

SCEG Meeting on Potential EU Opportunities

Brinley Salzmann, Director – Overseas & Exports

Wednesday 3rd March 2021

My Role at ADS

- My fundamental role is to provide help, advice and guidance to our Member Companies on any and all export-related matters;
- I liaise closely with many relevant branches of UK Government, especially the ECJU, FCDO, UK MoD, HMRC and DIT UKDSE
 - I act as a liaison contact point with ADS for the UK Defence Solutions Centre
 - I act as Secretary to a number of “Special Interest Groups”;
 - These include:
 - Business Ethics (Business Ethics Network)
 - Export Controls (Export Group for Aerospace, Defence & Dual-Use)
 - Market Intelligence (Defence Export Strategy Group)
 - Offset, Industrial Participation and Countertrade, etc (British Industrial Participation & Offset Group)
 - Section Five

"The fundamental problem is that business has gone global, whilst legislation and regulations remain inextricably wedded to the fundamental concept of a sovereign nation state"

Speaker from the CBI at an EGADD seminar many years' ago

UK Security Companies and the EU Market

- The UK-EU Trade and Cooperation Agreement provides coverage for services roughly equivalent to other EU free trade agreements such as the EU-Canada and EU-Japan agreements.
- EU Member States and the UK will not be able to discriminate against service suppliers and will have to treat them as if they were from their home jurisdiction. A local presence is not required to provide most services.
- The UK-EU TCA allows visa free travel, including for work, for up to 90 days in any 180-day period. The agreement contains a list of permitted activities which can be undertaken without requiring a visa or economic needs test.
- New EU Certificates of Origin required for movements of physical goods.

Presentation at ADS' Security Export Focus Group (SEFG)

- Meeting took place on 28th January 2021
- Amongst other agenda items, there was a presentation given by the Department for International Trade on its DIT UKDSE Major Event Buyer Profile initiative, identifying those future major international events that it believed UK plc should be focusing its efforts on pursuing
- Any interested companies wanting further details needs to contact:
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UKDSE Major Sports Events Campaign

- 2021 Summer Olympics & Paralympics – Tokyo, Japan
- 2022 Football World Cup – Qatar
- 2022 Asian Games – Hangzhou, China
- 2022 Winter Olympics & Paralympics – Beijing, China
- **2023 Rugby World Cup – France**
- 2023 Pan & Parapan Games – Santiago, Chile
- **2023 European Games – Poland, Krakow**
- **2024 Summer Olympics & Paralympics – Paris, France**
- 2026 FIFA World Cup – USA, Canada & Mexico
- **2026 Winter Olympics & Paralympics - Italy, Milan/Cortina**
- 2028 Summer Olympics & Paralympics – USA, LA

Totally different subject - Banking

- ADS has become aware of some MAJOR banking problems that are being experienced by many of its (especially SME) Member Companies
- Working with DIT, we have been undertaking a survey of our Members to try to ascertain what the scale of the problem is
- We have received c.20 “tales of woe” from different companies, and are in the process of compiling a summary report for submission to the DIT
- Our feeling is that this is just “the tip of the iceberg”, and many more companies must be similarly suffering similar frustrations

Contact Details

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