

## **BRITAIN IN SOUTH EAST ASIA (BiSEA) in partnership with the UK ASEAN BUSINESS COUNCIL (UKABC)**

### **UK ROADSHOW**

South East Asia is a region where economic growth and development is expected to exceed the global average for the foreseeable future. With a wealth of natural resources, low-cost skilled labour, and a regional Free Trade Agreement, the great diversity of markets and opportunities are attractive across a wide range of sectors (some are listed below).

BiSEA is working in close partnership with UKABC and UK chambers of commerce, trade associations and DIT teams on a programme of 1-2-1 sessions from 15<sup>th</sup> to 26<sup>th</sup> October. In most cases the sessions will last from 9 am to 5 pm and 1-2-1 meetings will be either 20 or 30 minutes duration depending on demand.

BiSEA’s team of in-country specialists are all Executive Directors (ie CEOs) of British Chambers of Commerce and Business Groups. They bring more than 100 years of knowledge and expertise. Profiles may be found on the websites of each BiSEA member.

Nipoan Chheng	Executive Director	British Chamber of Commerce Cambodia (15-19 October)
Chris Wren	Executive Director	British Chamber of Commerce Indonesia
Jennifer Lopez	Executive Director	British Malaysian Chamber of Commerce
Chloe Taylor	Executive Director	British Chamber of Commerce Myanmar
Chris Nelson	Executive Chairman	British Chamber of Commerce Philippines
Olivia Widen	Executive Director	British Chamber of Commerce Singapore (16-26 October)
Greg Watkins	Executive Director	British Chamber of Commerce Thailand
Peter Rimmer	Executive Director	British Business Group Vietnam

We are seeking to engage with experienced exporters or representatives of ‘export-ready’ companies that will devote some time and commitment to securing opportunities in our markets and invest a small sum in bespoke business support services. Links to PowerPoint presentations providing the

economic and trade background of each market, including more detailed lists of opportunities for UK companies, can be accessed at – [www.bisea.org](http://www.bisea.org).

Please book an appointment to meet our market specialists from 15-26 October 2018 at:-

Mon 15<sup>th</sup> – London: Energy Industries Council (EIC), 89 Albert Embankment, Lambeth, London SE1 7TP. Bookings: Terri Sylvester <[terri.sylvester@the-eic.com](mailto:terri.sylvester@the-eic.com)> *Focused on Energy (power, oil & gas, renewables, etc)*

Tue 16<sup>th</sup> – London: British Educational Suppliers Association (BESA), 20 Beaufort Court, Admirals Way, London E14 9XL. Bookings: Yasmin Barnett <[Yasmin@besa.org.uk](mailto:Yasmin@besa.org.uk)> *Focused on manufacturers and distributors of equipment, materials, books, consumables, furniture, technology, ICT hardware and EdTech to the education market.*

Wed 17<sup>th</sup> – London: UK ASEAN Business Council (UKABC), 12th Floor, Millbank Tower, 21-24 Millbank, London SW1P 4QP. Bookings: Veronica Lake <[veronica.lake@ukabc.org.uk](mailto:veronica.lake@ukabc.org.uk)>

Thu 18<sup>th</sup> – London: British Chambers of Commerce (BCC) 'International Trade Summit' - <https://www.britishchambers.org.uk/events/international-trade-summit>

Fri 19<sup>th</sup> – Newmarket: Department for International Trade (DIT) 'Global Food Forum' - <https://www.events.trade.gov.uk/global-food-forum-2018/>

Mon 22<sup>nd</sup> – London: Engineering Industries Association (EIA)/Manufacturing Technologies Association (MTA), 62 Bayswater Rd, London W2 3PS. Bookings: see below. *Focused on engineering manufacturing and manufacturing technologies.*

Tue 23<sup>rd</sup> – Manchester: DIT North West, Warren Bruce Court, Warren Bruce Road, Trafford Park, Manchester M17 1LB. Bookings: Miho Hatakeyama <[events@tradenw.org](mailto:events@tradenw.org)>

Wed 24<sup>th</sup> – Sheffield: Sheffield Chamber of Commerce 'Showcase Sheffield' - <https://www.scci.org.uk/event/showcase-sheffield-b2b-exhibition/>. Bookings: Melanie Rippon <[MRippon@syitc.com](mailto:MRippon@syitc.com)>

Thu 25<sup>th</sup> – York: Training Gateway, Island of Interaction, Ron Cooke Hub, University of York, Heslington, York YO10 5GE. Bookings: Veronica Lake <[veronica.lake@ukabc.org.uk](mailto:veronica.lake@ukabc.org.uk)> *Focused on training and vocational education.*

Fri 26<sup>th</sup> – Leeds: DIT Yorkshire & Humber – to be confirmed

Booking contacts for EIA/MTA day on Monday 22<sup>nd</sup> October:-

Indonesia – [chenny@britcham.or.id](mailto:chenny@britcham.or.id)

Malaysia – [sridaran@bmcc.org.my](mailto:sridaran@bmcc.org.my)

Myanmar – [ayenyein@britishchambermyanmar.com](mailto:ayenyein@britishchambermyanmar.com)

Philippines – [rquilala@britcham.org.ph](mailto:rquilala@britcham.org.ph)

Singapore – [anna@britcham.org.sg](mailto:anna@britcham.org.sg)

Thailand – [nattima@bccthai.com](mailto:nattima@bccthai.com)

Vietnam - [truc.doan@bbgv.org](mailto:truc.doan@bbgv.org)

Steady growth combined with investor-friendly government policies have attracted businesses keen to explore the vibrant new domestic markets that are emerging. Entrepreneurs are seizing the opportunity. South East Asia's economic dynamism is substantially enhancing the buying power of a growing middle class that is driving new consumer demands for many products.

By 2030, South East Asia's economy is predicted to eclipse Japan's and be world's 4th largest 'single market' after the EU, US and China. The Asian Development Bank (ADB) predicts that the size of the middle class in emerging Asia will increase from 24% of the population in 2010 to 65% in 2030. All of this leads to a 'Community of Opportunities'.

South East Asia is comprised of markets with diverse socio-cultural differences as well as different legal and regulatory environments but all offer opportunities for UK exporters and investors in practically every sector such as:

- Education and skills - English language training, vocational training, STEM and equipment
- Financial & professional services
- Manufacturing
- Infrastructure
- Oil & Gas
- Healthcare and Healthcare Equipment
- Defence & Security
- Energy/Environment - Renewable energy, especially waste to energy
- Digital economy – FinTech, 4G, data centres, security equipment

- Creative and media Industries broadcast and related technology and content for Digital channels
- Agri-technologies
- Food & drink products and food processing
- Consumer and retail products especially British brands
- Advanced engineering, including automotive and aerospace
- Renewable energy, waste to energy
- Services, including financial, business and professional
- Hospitality/Tourism

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- BiSEA is the grouping of British Chambers of Commerce and Business Groups in Cambodia, Indonesia, Malaysia, Myanmar, Philippines, Singapore, Thailand and Vietnam – [www.bisea.org](http://www.bisea.org)
  - UKABC is the leading UK-based organization promoting trade and investment between the UK and ASEAN's dynamic markets – [www.ukabc.org.uk](http://www.ukabc.org.uk)