



A survey* of 975 UK businesses – 92% of whom are small and medium-sized enterprises (SMEs) – carried out by the British Chambers of Commerce, in partnership with DHL Express, has found:

- 54% of businesses say smoother customs procedures are the key to boosting UK exports
- 42% favour lowering tariffs, while 35% said there is a need to reduce regulatory barriers, and 29% want better support for smaller businesses
- Overcoming the new requirements of the TCA has encouraged one-in-ten (9%) UK exporters to Europe to trade with new non-EU markets

Percentage of respondents citing the following as priorities for future UK trade deals (n=973)

Smoother customs procedures 54%

Lowering tariffs 42%

Reducing regulatory barriers 35%

*975 participants took part in the online survey of whom 92% were SMEs (businesses with fewer than 250 employees). Approx. 38% were manufacturers, 26% were B2C service firms and 37% were B2B service firms. 55% of respondents reported that they export internationally. The fieldwork for this survey was conducted online between 11 July and 11 August 2022.

61% of UK exporters to the EU say they are able to meet the requirements of the UK-EU Trade & Cooperation Agreement (TCA) (n=331)

‘Has the process of meeting the requirements of the TCA prepared you to trade with other non-EU markets that may require similar rules?’ (n=197)



William Bain
Head of Trade Policy
BCC

“Our findings highlight the real priorities traders have for UK trade negotiations with partners across the world, and other trade policy developments. Faster customs processes, tariff reductions, removing technical barriers to trade, focused support for SMEs’ easier labour mobility, and mutual recognition of professional qualifications are the top six issues for the UK’s SME exporters

For traders exporting to the EU, speed, efficiency and reduced hassle are even more to the forefront of their minds. The BCC has a plan to cut red tape on UK-EU goods movements. We also have ambitions to boost UK exports across our key global markets through new Single Trade Window developments and trade negotiations.”



Ian Wilson
CEO UK and Ireland
DHL Express

“Businesses have been through enormous challenges over the last two years, but they have shown incredible resilience. During times of economic uncertainty, having presence in a number of markets is an effective way to minimise risk, so we need to ensure that UK businesses are encouraged to keep looking for international trade opportunities.

While international trade can be challenging, businesses don’t have to go it alone. We can see from the research that most businesses aren’t aware of what FTAs could mean for them. It’s in everyone’s interest for them to succeed overseas, so we want exporters to feel empowered to talk to government, their trade bodies and businesses like ours about what support they need.”