

**A WORKSHOP FOR  
BUSINESSES IN  
FOOD AND DRINK,  
AGRI-TECH AND  
THE BIO-ECONOMY**

TUESDAY  
MARCH 23 2021  
14:00 – 15:15

**BUILDING ON  
THE UK-EU  
TRADE  
AGREEMENT**

REGISTER FOR  
YOUR FREE TICKET  
HERE

FOR  
BUSINESSES  
BASED IN  
WEST YORKSHIRE  
OR YORK  
AND NORTH  
YORKSHIRE



**23<sup>th</sup> March, 2021**

**Karl Dalglish, Director Kada Research**



## **PART 1:** **Introductions**

### **Introduction:**

**5 minutes**

#### **Speaker 1:**

**Jennie Holdstock/  
Amanda Potter,  
West Yorkshire  
Combined Authority**

**Overview of our work  
and workshop contents**

**Research highlights**

**15 minutes**

#### **Speaker 2:**

**Karl Dalgleish, Director,  
Kada Research**

## **PART 2:** **EU Exit and Global Trade**

### **EU Exit**

**What just happened! What must  
businesses consider?**

**What support is there?**

**15 minutes**

#### **Speaker 3:**

**Mike Stokes**

**Trading challenges and opportunities in  
a post Brexit world (Food and Drink)**

**10 minutes**

#### **Speaker 3:**

**Victoria Boldison**

**Food Drink, Agri and Bio Economy  
global context**

**EU-UK T&CA: Implications and impacts**

**Implications, Opportunities and  
Considerations**

**The emerging shape of FTAs**

**10 minutes**

#### **Speaker 4:**

**Mark Beresford**

## **PART 3:** **Discussion**

### **Discussion:**

**Questions for panel**

**Share your  
experience of  
the new trading  
conditions or new  
opportunities you  
are thinking about**

**Tell us what help  
businesses need**

**20 minutes**

#### **All plus**

**Safiye Ozcan, Kada  
Research**

**Luis Mullet Agritech  
Trade Specialist (TBC)**

# Overview of our work

Commissioned in November to assess the outcomes from the UK's departure from the EU and maximise international opportunities.

EU exporter survey

Trade and inward  
investment statistics  
for WY and Y&NY

Follow-on  
interviews,  
case studies  
and EU exit  
video diaries

**Purpose:** share and discuss emerging priorities of relevance to those involved in trading with the EU and beyond and inform the business support.

# EU Exit Business Preparedness Survey Headlines\*

## Most Relevant Issues and Concerns



**Top 3 EU Exit relevant issues**

Maintaining customers and suppliers (83%), taxes, tariffs and VAT (80%), new customs duties/regulations (76%).



**Top 5 business concerns**

Lack of clarity (77%), costs (62%), dependency on supplies (56%), complexity (53%), supplying EU on time (51%).



**Top 3 preparation challenges**


Uncertainty (77%), lack of applicable information (52%), lack of information or expertise (44%).




**Top 3 barriers to working with EU businesses**

Increased costs of trade, changes to rules and regulations and loss of frictionless trade (75%, 62%, 62%).

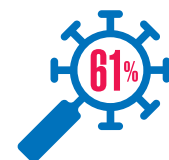
## Preparations and Markets



49% 'totally' or 'mostly' prepared, 35% somewhat, 13% 'not prepared' or 'totally unprepared' (3% n/a).



19% addressed all EU Exit issues, 35% majority, 15% major issues, 15% some issues, 16% no measures at all.




61% EU preparations not affected by Covid-19



26% exploring international markets including North America, Asia and Africa (10%, 7% and 6%).


## Information and Support




44% could not find information needed, 37% found 'some' or 'all'



43% of LCR and 39% of Y&NY businesses would like more info



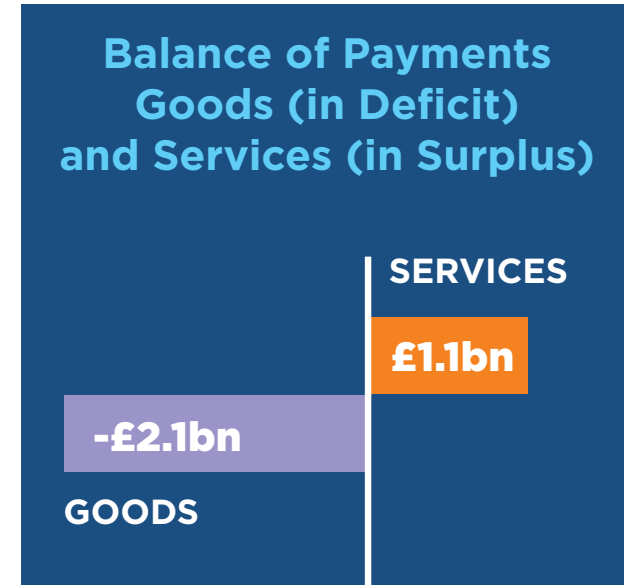
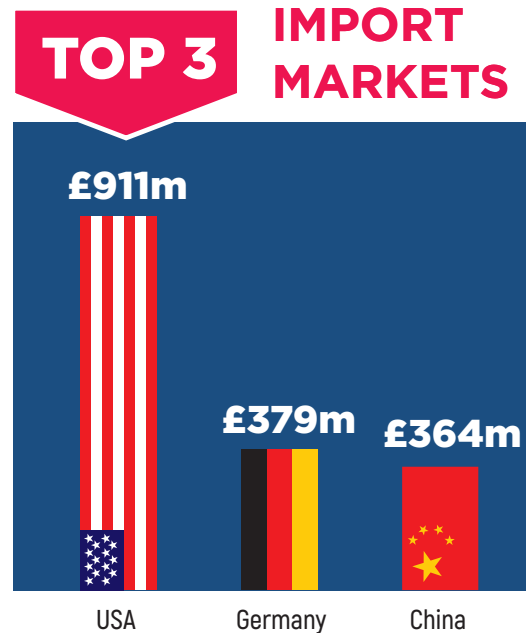
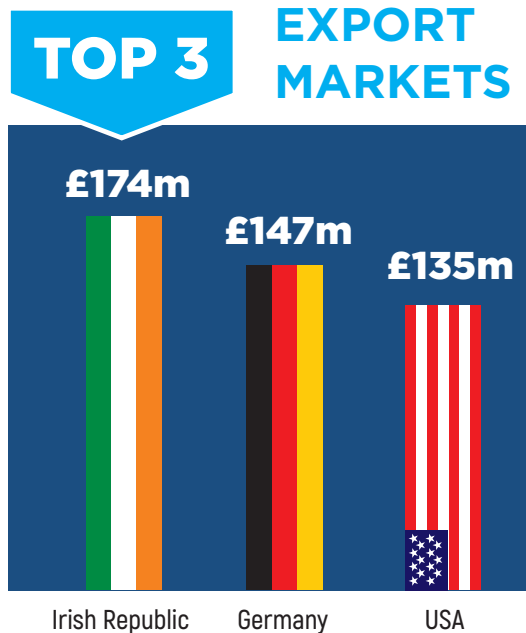
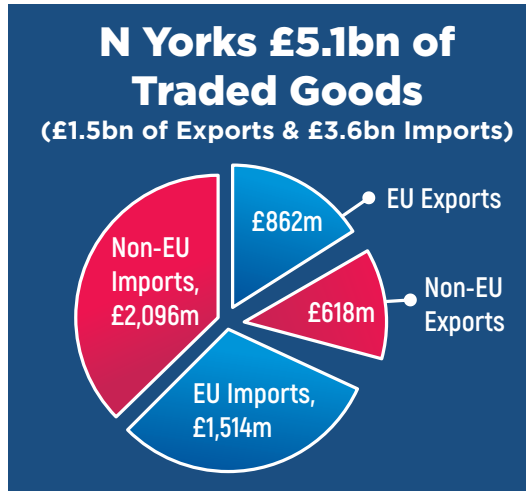
66% requested on-line tools



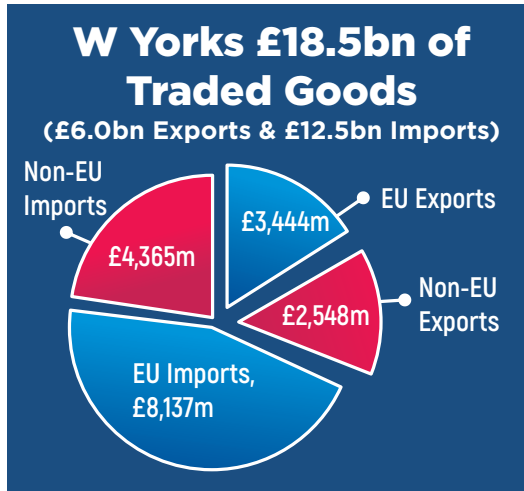
Hot topics: customs, travel, trade (43%, 37%, 36%)

\*Conducted by Kada Research Ltd in December 2020 with 151 businesses trading with the EU or thinking about it. 97 responses from the Leeds City Region (LCR) and 54 from York and North Yorkshire (Y&NY).

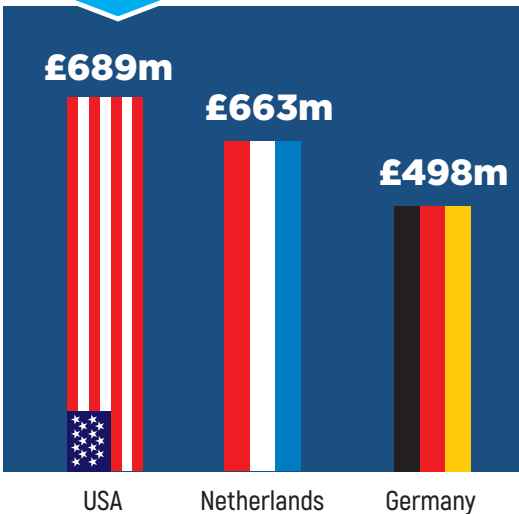
# North Yorkshire International Trade Headlines including EU Exposure



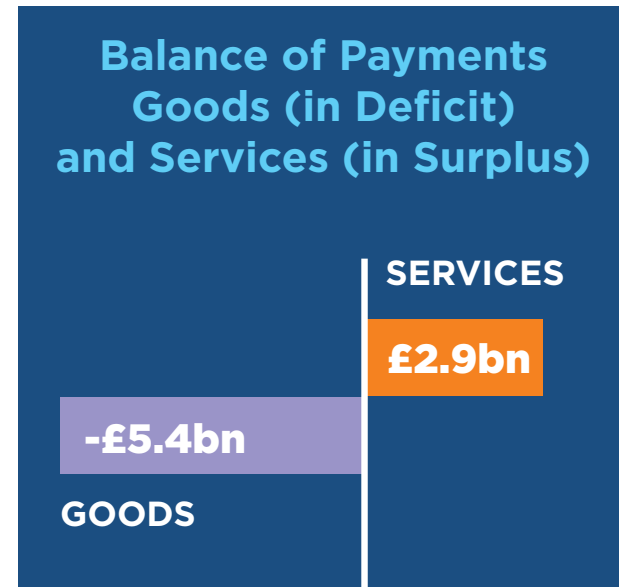
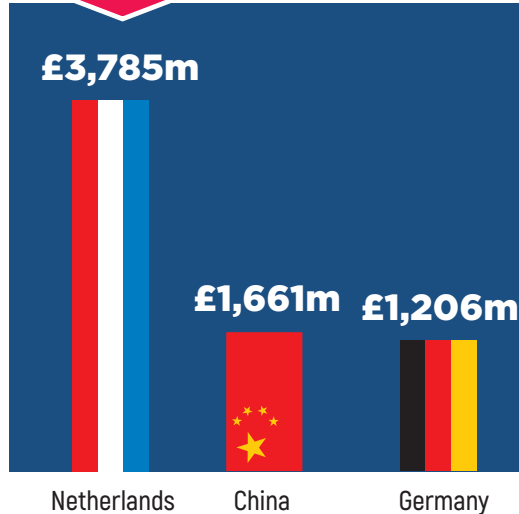
# Leeds City Region International Trade Headline including EU Exposure



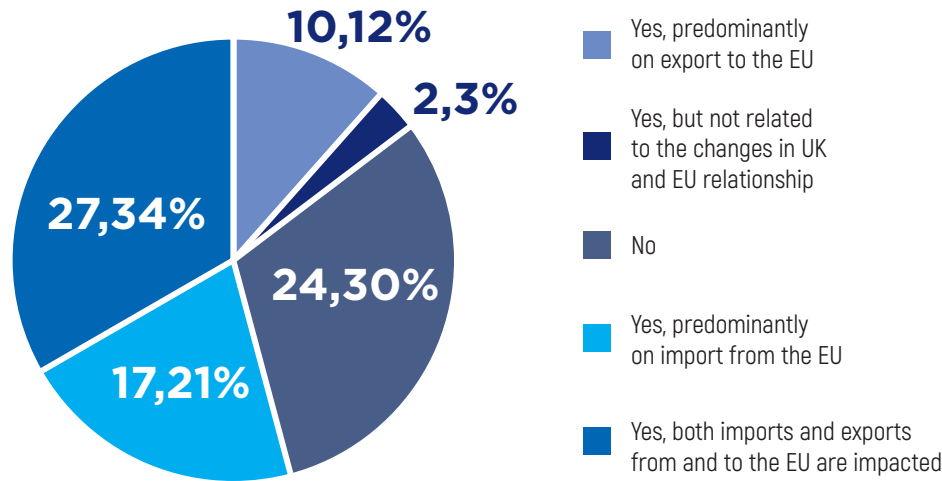
## TOP 3 EXPORT MARKETS



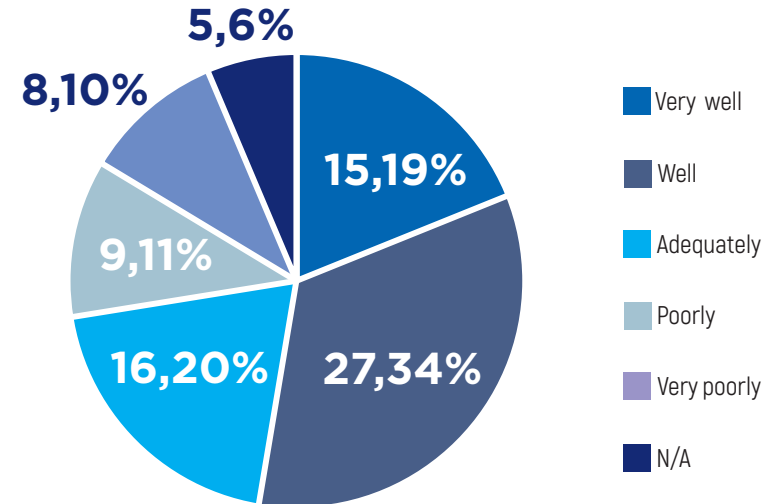
## TOP 3 IMPORT MARKETS



## What's happened in West Yorkshire since January?



## How well are you managing the new relationship?



## Actions taken since the UK's Exit from the EU





# EU Exit barrier relevance size and industry

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**Increased costs of exporting or importing goods/services** were most relevant for:

- Larger (+£5m turnover) and smaller (<£50k, between £50-£100k) businesses;
- **Agri-Tech**, Advanced Manufacturing, Health and Life Sciences sectors.

**Loss of frictionless trade** was most relevant for:

- Larger (+£5m turnover) and smaller (<£50k, between £50-£100k) businesses;
- **Agri-Tech, Food and Drink**, Health and Life Sciences.

**Keeping abreast of rules and regulations** was:

- Relatively similar across all business sizes;
- Most relevant for **Food and Drink** as well as Digital and Creative businesses.

**Access to markets** was most relevant for:

- Smaller businesses, and least relevant for larger businesses;
- **Agri-Tech**, Finance and Professional Services.



# What are businesses telling us about the effects?

EU Customs clearance and documentation is a challenge. “Customs declarations are a pain but generally we have started exporting well since the EU exit.”

Increased freight and shipment costs.

Those with a strong client base continuing to see orders. “If you make the right product at the right price, people will continue to buy it.”

“The delays are causing problems for us and this is a barrier for our inward/outward supply chain.”

Many anticipate issues will settle down.

It is difficult to differentiate whether issues are caused by Covid or Brexit. It is more difficult to get imports from Europe via a short-notice ‘one-off transportation’.

“Costs are in time, efficiency, resource and trade in our exports.”

UK businesses are struggling to get arrangements for short-notice transport.

Problems with courier capacity and paperwork. “We’ve had parcels stuck in Poland for 2 weeks. Previously it would have taken 2 days.”

“We have to spend lots of time calling couriers asking for details and figuring things out.”

VAT is causing confusion.

NI and Ireland challenges. “Irish buyers have low motivation to buy from UK companies at the moment due to the extra requirements.”

# What are businesses telling us about the support?

**Consistent advice is needed.**

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**“A direct point of call who can give you direct access or referral to specific knowledge.”**

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**“Online is ok. Conferences are good, we read all information. We want to be able to interact and have someone that we can talk to who can offer us 1-2-1 expert advice.”**

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**“The Government was sending emails. That information was good and I thought it was a good job considering the uncertainty.”**

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**“We need more advice about exporting and what we are doing. We are stumbling through.”**

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**“When little things go wrong, we haven’t been able to access specific enough support that we need.”**

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**“In terms of business support, we will be looking to receive practical advice from our forwarders, as they are the people handling our work on the ground. We also take advice from our accountants on finance related topics.”**

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# Preparations (Business insights)

- “There are so many Government departments putting their views forward, it can be overwhelming. We would like an advisory service that looks specifically at our business and provides bespoke advice.”
- “Lack of capacity is a key issue for us as we are a microbusiness.”
- “We have a strong customer-base overseas, and whatever happened with the EU exit we were going to make it work.”
- “We felt totally prepared and nothing has changed.”
- “We tried to keep a limited supply chain in the past, but after Covid-19 we have bolstered our supply in order to limit the risk of supply chain breakages due to covid. So we put in place stocks for Covid-19 and the UK’s Exit from the EU, to build up our resources.”
- “The company has allocated specific budget and a dedicated team that focuses on the the UK’s Exit from the EU.
- “We were prepared and found everything that was relevant before EU Exit.”
- “We did stockpile before The UK’s Exit from the EU.”
- “Without Covid-19, we would have been able to communicate more efficiently with suppliers, and sort out our problems and prepare better for the UK’s Exit from the EU.”
- “People were trying to prepare with limited information, and now the deal has been announced, we need updated support.”
- “Part of our group is based in Europe with warehouse facilities. We moved a lot of our goods to these warehouses and this cut costs on small volume orders.”

# Discussion

**Share your experience of  
the new trading conditions  
or new opportunities you  
are thinking about**

**Tell us what help businesses  
need and how it should be  
delivered**