



Global business

Exploration creates opportunity. Expanding operations to, and trading with, new overseas markets offers the possibility of real growth for UK companies. But with complex factors transforming Britain's role on the international stage, business leaders must understand how to quickly adapt to, and navigate through, a turbulent global economy. At these IoD Open House events, we will discuss the factors impacting the fortunes of British firms that trade internationally and consider the knowledge and tools needed to help us thrive in an uncertain world.

<u>Region</u>	<u>Date</u>	<u>Venue</u>
Bristol	27-Jun	UWE CC

Global business	
09:00	Registration – tea, coffee and pastries
09:20	Welcome from the IoD South West Chair <i>Muir Macdonald FREng CDir RCNC</i>
09:30	Welcome by the Event Chair <i>Edwin Morgan, Interim DG, Institute of Directors (IoD)</i>
09:40	The Government's Industrial Strategy Emily will be talking about the Government's Industrial Strategy and will focus this presentation on both the local and global perspective. The presentation will pick up on the themes of attracting foreign investment, making the UK the world's most innovative economy and the best place to start and grow a business. The need to increase investment in research and development will be key to achieving success. She will also talk about the 4 Grand Challenges within the Industrial Strategy that have been selected to put the UK at the forefront of the industries of the future. <i>Emily Beynon, Deputy Director, Department for Business Energy and Industrial Strategy (BEIS)</i>
10:00	How to Trade with Europe International trade advisor Marcus Broix ventures into the depths of expanding business through export. He delivers insights into accessing and growing various European markets with a closer look at the particularities of selling goods or services. His hands-on advice includes tried and tested concepts and highlights economical, legal and taxational aspects. <i>Marcus Broix, Managing Director, Trade with Europe</i>
10:20	The safe and healthy route to going global New supply chains, remote working and an increasingly distributed workforce are part and parcel of going global – but they bring fresh safety and health risks. Creating and implementing a strategy that looks after your people and ensures suppliers meet your safety standards is a business-critical investment. And the ROI might surprise you. <i>Jonathan Nobbs, Head of Product, IOSH</i>
10:40	How FCA have gone from being local brands to a significant global automotive player

	<p>As a mainly European and Latin American player, Fiat went from a family owned company on the verge of bankruptcy to a global entity as Fiat Chrysler Automobiles. This was achieved through strategic restructuring, a tightening of financial control, careful investment in its product portfolio and ultimately alliances with competitors. The organisation still faces challenges in a fast changing environment and Simon Wheeler, corporate marketing manager, will highlight how the organisation is adapting to those challenges.</p> <p><i>Simon Raymond Wheeler, UK Fleet and Business Marketing Manager, FCA</i></p>
11:00	Refreshments
11:30	<p>How does a board prepare for global expansion</p> <p>Recent scandals in both the financial services and corporate sectors have continued to demonstrate the importance of ensuring that companies have a strong compliance culture and that the “tone from the top” supports sustainable and profitable growth, whilst mitigating risk. These risks can come in many shapes and sizes from adapting to new legal and regulatory regimes to understanding the financial crime risks posed to your business. Companies looking towards global expansion will need to ensure that they have robust corporate governance processes and procedures in place to identify, mitigate and monitor both the risks which arise from trading in new markets. This talk will provide you with some practical tips and suggestions to assess board readiness and how to kick start a risk assessment.</p> <p><i>Lilian Small, Partner, Temple Bright LLP</i></p>
11:50	<p>Panel Session – Investing in Technology</p> <p>Globalisation, trade control barriers and ever-growing supply chain networks has created a complex and challenging environment for businesses. This panel will discuss how can investing in technology can provide the highest value, discuss the challenges and risks and give advice on how digital can support your new global journey.</p> <p><i>Edwin Morgan, Interim DG, Institute of Directors (IoD) (Chair)</i> <i>Iqbal Pannu, Senior Solutions Consultant, AEB (international) Ltd</i> <i>Sameer Savani, Head of Innovation and Engineering, ADS</i> <i>Melanie Saunders, Inside Account Manager, Corporate Traveller</i></p>
12:15	<p>Working lunch roundtables</p> <ol style="list-style-type: none"> 1. Global trade: How to utilise technology to streamline your supply chain Economic uncertainty has shaken business confidence, but it also offers an advantage to firms that harness new tech when trading across borders. How can supply chain digitisation drive better navigation of dynamic global trade changes and generate value for the business? <i>Iqbal Pannu, Senior Solutions Consultant, AEB (international) Ltd</i> 2. How to develop a robust supply chain Your supply chain is only as strong as its weakest link. Ensuring your domestic and overseas suppliers uphold your company’s safety and health standards will protect your reputation and your bottom line. Join IOSH to discuss supply chain safety and a new international standard you should consider implementing. <i>James Quinn, Vice President, IOSH</i> 3. The choice of whether to run a company car fleet or empower employees to use their own cars (grey fleet) with a consideration of the advantages and disadvantages of either choice This session will include a brief overview into the costs and implications of both such as: <ul style="list-style-type: none"> - Taxation - Funding methods available for both running a fleet and options for staff (PCH) - Which fuel type - Liability and care of duty - Staff motivation - If running a fleet, single badge policy or choice list and considerations <i>Simon Raymond Wheeler, UK Fleet and Business Marketing Manager, FCA</i>
13:15	Feedback back to the room from facilitators
13:30	Close