

EMBARGO – THURSDAY 14 APRIL 17.00

EXPORT GROWTH NOW STAGNANT FOR 1 YEAR AS BCC SOUNDS WARNING ON TRADE

- **Proportion of UK exporters reporting increased export sales (29%) was largely unchanged for the 4th quarter running**
- **Proportion reporting decreased sales historically high at 25%, also little changed since 1 year ago in Q1 2021**
- **Exporters more likely than non-exporters to expect increases to their prices in coming months**

A survey of over 2,700 UK exporters has revealed that export sales growth has been effectively stagnant for the past year. The BCC's quarterly Trade Confidence Outlook showed the proportion of exporters reporting increased overseas sales to be unchanged from Q4 at 29%, while those reporting a decrease rose 1 point to 25%.

The data showed that manufacturers were more likely to report increased export sales than either business to business service firms (such as lawyers or accountants) or business to consumer service firms (like online clothing stores).

Conversely, B2B service exporters were more likely than either manufacturers or B2C service exporters to expect profitability to increase in the coming year.

Responding to the findings, Head of Trade Policy at the British Chambers of Commerce, William Bain said:

“This data confirms our concerns – that for the last year there was a broadly flat picture for UK exports. This is in contrast with the performance of our near neighbours, with Germany's exports both within and outside the Single Market steaming ahead by double digit margins and with trade losses from the pandemic already effectively recovered.

“UK exporters are facing the headwinds of higher red tape costs from trading with the EU, raised raw material pressures, and ongoing issues in global shipping markets. If we are to realise the aspirations of the UK Government's Export Strategy then 2022 has to be the year where these structural factors holding back our exporters are addressed.

“Sustained export growth should be powering our economic recovery from the pandemic. Chambers and their members are already working hard to increase exports but need more substantive measures from Government now.”

Ends

Notes to editors:

- **Spokespeople are available for interview**
- **The survey was conducted between 14 February and 10 March**

- The figures for the Trade Confidence Outlook are drawn from the BCC's bellwether Quarterly Economic Survey (QES) - <https://www.britishchambers.org.uk/media/get/QES%20report%20Q3%202021.pdf>
- Germany to rest of EU exports are up significantly and Germany to Rest of the world exports are up significantly too (other than to the U.K.)

About the British Chambers of Commerce

The British Chambers of Commerce (BCC) sits at the heart of a powerful network of 53 Accredited Chambers of Commerce across the UK, representing thousands of businesses of all sizes and within all sectors. Our Global Business Network connects exporters with over 60 markets around the world. For more information, visit: www.britishchambers.org.uk

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