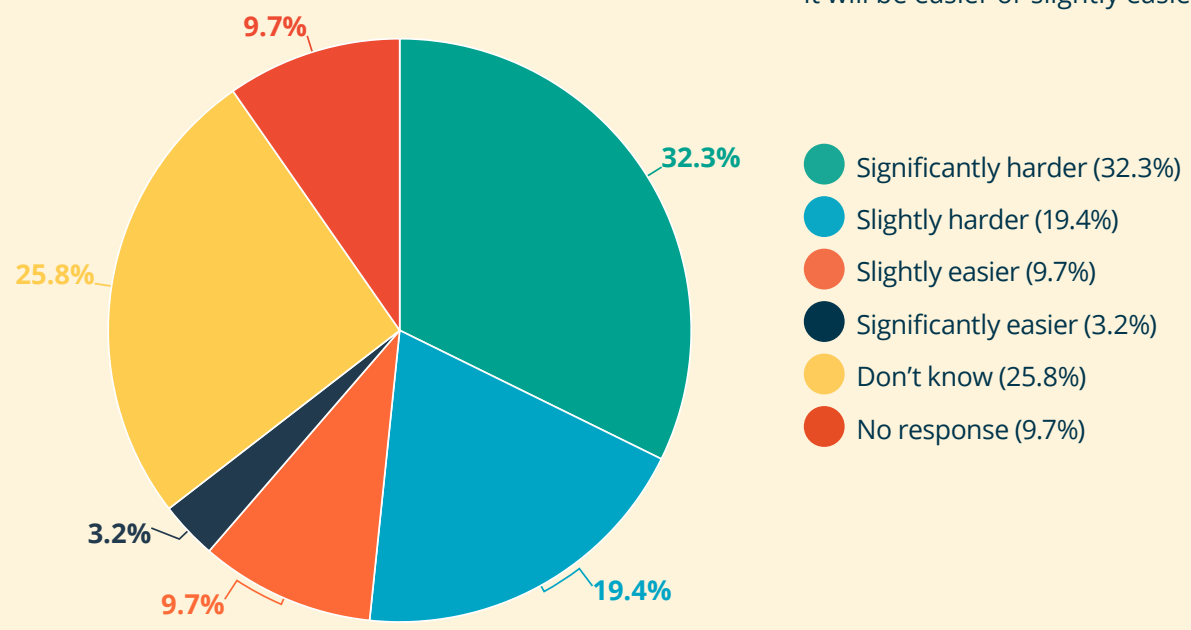


Will Brexit make it easier or harder to trade overseas?



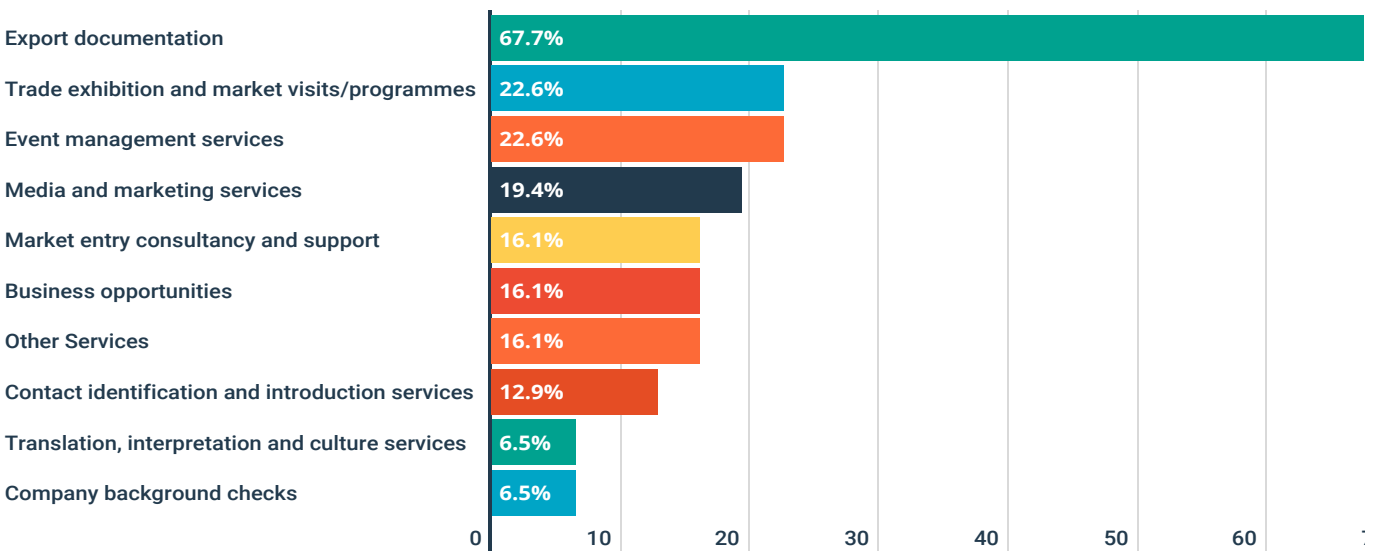
Results Show
32.3% of respondents think that it will be significantly harder to trade internationally as a result of Brexit, 19.4% think it will be slightly harder. 25.8% don't know how easy or difficult it will be to trade internationally whereas 12.9% think it will be easier or slightly easier.



International Trade 2020 Survey

What services will be most beneficial to your business in future?

Results Show
Key areas of focus for respondents are support with export documentation (67.7%), trade visit programmes (22.6%), event management services (22.6%), media and marketing (19.4%), market entry and consultancy support (16.1%), business opportunities (16.1%) and contact identification and introduction services (12.9%).



The results of a recent international business survey amongst Doncaster Chamber members shine a light on the scale of activities- and the potential impact of Brexit - amongst Doncaster businesses.

Released by Doncaster Chamber of Commerce and Industry, the research is based upon surveys completed with 142 Doncaster businesses.

Conducted at the outset of COVID-19, the survey paints a reasonably robust picture, with most respondents who trade internationally at least maintaining and often growing both import and export activity over the past year. However what is clear from the survey is that the EU as a market remains critical to our exporters. With over 70% already engaged with, and over 80% of those actively targeting the EU as a market, a clear and favourable Brexit deal is essential.

It is noticeable that withdrawal from the EU itself does not drive export strategy for

the vast majority of respondents, with only 13% citing it as a determining factor. Market opportunity, in the form of customer demand and potential profits remain the key drivers, which is as it should be. The task for all of us is to ensure those opportunities not only survive, but thrive.

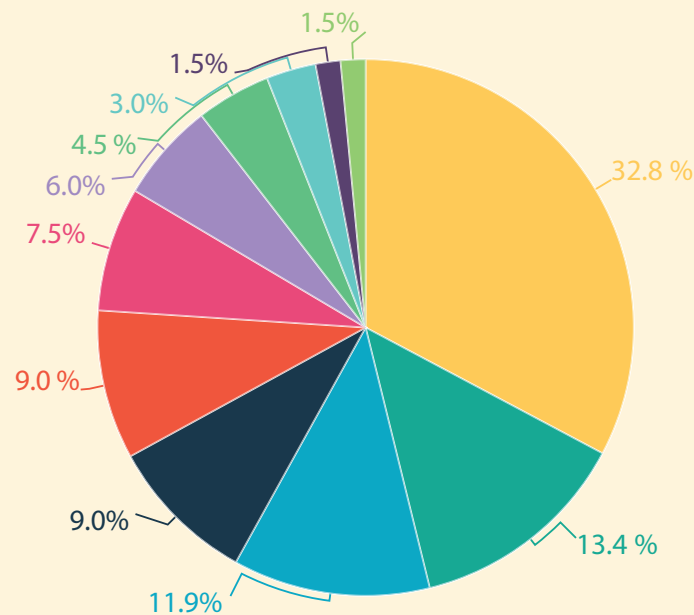
The Government must take decisive, large scale actions to support companies in the post-Brexit world, as it has been doing in response to Covid-19, and deliver on investment pledges to level up and re-ignite the region as a great place to do business. Above all, the government must secure an exit deal that supports continued access to trade and creates opportunities for fresh economic growth.

As this survey was conducted during the outbreak of COVID-19, it is possible that were we to run it again now the outcomes would be very different. It is imperative that the Government acts fast to help businesses recover and creates a level of certainty as the UK finalises EU withdrawal.

What is your main business activity?

(Exporters)

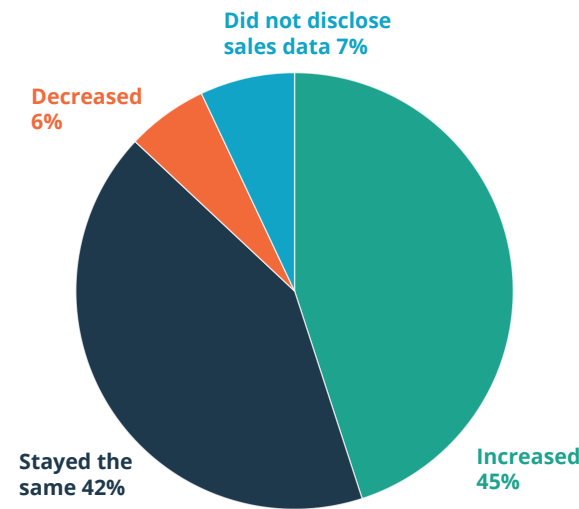
- Manufacture of other goods
- Declined to respond
- Professional services
- Other services
- Retailing/wholesaling
- Transport and distribution
- Marketing/Media
- Manufacture of electronic or IT goods
- Consumer services
- Production of raw materials
- Public or voluntary services



Results Show

The largest proportion of respondents are manufacturers of other goods at 32.8%, followed by Professional Services at 11.9%.

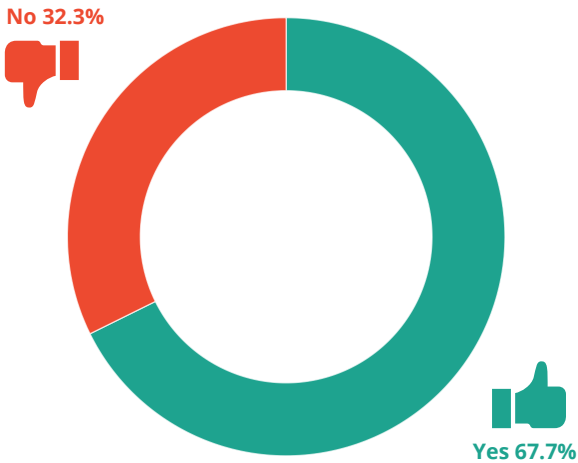
How have your export sales changed over the past year?



Results Show

87.1% of respondents have either increased or maintained their export sales. Only 6.5% have experienced a decrease.

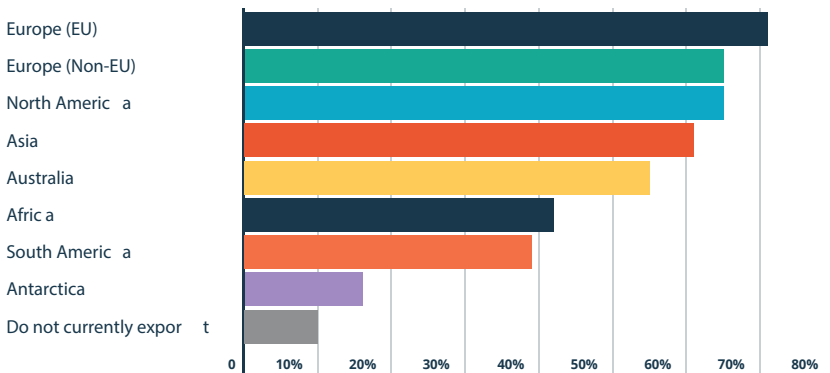
Are you actively pursuing export markets?



Results Show

Over two thirds of respondents are actively pursuing new export markets.

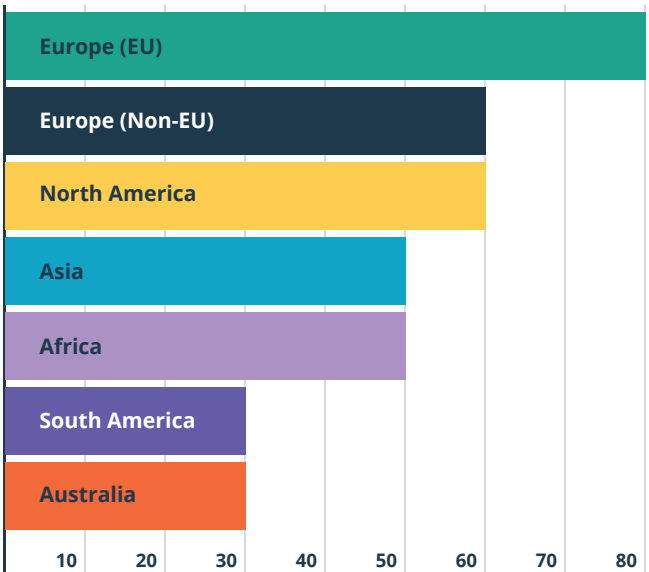
Where do you export to?



Results Show

71% of respondents export to the EU in Europe, though 64.5% also export to non-EU European nations. Over half export to the US (64.5%), Asia (61.3%) and Australia (54.8%). 9.7% of respondents export to all 7 continents.

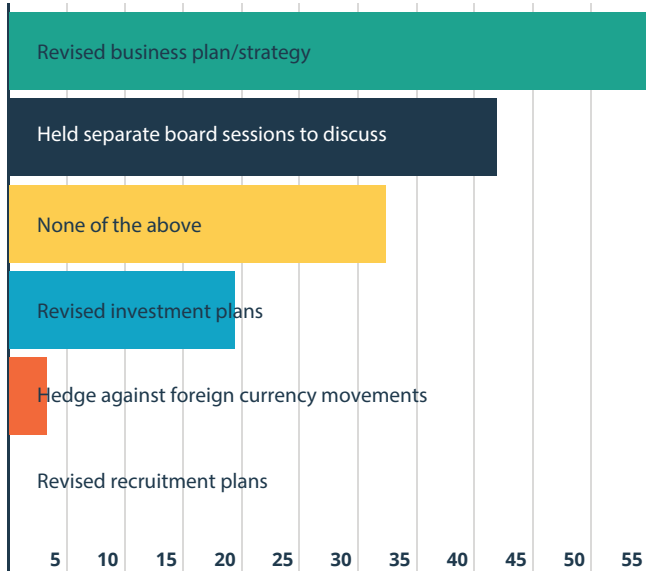
What are the export markets you are actively pursuing?



Results Show

Respondents actively pursuing export markets are targeting primarily European EU states at 80.0%, Non-EU European states (60.0%), in addition to the US (60.0%). Half of respondents are also actively pursuing Asian and African markets.

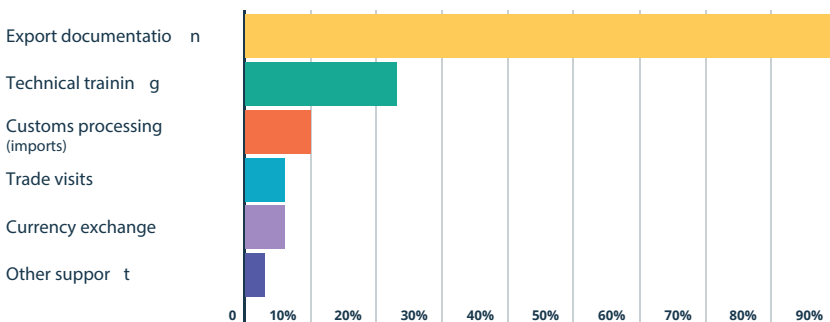
What has your business chosen to do as a result of the EU referendum result in 2016?



Results Show

Over half of respondents have revised their business plan/strategy (54.8%), 41.9% held specific planning meetings with boards to make arrangements. 19.4% have revised their investment plans. 32.3% have made no revisions at all.

Which international trade services do you currently use?



Results Show

The key service that respondents use are export documentation (90.3%), training services (22.6%) and customs processing services (9.7%). Less than 10.0% use other available services.