



Department for
International Trade



MADE IN THE MIDLANDS SOLD TO THE WORLD

**Business &
Professional
Services Sector
Events & Activity
22/23**

CONTENTS

Welcome to BPS in the Midlands.....	3
Meet the Specialist Adviser.....	4
Case Study: Carteret Group.....	5
22/23 Events.....	6
22/23 Events Continued.....	7
22/23 Events Continued.....	8
22/23 Trade Visits.....	9

MIDLANDS SERVICES SECTOR

The West Midlands is the UK's regional Business & Finance & Professional Services cluster, offering world-class brands, scale and unrivalled breadth of talent. A recognised high-growth Proftech cluster creating new innovative businesses and attracting new investors.



Derek Binns - Services Sector
Specialist Adviser for the
Midlands

The UK's most significant centre for financial services outside London with 53,000 employees, the West Midlands has a traditional foundation in banking, corporate and commercial finance, and retail finance. Now coupled with a rising reputation for emerging tech, the region is fast becoming 'one to watch' in the UK's FinTech scene, producing 6.2% of the country's total GVA in the sector. And looking more widely, the entire finance and professional services sector employs around 179,000 people.

MEET THE SPECIALIST

Derek Binns

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After starting his career in the USA Derek has amassed 30 years' experience working in international trade consultancy, commencing in Switzerland with Kurt Salmon Associates/Gherzi Associates. In 2000 Derek founded DBL Consulting in several countries around the world (including Belgium, Italy, Turkey and Germany), fulfilling long term projects in supply chain marketing, e-commerce and trade finance for prominent global multinational companies and NGOs.

More recently in Germany Derek has held various senior leadership and advisory roles in sourcing, e-commerce, trade finance and SaaS with leading multinational companies where he was involved with acquisitions and mergers. In 2016 Derek returned to London to pursue his fintech, SaaS and trade finance interests as both a Director and NED.

Since returning to the UK Derek is currently the Finance, Professional and Business Services Specialist Adviser for DIT in the Midlands working on the levelling up agenda to encourage, support and facilitate service sector exports from the region.

CASE STUDY

Carteret Group is an investment banking boutique, delivering corporate finance, M&A, capital raising and strategic advisory services for clients worldwide.

Carteret Capital has been working with the DIT Specialist Sector Adviser for several years. During which time it has expanded in both business scope and geographically. Throughout this period of support Carteret required the sector specialists help to export AI based Quantitative Analytics and 360 advisory in addition to their core sports finance activity. As a result Carteret have acquired 40 overseas clients in the sports sector alone and had several quantitative syndicated all around the world. At the same time the company has established several offices in the UK (including the Midlands) and is currently in the process of setting up a subsidiary office in Switzerland and the USA to satisfy growing export requirements.

The advice of the DIT was instrumental in both facilitating cooperation with DIT Switzerland and Swiss company authorities, and establishing bona fides and building confidence within the Group to diversify into the global QA and AI sector. DIT's Specialist support included: Introduction to decision makers; strategic advice and coaching and tactical support.

“Having a consistent dialogue and ongoing rapport with the DIT's specialist adviser over several years has been of great value to our group both in quantitative terms (hard facts and contacts provided) and qualitative support (coaching and tactical support of negotiations imparted).”

22/23 EVENTS

Get involved in our programme of free events to support you in exploring opportunities in the global services sector.

► **02/11/22 - Trade in Services UK Roadshow - Venue TBC**

Join this free roadshow event to learn about the international opportunities for trade in services across the UK with particular focus on the strengths professional and business (PBS) services in Birmingham and the wider Midlands region.

Registration open soon.

► **October - BC Platinum Group Best Practice Webinar**

A focused and targeted exchange of information and advice within a key sub region across all sub sectors.

Registration open soon.

To learn more about any of these events please contact Derek on Derek.Binns2@trade.gov.uk.

22/23 EVENTS

Get involved in our programme of free events to support you in exploring opportunities in the global services sector.

► **October - Export Champion Showcase Series - Legal**

In depth exchange of experience and learnings with an accomplished exporter and legal services overseas experts.

Registration open soon.

► **November - Export Champion Showcase Series - Accountancy / Consultancy**

In depth exchange of experience and learnings with an accomplished exporter and our experts; focusing on the opportunity to export non-regulated financial and consultancy services.

Registration open soon.

► **November - Export Champion Showcase Series - Green Finance & Sustainability**

Practical advice and support to exporters of services to those on the journey to net zero.

Registration open soon.

6

To learn more about any of these events please contact Derek on Derek.Binns2@trade.gov.uk.

22/23 EVENTS

Get involved in our programme of free events to support you in exploring opportunities in the global services sector.

► **November - FSB Creative Exporter Event - Mike Goodall**

Hosted by the FSB's Mike Goodall to facilitate exchange of information and provision of expert advice to help Creative Services SME's grow their export trade.

Registration open soon.

► **December - Export Champion Showcase Series - Creative Services**

In depth exchange of experience and learnings with an accomplished exporter and Creative Services overseas experts.

Registration open soon.

To learn more about any of these events please contact Derek on Derek.Binns2@trade.gov.uk.

22/23 TRADE VISITS

Join us on a Government lead trade visit to explore new markets, make new contacts and ultimately secure additional overseas business.

► Feb 2023 - LATAC Legal Tech UK Mission

Opportunity to meet Legal Tech buyers, scope this important market and receive first hand local advice from our overseas champions.

► Feb 2023 - FinTech Mission of Switzerland

Opportunity to meet Fintech buyers, scope this important market and receive first hand local advice from our overseas champions

To learn more about any of these trade visits please contact Derek on Derek.Binns2@trade.gov.uk.



Department for International Trade

DIT

The UK's Department for International Trade (DIT) has overall responsibility for promoting UK trade across the world and attracting foreign investment to our economy. We are a specialised government body with responsibility for negotiating international trade policy, supporting business, as well as delivering an outward-looking trade diplomacy strategy.

Disclaimer

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