



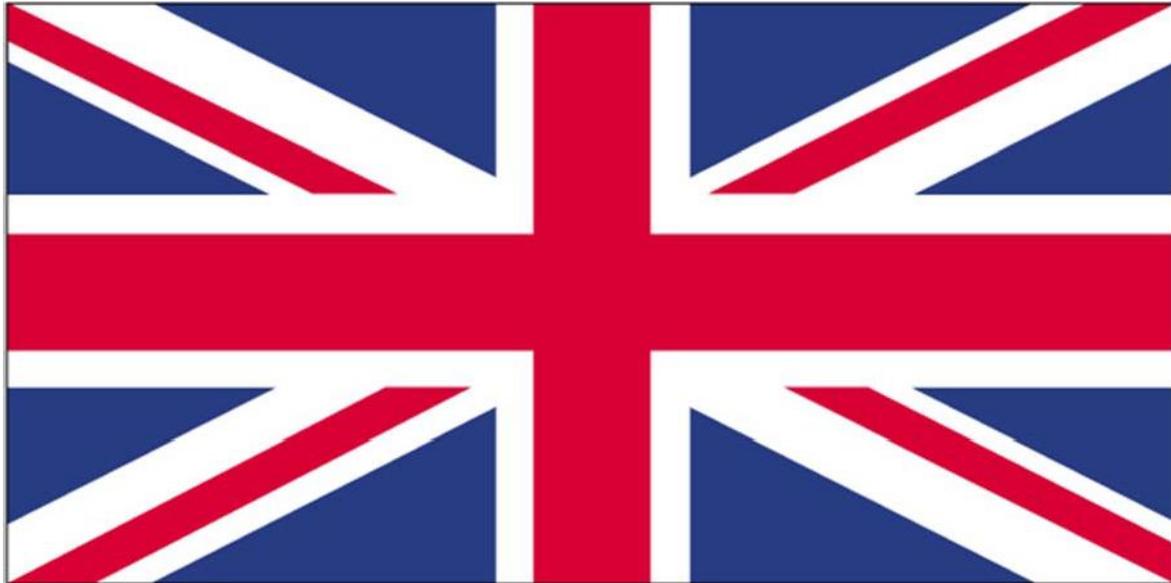
EXPORT & TRADE EVENTS UPDATE - October 2019 Virginia and Washington, D.C.

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Spotlight Country: United Kingdom



The **United Kingdom (U.K.)** is composed of four countries: England, Scotland, Wales, and Northern Ireland, all of which (with the exception of England, where the central government resides) have devolved governments. It has a land area roughly the size of Oregon and a population of around 65 million people, 84% of whom live in England, 8% in Scotland, 5% in Wales, and 3% in Northern Ireland; it is the 22nd most-populous country in the world, and roughly 84% of citizens of the U.K. live in an urban area. The majority language throughout the U.K. is English.

The economic relationship between the U.S. and U.K. is robust. The United Kingdom is the largest market in the world for U.S. service exports, and the largest in Europe and 5th largest in the world for U.S. goods exports. Currently there are relatively few trade barriers, and 43,000 U.S. companies exported goods and services with a total value of around \$140.8 billion in 2018. With no language barrier, England is the top location in Europe for U.S. regional headquarters targeting Europe, the Middle East, or Africa, with more than 7,500 U.S. companies housing regional offices there.

The UK is the number one overseas market for travel to the United States, with four to five million UK travelers visiting the United States each year. British travelers are estimated to contribute over \$12 billion to the American economy annually.

The U.K. economy grew by 1.4% in 2018, a modest deceleration from previous years, reflecting uncertainty caused by the Brexit vote and what it will mean for the U.K.'s economic future in the region. Some observers expect the economy to weaken slightly in 2019 if a no deal Brexit takes place, as consumer confidence could be suppressed by factors such as rising inflation and potential currency fluctuations. However, an end to Brexit negotiations will create greater certainty in the relationship between the U.K. and the E.U. and may enable companies to work in the U.K. with more confidence.

Leading Sectors for U.S. Exports to the U.K.: *Aerospace Products, Agricultural Products, Cyber Security, Medical Equipment, New Build Civil Nuclear, certain consumer goods (such as Pet Products), Smart Grids, Sustainable Construction, and Travel & Tourism.*

Leading Sectors for U.S. Exports in the United Kingdom: Aviation, defense, energy, food products, healthcare, ICT, infrastructure.

Read more about doing business in the United Kingdom by visiting the extensive [Country Commercial Guide](#) or one-page [Fact Sheet](#).

Featured Events

Discover Business Opportunities in the Indo-Pacific Region. Learn about doing business in the lucrative Asian markets of Japan, South Korea, and Thailand. Meet with U.S. Commercial Service Officers right here in Maryland.

Access Asia Maryland



Nov. 4, 2019 - Explore Export Opportunities in Japan, Korea, & Thailand

Monday, November 4th 9:00AM - 2:00PM

**Howard County Economic Development Authority
6751 Columbia Gateway Drive Columbia, MD 21046**

Agenda

9:00 am - Registration and networking breakfast

9:30 am - Country briefings

11:30 am - Networking lunch

12:00 pm - Pre-scheduled one on one appointments with Commercial Officers

2:00 pm - Program conclusion

Event is open to all DC & Virginia firms!

Register Now

Advanced registration required by Wednesday, October 30, 2019.

After registration please contact Jolanta Coffey via email to request one on one appointments with Commercial Officers. Jolanta.Coffey@trade.gov



Japan

- U.S. exports to Japan reached \$121.1 billion (2018).
- 3rd largest economy in the world after the U.S. & China.
- 4th largest importer of U.S. products.
- Provides strong protections for intellectual & real property rights.
- Top export sectors: Agriculture, Aircraft/Related Parts, and Cloud Computing.

[Learn more about the Japanese market.](#)



Korea

- Korea is a promising market for U.S. Exporters.
- GDP over \$2 trillion (3rd in East Asia/11th worldwide).
- Trade valued at 90% GDP.
- Expansion hub to other markets in ASEAN and the Middle East.
- Top export sectors: Aerospace, Agriculture, Cyber Security, and Cosmetics.

[Learn more about the South Korean market.](#)



Thailand

- U.S. exports of goods to Thailand valued at \$12.6 billion (2018).
- 9th largest export destination for U.S. companies.
- Infrastructure spending a priority for the Government of Thailand.
- Top export sectors: Aerospace & Defense Equipment, Construction & Transportation Equipment, and Medical Devices & Healthcare Products.

[Learn more about the Thai market.](#)

Trade Winds 2020



SAVE THE DATE
APRIL 20-27, 2020

HONG KONG
JAPAN KOREA THAILAND VIETNAM

The largest annual U.S Department of Commerce-led Trade Mission is headed to Hong Kong and the Indo-Pacific **April 20-27, 2020**.

Sign up to [receive e-mail updates](#) so you'll be the first to know when registration opens September 3, bookmark [our event page](#) to keep checking back for additional updates, and contact TradeWinds@trade.gov for more information about the 2020 program.

What to know more about the Trade Winds Experience? See highlights from last year's program:



U.S. Commercial Service & Partner Trade Events



AMCHAM BUSINESS SUMMIT 2019

4-5 NOVEMBER 2019
UN COMPLEX, GIGIRI

The 2-day Summit presents American and local companies an opportunity for enhanced business-to-business and business-to-government engagement.

Participate in high-level sector focused roundtables, private one-on-one meetings, country doing business forums, exhibitions, networking sessions and so much more! There are endless possibilities to meet your business objectives.

REGISTER NOW

SUMMIT PASS
\$300

EXHIBITORS
\$800



HEALTH



MANUFACTURING



ENERGY



AGRIBUSINESS



INFRASTRUCTURE



TECHNOLOGY

SUMMIT PROGRAM

MONDAY NOV 4, 2019	TUESDAY NOV 5, 2019
Summit Expo & Soko	Summit Expo & Soko
Opening Plenary	Doing Business with Country Forums:
Panel: Ministers/CEOs	Doing Business with USA Forum
Panel: Prosper Africa	Sector Forums
Panel: Africa Continental Free Trade Area	Deal Connect
Deal Connect: B2B, B2G deal making sessions	Interactive Panels
Official Cocktail Reception	Closing Reception



The World's First Cross-Border FinTech Event

4-8 November 2019 - AsiaWorld Expo - Hong Kong - Shenzhen

www.fintechweek.hk

What is Hong Kong FinTech Week?

10,000+ Attendees

4000+ Business Matches

150+ Exhibitors

250+ Speakers

15 Overseas Delegations

60+ Economies

What's happening at FinTech Week 2019?

- › **FinTech Conference & Exhibition** - Thematic zoning and mini conferences across key FinTech verticals
 - › **Shenzhen Day** - Deep dive into Mainland China FinTech / TechFin companies
- › **Global Conversation** - Founders & CEOs from the world's most exciting FinTechs take the stage
 - › **Deal Floor** - Dedicated business matchmaking in the Deal Floor using the event App

Why should international companies attend?

Explore **Hong Kong** as a potential market, and launchpad to wider Asia



Showcase your country's **cutting-edge technology** to global investors

Gain deeper understanding of **Mainland China** technological innovation & **business opportunities**



Gain exposure and raise your **company profile** to over 10,000 global attendees



**Be part of the U.S. Pavilion at AfricaCom Nov 12-14, 2019
Cape Town, South Africa**

For the first time, AfricaCom is happy to welcome U.S. based SME's interested in the Sub Saharan market to exhibit under the U.S. pavilion.
A fantastic opportunity to showcase your products & services in the areas of IoT, Cybersecurity, AI, Fintech, Data centers and much more in a dedicated exhibit area with branded pods.

For hotel bookings at the Radisson Blu Hotel and Residence, 22 Ribbeck Street, Cape Town, South Africa Use the following link:
[US Consulate Booking](#)

Now is the time to consider entering the South Africa and sub Saharan African markets.

U.S. firms interested in attending AfricaCom can take advantage of the favorable package presented by the U.S. Department of Commerce and AfricaCom in the U.S. pavilion for a new price of only \$3,500 USD (+15% VAT) which includes:

<ul style="list-style-type: none"> • Branded 2m x 1m pod in US Pavilion zone, including • Branded panel with your corporate message/logo • High table + 2 x stools 	<ul style="list-style-type: none"> • Power & Wifi connection • 2 full access delegate passes (including conference & expo access + lunch) • Access to networking app 	<ul style="list-style-type: none"> • Company logo & profile to feature on Africa Com website & in onsite networking app • Invitation to Africa Com & Tech networking events • Welcome reception and networking event
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To discuss opportunities please contact
Commercial Specialist, Kirsten Bell
Kirsten.Bell@trade.gov
or the show organizers directly
James.Bull@KNect365.com

For more information contact: Pompeya.Lambrecht@trade.gov | 703.235.0102

Worried about overseas buyer nonpayment? Want to increase your export sales? Visit our office on Thursday, November 21st at 10:00 am!



Are you interested in learning how the U.S. Commercial Service (USCS) of the Department of Commerce can assist you to pursue international sales? Need help with overseas buyer financing or accessing additional credit? The [U.S. Commercial Service \(USCS\)](#), [The Export-Import Bank of the U.S. \(EXIM\)](#) and the [Small Business Administration \(SBA\)](#) have programs designed to take the worry out of exporting.

The USCS can help you identify your top overseas markets and find qualified buyers or business partners overseas. With **EXIM's** export credit insurance you are protected from the commercial and political risks that the private sector is unable or unwilling to accept, and the working capital loan guarantee program provides the cash you need to fulfill international orders. With SBA financial assistance programs, you can meet key financing needs, including debt financing, surety bonds, and equity financing. Working with these three U.S. government agencies will give you a competitive edge to win more international sales.

Sandra Collazo from the U.S. Commercial Service, Elizabeth Thomas from EXIM and William Houck from SBA, will be at the Commercial Service office in Rosslyn to meet with Virginia and Washington, DC exporters.

Thursday, November 21st – **10:00am to 11:00am** - Group presentation: "Overview of Commercial Service, EXIM and SBA" (for new-to-export firms)

To RSVP for the November group presentation or if you are an experience exporter and wish to schedule a separate one-on-one meeting to discuss in-depth trade assistance, please contact Sandra Collazo: Sandra.Collazo@trade.gov

Address: [U.S. Commercial Service Northern Virginia and Washington, D.C. office](#) 1501 Wilson Blvd. (entrance to building on N. Oak St.) Suite 1225, Arlington, VA 22209

2020 SelectUSA Investment Summit



The [2019 Investment Summit](#) was an incredible success; it brought together 3,100+ business leaders and economic development officials from 79 global markets and 49 U.S. states and territories. More than 3,200 matchmaking meetings were confirmed, three new investment announcements were made that will create 135 jobs, and 65+ global companies joined Secretary Wilbur Ross and White House Advisor Ivanka Trump to sign the Pledge to America's Workers.

The 2020 SelectUSA Investment Summit will build on the success of this year's event, including a return of the SelectUSA Tech program, Industry Row, and the dynamic mobile networking app. Topics ranging from infrastructure to workforce development will once again feature prominent industry experts and government officials.

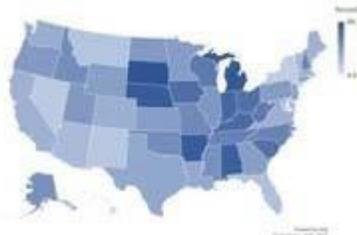
The SelectUSA Investment Summit promotes the United States as the world's premier investment destination and connects qualified foreign firms with U.S. economic development organizations (EDOs) to facilitate business investment and job creation.

In short: You don't want to miss it.

Registration will be open later this year. See what was covered at the 2019 Summit [here](#).

Blogs

The Intersection of Manufacturing & FDI: Job Creation



Earlier this year, SelectUSA released a report titled [Reinvesting in the USA: A Case Study of Reshoring and Expanding in the United States](#). It profiled six examples of U.S.-based businesses that chose to reshore or expand operations in the United States rather than abroad. Each of these companies had a positive impact on the U.S. workers they employed and the communities surrounding

them – the kind of real-world details about manufacturing that can often get lost in macroeconomic analysis.

Re-selecting the USA

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Where is manufacturing FDI going in the United States?

FDI in the manufacturing industry supports jobs in all U.S. states, territories, and the District of Columbia. Not surprisingly, the states with the highest levels of employment supported by manufacturing FDI are some of the most populous in the nation: California (where approximately 200,000 FDI manufacturing jobs are supported – the highest tot