# Supply Chain Masterclass:

## Building Resilience & Unlocking Trade Opportunities

Tomorrow begins today

NatWest

# A view from the bank


## Nicholas Clark

**Head of Sales Channel Management,**

**Working Capital Sales, NatWest**

**Nicholas.A.Clark@natwest.com**

# Future Fit Businesses focus on optimising their Supply Chain

## Future-Fit businesses outperform their peers in four key areas:

### Sustainability

Embedding sustainability into long-term commercial strategies.

### Talent

Organisations are having to work harder than ever to recruit and retain talent.

### Technology

Innovation success depends on agility, experimentation and embracing data.

### Supply Chain

Partnerships, collaboration and transparency are key.

### Future Fit Businesses

- Building a reputation overseas
- Working capital demands
- Managing credit risk

### Customer Opportunities

- Export Letters of Credit
- Trade Loan

**More than 50%** of Future Fit businesses regularly collaborate with suppliers.

**33%** Of Future Fit businesses co-create with customers to improve products and services

**More than one 3rd** of Future Fit businesses have or are close to full supply chain visibility

**50% More likely** Future Fit businesses are 50% more likely to implement supply chain risk modelling

# Future Fit 2025: A blueprint for long-term growth

Download our blueprint for long-term growth and discover how your business could build resilience, seize opportunities and prepare to thrive

# Helping customers build resilient supply chains

NatWest

From sourcing raw materials to delivering final products to consumers, discover how effective supply chain management boosts efficiency, accelerates growth, and increases resilience.

### Raw Material Sourcing

**Secure your foundation:** Opt for sustainable & reliable sources.

### Manufacturing Process

**Efficiency drives success:** Streamline processes for higher productivity.

### Inventory Management

**Strike the balance:** Optimise stock levels to reduce waste and meet demand.

### Logistics and Transport

**Move smart:** Choose cost-effective, reliable delivery options.

### Warehousing and Storage

**Store strategically:** Maximise space and minimise turnaround times.

### Distribution Networks

**Reach further:** Expand network for wider market access.

### Outbound Logistics

**Deliver with precision:** Ensure timely and accurate order fulfilment.

# Support to grow your Food & Drink brand overseas

Angus Murray
International Trade Adviser
Department for Business & Trade

**southernengland@trade.gov.uk**

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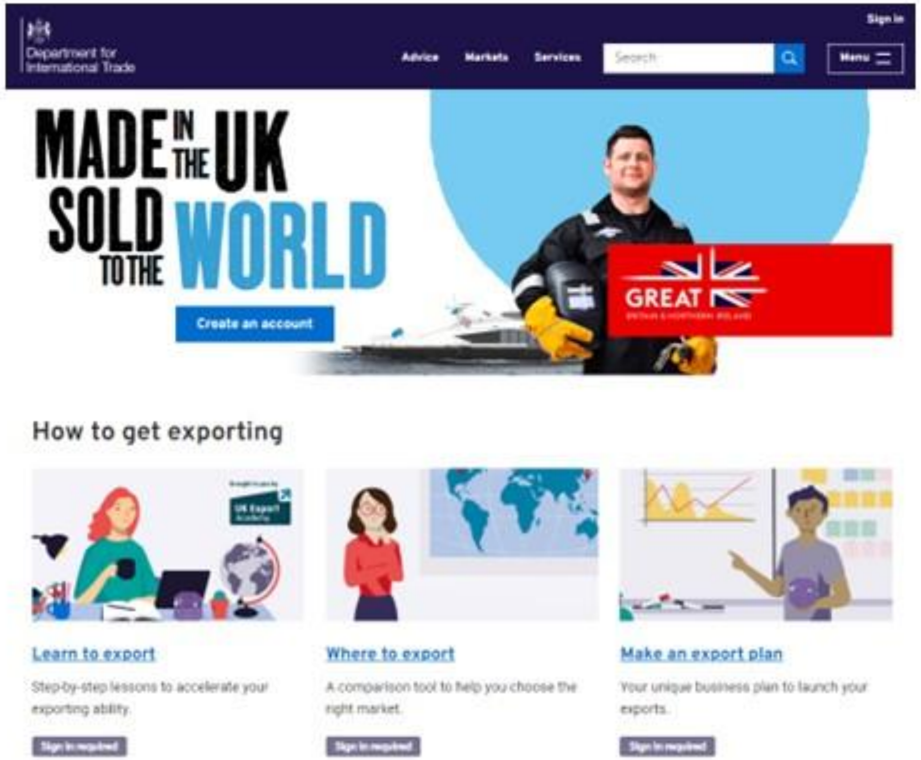
# DBT Guidance, Services and Support

Visit **great.gov.uk** to:

- **Get advice** and information on everything from customs and licences to shipping and logistics
- **Get seen** by international buyers with a ‘Find a buyer’ trade profile
- **Get in touch** with your nearest International Trade Adviser for specialist sector and market advice
- **Get clued up** by accessing Market Guides and signing up for the UK Export Academy
- **Get exporting** by applying for live export opportunities from international buyers



## Top tips:

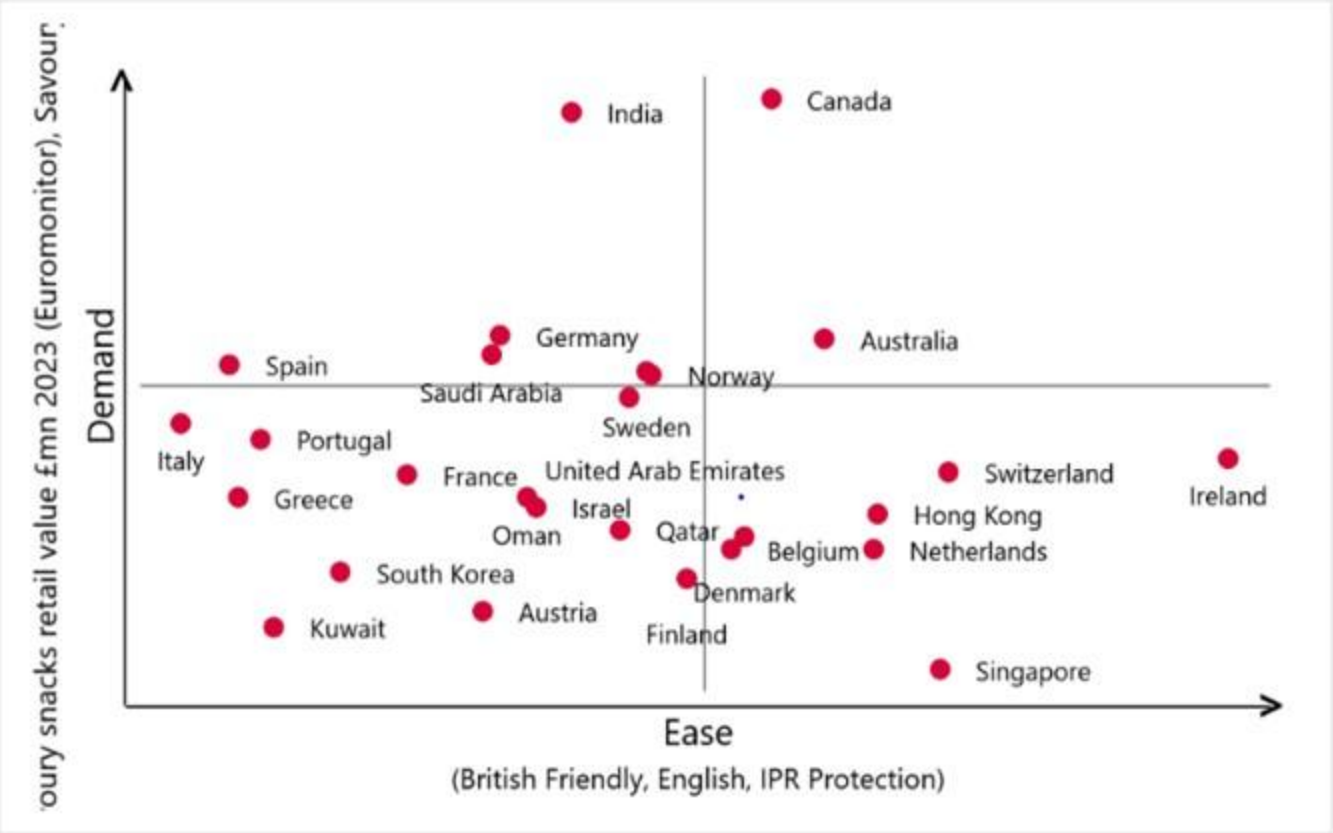
- Do your homework
- Consider your USPs overseas
- Develop a plan
- Realistic growth plan
- Which route to market?
- Protect your IP
- Careful consideration on partners
- Manage your risk

# Market Selection Report

## Market Selection Report 9 August 2023

### Agreed measures during the advisory session

**Demand** Savoury snacks retail value £mn 2023 (Euromonitor), Savoury snacks retail value forecast growth % CAGR 2023-2028 (Euromonitor), Savoury snacks spend per capita 2023 £ (Euromonitor)
**Ease** British Friendly, English, IPR Protection
**Chart** Raw by Raw (Ease by Demand)



# Success stories

**A major export win for Frugalpac opens up Canada as a new market with 36 additional enquiries already in the pipeline.**

- Ipswich based company Frugalpac Limited is a British company developing a range of innovative sustainable packaging products
- Frugalpac came into contact with DBT in June 2020 when an East of England ITA noticed the brand making news headlines. Prior to working with DBT Frugalpac only sold to the UK.
- Frugalpac's aim is to reach £50m by 2027 by targeting international bottlers, packaging companies and wine producers who cover many different countries/regions. Key countries of interest are Spain, Italy, Australia, Japan and Mexico.

> **"Frugalpac has received huge support from the Department for Business & Trade**
>
> **Their backing helped to generate strong business leads for our paper Frugal Bottles and assembly machines which has aided our expansion into Canada and beyond."**
>
> *Malcolm Waugh*
> *CEO*

# Export Academy

**The UK Export Academy is a free training programme, delivered through a hybrid of online and face-to-face learning.**

From introductory sessions to specific sector workshops, the UK Export Academy has hours of content available for all SMEs across the UK. Whether you're brand new to exporting, or looking for a refresher, customise your programme with workshops that suit you.

Our beginner modules are repeated across the year, so you can sign up to as many as you like at the pace that works for you.

- **Foundation course** – beginner course covering key exporting basics
- **Masterclasses** - Our intermediary modules explore specialised areas of interest in more detail
- **Opportunities** - Our market modules bring in the knowledge and guidance of our international colleagues.

View our full calendar of events at great.gov.uk/export academy

# Get in touch

southernengland@trade.gov.uk

0204 566 5998

www.great.gov.uk

https://www.linkedin.com

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# Trade Finance Case Studies


## Andy Young

**Trade Finance Director,**

**Working Capital Sales, NatWest**

**Andrew.A.Young@natwest.com**


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# What does it take to trade overseas?

## About Counterline

Market leader in the manufacture of food service display equipment

**What trading challenges did they face?**

- Building a reputation overseas
- Working capital demands
- Managing credit risk

**How did NatWest help?**

- Export Letters of Credit
- Trade Loan

# Managing international expansion

## About NH Case

Third-generation business distributing frozen ready meals

**Key Learnings from This Business**

- Take opportunities when you see them
- Take back control within your trade cycle
- Have an export strategy
- Explore bridging working capital gaps

**How did NatWest help?**

- Trade Loan

UK Export Finance

# UK EXPORT FINANCE

**WIN CONTRACTS** | **FULFIL ORDERS** | **GET PAID**

**Craig Green | Export Finance Manager | Craig.Green@ukexportfinance.gov.uk**

# MISSION

To advance prosperity by ensuring no viable UK export fails for lack of finance or insurance, doing that sustainably and at no net cost to the taxpayer.

# OUR PRODUCTS

| Buyer finance | Exporter guarantees | Insurance |
| --- | --- | --- |
| **Win contracts:** attractive financing terms for overseas buyers of UK goods and services can help exporters **make their offering more competitive**. | **Fulfil orders:** help companies access the support they need to fulfil a contract, giving them the confidence to **take on more contracts and increase turnover**. | **Get paid:** help companies manage risks in challenging markets, **ensuring that they get paid** even when the private market is not able to offer insurance. |
| • **Buyer Credit Facility**<br>• **Direct Lending**<br>• **Lines of Credit**<br>• **Standard Buyer Loan Guarantee**<br>• **Bills and Notes Guarantee** | • **Bond Support Scheme**<br>• **Export Working Capital Scheme**<br>• **General Export Facility**<br>• **Export Development Guarantee** | • **Bond Insurance Policy**<br>• **Export Insurance Policy**<br>• **Small Export Builder** |

# EXPORT FINANCE MANAGER NETWORK

- Regional point of contact for businesses
- Provide information on:
  - Payment methods and risks
  - Types of finance available
  - Making an application
- **VISIT** **ukexportfinance.gov.uk**
- **FIND** **an export finance manager**
- **CONTACT Craig Green** **Craig.Green@ukexportfinance.gov.uk**

# Closing Remarks & Q&A


**Nicholas Clark**

Nicholas.A.Clark@natwest.com


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# Slido Poll

Slido

#3510572

We’d like your feedback

Visit

# NatWest Business Trade Finance

Or contact

**Nick Clark**
Nicholas.A.Clark@natwest.com

**Andy Young**
Andrew.A.Young@natwest.com