



Department for International Trade

The Rt Hon Liam Fox MP

Department for International Trade
King Charles Street
Whitehall
London
SW1A 2AH

Stephen Martin
Director General
Institute of Directors
116 Pall Mall
London SW1Y 5ED

T +44 (0) 20 7215 5000
E enquiries@trade.gsi.gov.uk
W www.gov.uk/dit

19th July 2017

Dear Stephen,

I am writing to thank you for joining me for the first meeting of our Business Organisations Trade Group. The Group is a vital component of the Department for International Trade's wide-ranging business engagement and your participation is essential as we coordinate and implement trade and investment policy as well as, in time, negotiate free trade and market access deals around the world.

As we have just marked the first anniversary of the Department, I also want to take this opportunity to update your members on our ambitious remit and share some of our achievements to date.

Over the past year, DIT has brought together varied financial expertise to break down barriers to trade and help businesses succeed. We are stepping up our engagement with emerging markets that offer UK business the greatest opportunities, while continuing to reinforce our established trading relationships. To achieve this, we are creating a network of Her Majesty's Trade Commissioners to head nine new regional overseas posts. These Commissioners will lead export promotion, investment and trade policy in each overseas region.

My Department is forging a new culture of exporting among UK businesses, equipping them with the tools and opportunities they need to succeed in the global marketplace. We have already supported over 2,800 British businesses to begin selling products or services overseas, and contributed to £41.6 billion of additional exports. The UK Government will now take a more active role in supporting British consortia to win the largest and most innovative contracts around the world. We will ensure that small and medium-sized businesses are able to identify the right markets and sectors to win vital contracts abroad. We are putting UK Export Finance, which ensures that no viable UK export fails for lack of finance or insurance, at the heart of the UK's trade promotion proposition. And we will encourage the world to visit, study and do business in the UK through the GREAT Britain campaign and Visit Britain.

For the first time in over forty years, we have united all of the UK's trade functions under one roof, with the task of developing and implementing this country's newly independent trade policy. We have a vital role to play in supporting a smooth exit from the European Union and ensuring that UK businesses are able to benefit from trade arrangements with the rest of the world. We are introducing trade legislation to establish the necessary tools we need to deliver the best independent international trading framework for the UK, including an effective trade remedies regime.

Britain has always been a great trading nation, and a global advocate of free and open trade. We have always recognised that commercial freedoms are not only the foundation of our national prosperity, but create jobs, raise living standards, and helps bring prosperity to developing nations.

Once again, we greatly welcome close collaboration with you and your members. I look forward to building on the success of our inaugural meeting and working with you to realise the full extent of global trade and investment opportunities for UK business.

My Private Office has offered a series of future meeting dates, and I know my officials have already been in contact to discuss working arrangements and agenda items. In the meantime, I would be very grateful if you could share this letter with your members as you feel appropriate.

*yours sincerely,
Liam*

THE RT HON LIAM FOX MP
Secretary of State, Department for International Trade
& President of the Board of Trade