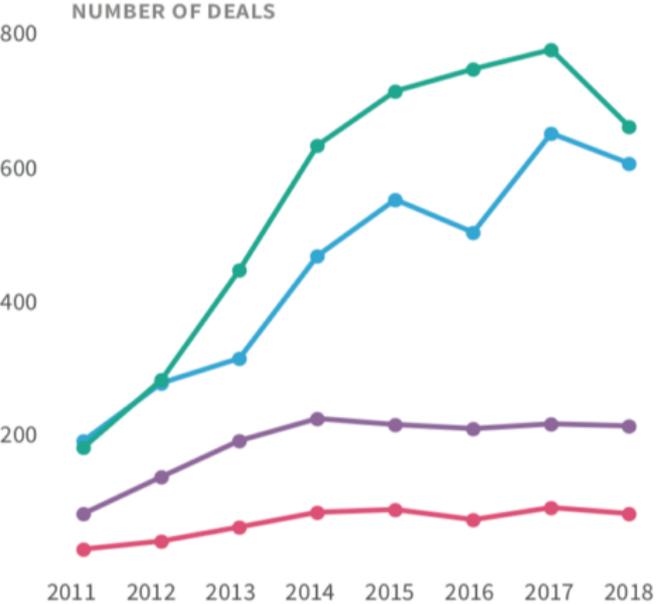
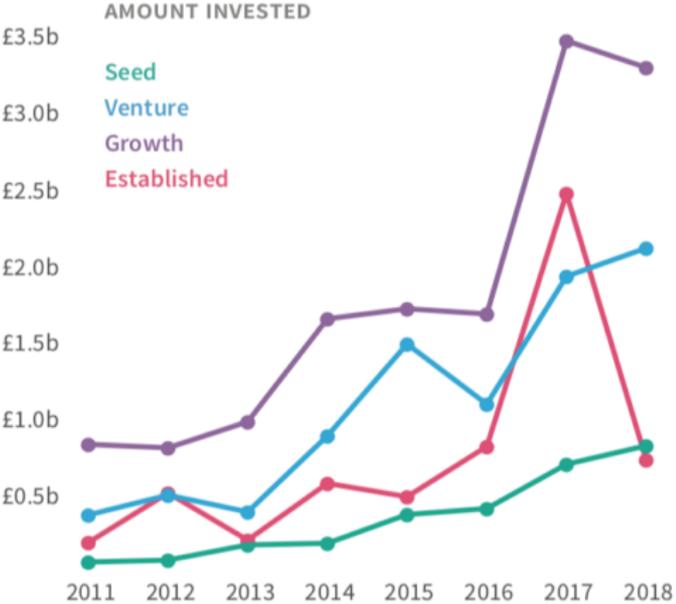
oei
Oxford Early Investment
www.oei.co.uk

2018 in review: A near miss?

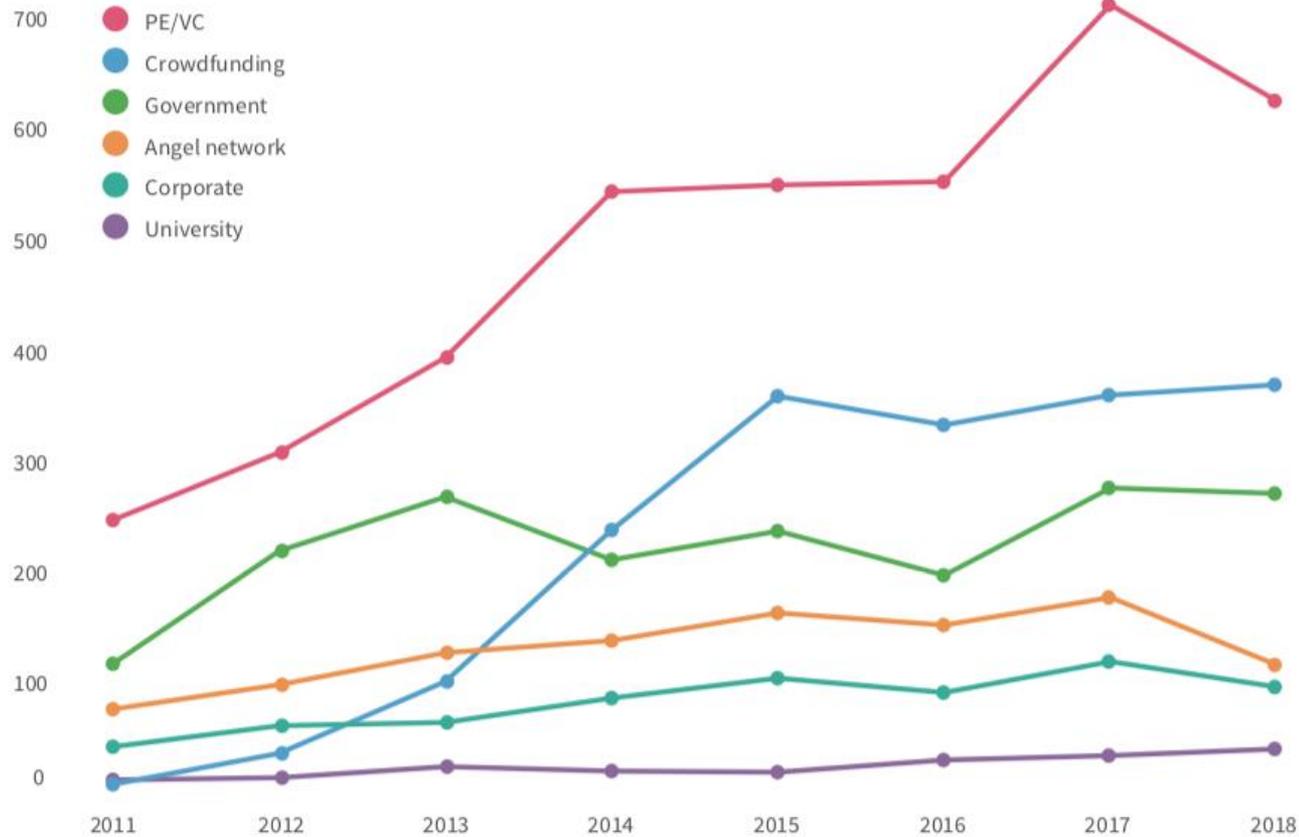
*Baughurst



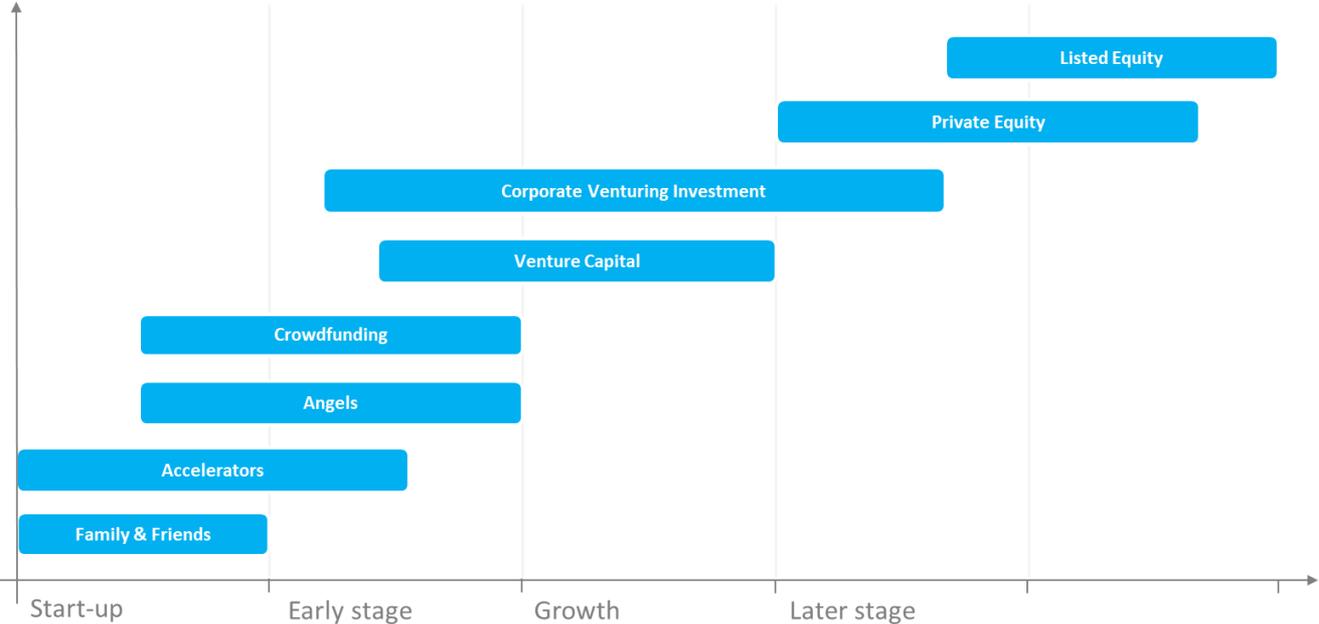
Seed Stage Drop:



Seed Stage Drop:



Funding Escalator



EIS / SEIS

- (Proxy) Data

> Since 1993/4	£16.2bn raised by 26,355 companies
> 2015/16	£1.5bn raised by 3,740 companies (EIS)
> 2015/16	£180m raised by 2,360 companies (SEIS)
> High Tech	£400m
> South East	approx. 20%

- Change in EIS regime from March 2018
- Now only available to Knowledge Intensive companies (KICs)
- Annual Investor cap lifted from £1m to £2m
- Total cap for companies £5m - £10m



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www.oion.co.uk



TVIN
www.tvin.co.uk



oei
www.oei.co.uk

What is a Business Plan

It's a statement of intent

- What you are planning to do and how you are going to do it
- What your goals, aims and objectives are

It's a "shopping list"

- Details what resources you will need
- People, equipment, skills and cash

It's a check list

- Clarity of thought
- Things that need doing along the way

It's a document for ...

- Funders
- Management, staff, owners and employees
- Competitions



7 signs of a successful business model

- Scalable
- Switching costs for clients are high
- Recurring revenues... recurring revenues
- Protection from competition
- Get others to do the work
- Game Changing Cost Structure
- Earn before you spend



Financing Bottom Lines: Company

- Companies won't get money just because they need it
- Companies must be credit-worthy or investment ready
- Companies must be commercially viable
- Companies must have the ability to “feed the funding”,
Finances must look good:
 - Profit is helpful
 - Revenues are essential in projections
 - Cash is best of all
 - Good ideas are just ‘hot air’
- Go to the right source at the right time with the right story
- Get a targeted introduction

Remember : NEED FOR MONEY ≠ INVESTMENT READINESS



Tips to achieve funding

- More difficult to attract funding when you really need it
- Plan to fund raise well in advance
- Take advice from people who have done it for businesses similar to yours
- Work out how much and what sort of funding you will require
- Work out who is appropriate to approach
- Provide them with the information they are looking for, in the format they want



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oei
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Venture Investment

- Whether it is angel investment or VC investment the basic principals are the same
- Three steps:
 - Determine the risks to be addressed by the money to be raised
 - Determine how much money that will take
 - Determine the value of the company before the investment

Each round of investment must provide enough capital to support a business plan that gets the company to the next stage defined by the investor risks you reduce.



Get in touch

If you need any information or advice about running your business, we can help.



Online

bbf.uk.com

bbf.uk.com/brexit



Hotline

For all business enquiries

01494 927130

Keep building your network in Buckinghamshire



bbf.uk.com



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[/BuckinghamshireBusinessFirst](https://www.facebook.com/BuckinghamshireBusinessFirst)



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on LinkedIn