



The British Chamber of Commerce for Italy

DOING BUSINESS WITH THE UK



The British Chamber of Commerce for Italy

What is the Chamber?

- An independent.
- Not for profit organisation
- Designed to foster UK-Italy business relations
- Driven by British values



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Who are its members?

- **British heritage brands:** Barclays, Aviva, Jaguar Land Rover, Colt, British Airways, BP, Astrazeneca...
- **Italian brands:** Belluzzo, Tonucci & Partners, Gianni Origoni
- **International Corporations** with significant interest in the UK: UPS, KPMG, Cushman & Wakefield, Walgreens Boots...
- **Diversity & Inclusion, Sustainability, Innovation** and ...**BREXIT**



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What is our focus?

- **UK-Italian business based on principles and values:**
- Integrity, respect, transparency, honesty, trust, responsibility
- innovation, excellence, teamwork, ambition and passion.



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What is our focus?

- 4 focus areas for 2020:
 - Diversity & Inclusion,
 - Sustainability,
 - Innovation
 - and ...**BREXIT**



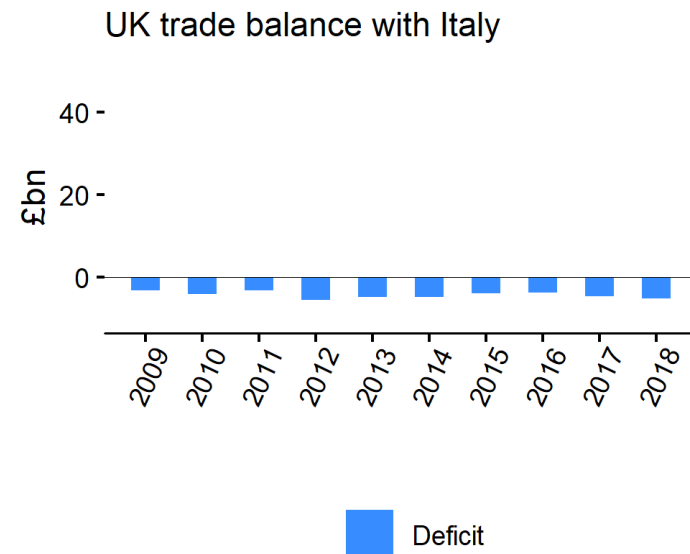
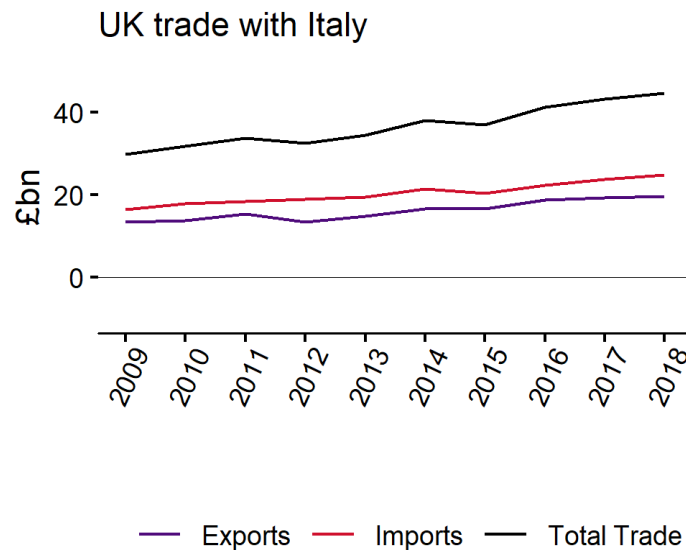
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UK-Italy Trade Data



Source: Pink Book 2018, UK Trade Release, nominal values



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UK-Italy Trade Data

- Total Trade in goods and services 2018: £44.5BN
- Increase of 3.4% from 2017
- UK exports to Italy £19.7BN (up 2.4%)
- UK imports from Italy £24.8BN (up 4.3%)
- UK trade deficit with Italy of £4.5BN



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UK-Italy Trade Data

In 2018, Italy was the UK's

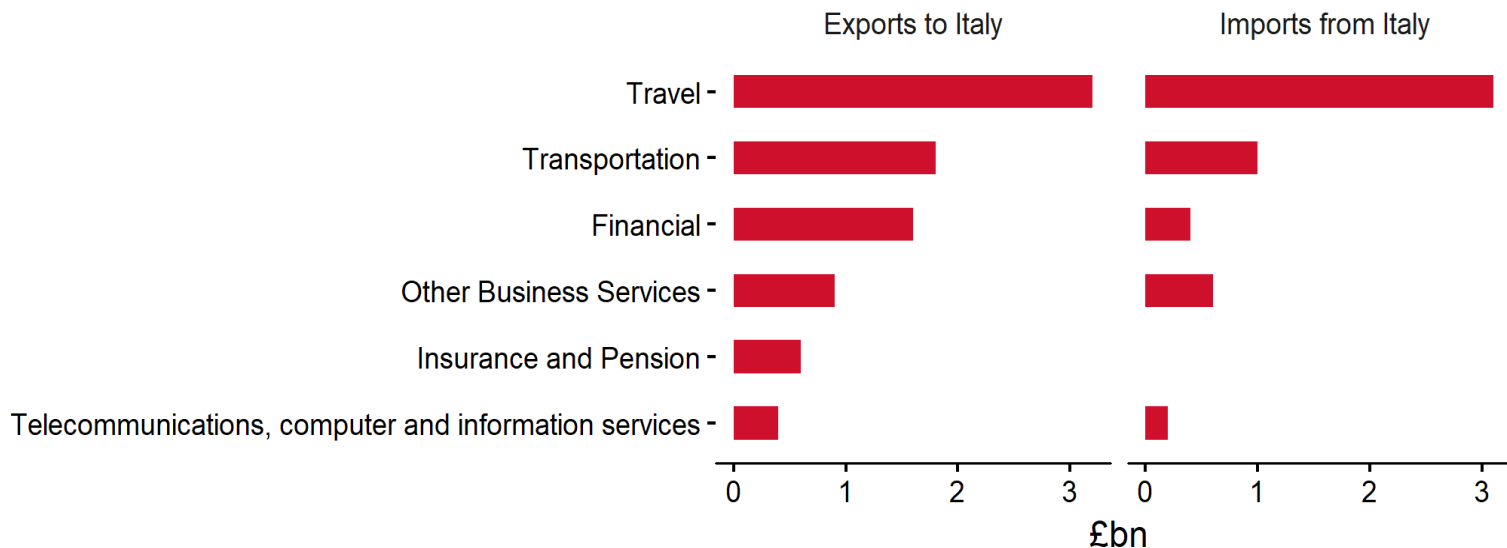
- 9th largest trading partner (3.4% of UK trade)
- 7th largest export market (3.1% of total exports)
- 8th largest import market (3.7% of total imports)



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UK-Italy Trade Data

UK trade of selected services with Italy



Source: ONS Q4 2018, nominal values



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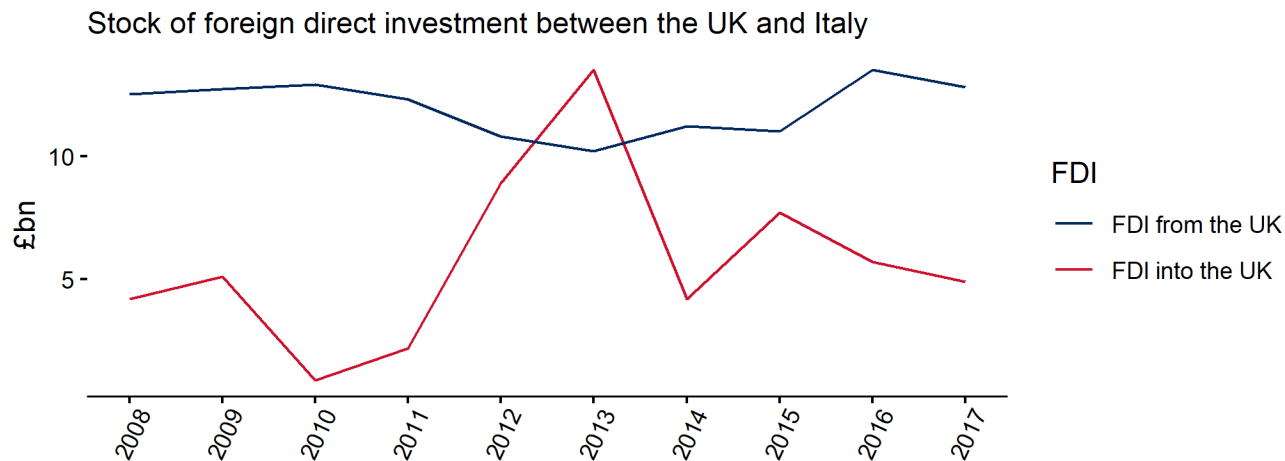
UK-Italy Trade Data



Source: HMRC 2018, nominal values

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UK-Italy Trade Data - FDI



Source: ONS FDI December 2017, immediate partners, directional basis. Data suppression can cause breaks in the trends.

Foreign direct investment (FDI) - investment made by an entity resident in one economy ('direct investor') to acquire a 'lasting interest' in an enterprise operating in another economy. The 'lasting interest' is deemed to exist if the direct investor acquires at least 10% of equity, or equivalently 10% of the voting rights, of the company.



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UK-Italy Trade Data – Ease of doing business

In 2018,

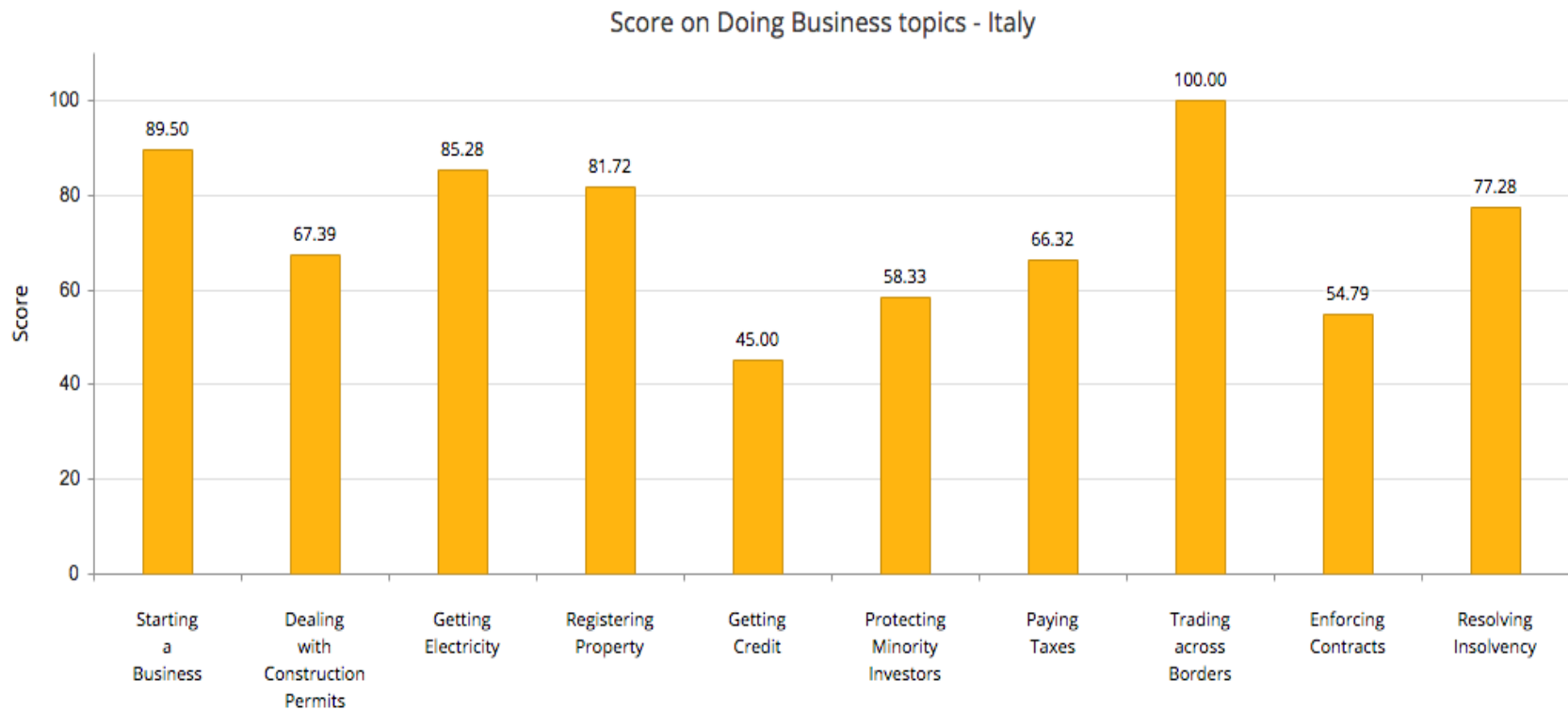
- Italy was ranked **51st** in the World Bank rankings (down 5 places)
- UK was ranked **9th** in the World Bank rankings (down 2 places)

A high ease of doing business ranking means the regulatory environment is more conducive to the starting and operation of a local firm. The index accounts for: starting a business, dealing with construction permits, getting electricity, registering property, getting credit, protecting investors, paying taxes, trading across borders, enforcing contracts, resolving insolvency.



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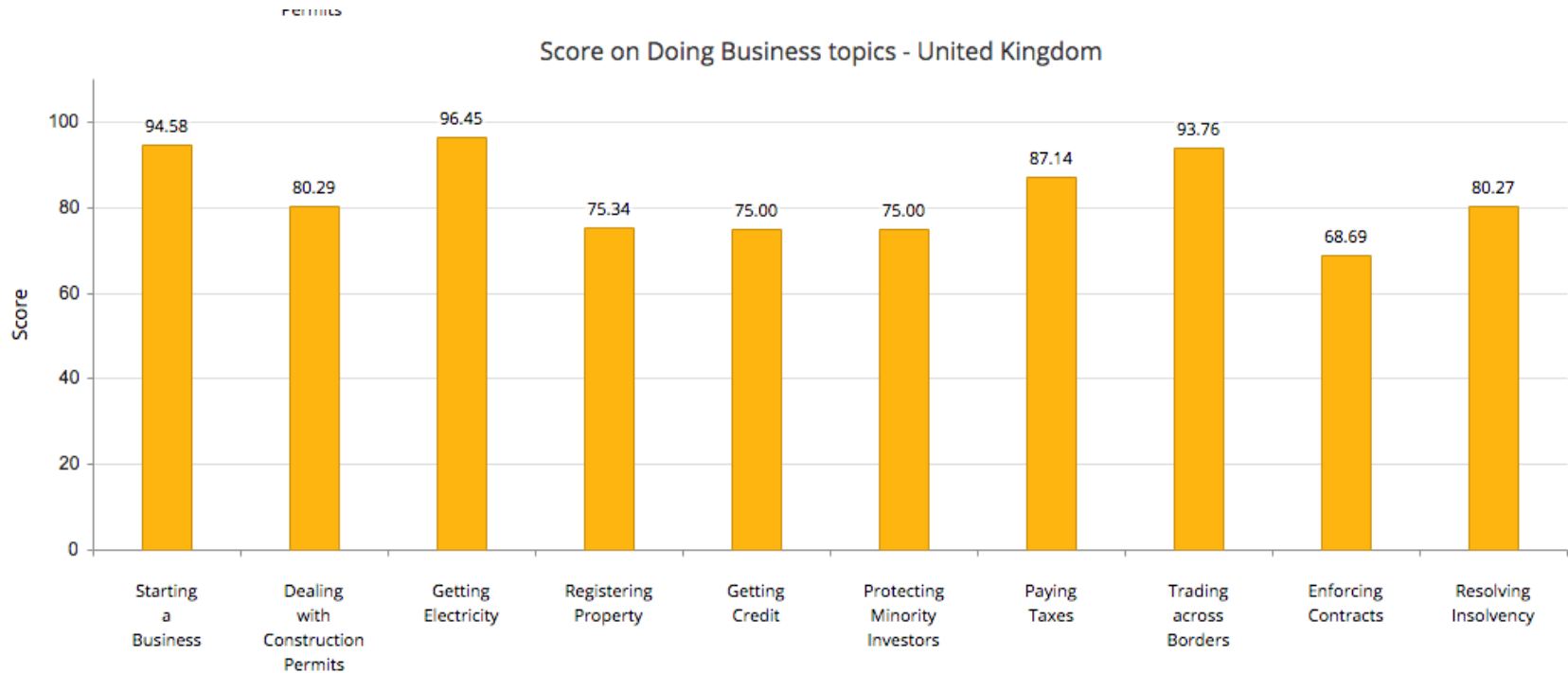
UK-Italy Trade Data – Ease of doing business





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UK-Italy Trade Data – Ease of doing business





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Why do business in the UK?

1. The easiest place to set up and run a business in Europe...

- The World Bank found that it takes 4 days to set up a business in UK, compared to the European average of 32 days.
- It ranks the UK third in Europe (behind Ireland and Sweden) and 19th in the world to operate a business.



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Why do business in the UK?

2. Manageable Taxation System

- The current Corporation Tax rate is 19%, the lowest in the G20. In April 2020, the rate will be reduced to 17%.
- The UK does not have a withholding tax on dividends paid by UK companies to shareholders in another country.



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Why do business in the UK?

3. Tax reliefs and incentives

- The Enterprise Investment Scheme and the Venture Capital Trusts offer tax relief for individuals interested in investing in UK small businesses.
- Generous incentives for companies investing in R&D in the UK to promote fast-growing, innovative services and products, such as the R&D Expenditure Tax Credit.
- Patent Box offers a 10% corporation tax (compared to the usual 19%) on profits from inventions patented in the UK.



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Why do business in the UK?

4. Skilled Employees

- UK 9th in The Global Talent Competitiveness Index. (Italy 38th)
- second largest workforce in the European Union.
- Simple, flexible employment laws promote the interests of employees.
- National minimum wage –
- National Insurance – employers pay 13.8% on any earnings over £112 per week (employees 12%).
- 4 of top 10 Universities in world in the UK



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Why do business in the UK?

5. Infrastructure

- Upgrading infrastructure in energy, transportation, waste management, and telecommunications.
- The UK already has the:
 - 2nd largest ports industry in Europe
 - largest air transport system in Europe
 - most improved rail network in the EU
- Good road transportation.



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Why do business in the UK?

5. Infrastructure

- Crossrail - will bring an extra 1.5 million people to within a 45 minute commuting distance of central London.
- High Speed 2 - high-speed railway that will link eight of Britain's ten largest cities, serving one in 5 of the population.



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Why do business in the UK?

5. Innovation/ Technology

- Ranked 5th in UN Global Innovation Index
- £184bn digital technology turnover in 2018
- \$7.9bn raised for tech startups in 2018



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Why do business in the UK?

6. Institutions

- Politically very stable
- Rule of law respected (even by the government)
- Internationally recognized legal system



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BCCI is supported by



Tonucci & Partners



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THANK YOU!

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