

The BCC's Trade Confidence Outlook (TCO) is the largest quarterly survey of UK exporters in the UK. It assesses the percentage of UK exporters reporting a change in overseas sales, investment, and confidence. The data for the TCO is drawn from the BCC's Quarterly Economic Survey (QES) – the UK's largest independent quarterly business survey – which receives responses from around 2,900 exporters from across the UK, from all sectors and sizes.

In Q1 2021, the results reveal the stark issues facing UK exporters in the first months of this year. The survey revealed that the percentage of exporters reporting decreased export sales had increased to 41%, up from 38% in the previous quarter. The percentage of businesses reporting increased export sales fell to 20%, down from 22% in Q4 2020. 40% reported no change in their export sales..

OVERSEAS SALES

INVESTMENT

TURNOVER CONFIDENCE

In Q1 2021...



20%

of UK exporters reported an increase in overseas sales, while **41%** reported a decrease



21%

of UK exporters reported an increase in investment for plant, machinery or equipment, while **29%** reported a decrease



56%

of UK exporters expected their confidence to increase over the next 12 months, while **21%** expected a decrease



Hannah Essex
Co-Executive
Director
BCC

“Given that export sales are at some of the lowest levels ever recorded in the history of our data, the fact this situation is continuing to deteriorate is concerning. These new figures show that UK exporters are currently facing a range of issues that go beyond just those that have been created by the pandemic.”

Many businesses are telling us that their ability to continue trading is at risk due to issues arising from the UK-EU TCA. In response, Government has taken a step in the right direction with the establishment of the £20 million SME Brexit Support Fund, although we believe the scale of ambition needs to be much greater.

Exporters want desperately to play their part in the UK economic recovery from Covid-19, but they are currently being hampered by issues outside of their control. Government must take further steps to bolster the UK export sector and unleash its potential to help power economic growth in the aftermath of the current crisis.”

EXPLORING THE BRITISH CHAMBERS OF COMMERCE NETWORK



GLOBAL BUSINESS NETWORK



The British Chambers of Commerce Global Business Network is a network of British Chambers of Commerce and equivalent business groups located in 70 markets across the world and 53 Chambers of Commerce in the UK.

The strategic objective of this network of trusted private sector partners is to maintain and grow two-way trade and business between the UK and markets across the world.

The Global Business Network provides access to a suite of services, expertise, advice, business contacts and potential partners for any business that is a member of a Chamber of Commerce in the Network.

This 'local global' expertise provides practical guidance and insight to over 80,000 British/British interest businesses located in the UK and across the world

To find out more contact Anne-Marie Martin:
am.martin@britishchambers.org.uk / +44 (0) 7813 030426

CHAMBERCUSTOMS



The customs advisory, training and brokerage service delivered through Chambers of Commerce across the UK.

It's different from other brokerage services by harnessing the reach, expertise and knowledge of the British Chamber network to offer an unbeatably fast, reliable and compliant service.

Services include:

- **Specialist customs advisory** The only customs broker in the country to offer a 'One Stop Shop' with direct links to all sea, air, rail and road ports and terminals in the UK.
- **Customs Brokerage** Every year our experts issue thousands of documents, relating to goods worth millions of pounds, ensuring that goods can enter foreign countries with minimal delay and cost
- **Customs Declarations Training** Partnering with leading industry experts to prepare businesses and trade professionals for the future of trade.

To find out more contact Liam Smyth:
l.smyth@britishchambers.org.uk / +44 (0)7740 415672

ABOUT THE BRITISH CHAMBERS OF COMMERCE

British Chambers of Commerce represents and campaigns for business.

We are owned by, and work for, a network of Chambers of Commerce that champion and support our members across the UK and in countries and markets around the world.

Our unique perspective gives us unparalleled insight into British business communities – we are the only business group with members in every sector, of every size, in both every region of the UK and globally.

Working together with Chambers, we drive change from the ground up, helping companies, places and people achieve their potential.