OUR 500 YEAR PARTNERSHIP

MaritimeUK and Indian Maritime Association (UK) Autumn Seminar

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WHO ARE THE UK?

- Is a G5 economy, P5 UN, N5, Commonwealth 53, 2\textsuperscript{nd} largest military in NATO and a champion of free trade.

- UK’S place in the world, 3 concentric rings of influence – USA, Europe, Commonwealth and added rest of the World

- HMG is “ahead of business” for the first time in 30 year experience thanks to DIT and the Board of Trade

- UK companies who are succeeding in the highly competitive G5 UK economy with exportable products & services are “fit to export” and should use UK Gov support more

- Support such as great.gov.uk website, country trade missions and inward delegations and the first class Export Strategy
2018: THE TIME FOR CONFIDENCE

- We can re-balance your own trade in line with our PM’s Philadelphia Speech

- We are at a time “in thought” now - as we were in 1945. But are told that we lack “the bandwidth” to think - today - beyond EU Exit. Why?

- Whilst EU Exit is significant - no-one is dying as its consequence

- We will be the only country with two such Special Relationships

- One with the USA - our key strategic ally - & our No 1 national market – which we often forget

- Another with the EU – a key trading one

- India and the UK are 500 year old strategic partners.
• 70% of the world’s population live within 100km of a coastline.

• The Indian Ocean - a strategic one - hence India Navy a 200-300 ship fleet.

• India is thus the gateway to Asia in the maritime domain.
HOW HMG HELPS BUSINESS

• HMG – particularly DIT – provide confidence, through the branding, security and awareness GREAT - the most successful cross Departmental HMG marketing achievement seen in 25 years.

• Through information such as market reports, advice on promotion e.g. exhibitions, personal contact through ITAs and positive PR

• Funding through UKEF and knowing which grants and funding are available

• By making connections through the Indian High Commission, DIT personnel, introductions to State-Owned-Enterprises
OPPORTUNITY FOR INDIA & UK

- To work together - to strengthen our partnership - & rise to meet the challenges of the future. India and the UK are, per PM Modi, an “unbeatable combination”.

- As the leading and fellow members of the Commonwealth of 53 nations we are.

- Building upon our unique 500 year old strong family ties with India & encompassing trade and culture.

- Bilateral trade between the 2 countries £15.4 billion in 2016. Trade grew 15% in the first 3 quarters of 2017, re 2016.

- UK largest G20 investor in India over the last 10 years - more than any other EU country. Over 400 British companies in India, employing 800,000.
India is a source of significant investment and jobs in the UK.

In 2016, 800 Indian companies in the UK, 110,000 jobs and revenues of £47.5 billion.

India safeguarding more UK jobs than any other country.
E.g. Tata, owners of TCS and Jaguar Land Rover,

And last November, with the support of the Indian High Commission and UKIBC, DIT ran the India-UK ‘Future Tech month’ in UK’s regional tech and manufacturing centres of excellence set out in BEIS Industrial Strategy.
We set out to offer the IN what we had the RN - secure their ships from sinking which remains the Number 1 reason for ships loss at sea

We offered 20 year Engineering & Maintenance support & training

90 agents approached us offering “win quick” at 3-4 times our RN price

We found 1 who understood our aims – former Commander IN and now our Strategic Partner & authorised ODA service centre

Now we supply – 185 ships – the Indian Navy – a sister service to the RN by being “better – faster – cheaper” than any competitor
3 KEY CONCERNS

- Infrastructure, Bureaucracy and Corruption.

- We can manage both of the former – but must not succumb to the latter.

- For if we do our reputational integrity will be damaged – and in turn will damage that of Global Britain’s too.
3 KEY WORDS OF ADVICE

• Delight in the UK-India family history – learn about Partition before you travel – you will be asked – but know that all family wounds can be healed with will and faith

• Remember to make clear you integrity - and make clear too the integrity of your global leading and your brilliant offerings

• Have confidence that in India “where there is a will there is a way” – but make sure it’s the right way
BELIEVE IN INDIA: YOU WILL FIND ALL LIFE THERE

- CEO of Coltraco Ultrasonics, innovator, exporter of 30 years’ experience, world traveller. Former Greenjacket Officer, British Army, a Graduate and Honorary Doctorate of Science from the University of Durham.
- Aiming to be an active ambassador and advocate in order to:
  - advance an understanding of the UK’s place in the world
  - encourage UK SMEs to export and be innovative
  - to enhance the opportunities offered by EU Exit
  - to champion Global Britain

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