

The Future of Trade Between the UK and Germany

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Trade with Germany is a fundamental building block of our joint prosperity. Germany is the UK's nearest and largest export market for goods and services in Europe. Habits of trade are ingrained in both our cultures.

Trade will continue to be an essential feature of our relationship with Germany as we leave the European Union. My team at the Department for International Trade (DIT) in Germany aspires to a prosperous Britain powered by booming bilateral trade and investment.

- German business exports goods and services worth **€115bn** to the UK. The UK accounts for 7.5% or approximately €1 in 13 of total German exports (2017).
- The UK is **Germany's fifth largest trading partner** after the US, The Netherlands, China and France, with a total trade volume (goods and services) of €180bn (2017).
- In return, **Germany is the UK's second largest trading partner** worldwide after the US. In 2017 the UK exported goods and services worth €65bn to Germany.
- More than **10% of all UK goods exports go to Germany**. The UK exports more goods to Germany than to the BRICS (Brazil, Russia, India, China and South Africa) combined.
- More than **2,200 German companies** have a presence in the UK, **employing over 412,000 people**. Jointly these companies generate a turnover of €210bn – more than in any other European country.
- In Germany, **almost one in ten foreign companies is British**. There are around 1,500 British companies in Germany, employing 267,000 people.

The BCCG is an essential and valued partner to the Embassy in promoting our bilateral economic relationship. Under Michael Schmidt's leadership, the Chamber is currently undergoing substantial changes. We are keen to support. In light of the UK's exit from the European Union, there has never been a more important time to cooperate.

On a personal note, I will be leaving Germany after four very enjoyable years here. I would like to thank the BCCG and its members for all your kind support as I pass over the baton to my successor, Kenan Poleo. |



Tony Sims



Kenan Poleo



Kenan Poleo

has been appointed Director for Trade and Investment for Germany and Deputy HM Trade Commissioner for Europe, in succession to Tony Sims who completed his tour at the end of 2018. Kenan will take over from Tony Sims in February 2019. His previous roles include Head of Global Portfolio at Innovate UK and also Regional Director for the Science and Innovation Network in Europe, based in Berlin.