

EXPORTING FROM ACROSS BRITAIN

Financial and related professional services 2019



About TheCityUK

TheCityUK is the industry-led body representing UK-based financial and related professional services. In the UK, across Europe and internationally, we promote policies that drive competitiveness, support job creation and ensure long-term economic growth. The industry contributes over 10% of the UK's total economic output and employs 2.3 million people, with two thirds of these jobs outside London. It is the largest tax payer, the biggest exporting industry and generates a trade surplus almost equivalent to all other net exporting industries combined.

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FOREWORD

This report examines financial and related professional services exports from each British region and nation. TheCityUK's economic research has consistently emphasised the fact that the financial and related professional services industry makes a significant contribution to the economy across the UK. One of the most visible aspects of this contribution is the industry's trade surplus of around £75bn in 2017.

However, this reports aims to quantify the regions' and nations' contributions to those overseas sales, providing a fuller picture of the industry's economic activity across our country. As the world's leading international financial and related professional services hub, London accounts for just over half of such exports – but other regions, especially the South East, Scotland, North West and the West Midlands make large contributions.

This year, I am very pleased that we have been able to analyse, for the first time, industry exports at an even finer level of geographical detail: the major sub-regions (for example, the English counties) and also the 15 joint authorities that encompass Britain's largest cities. We continue to engage with the Office for National Statistics (ONS) as they refine the quality and quantity of their sub-national economic statistics, and commend them for the significant work they have done – and continue to undertake – to expand the range of data available.

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Chief Economist & Head of Research, TheCityUK



BRITISH FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS

In 2017 financial and related professional services exports across Britain rose by 3% to £96.9bn (Figure 1).¹ All regions and nations in Britain saw growth in financial and related professional services exports in 2017, according to our estimates.² Scottish and Welsh financial and related professional services exports experienced the strongest growth among all regions and nations in Britain during the period 2012-16, with average annual growth of 7%.

Figure 1: Financial and related professional services exports by region and nation

Source: Office for National Statistics and TheCityUK estimates

Region/nation	2016 financial and related professional services exports* £bn	2017 financial and related professional services exports* £bn (est.)	2017 industry exports of regions and nations as a % of British industry exports
London	47.9	50.0	52%
South East	10.5	10.8	11%
Scotland	6.7	7.2	7%
North West	5.7	5.9	6%
West Midlands	4.4	4.6	5%
South West	4.3	4.3	4%
East of England	3.8	3.9	4%
Yorkshire and the Humber	3.6	3.6	4%
Wales	2.8	2.9	3%
East Midlands	1.9	2.0	2%
North East	1.5	1.6	2%
Great Britain	93.2	96.9	100%

* Financial and related professional services exports are defined as financial services, insurance, accountancy, legal services, and management consultancy and business management. 2017 figures have been estimated by TheCityUK based on Office for National Statistics Pink Book data and regional export data.

¹ TheCityUK 2017 estimates are calculated based on ONS data and adjusting the figures in line with the average ONS service exports by region and nation proportions for 2011 to 2016. Figures for 2011 to 2016 are ONS data for financial services and TheCityUK estimates based on ONS data for related professional services. The figures cover Great Britain only. Northern Ireland figures have been excluded from this report due to insufficient data.

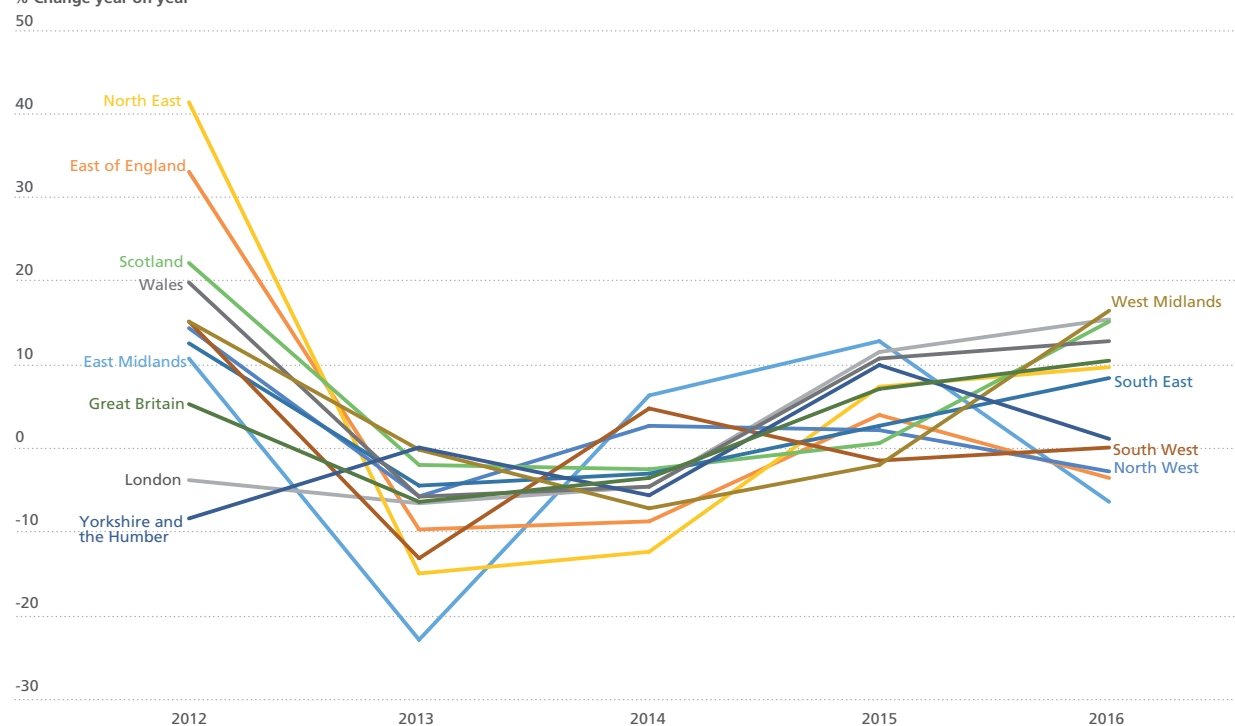
² Data in Figure 1 are rounded to the nearest hundred million pounds.

Industry exports have been volatile in recent years. After a two-year contraction in financial and related professional services exports in 2013 and 2014, industry exports experienced strong growth of 7% in 2015 and 10% in 2016 (Figure 2). In addition, there is considerable inter-regional variation in performance. The North East, East of England and the East Midlands experienced the most volatile rates of growth in industry exports over the 2012-16, while growth rates in the South East, Yorkshire and the Humber, and the North West were relatively steady.

Figure 2: Growth of financial and related professional services exports by region and nation

Source: Office for National Statistics and TheCityUK calculations

% Change year on year



In this report financial services includes financial and insurance services. Related professional services includes accountancy, legal services, and management consultancy and business management. This last category is wider than TheCityUK's normal definition of related professional services, but has been included here as the ONS does not separate business management from management consultancy in its services export data.

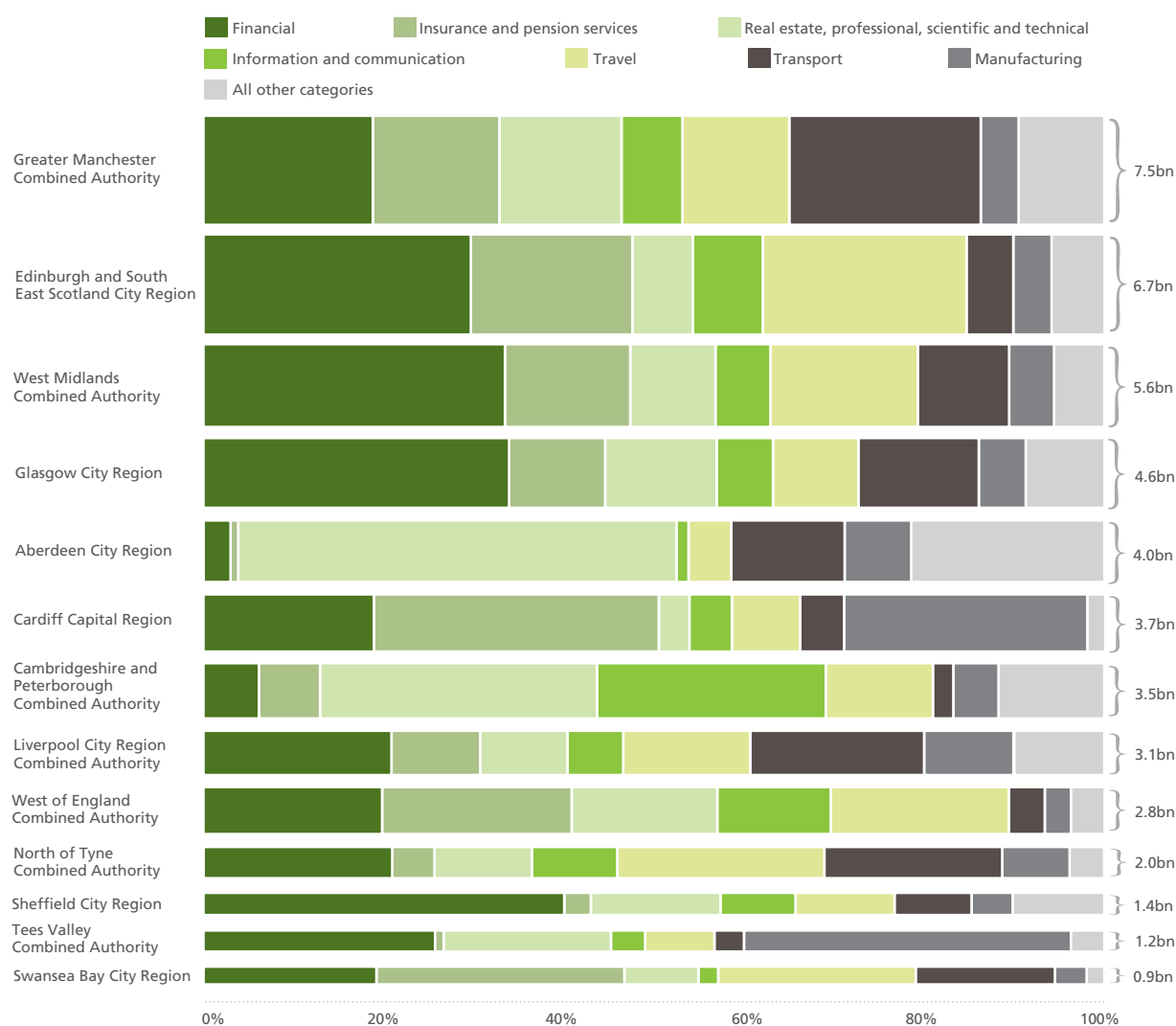
As the world's leading international financial and related professional services hub, London unsurprisingly dominates the British financial and related professional services exports market. However, around half of industry exports came from outside London in both 2016 and 2017. The South East was the largest exporter outside the capital in 2017, followed by Scotland and then the North West (see Figure 1). To put this in an international context, in 2017 the North West's financial services exports were equivalent to almost 40% of those of the whole of France, and the South East's financial services exports were equivalent to over 50% of French financial services exports, according to TheCityUK calculations based on data from UNCTAD and the ONS. This reflects the fact that the UK as a whole is the world's second-largest exporter of financial services, after the US.

Financial services was the biggest exporting service sector in every British region and nation in 2016 apart from the South East (where the largest exporting service sector in that year was real estate, professional, scientific and technical services). Financial and related professional services exports as a percentage of total services exports in 2016 varied from

27% in the South East to 50% in Wales (Figure 4). Considering a more detailed geographical breakdown, the ONS notes that 'Financial services were an important category of service exports for the joint authorities, making up more than 18% of service exports in 12 of the 15 joint authorities analysed.'³ (The joint authorities are: the seven English Combined Authorities; Greater London; Mayoral authority of Sheffield City Region; Cardiff Capital Region; Swansea Bay City Region; Glasgow City Region; Aberdeen City Region; and Edinburgh and South East Scotland City Region.) Real estate, professional, scientific and technical services, the broader category which includes legal, accounting, management consulting and business services, also made a significant contribution to services exports in some joint authorities, notably Aberdeen City Region, where the category accounted for 49.2% of total services exports, and Cambridgeshire & Peterborough Combined Authority, where it represented 30.7% of services exports (Figure 3).

Figure 3: Exports of services from each joint authority by functional category, 2016

Source: Office for National Statistics



³ Office for National Statistics, 'International exports of services from subnational areas of Great Britain: 2016', (12 February 2019), available at: <https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/articles/estimatingthevalueofserviceexportsabroadfromdifferentpartsoftheuk/2016>

The table below shows total goods exports as well as total services exports alongside the financial and related professional services proportion of services exports to provide additional context. Looking at financial and related professional services exports as percentage of total exports (goods plus services), industry exports in London accounted for 32% of the total. In Yorkshire and the Humber and Scotland the figure was 16% each, and 14% each in the South West and Wales in 2016. Outside London, the percentages of total exports varied from 8% in the East Midlands to 16% in Yorkshire and the Humber and Scotland.

Figure 4: Financial and related professional services exports as a percentage of service exports and total exports by region/nation

Source: HM Revenue & Customs, Office for National Statistics and TheCityUK calculations

Region/nation	Financial and related professional services exports* as percentage of services exports 2016	Total services exports 2016 (£bn)	Total goods exports 2016 (£bn)
Wales	50%	5.6	14.6
West Midlands	48%	9.2	29.7
Yorkshire and the Humber	46%	7.8	14.8
London	41%	117.3	31.7
South West	38%	11.3	18.2
Scotland	36%	18.5	24.2
North East	35%	4.2	12.0
East Midlands	32%	6.0	17.7
North West	31%	18.3	27.8
East of England	28%	13.7	26.7
South East	27%	39.3	40.8
Great Britain	37%	251.2	258.2

* Financial and related professional services exports are defined as financial services, insurance, accountancy, legal services, and management consultancy and business management.

In about half the regions and nations in Britain, relative shares of financial services exports and related professional services exports are quite balanced. In the North West, Scotland, Wales, the West Midlands, and Yorkshire and the Humber, however, the regions' financial services exports as a percentage of Britain's financial services exports was around double the comparable percentage for related professional services; in the South East, by contrast, related professional services exports as a percentage of British sector exports was almost double the comparable percentage for financial services.

ONS data released for the first time in February 2019 now allows us to analyse financial services exports at a sub-regional (NUTS2) level.⁴ Out of the 40 sub-regions in Great Britain there are 15 (38%), which have at least £1bn financial services exports (Figure 5) and a total of 28 (70%) with £500m or more in financial services exports.⁵

Figure 5: Financial services exports by selected sub-region

Source: Office for National Statistics and TheCityUK calculations

	2016 financial services exports £m	2016 financial services exports as a % of British financial services exports
Inner London – West	24,704	33%
Inner London – East	9,877	13%
Eastern Scotland	3,573	5%
Surrey, East and West Sussex	3,365	5%
West Midlands*	2,631	4%
Gloucestershire, Wiltshire and Bath/Bristol area	2,577	3%
Greater Manchester	2,457	3%
West Yorkshire	2,094	3%
West Central Scotland	1,859	3%
East Wales	1,695	2%
Berkshire, Buckinghamshire and Oxfordshire	1,549	2%
Hampshire and Isle of Wight	1,473	2%
Kent	1,323	2%
East Anglia	1,209	2%
Cheshire	1,068	1%

* Here, the West Midlands metropolitan county as opposed to the English region.

⁴ NUTS stands for Nomenclature of Territorial Units for Statistics; it is a standard used to classify geographical subdivisions of countries.

⁵ Office for National Statistics, 'International exports of services from subnational areas of Great Britain: 2016', (12 February 2019), available at: <https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/articles/estimatingthevalueofserviceexportsabroadfromdifferentpartsoftheuk/2016>

EAST MIDLANDS

The East Midlands exported £2bn of financial and related professional services in 2017, up 4.3% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from the East Midlands accounted for 2.1% of Great Britain's total financial services exports in 2016, and related professional services exports from the region accounted for 2.2% of Great Britain's total related professional services exports.

Figure 6: Financial and related professional services exports from the East Midlands, £m

Source: Office for National Statistics and TheCityUK calculations

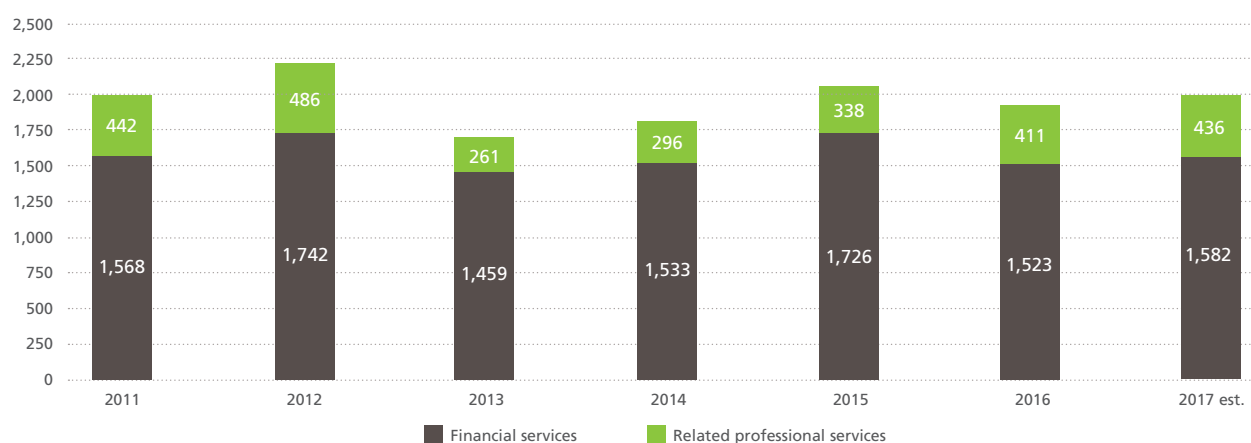


Figure 7: Detailed breakdown of financial and related professional services exports from the East Midlands, £m

Source: Office for National Statistics and TheCityUK calculations

Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	1,358	1,271	1,274	1,288	1,499	1,364	1,421
Insurance and pension services	210	471	185	245	227	159	161
Total financial services	1,568	1,742	1,459	1,533	1,726	1,523	1,582
Accountancy	15	20	24	27	33	40	44
Legal services	10	10	11	12	13	14	13
Management consultancy and business management	418	456	227	257	292	357	379
Total related professional services	442	486	261	296	338	411	436
Total financial and related professional services	2,010	2,228	1,720	1,829	2,064	1,934	2,018

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN THE EAST MIDLANDS



£2.0 BN IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

EAST MIDLANDS

GOODS EXPORTS



£17.7 BN
IN 2016*

SERVICES EXPORTS



£6.0 BN
IN 2016

*According to HMRC data, the East Midlands' goods exports were worth £17.7bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN THE EAST MIDLANDS ACCOUNTED FOR



32%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from the East Midlands totalled £6bn in 2016, according to the ONS.

Figure 8: Financial services exports from sub-regions in the East Midlands, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
Leicestershire, Rutland and Northamptonshire	955	34%
Derbyshire and Nottinghamshire	474	19%
Lincolnshire	93	15%

EAST OF ENGLAND

The East of England exported £3.9bn of financial and related professional services in 2017, up 3% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from the East of England accounted for 4% of Great Britain's total financial services exports in 2016, and related professional services exports from the region accounted for 4.5% of Great Britain's total related professional services exports.

Figure 9: Financial and related professional services exports from the East of England, £m

Source: Office for National Statistics and TheCityUK calculations

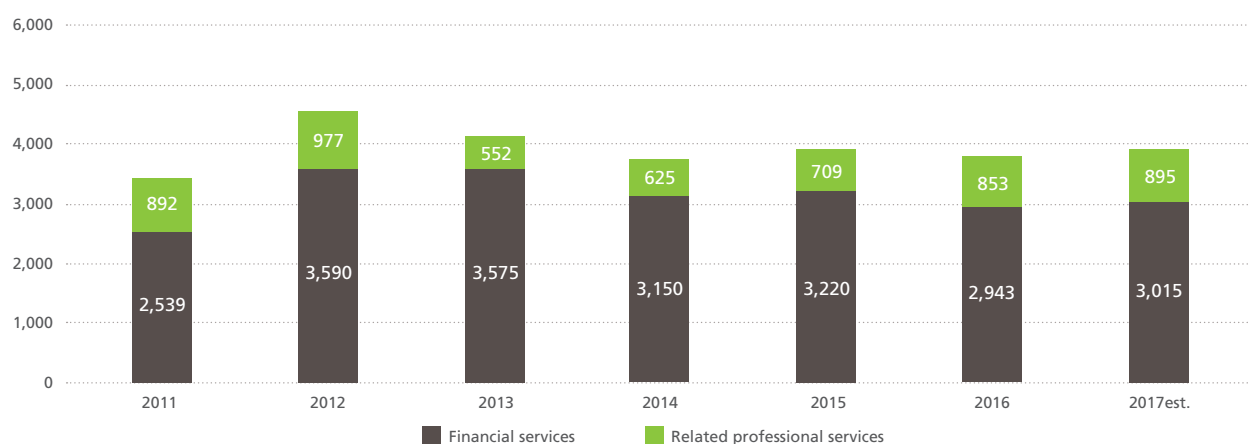


Figure 10: Detailed breakdown of financial and related professional services exports from the East of England, £m

Source: Office for National Statistics and TheCityUK calculations

Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	1,490	1,960	2,116	1,793	1,980	1,576	1,679
Insurance and pension services	1,049	1,630	1,459	1,357	1,240	1,367	1,336
Total financial services	2,539	3,590	3,575	3,150	3,220	2,943	3,015
Accountancy	26	36	41	48	58	70	77
Legal services	73	75	80	88	97	105	99
Management consultancy and business management	793	866	431	489	554	678	719
Total related professional services	892	977	552	625	709	853	895
Total financial and related professional services	3,431	4,567	4,127	3,775	3,929	3,796	3,910

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN THE EAST OF ENGLAND



£3.9BN IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

EAST OF ENGLAND

GOODS EXPORTS



£26.7BN
IN 2016*

SERVICES EXPORTS



£13.7BN
IN 2016

*According to HMRC data, the East of England's goods exports were worth £26.7bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN THE EAST OF ENGLAND ACCOUNTED FOR



28%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from the East of England totalled £13.7bn in 2016, according to the ONS.

Figure 11: Financial services exports from sub-regions in the East of England, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
East Anglia	1,209	20%
Bedfordshire and Hertfordshire	892	21%
Essex	842	25%

LONDON

London exported £50bn of financial and related professional services in 2017, up 4.4% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from London accounted for 49.5% of Great Britain's total financial services exports in 2016, and related professional services exports from the region accounted for 59.2% of Great Britain's total related professional services exports.

Figure 12: Financial and related professional services exports from London, £m

Source: ONS and TheCityUK calculations

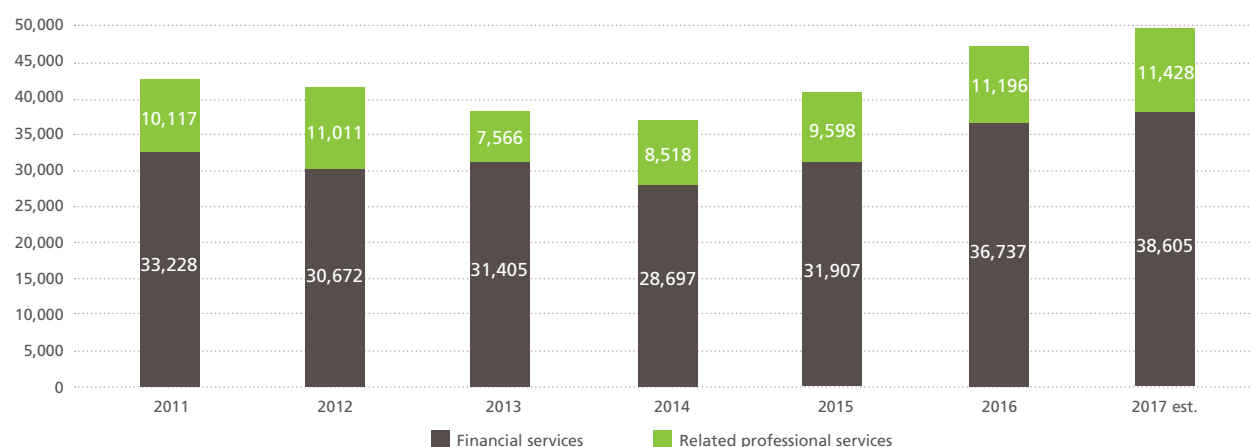


Figure 13: Detailed breakdown of financial and related professional services exports from London, £m

Source: Office for National Statistics and TheCityUK calculations

Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	30,739	27,511	28,329	25,171	28,818	32,713	34,534
Insurance and pension services	2,489	3,161	3,076	3,526	3,089	4,024	4,071
Total financial services	33,228	30,672	31,405	28,697	31,907	36,737	38,605
Accountancy	487	662	762	884	1,066	1,297	1,425
Legal services	2,848	2,945	3,117	3,457	3,792	4,102	3,852
Management consultancy and business management	6,782	7,405	3,687	4,177	4,739	5,797	6,151
Total related professional services	10,117	11,011	7,566	8,518	9,598	11,196	11,428
Total financial and related professional services	43,345	41,683	38,971	37,215	41,505	47,933	50,032

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN LONDON



£50.0 BN IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

LONDON

GOODS EXPORTS



£31.7 BN
IN 2016*

SERVICES EXPORTS



£117.3 BN
IN 2016

*According to HMRC data, London's goods exports were worth £31.7bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN LONDON ACCOUNTED FOR



41%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from London totalled £117.3bn in 2016, according to the ONS.

Figure 14: Financial services exports from sub-regions in London, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
Inner London – West	24,704	36%
Inner London – East	9,877	37%
Outer London – West and North West	890	5%
Outer London – South	674	28%
Outer London – East and North East	591	27%

NORTH EAST

The North East exported £1.6bn of financial and related professional services in 2017, up 8.3% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from the North East accounted for 1.7% of Great Britain's total financial services exports in 2016, and related professional services exports from the region accounted for 1.1% of Great Britain's total related professional services exports.

Figure 15: Financial and related professional services exports from the North East, £m

Source: Office for National Statistics and TheCityUK calculations

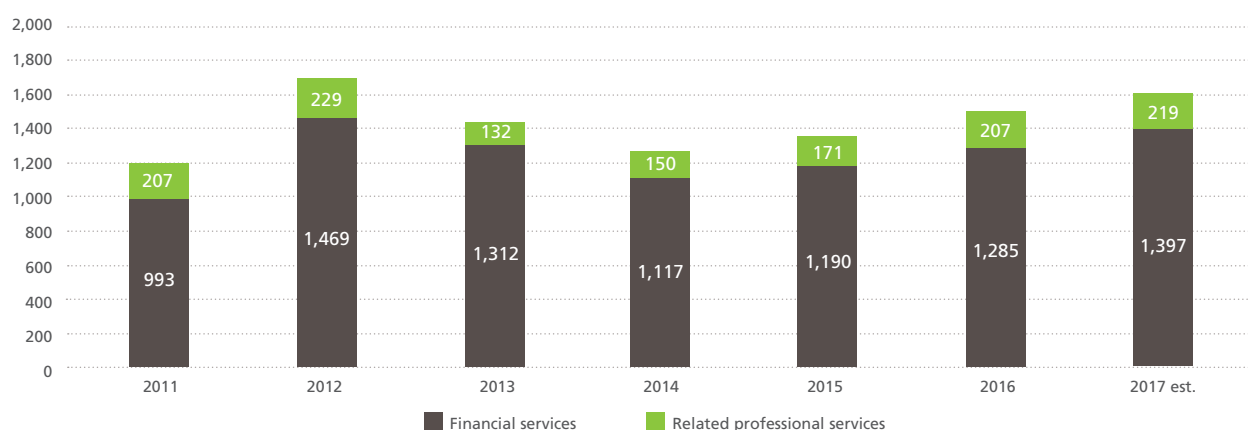


Figure 16: Detailed breakdown of financial and related professional services exports from the North East, £m

Source: Office for National Statistics and TheCityUK calculations

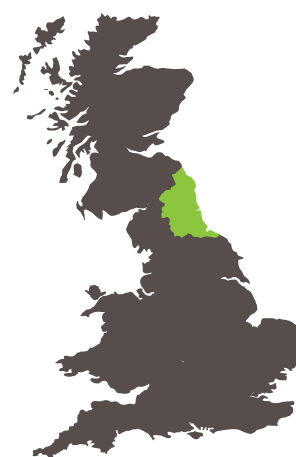
Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	792	1,024	918	807	881	994	1,088
Insurance and pension services	201	445	394	310	309	291	309
Total financial services	993	1,469	1,312	1,117	1,190	1,285	1,397
Accountancy	13	18	21	24	29	35	38
Legal services	10	11	11	13	14	15	14
Management consultancy and business management	184	201	100	113	128	157	167
Total related professional services	207	229	132	150	171	207	219
Total financial and related professional services	1,200	1,698	1,444	1,267	1,361	1,492	1,617

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN THE NORTH EAST



£1.6BN IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

NORTH EAST

GOODS EXPORTS



£12.0BN
IN 2016*

SERVICES EXPORTS



£4.2BN
IN 2016

*According to HMRC data, the North East's goods exports were worth £12bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN THE NORTH EAST ACCOUNTED FOR



35%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from the North East totalled £4.2bn in 2016, according to the ONS.

Figure 17: Financial services exports from sub-regions in the North East, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
Northumberland and Tyne and Wear	920	33%
Tees Valley and Durham	365	25%

NORTH WEST

The North West exported £5.9bn of financial and related professional services in 2017, up 2.4% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from the North West accounted for 6.8% of Great Britain's total financial services exports in 2016, and related professional services exports from the region accounted for 3.9% of Great Britain's total related professional services exports.

Figure 18: Financial and related professional services exports from the North West, £m

Source: Office for National Statistics and TheCityUK calculations

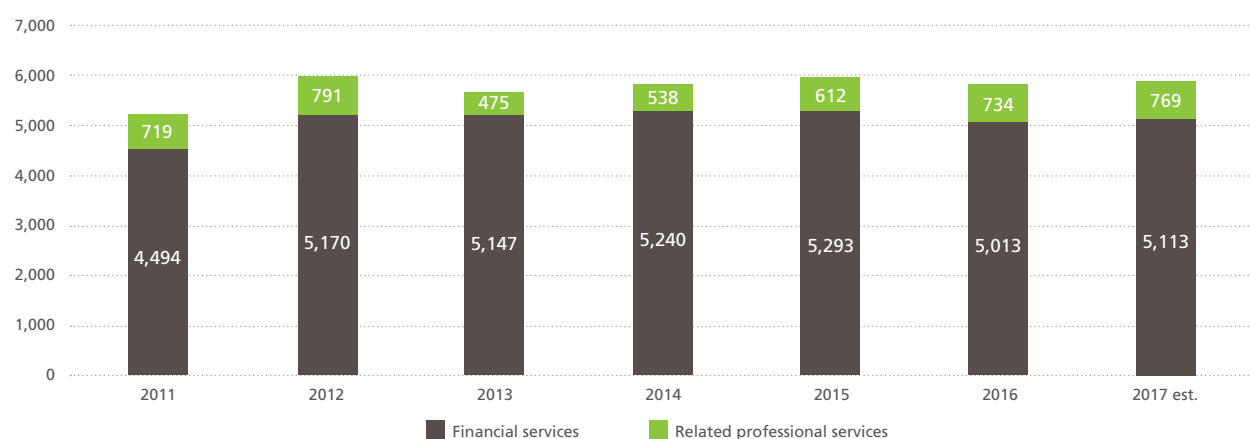


Figure 19: Detailed breakdown of financial and related professional services exports from the North West, £m

Source: Office for National Statistics and TheCityUK calculations

Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	2,993	3,190	3,285	3,147	3,674	3,303	3,505
Insurance and pension services	1,501	1,980	1,862	2,093	1,619	1,710	1,609
Total financial services	4,494	5,170	5,147	5,240	5,293	5,013	5,113
Accountancy	41	56	65	75	90	110	121
Legal services	77	80	84	94	103	111	104
Management consultancy and business management	600	655	326	370	419	513	544
Total related professional services	719	791	475	538	612	734	769
Total financial and related professional services	5,213	5,961	5,622	5,778	5,905	5,747	5,882

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN THE NORTH WEST



£5.9BN IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

NORTH WEST

GOODS EXPORTS



£27.8BN
IN 2016*

SERVICES EXPORTS



£18.3BN
IN 2016

*According to HMRC data, the North West's goods exports were worth £27.8bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN THE NORTH WEST ACCOUNTED FOR



31%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from the North West totalled £18.3bn in 2016, according to the ONS.

Figure 20: Financial services exports from sub-regions in the North West, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
Greater Manchester	2,457	33%
Cheshire	1,068	41%
Merseyside	954	31%
Lancashire	422	9%
Cumbria	113	17%

SCOTLAND

Scotland exported £7.2bn of financial and related professional services in 2017, up 7.4% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from Scotland accounted for 8% of Great Britain's total financial services exports in 2016, and related professional services exports from the nation accounted for 4% of Great Britain's total related professional services exports.

Figure 21: Financial and related professional services exports from Scotland, £m

Source: Office for National Statistics and TheCityUK calculations

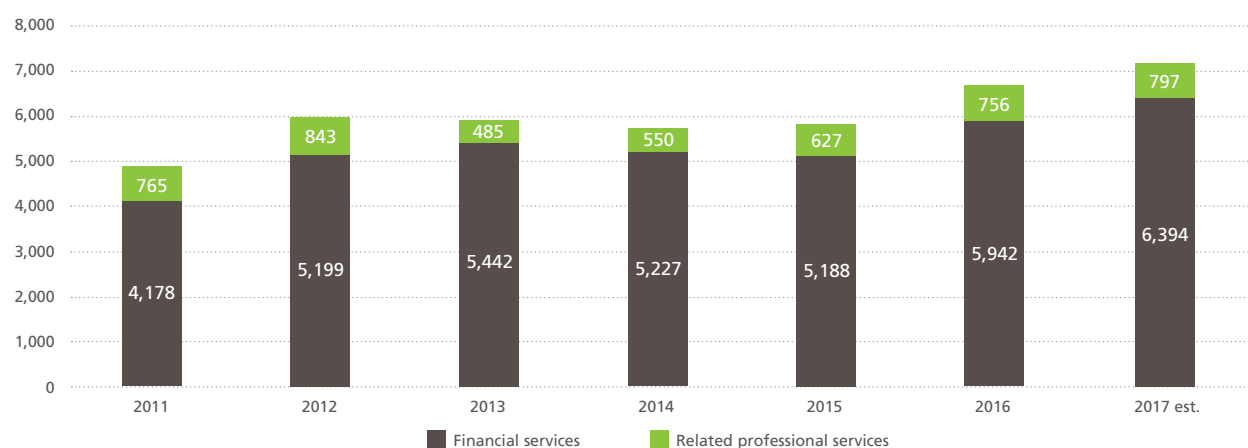


Figure 22: Detailed breakdown of financial and related professional services exports from Scotland, £m

Source: Office for National Statistics and TheCityUK calculations

Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	2,366	2,778	3,206	3,235	3,459	3,985	4,578
Insurance and pension services	1,812	2,421	2,236	1,992	1,729	1,957	1,816
Total financial services	4,178	5,199	5,442	5,227	5,188	5,942	6,394
Accountancy	39	54	62	72	86	105	115
Legal services	52	54	57	63	69	75	70
Management consultancy and business management	674	736	366	415	471	576	611
Total related professional services	765	843	485	550	627	756	797
Total financial and related professional services	4,943	6,042	5,927	5,777	5,815	6,698	7,191

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN SCOTLAND



£7.2BN IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

SCOTLAND

GOODS EXPORTS



£24.2BN
IN 2016*

SERVICES EXPORTS



£18.5BN
IN 2016

*According to HMRC data, Scottish goods exports were worth £24.2bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN SCOTLAND ACCOUNTED FOR



36%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from Scotland totalled £18.5bn in 2016, according to the ONS.

Figure 23: Financial services exports from sub-regions in Scotland, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
Eastern Scotland	3,573	47%
West Central Scotland	1,859	44%
Southern Scotland	295	23%
North Eastern Scotland	131	3%
Highlands and Islands	86	6%

SOUTH EAST

The South East exported £10.8bn of financial and related professional services in 2017, up 3.2% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from the South East accounted for 10.4% of Great Britain's total financial services exports in 2016, and related professional services exports from the region accounted for 14.7% of Great Britain's total related professional services exports.

Figure 24: Financial and related professional services exports from the South East, £m

Source: Office for National Statistics and TheCityUK calculations

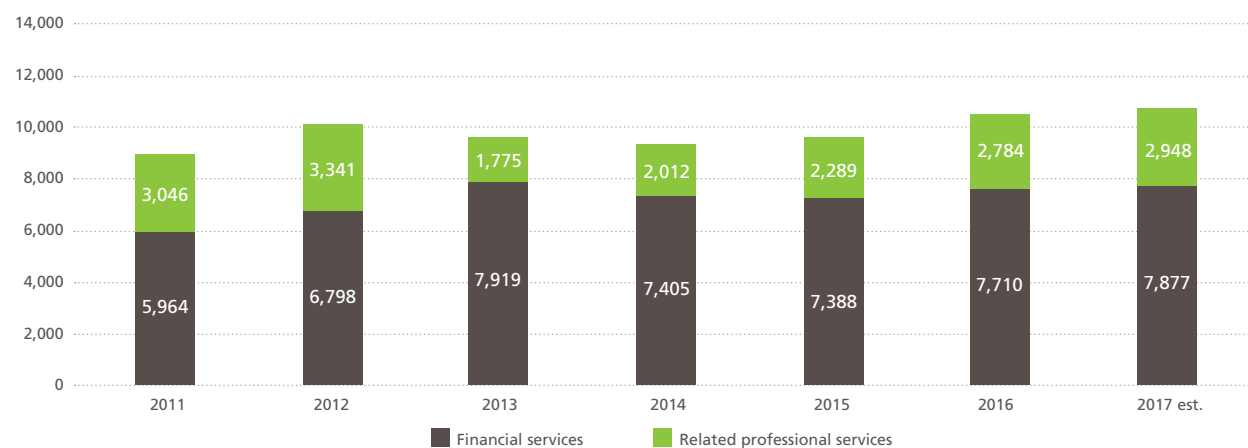


Figure 25: Detailed breakdown of financial and related professional services exports from the South East, £m

Source: Office for National Statistics and TheCityUK calculations

Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	2,678	2,469	2,579	2,897	3,188	3,416	3,721
Insurance and pension services	3,286	4,329	5,340	4,508	4,200	4,294	4,156
Total financial services	5,964	6,798	7,919	7,405	7,388	7,710	7,877
Accountancy	75	102	117	136	164	199	219
Legal services	77	80	84	94	103	111	104
Management consultancy and business management	2,894	3,160	1,573	1,783	2,023	2,474	2,625
Total related professional services	3,046	3,341	1,775	2,012	2,289	2,784	2,948
Total financial and related professional services	9,010	10,139	9,694	9,417	9,677	10,494	10,825

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN THE SOUTH EAST



£10.8_{BN} IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

SOUTH EAST

GOODS EXPORTS



£40.8_{BN}
IN 2016*

SERVICES EXPORTS



£39.3_{BN}
IN 2016

*According to HMRC data, the South East's goods exports were worth £40.8bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN THE SOUTH EAST ACCOUNTED FOR



27%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from the South East totalled £39.3bn in 2016, according to the ONS.

Figure 26: Financial services exports from sub-regions in the South East, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
Surrey, East and West Sussex	3,365	26%
Berkshire, Buckinghamshire and Oxfordshire	1,549	12%
Hampshire and Isle of Wight	1,473	16%
Kent	1,323	36%

SOUTH WEST

The South West exported £4.3bn of financial and related professional services in 2017, up 1.2% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from the South West accounted for 4.8% of Great Britain's total financial services exports in 2016, and related professional services exports from the region accounted for 3.6% of Great Britain's total related professional services exports.

Figure 27: Financial and related professional services exports from the South West, £m

Source: Office for National Statistics and TheCityUK calculations

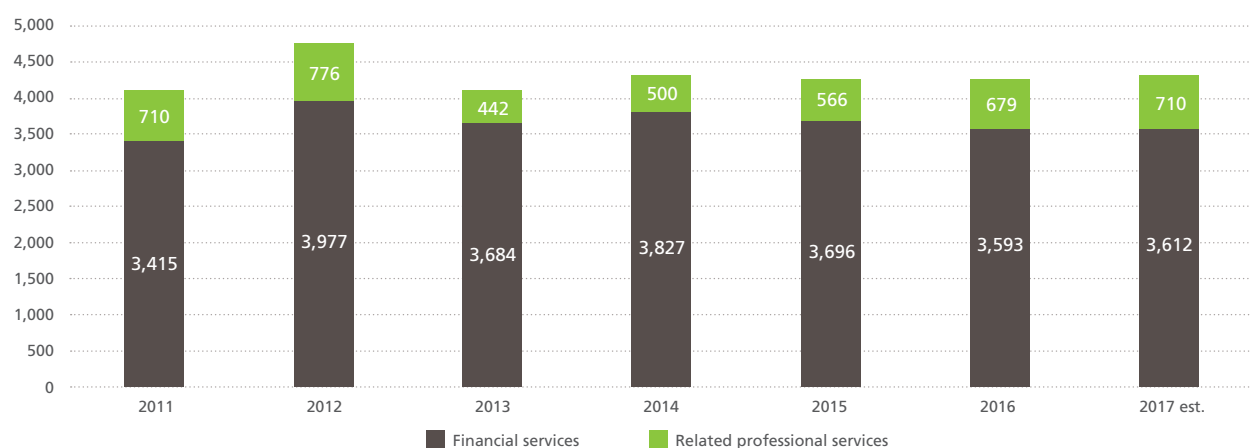


Figure 28: Detailed breakdown of financial and related professional services exports from the South West, £m

Source: Office for National Statistics and TheCityUK calculations

Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	2,099	2,233	2,129	1,956	2,325	2,209	2,324
Insurance and pension services	1,316	1,744	1,555	1,871	1,371	1,384	1,288
Total financial services	3,415	3,977	3,684	3,827	3,696	3,593	3,612
Accountancy	18	24	28	32	39	47	52
Legal services	69	71	75	83	92	99	93
Management consultancy and business management	624	681	339	384	436	533	566
Total related professional services	710	776	442	500	566	679	710
Total financial and related professional services	4,125	4,753	4,126	4,327	4,262	4,272	4,322

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN THE SOUTH WEST



£4.3BN IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

SOUTH WEST

GOODS EXPORTS



£18.2BN
IN 2016*

SERVICES EXPORTS



£11.3BN
IN 2016

*According to HMRC data, the South West's goods exports were worth £18.2bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN THE SOUTH WEST ACCOUNTED FOR



38%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from the South West totalled £11.3bn in 2016, according to the ONS.

Figure 29: Financial services exports from sub-regions in the South West, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
Gloucestershire, Wiltshire and Bath/Bristol area	2,577	34%
Dorset and Somerset	680	33%
Devon	279	23%
Cornwall and Isles of Scilly	57	12%

WALES

Wales exported £2.9bn of financial and related professional services in 2017, up 4.5% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from Wales accounted for 3.3% of Great Britain's total financial services exports in 2016, and related professional services exports from the nation accounted for 1.8% of Great Britain's total related professional services exports.

Figure 30: Financial and related professional services exports from Wales, £m

Source: Office for National Statistics and TheCityUK calculations

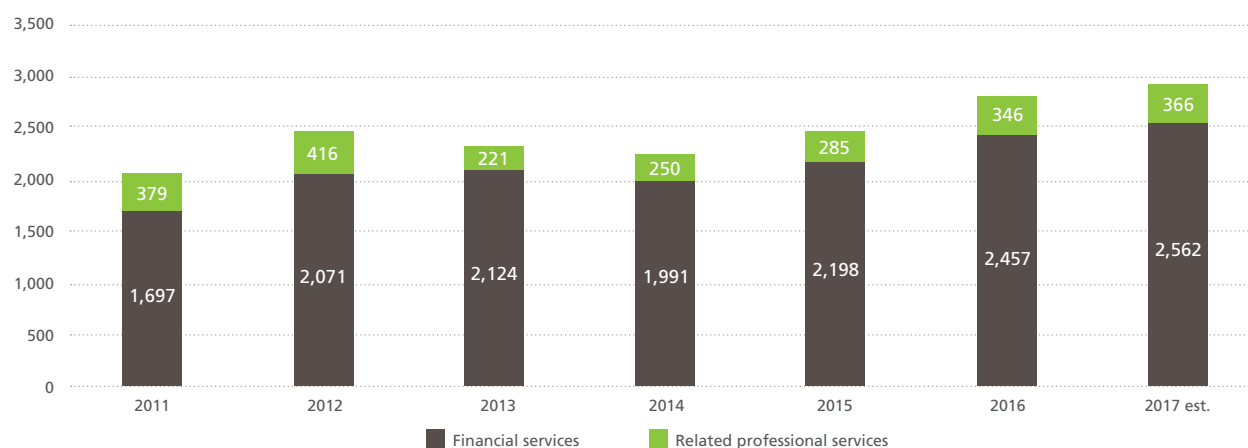


Figure 31: Detailed breakdown of financial and related professional services exports from Wales, £m

Source: Office for National Statistics and TheCityUK calculations

Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	859	958	930	829	979	1,012	1,088
Insurance and pension services	838	1,113	1,194	1,162	1,219	1,445	1,473
Total financial services	1,697	2,071	2,124	1,991	2,198	2,457	2,562
Accountancy	9	12	14	16	19	23	25
Legal services	10	11	11	13	14	15	14
Management consultancy and business management	360	393	196	222	252	308	327
Total related professional services	379	416	221	250	285	346	366
Total financial and related professional services	2,076	2,487	2,345	2,241	2,483	2,803	2,928

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN WALES



£2.9BN IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

WALES

GOODS EXPORTS



£14.6BN
IN 2016*

SERVICES EXPORTS



£5.6BN
IN 2016

*According to HMRC data, Welsh goods exports were worth £14.6bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN WALES ACCOUNTED FOR



50%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from Wales totalled £5.6bn in 2016, according to the ONS.

Figure 32: Financial services exports from sub-regions in Wales, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
East Wales	1,695	61%
West Wales and The Valleys	763	27%

WEST MIDLANDS

The West Midlands exported £4.6bn of financial and related professional services in 2017, up 4% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from the West Midlands accounted for 5.3% of Great Britain's total financial services exports in 2016, and related professional services exports from the region accounted for 2.8% of Great Britain's total related professional services exports.

Figure 33: Financial and related professional services exports from the West Midlands, £m

Source: Office for National Statistics and TheCityUK calculations

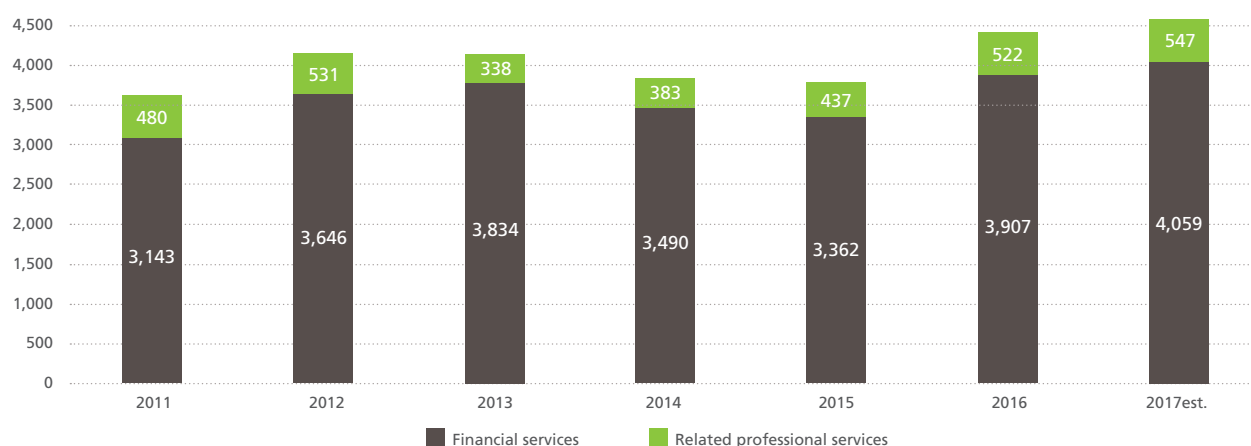


Figure 34: Detailed breakdown of financial and related professional services exports from the West Midlands, £m

Source: Office for National Statistics and TheCityUK calculations

Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	1,959	2,073	2,136	2,184	2,246	2,433	2,631
Insurance and pension services	1,184	1,573	1,698	1,306	1,116	1,474	1,428
Total financial services	3,143	3,646	3,834	3,490	3,362	3,907	4,059
Accountancy	41	56	65	75	90	110	121
Legal services	63	65	69	77	84	91	85
Management consultancy and business management	376	410	204	231	262	321	341
Total related professional services	480	531	338	383	437	522	547
Total financial and related professional services	3,623	4,177	4,172	3,873	3,799	4,429	4,606

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN THE WEST MIDLANDS



£4.6BN IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

WEST MIDLANDS

GOODS EXPORTS



£29.7BN
IN 2016*

SERVICES EXPORTS



£9.2BN
IN 2016

*According to HMRC data, the West Midlands' goods exports were worth £29.7bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN THE WEST MIDLANDS ACCOUNTED FOR



48%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from the West Midlands totalled £9.2bn in 2016, according to the ONS.

Figure 35: Financial services exports from sub-regions in West Midlands, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
West Midlands	2,631	47%
Herefordshire, Worcestershire and Warwickshire	735	35%
Shropshire and Staffordshire	541	36%

YORKSHIRE AND THE HUMBER

Yorkshire and the Humber exported £3.6bn of financial and related professional services in 2017, up 1% from 2016, according to TheCityUK estimates. According to ONS data, financial services exports from Yorkshire and the Humber accounted for 4.2% of Great Britain's total financial services exports in 2016, and related professional services exports from the region accounted for 2.3% of Great Britain's total related professional services exports.

Figure 36: Financial and related professional services exports from Yorkshire and the Humber, £m

Source: Office for National Statistics and TheCityUK calculations

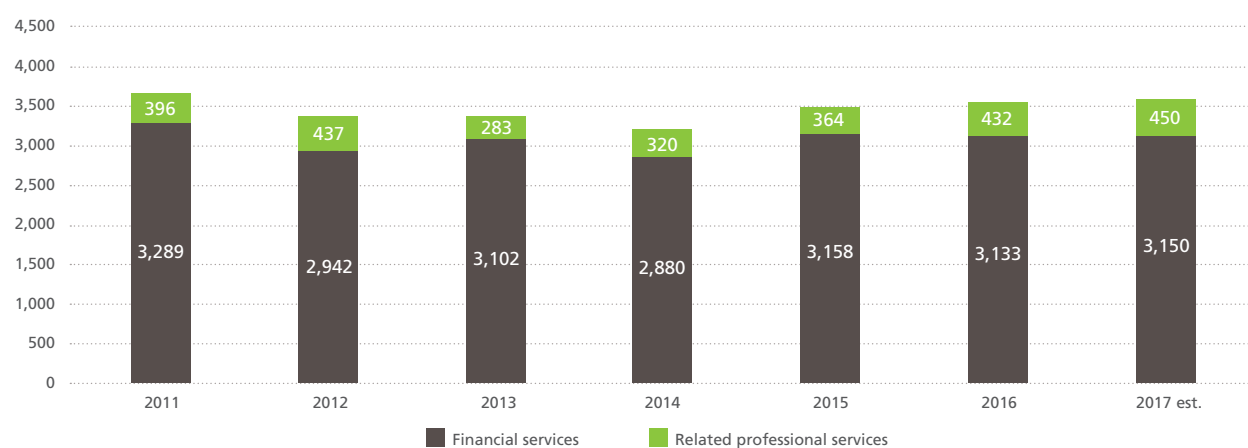


Figure 37: Detailed breakdown of financial and related professional services exports from Yorkshire and the Humber, £m

Source: Office for National Statistics and TheCityUK calculations

Note: Due to rounding, figures for sub-sectors and regions may not add up to total

Sector	2011	2012	2013	2014	2015	2016	2017 Estimate
Finance	2,757	2,505	2,612	2,360	2,609	2,546	2,608
Insurance and pension services	532	437	490	520	549	587	542
Total financial services	3,289	2,942	3,102	2,880	3,158	3,133	3,150
Accountancy	30	41	47	55	66	80	88
Legal services	67	69	73	81	89	96	90
Management consultancy and business management	299	327	163	184	209	256	272
Total related professional services	396	437	283	320	364	432	450
Total financial and related professional services	3,685	3,379	3,385	3,200	3,522	3,565	3,600

EXPORTS OF THE FINANCIAL AND RELATED PROFESSIONAL SERVICES INDUSTRY IN YORKSHIRE AND THE HUMBER



£3.6_{BN} IN 2017*



*2017 figures are TheCityUK estimates based on ONS data.

YORKSHIRE AND THE HUMBER

GOODS EXPORTS



£14.8_{BN}
IN 2016*

SERVICES EXPORTS



£7.8_{BN}
IN 2016

*According to HMRC data, Yorkshire and the Humber's goods exports were worth £14.8bn in 2016. Goods and services exports figures are not exactly comparable because of differing methodologies used by HMRC and ONS.

FINANCIAL AND RELATED PROFESSIONAL SERVICES EXPORTS IN YORKSHIRE AND THE HUMBER ACCOUNTED FOR



46%

OF ALL SERVICES EXPORTS IN 2016

Data for financial and related professional services exports as a percentage of total services exports are TheCityUK calculations based on ONS data. Services exports from Yorkshire and the Humber totalled £7.8bn in 2016, according to the ONS.

Figure 38: Financial services exports from sub-regions in Yorkshire and the Humber, 2016

Source: Office for National Statistics

	Financial services exports £m	Financial services exports as a % of sub-region's total services exports
West Yorkshire	2,094	48%
South Yorkshire	583	43%
North Yorkshire	339	32%
East Yorkshire and Northern Lincolnshire	116	12%

CONCLUSION

As the UK's largest financial and related professional services centre and the world's leading international hub for such services, London inevitably leads the UK's exports of these services. But the idea that London sells financial and related professional services overseas and the rest of the UK focuses on domestic activity is misleading. As this report shows, other regions, especially the South East, Scotland, North West and West Midlands also make important contributions to exports of financial and related professional services. Around half of financial and related professional services exports came from outside London in 2016 and, based on our estimates, in 2017.

Supportive government policies can help foster an environment in which Britain's exporting firms can continue to thrive. But government policy will be most effective if it is based on accurate and timely indicators of local business and economic conditions. Because of this, TheCityUK is extremely supportive of work the ONS has already done to expand its regional data offerings, and looks forward to continued progress in this area. We will continue to engage with the ONS in support of this objective and with a view to helping to further develop data for financial and related professional services in particular.

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