

United Kingdom's Top Trading Partners

APRIL 2, 2019 BY [DANIEL WORKMAN](#)



Comprised of England, Northern Ireland, Scotland and Wales, the United Kingdom is a sovereign state situated across from continental Europe's north-western coast.

The United Kingdom shipped US\$484 billion worth of products around the globe in 2018 according to the latest statistics from the International Trade Centre. That dollar amount represents a -5.3% decline since 2014 but a 9.5% year-over-year gain from 2017 to 2018.

From a continental perspective, 54.2% of UK exports by value were delivered to other European trade partners (that percentage compares with 46.6% going to European Union members). Another 23.1% was sold to Asian importers while the United Kingdom shipped 15.2% worth to North America.

Smaller percentages went to Africa (2.3%), Oceania (1.5%) led by Australia and New Zealand then Latin America (1.3%) excluding Mexico but including the Caribbean.

Below is a list showcasing 15 of United Kingdom's top trading partners in terms of export sales. That is, these are countries that imported the most UK shipments by dollar value during 2018. Also shown is each import country's percentage of total UK exports.

1. United States: US\$64.4 billion (13.3% of total UK exports)
2. Germany: \$47 billion (9.7%)
3. Netherlands: \$33.3 billion (6.9%)
4. France: \$31.8 billion (6.6%)
5. Ireland: \$28.3 billion (5.9%)
6. China: \$27.5 billion (5.7%)
7. Switzerland: \$25.4 billion (5.2%)
8. Belgium: \$19.1 billion (4%)
9. Italy: \$14.1 billion (2.9%)
10. Spain: \$13.9 billion (2.9%)
11. Hong Kong: \$10.3 billion (2.1%)
12. United Arab Emirates: \$10 billion (2.1%)
13. Turkey: \$9.5 billion (2%)
14. Japan: \$8.3 billion (1.7%)
15. South Korea: \$7.8 billion (1.6%)

Approaching three-quarters (72.5%) of UK exports in 2018 were delivered to the above 15 trade partners.

https://en.m.wikipedia.org/wiki/List_of_the_largest_trading_partners_of_United_Kingdom

Below are United Kingdom's biggest exports-related companies organized by asset value. Shown within parentheses is the primary industry in which each company operates. Also shown is the change in asset value as of December 2018 compared to May 2017.

1. BP (oil, gas): US\$275.3 billion, up 4.6% from 2017
2. British American Tobacco (tobacco): \$190.8 billion, up 288.6%
3. Rio Tinto (diversified metals & mining): \$95.7 billion, up 7.2%
4. GlaxoSmithKline (pharmaceuticals): \$78.8 billion, up 7.9%
5. AstraZeneca (pharmaceuticals): \$63.4 billion, up 1.4%
6. Anglo American (diversified metals & mining): \$54.6 billion, up 9%

7. Imperial Tobacco Group (tobacco): \$42.5 billion, no change
8. Diageo (beverages): \$40.7 billion, up 8.8%
9. BAE Systems (aerospace, defence): \$30.4 billion, up 4.4%
10. LyondellBasell Industries (diversified chemicals): \$26.9 billion, up 14.8%

The following export product groups represent the highest dollar value in UK global shipments during 2018. Also shown is the percentage share each export category represents in terms of overall exports from United Kingdom.

1. Machinery including computers: US\$72.5 billion (15% of total exports)
2. Vehicles: \$55.4 billion (11.4%)
3. Gems, precious metals: \$47.5 billion (9.8%)
4. Mineral fuels including oil: \$45.1 billion (9.3%)
5. Pharmaceuticals: \$30.1 billion (6.2%)
6. Electrical machinery, equipment: \$29.4 billion (6.1%)
7. Aircraft, spacecraft: \$19.7 billion (4.1%)
8. Optical, technical, medical apparatus: \$19.2 billion (4%)
9. Plastics, plastic articles: \$12.8 billion (2.6%)
10. Organic chemicals: \$12.4 billion (2.6%)

The following product groups represent the highest dollar value in United Kingdom's import purchases during 2018 at the two-digit Harmonized Tariff System code level. Also shown is the percentage share each product category represents in terms of overall imports into United Kingdom.

1. Machinery including computers: US\$87 billion (12.9% of total imports)
2. Vehicles: \$75.1 billion (11.2%)
3. Electrical machinery, equipment: \$69 billion (10.3%)
4. Mineral fuels including oil: \$66.9 billion (9.9%)
5. Gems, precious metals: \$40.2 billion (6%)
6. Pharmaceuticals: \$30.3 billion (4.5%)
7. Plastics, plastic articles: \$19.5 billion (2.9%)
8. Optical, technical, medical apparatus: \$18.8 billion (2.8%)
9. Articles of iron or steel: \$12.1 billion (1.8%)
10. Furniture, bedding, lighting, signs, prefab buildings: \$11.8 billion (1.8%)

The following exported products garnered the highest dollar value from the UK's shipments to the EU during 2018. Also shown is the percentage share each export represents in terms of EU-bound exports from the UK.

Please note that the list is sorted in descending order, and is at the more granular four-digit Harmonized Tariff System code level thus giving more detail on what products were actually shipped to the EU than category-level.

1. Cars: US\$15.9 billion (down -7.1% since 2017)
2. Crude oil: \$15.5 billion (up 29.9%)
3. Aircraft parts: \$10.7 billion (up 2.2%)
4. Medication mixes in dosage: \$9.8 billion (down -10.7%)
5. Processed petroleum oils: \$8.9 billion (up 30.7%)
6. Automobile parts/accessories: \$4.8 billion (up 4.8%)
7. Turbo-jets: \$4.2 billion (up 4.4%)
8. Petroleum gases: \$3.3 billion (up 2.9%)
9. Phone system devices: \$3.2 billion (up 7.2%)
10. Blood fractions (including antisera): \$2.9 billion (down -23.7%)
11. Computers, optical readers: \$2.6 billion (up 11.8%)
12. Alcohol (including spirits, liqueurs): \$2.6 billion (up 4.9%)
13. Centrifuges, filters and purifiers: \$1.7 billion (up 0.3%)
14. Acyclic hydrocarbons: \$1.5 billion (up 28.7%)
15. Platinum (unwrought): \$1.5 billion (up 1.3%)

16. Diamonds (unmounted/unset): \$1.4 billion (down -12.7%)
17. Engines (diesel): \$1.4 billion (up 9.7%)
18. Heavy machinery (bulldozers, excavators, road rollers): \$1.4 billion (up 24.6%)
19. Electro-medical equipment (e.g. xrays): \$1.4 billion (up 6.3%)
20. Printing machinery: \$1.3 billion (up 18.3%)

United Kingdom's Exported Services

FEBRUARY 17, 2019 BY [DANIEL WORKMAN](#)



Global software icons

The United Kingdom provided US\$350.7 billion worth of export services to clients around the globe during 2017. That dollar amount is 6.6% of the global total for services, and represents almost four-fifths (79.3%) of the \$442.1 billion in exported products the UK shipped over the same timeframe.

Britain's exported services grew in value by 3% since 2013 and appreciated 5.8% from 2016 to 2017.

United Kingdom's Export Services by Category

Below are *services* exported by the UK in 2017 listed by category and in order starting with highest dollar values. Ten of these categories are considered commercial services and are worth 99% of all exported services from Britain. UK government goods and services account for the remainder.

1. Miscellaneous business services: US\$109.1 billion (31.1% of UK total)
2. Financial services: \$83.2 billion (23.7%)
3. Travel: \$43.8 billion (12.5%)
4. Transport: \$37.8 billion (10.8%)
5. Telecom/computer/information services: \$25.6 billion (7.3%)
6. Insurance/pension services: \$19.3 billion (5.5%)
7. Intellectual property use: \$16.9 billion (4.8%)
8. Personal, cultural, recreational services: \$4 billion (1.1%)
9. Government goods, services: \$3.3 billion (1%)
10. Manufacturing services on other's inputs: \$2.9 billion (0.8%)
11. Maintenance/repair services: \$2.6 billion (0.7%)
12. Construction: \$2.2 billion (0.6%)

The fastest-growing category for the United Kingdom was exported miscellaneous business services via a 22.1% increase from 2013 to 2017. In second place was maintenance or repair services (up 20.7%) trailed by telecommunications, computer and information services (up 7.9%), transportation services (up 3.7%), financial services (up 3.3%) then personal, cultural and recreational services (up 0.3%).

United Kingdom's Export Services by Top Trade Partners

Back in 2016, the United Kingdom provided export services to 205 geographic entities including countries, islands or territories. The largest of these trading partners was the European Union, which consumed over a third (36.8%) of United Kingdom's overall exported services for the year. That percentage compares with 54.3% for all of Europe.

The following list highlights the top 20 countries (or territories) that imported the highest value of services furnished by the UK. Together, these 20 trading partners received 71.4% of UK services provided to international clients.

1. United States: 21.3%
2. Germany: 6.5%
3. France: 5.6%

4. Switzerland: 5%
5. Netherlands: 5%
6. Ireland: 3.8%
7. Japan: 3%
8. Italy: 2.9%
9. Sweden: 2.5%
10. Spain: 2%

United Kingdom's EU Contributions

APRIL 2, 2019 BY GREG MALPASS

UNDERSTANDING THE FACTS ABOUT THE UK'S NET CONTRIBUTIONS TO THE EU (2013-2017) COMPARED WITH OTHER 26 MEMBER STATES											
TOTALS (Billions Euros) 2013-2017	AMOUNT RECD	CONTRIBUTED	NET RECEIVED	TOP 5 NET CONTRIBUTORS	TOP 5 NET BENEFICIARIES	RECEIPTS X GDP	CONTRIBUTIONS X GDP	NET RECEIPT AS X GDP	TOP 5 NET BENEFICIARIES AS X GDP	LOWEST 5 NET BENEFICIARIES AS X GDP	TOP 5 CONTRIBUTORS BY X GDP
COUNTRY											
BELGIUM	12.1	27.1	-15.0			0.58	1.31	-0.73		2	2
BULGARIA	11.1	2.3	8.8			4.92	1.04	3.88	2		
CZECH	24.8	7.9	16.9		5	3.11	1.00	2.11			
DENMARK	7.1	12.6	-5.5			0.51	0.90	-0.39			
GERMANY	55.1	135.7	-80.6	1		0.36	0.88	-0.52		3	3
ESTONIA	3.4	1.0	2.4			3.33	1.02	2.31			
IRELAND	9.1	9.4	-0.3			0.91	0.95	-0.04			
GREECE	31.3	8.3	23.0		2	3.52	0.94	2.58	5		
SPAIN	59.7	53.7	6.0			1.10	0.99	0.11			
FRANCE	65.2	104.9	-39.7	3		0.59	0.94	-0.35			
CROATIA	3.0	1.9	1.1			1.37	0.88	0.49			
ITALY	55.5	79.4	-23.9	4		0.67	0.96	-0.29			
CYPRUS	1.1	0.9	0.2			1.18	1.03	0.15			
LATVIA	4.5	1.2	3.3			3.71	1.03	2.68			
LITHUANIA	7.6	1.9	5.7			4.17	1.06	3.11	3		
LUXEMBOUGH	1.5	1.6	-0.1			0.88	0.94	-0.06			
HUNGARY	26.7	5.1	21.6		4	5.00	0.97	4.03	1		
MALTA	0.9	0.4	0.5			2.10	1.03	1.07			
NETHERLANDS	10.8	33.6	-22.8	5		0.30	1.19	-0.89		1	1
AUSTRIA	8.7	14.7	-6.0			0.51	0.85	-0.34			
POLAND	69.4	20.4	49.0		1	3.39	1.00	2.39			
PORTUGAL	20.9	8.5	12.4			2.37	0.97	1.40			
ROMANIA	30.0	7.3	22.7		3	3.77	0.92	2.85	4		
SLOVENIA	3.9	2.0	1.9			2.00	1.04	0.96			
SLOVAKIA	11.7	3.7	8.0			3.00	0.95	2.05			
FINLAND	6.7	9.7	-3.0			0.63	0.91	-0.28			
SWEDEN	7.8	18.9	-11.1			0.34	0.82	-0.48		4	
UK	33.4	82.9	-49.5	SECOND		0.29	0.72	-0.43		FIFTH LOWEST	
TOTAL	583.0	657.0	-74.0								

Source- EU Annual Financial Reports

IMPORTANT NOTE:

OF 27 MEMBER STATES THE UK CONTRIBUTED 182.9bn TO EU (2013-2017) BUT RECEIVED 133.4bn FROM EU DURING SAME PERIOD WITH NET CONTRIBUTIONS OF 149.5bn WHILE THIS MAKES THE UK THE **THIRD** LARGEST GROSS CONTRIBUTOR AND **SECOND** LARGEST NET CONTRIBUTORS (AFTER GERMANY 180.6bn), THE UK WAS THE **LOWEST** GROSS CONTRIBUTOR AS PERCENTAGE OF GDP (0.72%) AND WAS RANKED **FIFTH** IN TERMS OF NET CONTRIBUTION AS PERCENTAGE OF GDP, AFTER THE NETHERLANDS (1), BELGIUM (2), GERMANY (3) AND SWEDEN (4).

Greg Malpass, Spain March 22, 2019

Prime Minister's Business Ambassadors

The Business Ambassadors were business leaders who worked with the government to promote the UK's excellence internationally, including highlighting trade and investment opportunities for UK businesses, and working to help secure inward investment to the UK.

Business Ambassadors acted as powerful advocates of the UK abroad, promoting the UK's excellence, economy, business environment and its reputation as the international trade and inward investment partner of choice. Business Ambassadors had a sector focus, reflecting their particular skills, contacts and expertise.

Business Ambassadors undertook a wide variety of engagements, which included:

- leading trade delegations
- 1-2-1 meetings with senior government ministers
- hosting high level incoming visitors
- meeting key businesses in market
- keynote speeches at business events

In December 2018 before the closure of the network, the Business Ambassadors were:

Sector	Name	Company
Creative Industries	Sir John Sorrell CBE	Sorrell Foundation
Creative Industries	Anya Hindmarch CBE	Anya Hindmarch
Creative Industries	Lucian Grainge CBE	Universal Music Group
Creative Industries	Nick Allott OBE	Cameron Mackintosh
Creative Industries	Archie Norman	Lazard (Ex ITV)
Creative Industries	Dame Natalie Massenet DBE	Chairman of the British Fashion Council / Ex Net-a-Porter
Creative Industries and Small Creative Businesses	Holly Tucker MBE	NotOnTheHighStreet.com / Holly & Co
Energy	Rt Hon Brian Wilson	Havana Energy and Harris Tweed Hebrides (creative / retail)

Sector	Name	Company
Energy	Baroness Brown	
Energy	Ayman Asfari	Petrofac
Energy	Samir Brikho	Ex Amec Foster Wheeler
Financial Services	Douglas Flint CBE	Ex HSBC
Technology / Media / Financial Services	Tim Luke	Barclays
Financial Services	Alastair Lukies CBE	Motive Partners
Financial Services	Katherine Garrett-Cox CBE	Gulf International Bank (UK)
Infrastructure / Construction / Transport	Andrew McNaughton	Systra Group
Infrastructure / Construction / Transport	Rupert Soames OBE	SERCO
Infrastructure	Liv Garfield	Severn Trent
Infrastructure / Construction / Transport	Tim Wates	Wates Construction
Manufacturing / Advanced Engineering	Paul Kahn	Cobham plc
Manufacturing / Advanced Engineering	Sir Richard Olver KBE	Ex BAE Systems
Manufacturing / Advanced Engineering	Robin Southwell OBE	Ex Aerospace Defence Security (ADS) Group Ltd

Sector	Name	Company
Manufacturing / Advanced Engineering	Ron Dennis CBE	Ex McLaren Technology Group
Pharmaceutical / Healthcare	The Rt. Hon. Professor Lord Kakkar PC	UCL
Pharmaceutical / Healthcare	Sir Malcolm Grant CBE	NHS England
Pharmaceutical / Healthcare	Sir Andrew Witty	Ex GSK
Pharmaceutical / Healthcare	Harriet Fear MBE	Formerly of MAP BioPharma
Professional and Business Services	Caroline Plumb OBE	Freshminds
Professional and Business Services	Sir Alan Parker	Brunswick Group
Professional and Business Services	Baroness Ruby McGregor-Smith CBE	Ex-MITIE
Professional and Business Services	Steve Varley	EY
Professional and Business Services	Emma Jones MBE	Enterprise Nation
Professional and Business Services	Will Lawes	Lazard
Retail / Food and Drink	Paul Walsh	Compass Group
Retail / Food and Drink	Marc Bolland	Blackstone Group (Ex M&S)
Retail / Food and Drink	Paul Polman	Unilever

Sector	Name	Company
Media / Cross Sectoral	Karen Blackett OBE	MediaCom
Technology	Stephen Kelly	SAGE
Technology	Dr Mike Lynch OBE	Invoke Capital
Technology	Saul Klein OBE	LocalGlobe
Technology	Brent Hoberman CBE	Mydeco.com and Founders Forum
Non-specific sectoral	Lord Powell	
Non-specific sectoral	Lady Barbara Judge CBE	

Five new business councils to advise the Prime Minister on post-Brexit opportunities

The Prime Minister has formed five new business councils to advise on how to create the best business conditions in the UK after Brexit.

- Jan du Plessis (Chairman, BT Group) and Carolyn McCall (CEO, ITV) will co-chair the Telecoms, Creative, Technology and Media Council. John Allan (President, CBI) and Stephen Martin (DG, IOD) will be the business group representatives
- Roger Carr (Chairman, BAE Systems) and Ian Davis (Chairman, Rolls Royce) will co-chair the Industrial, Infrastructure and Manufacturing Council. Stephen Phipson (CEO, EEF) will be the business group representative
- James Timpson (CEO, Timpson), Brent Hoberman (Co-Founder and Chairman, Founders Forum) and Emma Jones (Founder, Enterprise Nation) will co-chair the Small Business, Scale ups and Entrepreneurs Council. Mike Cherry (National Chairman, Federation of Small Business) will be the business group representative
- Paul Manduca (Chairman, Prudential) and Shriti Vadera (Chairman, Santander UK) will co-chair the Services - Financial, Professional and Education Services Council. Carolyn Fairbairn, (DG, CBI) will be the business group representative
- Dave Lewis (CEO, Tesco) and Emma Walmsley (CEO, GSK) will co-chair the Consumer, Retail and Life Sciences Council. Adam Marshall (DG, British Chambers of Commerce) will be the business group representative

Business council terms of reference

The role of each business council will be to provide the Prime Minister and her ministerial team with regular, high-level advice and policy recommendations on critical issues affecting business that will enable companies to invest, grow and succeed in the UK once it leaves the European Union. The councils are to be formed as follows:

Services - Financial, Professional and Education Services:

- financial services
- professional and business services
- education and research

Industrial, Infrastructure and Manufacturing:

- materials
- aerospace
- defence
- advanced manufacturing
- automotive, aviation, ports and rail
- infrastructure, construction and housing
- energy
- environmental services

Consumer, Retail and Life Sciences:

- life sciences
- agriculture, food and drink
- consumer goods and retail

Telecoms, Creative Industries, Technology and Media:

- digital and telecoms
- media and broadcasting
- creative industries

Small Business, Scale ups and Entrepreneurs

The business councils will be advisory, will hold no decision making powers and will report to the Prime Minister.

Export Strategy Policy Paper: supporting and connecting businesses to grow on the world stage

Strategy setting out how the government will support businesses of all sizes to make the most of the opportunities presented by markets around the world.

https://assets.publishing.service.gov.uk/government/uploads/system/uploads/attachment_data/file/737201/HMG_Export_Strategy.pdf