

Exporting from across Britain: Financial and related professional services 2022



About TheCityUK

TheCityUK is the industry-led body representing UK-based financial and related professional services. We champion and support the success of the ecosystem, and thereby our members, promoting policies in the UK, across Europe and internationally that drive competitiveness, support job creation and ensure long-term economic growth. The industry contributes 12% of the UK's total economic output and employs over 2.2 million people, with two thirds of these jobs outside London. It is one of the largest exporters and generates a trade surplus exceeding that of all other net exporting industries combined. It is also the largest taxpayer, and makes a real difference to people in their daily lives, helping them save for the future, buy a home, invest in a business and protect and manage risk.

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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, and one of the most noteworthy aspects of this contribution is the industry's trade surplus, based on sizeable exports of financial and related professional services. As the UK braces for an economic storm, with the economy expected to suffer a recession and sterling already having depreciated by more than 10% against the US dollar in the past year (it has held steady against the Euro), the surplus generated by financial and related professional services helps buffer the economy against risks of a widening merchandise trade deficit and/or a sharp fall in foreign investment. Across Great Britain, and in each individual region and nation, financial and related professional services exports account for around 40% of total services exports.

In 2020, the COVID-19 pandemic changed the economy in the UK in previously unimaginable ways. The Office for National Statistics (ONS) just recently revised the figure for GDP in that year; the economy is now understood to have contracted by 11% year on year rather than by the 9.3% previously estimated. As we have noted in other economic research reports, the financial and related professional services industry was relatively resilient. Indeed, its exports rose by 8.4% year on year overall.

This report aims to quantify the regions' and nations' contributions to those overseas sales (using a slightly wider definition of related professional services than our usual one). The growth in industry exports in 2020 was geographically concentrated, and most regions and nations saw lower financial and related professional services exports than they did in 2019. This is unsurprising, given the scale of economic disruption in 2020 as well as the extent to which the economic impact of the pandemic was felt unevenly across the UK. But regions and nations such as the South East, Scotland, North West, and East of England make significant contributions to the UK's position as the world's leading industry net exporter. Even in 2020, these four territories together accounted for more than one-quarter of Britain's industry exports. Looking at the past five years, their contribution—and that of other regions and nations—is even stronger. These areas have and will continue to complement London—one of the world's leading international hubs—as contributors to the competitiveness of the UK's financial and related professional services industry.

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Introduction

British financial and related professional services exports

UK exports of financial and related professional services are those industry services which originate in the UK and are sold abroad. In 2020, financial and related professional services exports from Britain (data for Northern Ireland was not available) totalled £129.7bn, according to TheCityUK's estimates.¹ Forty-three percent of this total originated outside London; the regions and nations outside London making the largest contributions were the South East (9.1% of the total), Scotland (6.8%) and North West (5.4%). For more detail, see Figure 1.

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

Source: Office for National Statistics and TheCityUK estimates

Region / Nation	2020 financial and related professional services exports, £bn	2020 regional industry exports as a % of GB industry exports
London	73.8	56.9%
South East	11.8	9.1%
Scotland	8.8	6.8%
North West	7.1	5.4%
East of England	5.5	4.2%
West Midlands	5.1	4.0%
Yorkshire and the Humber	5.0	3.9%
South West	4.9	3.8%
Wales	3.2	2.5%
East Midlands	2.6	2.0%
North East	1.8	1.4%
Great Britain	129.7	100%

*Financial and related professional services exports are defined as financial services, accountancy, legal services, and management consultancy and business management. 2020 figures have been estimated by TheCityUK based on Office for National Statistics Pink Book data and regional export data.

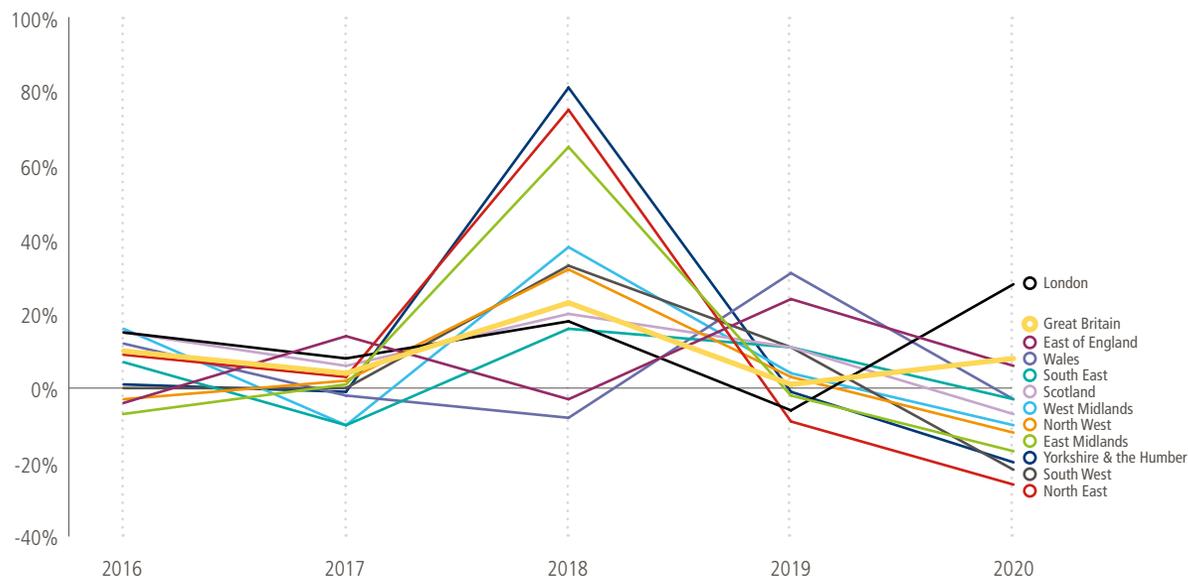
In 2020 financial and related professional services exports across Britain rose by 8.4% year on year. This increase was driven by London and the East of England, since all other regions and nations saw their financial and related professional services exports decline in that year, most likely because of the negative impact of the Covid-19 pandemic on the economies of the UK and of countries around the world.

¹ TheCityUK calculations based on the ONS data, 'Subnational trade in services, 2020', (5 July 2022), available at: <https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/datasets/subnationaltradeinservices>

Over 2016-20, London experienced the strongest annual average growth of financial and related professional services exports, at 13%. It was followed by Yorkshire and the Humber (12%), the North East (10%), and Scotland (9%). The regions that experienced the lowest annual average growth in that period were the North West (5%), and the South East and the South West (4% each). For more information see Figure 2.²

Figure 2: Growth of financial and related professional services exports by region and nation, % change year on year

Source: Office for National Statistics and TheCityUK calculations



² Figures for 2016 are actual from the ONS. Figures from 2017 to 2020 are actual 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.

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 one of the world's leading international financial and related professional services hubs, London unsurprisingly dominates British financial and related professional services exports. However, almost half of industry exports came from outside London in 2020. The South East was the largest exporter outside the capital in 2020, followed by Scotland and then the North West (see Figure 1). To put this in an international context, in 2020 the South East's financial services exports were equivalent to around one third of those of the whole of France, and the North West's financial services exports were equivalent to around one quarter 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.^{3,4}

Financial services was the biggest exporting service sector in every British region and nation in 2020 apart from the South East (where the largest exporting service sectors in that year were professional, scientific and technical activities and Information and communication services) and the East of England (where the largest exporting service sector in that year was professional, scientific and technical activities). Financial and related professional services exports as a proportion of total services exports in 2020 varied from almost one-quarter the South East to almost half in Wales.

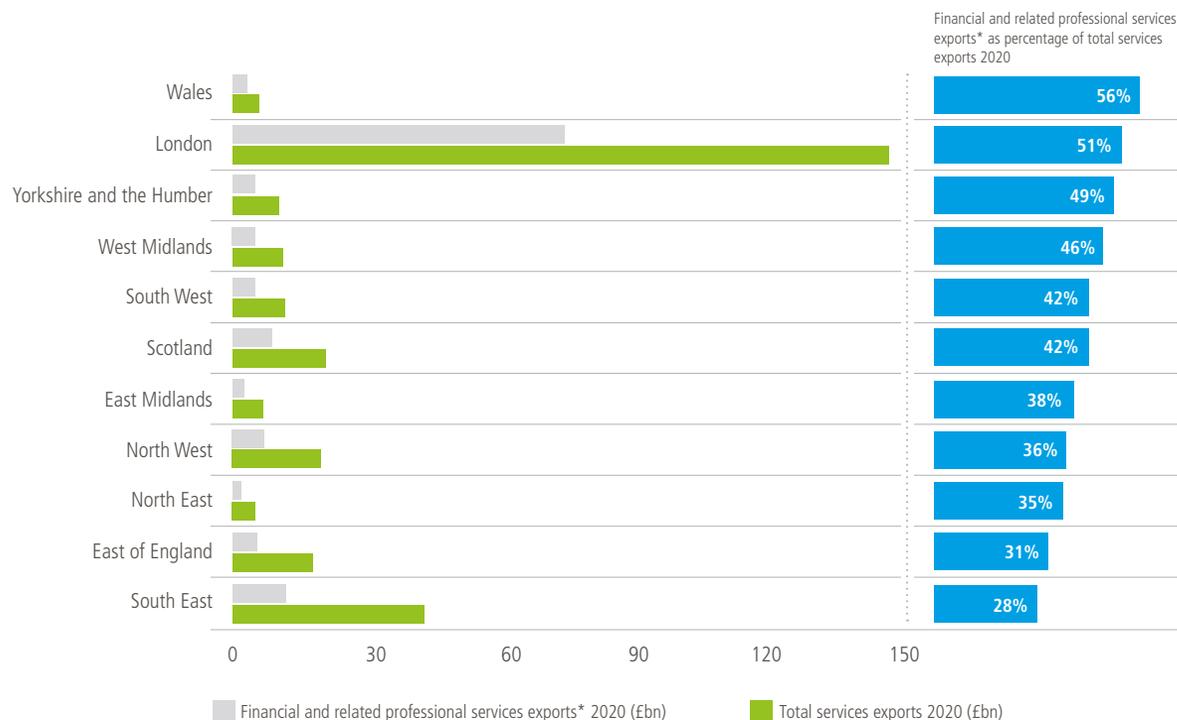
The chart below shows each region's total services exports alongside its financial and related professional services exports, to put the latter in context. Industry exports in Wales accounted for 45.2% of the nation's total services exports in 2020. In Yorkshire and the Humber the figure was 42.3%, in London, 38.9%, in the West Midlands, 38.6%, and in Scotland, 36.4%. In Britain as a whole, financial and related professional services exports accounted for 38.2% of total services exports.

³ TheCityUK calculations based on the UNCTAD, 'Services (BPM6): Exports and imports by service-category and by trade-partner, annual', (July 2022), available at: <https://unctadstat.unctad.org/wds/ReportFolders/reportFolders.aspx>

⁴ TheCityUK calculations based on the ONS, 'Average Sterling exchange rate: US dollar', (July 2022), available at: <https://www.ons.gov.uk/economy/nationalaccounts/balanceofpayments/timeseries/auss/mret>

Figure 3: Total services exports and financial and related professional services exports by region and nation, 2020 (£bn)

Source: Office for National Statistics and TheCityUK calculations



* Financial services data are actual; related professional services data are TheCityUK estimates.

In about half the regions and nations in Britain, relative shares of financial services exports and related professional services exports are quite balanced. In Scotland and Yorkshire and the Humber, however, financial services exports accounted for around 85% of those territories’ overall financial and related professional services exports—the highest percentages in comparison with other regions and nations. Meanwhile, regarding related professional services exports, the South East is the region with the highest percentage of participation with respect to its industry total (41%).

All regions and nations in Britain have trade surpluses in financial services (because industry exports exceed industry imports). London had the largest financial services trade surplus of £34bn in 2020, followed by the South East (£5.1bn) and Scotland (£4.6bn); for more information see Figure 4.

Figure 4: Financial services exports, imports and trade surplus by region and nation

Source: Office for National Statistics

Region / Nation	2020 financial services exports, £bn	2020 financial services imports, £bn	2020 financial services trade surplus, £bn
London	56.8	22.8	34.0
South East	7.0	1.9	5.1
Scotland	7.6	3.0	4.6
North West	5.9	2.3	3.5
East of England	4.1	1.1	3.0
West Midlands	4.3	1.3	3.0
Yorkshire and the Humber	4.4	1.5	2.9
South West	3.8	1.3	2.5
East Midlands	1.9	0.8	1.1
North East	1.5	0.6	0.9
Wales*	2.6	na	na
Great Britain	99.7	36.6	60.5

*Wales financial services imports are not available. Figures have been rounded to the nearest hundred millions pounds.

Considering an even more detailed geographical breakdown, financial services were an important category of service exports for the various city regions, making up more than 25% of service exports in 12 of the 16 city regions analysed. (The city regions include 11 English city regions and combined authorities, plus the local regions of Aberdeen; Cardiff; Edinburgh and South-east Scotland; Glasgow; and Swansea Bay.) Real estate and 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 city regions, notably the Cambridgeshire and Peterborough Combined Authority, where the category accounted for 51% of total services exports, and Aberdeen City Region, where it represented 50% of services exports (Figure 5).

Figure 5: Exports of services from each joint authority by selected functional category, 2020

Source: Office for National Statistics and TheCityUK calculations

Light green shading indicates city regions with financial services exports accounting for more than 25% of total services exports; dark green shading indicates city regions with financial services exports accounting for more than 50% of total services exports.

	Manufacturing	Transportation and storage	Accommodation and food service activities	Information and communication	Financial and insurance activities	Real estate, professional, scientific and technical activities	Administrative and support service activities
Aberdeen City Region	6%	8%	1%	7%	4%	50%	3%
Cambridgeshire and Peterborough Combined Authority	4%	2%	1%	23%	9%	51%	1%
Cardiff Capital Region	18%	3%	3%	4%	54%	5%	1%
Edinburgh and South East Scotland City Region	7%	3%	2%	14%	53%	9%	3%
Glasgow City Region	3%	10%	2%	6%	51%	15%	2%
Inner London	0%	1%	0%	26%	42%	20%	4%
Outer London	1%	12%	0%	37%	21%	10%	4%
Greater Manchester Combined Authority	5%	8%	2%	9%	38%	16%	2%
Liverpool City Region Combined Authority	11%	12%	4%	8%	31%	10%	6%
North of Tyne Combined Authority	9%	9%	8%	8%	32%	16%	4%
South Yorkshire Combined Authority	5%	9%	3%	9%	45%	8%	1%
Swansea Bay City Region	3%	9%	7%	1%	55%	14%	0%
Tees Valley Combined Authority	37%	15%	0%	5%	21%	11%	1%
West Midlands Combined Authority	7%	7%	2%	12%	48%	10%	3%
West Yorkshire Combined Authority	6%	6%	2%	12%	45%	11%	1%
West of England Combined Authority	4%	8%	2%	16%	33%	19%	8%

Out of the 40 sub-regions (ITL2)⁵ in Great Britain there are 20 (50%), which have at least £1bn of financial services exports and a total of 30 (75%) with £500m or more in financial services exports (Figure 6).

Figure 6: Financial services exports by selected sub-region

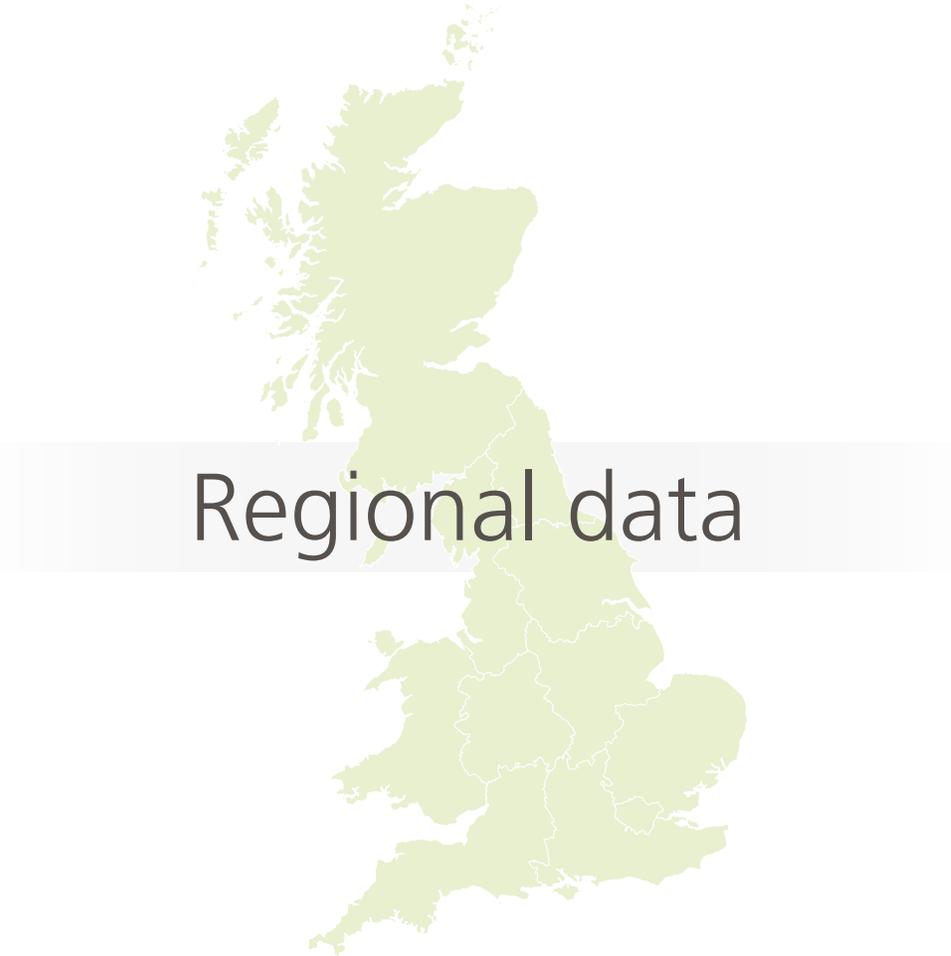
Source: Office for National Statistics and TheCityUK calculations

	2020 financial services exports, £m	2020 financial services exports as a % of GB financial services exports
Inner London - West	38,426	39%
Inner London - East	14,472	15%
Eastern Scotland	4,025	4%
West Midlands*	2,955	3%
West Central Scotland	2,862	3%
Greater Manchester	2,781	3%
Surrey, East and West Sussex	2,727	3%
West Yorkshire	2,584	3%
Gloucestershire, Wiltshire and Bath/Bristol area	2,501	3%
Outer London - West and North West	2,271	2%
East Anglia	2,203	2%
Hampshire and Isle of Wight	1,716	2%
East Wales	1,655	2%
Berkshire, Buckinghamshire and Oxfordshire	1,565	2%
Cheshire	1,518	2%
Leicestershire, Rutland and Northamptonshire	1,160	1%
Outer London - South	1,053	1%
Merseyside	1,020	1%
Northumberland, and Tyne and Wear	1,015	1%
Dorset and Somerset	1,008	1%

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

⁵ ITL stands for International Territorial Level. It is the statistical classification system developed by the Office for National Statistics to mirror the NUTS (Nomenclature of Territorial Units for Statistics) system that was in use while the UK was an EU member state.

In terms of the destination of industry exports, 29% of British financial services exports went to the EU in 2020, and the remaining 71% went to non-EU countries. The regional variation of financial services exports' destination is minimal: individual regions' share of financial services exports going to the EU ranged from 22% to 30%, and the regional range of exports going to non-EU countries ranged from 70% to 78%. A more detailed geographical breakdown of export destinations is not available on a regionalised basis, but for the UK as a whole, the US was by far the largest destination for financial services exports, accounting for 34% of total financial services exports in 2020. Other notable non-EU destinations for industry exports were Japan (3.5%) and Canada (3.4%).⁶



Regional data

⁶ TheCityUK calculations based on the ONS data, 'UK trade in services: service type by partner country, non-seasonally adjusted', (28 April 2022), available at: <https://www.ons.gov.uk/businessindustryandtrade/internationaltrade/datasets/uktradeinserviceservicetypebypartnercountrynonseasonallyadjusted>

East Midlands

The East Midlands exported £2.6bn of financial and related professional services in 2020, 17.4% less than in 2019, according to TheCityUK estimates. According to ONS data, financial services exports from the East Midlands accounted for 1.9% of Great Britain's total financial services exports in 2020, and TheCityUK estimates related professional services exports from the region accounted for 2.3% of Great Britain's total related professional services exports. Twenty-seven percent of the East Midlands' financial services exports went to the EU in 2020, and the remaining 73% went to the rest of the world.



Figure 7: East Midlands financial and related professional services exports, £m

Source: Office for National Statistics and TheCityUK calculations



Figure 8: Financial services exports from sub-regions (NUTS2) in the East Midlands, 2020

Source: Office for National Statistics

Sub-region	Financial services exports, £m	Financial services exports as a % of sub-region's total services exports
Leicestershire, Rutland and Northamptonshire	1,160	34%
Derbyshire and Nottinghamshire	646	23%
Lincolnshire	110	18%

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

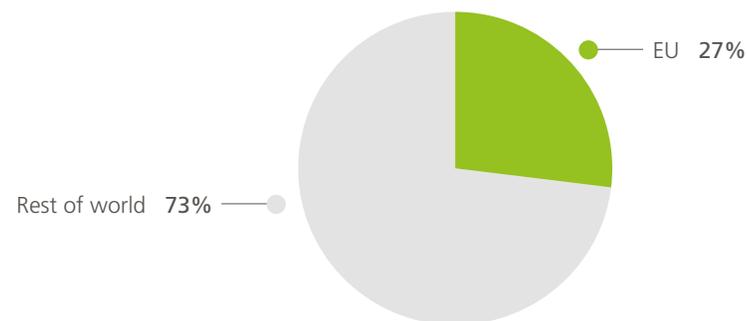
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	1,358	1,271	1,274	1,288	1,499	1,364	1,250	2,233	2,132	1,620
Insurance and pension services	210	471	185	245	227	159	228	408	389	296
Total financial services	1,568	1,742	1,459	1,533	1,726	1,523	1,478	2,641	2,521	1,916
Accountancy	24	27	32	32	35	40	41	49	59	55
Legal services	10	11	12	13	13	14	15	16	17	17
Management consultancy and business management	278	310	274	289	303	357	414	517	575	631
Total related professional services	312	347	317	333	351	411	470	582	651	703
Total financial and related professional services	1,880	2,089	1,776	1,866	2,077	1,934	1,948	3,223	3,172	2,619

Figure 10: East Midlands financial services exports by destination, % share, 2020

Source: Office for National Statistics and TheCityUK calculations



East of England

The East of England exported £5.5bn of financial and related professional services in 2020, up 5.6% from 2019, according to TheCityUK estimates. According to ONS data, financial services exports from the East of England accounted for 4.1% of Great Britain's total financial services exports in 2020. TheCityUK estimates related professional services exports from the region accounted for 4.7% of Great Britain's total related professional services exports. Twenty-three percent of East of England's financial services exports went to the EU in 2020, and the remaining 77% went to the rest of the world.



Figure 11: East of England financial and related professional services exports, £m

Source: Office for National Statistics and TheCityUK calculations



Figure 12: Financial services exports from sub-regions (NUTS2) in the East of England, 2020

Source: Office for National Statistics

	Financial services exports, £m	Financial services exports as a % of sub-region's total services exports
East Anglia	2,203	24%
Bedfordshire and Hertfordshire	932	17%
Essex	940	31%

Figure 13: Financial and related professional services exports from the East of England, £m

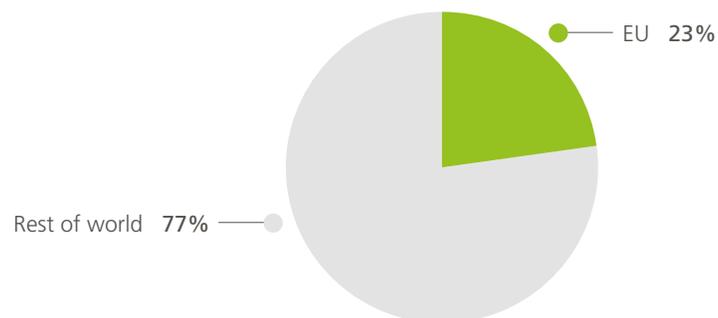
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	1,490	1,960	2,116	1,793	1,980	1,576	1,933	1,724	2,231	2,339
Insurance and pension services	1,049	1,630	1,459	1,357	1,240	1,367	1,434	1,279	1,656	1,735
Total financial services	2,539	3,590	3,575	3,150	3,220	2,943	3,367	3,003	3,887	4,074
Accountancy	42	47	55	55	62	70	71	87	104	95
Legal services	72	81	87	95	95	105	115	117	125	129
Management consultancy and business management	529	588	520	548	575	678	786	982	1,092	1,199
Total related professional services	643	716	662	698	732	853	972	1,185	1,320	1,423
Total financial and related professional services	3,182	4,306	4,237	3,848	3,952	3,796	4,339	4,188	5,207	5,497

Figure 14: East of England financial services exports by destination, % share, 2020

Source: Office for National Statistics



London

London exported £73.8bn of financial and related professional services in 2020, up 28.3% from 2019, according to TheCityUK estimates. According to ONS data, financial services exports from London accounted for 56.9% of Great Britain's total financial services exports in 2020. TheCityUK estimates related professional services exports from the region accounted for 56.9% of Great Britain's total related professional services exports. Thirty percent of London's financial services exports went to the EU in 2020, and the remaining 70% went to the rest of the world.



Figure 15: London financial and related professional services exports, £m

Source: Office for National Statistics

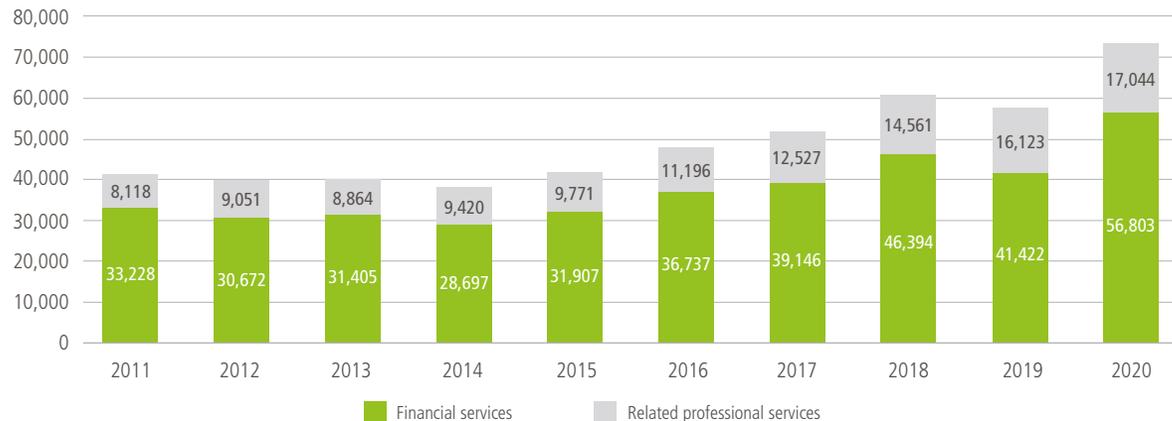


Figure 16: Financial services exports from sub-regions (NUTS2) in London, 2020

Source: Office for National Statistics

Sub-region	Financial services exports, £m	Financial services exports as a % of sub-region's total services exports
Inner London - West	38,426	41%
Inner London - East	14,472	43%
Outer London - West and North West	2,271	15%
Outer London - South	1,053	41%
Outer London - East and North East	581	39%

Figure 17: Financial and related professional services exports from London, £m

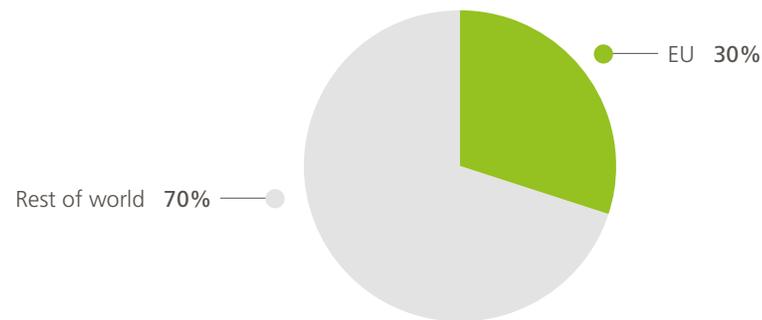
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	30,739	27,511	28,329	25,171	28,818	32,713	35,198	41,715	37,244	51,074
Insurance and pension services	2,489	3,161	3,076	3,526	3,089	4,024	3,948	4,679	4,178	5,729
Total financial services	33,228	30,672	31,405	28,697	31,907	36,737	39,146	46,394	41,422	56,803
Accountancy	782	870	1,024	1,027	1,146	1,297	1,322	1,604	1,919	1,768
Legal services	2,816	3,150	3,391	3,706	3,709	4,102	4,483	4,560	4,864	5,024
Management consultancy and business management	4,519	5,031	4,450	4,687	4,916	5,797	6,721	8,397	9,340	10,253
Total related professional services	8,118	9,051	8,864	9,420	9,771	11,196	12,527	14,561	16,123	17,044
Total financial and related professional services	41,346	39,723	40,269	38,117	41,678	47,933	51,673	60,955	57,545	73,847

Figure 18: London financial services exports by destination, % share, 2020

Source: Office for National Statistics and TheCityUK calculations



North East

The North East exported £1.8bn of financial and related professional services in 2020, 25.8% less than in 2019, according to TheCityUK estimates. According to ONS data, financial services exports from the North East accounted for 1.5% of Great Britain's total financial services exports in 2020. TheCityUK estimates related professional services exports from the region accounted for 1.1% of Great Britain's total related professional services exports. Twenty-seven percent of North East's financial services exports went to the EU in 2020, and the remaining 73% went to the rest of the world.



Figure 19: North East financial and related professional services exports, £m

Source: Office for National Statistics and TheCityUK calculations



Figure 20: Financial services exports from sub-regions (NUTS2) in the North East, 2020

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	1,015	38%

Figure 21: Financial and related professional services exports from the North East, £m

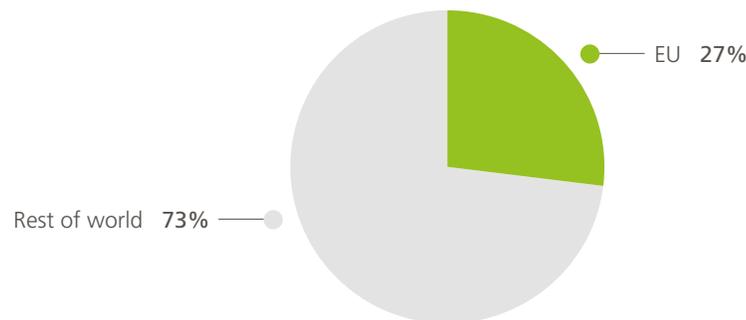
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	792	1,024	918	807	881	994	959	1,774	1,561	1,080
Insurance and pension services	201	445	394	310	309	291	340	629	553	383
Total financial services	993	1,469	1,312	1,117	1,190	1,285	1,299	2,403	2,114	1,463
Accountancy	21	23	28	28	31	35	36	43	52	48
Legal services	10	12	12	14	14	15	16	17	18	18
Management consultancy and business management	122	136	121	127	133	157	182	227	253	278
Total related professional services	154	171	161	168	178	207	234	287	323	344
Total financial and related professional services	1,147	1,640	1,473	1,285	1,368	1,492	1,533	2,690	2,437	1,807

Figure 22: North East financial services exports by destination, % share, 2020

Source: Office for National Statistics and TheCityUK calculations



North West

The North West exported £7.1bn of financial and related professional services in 2020, 11.8% less than in 2019, according to TheCityUK estimates. According to ONS data, financial services exports from the North West accounted for 5.9% of Great Britain's total financial services exports in 2020. TheCityUK estimates related professional services exports from the region accounted for 4% of Great Britain's total related professional services exports. Twenty-seven percent of North West's financial services exports went to the EU in 2020, and the remaining 73% went to the rest of the world.



Figure 23: North West financial and related professional services exports, £m

Source: Office for National Statistics and TheCityUK calculations

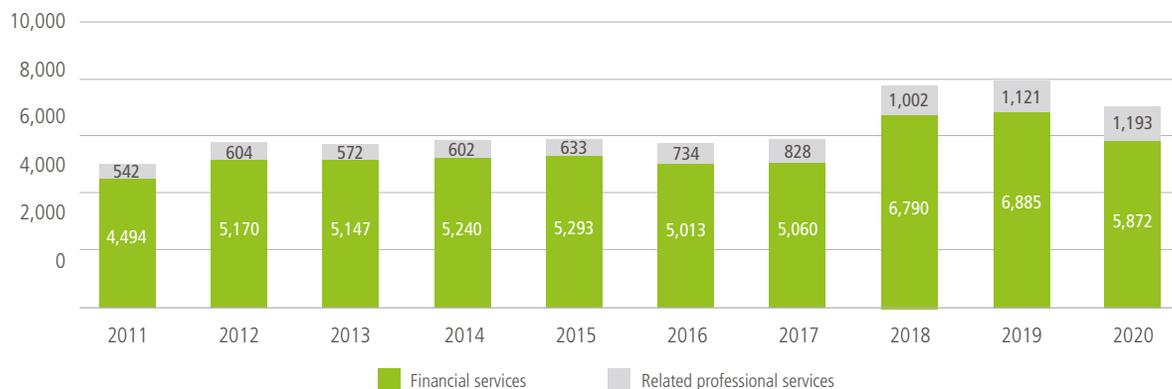


Figure 24: Financial services exports from sub-regions (NUTS2) in the North West, 2020

Source: Office for National Statistics

Sub-region	Financial services exports, £m	Financial services exports as a % of sub-region's total services exports
Greater Manchester	2,781	38%
Cheshire	1,518	41%
Merseyside	1,020	31%
Lancashire	406	9%
Cumbria	147	18%

Figure 25: Financial and related professional services exports from the North West, £m

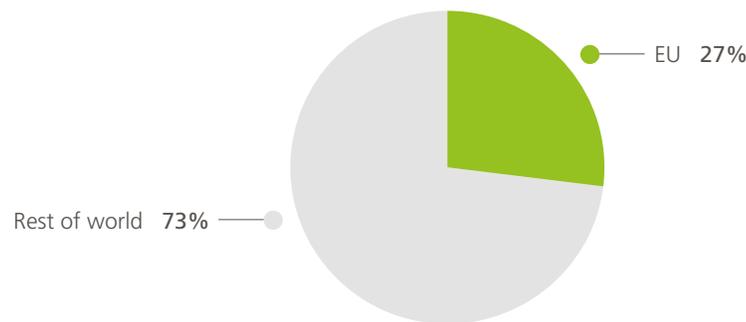
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	2,993	3,190	3,285	3,147	3,674	3,303	3,268	4,385	4,446	3,792
Insurance and pension services	1,501	1,980	1,862	2,093	1,619	1,710	1,792	2,405	2,439	2,080
Total financial services	4,494	5,170	5,147	5,240	5,293	5,013	5,060	6,790	6,885	5,872
Accountancy	66	74	87	87	97	110	112	136	163	150
Legal services	76	85	92	100	100	111	121	123	132	136
Management consultancy and business management	400	445	394	415	435	513	595	743	827	907
Total related professional services	542	604	572	602	633	734	828	1,002	1,121	1,193
Total financial and related professional services	5,036	5,774	5,719	5,842	5,926	5,747	5,888	7,792	8,006	7,065

Figure 26: North West financial services exports by destination, % share, 2020

Source: Office for National Statistics and TheCityUK calculations



Scotland

Scotland exported £8.8bn of financial and related professional services in 2020, 7.4% less than in 2019, according to TheCityUK estimates. According to ONS data, financial services exports from Scotland accounted for 7.6% of Great Britain's total financial services exports in 2020. TheCityUK estimates related professional services exports from the nation accounted for 4.2% of Great Britain's total related professional services exports. Twenty-seven percent of Scottish financial services exports went to the EU in 2020, and the remaining 73% went to the rest of the world.



Figure 27: Scottish financial and related professional services exports, £m

Source: Office for National Statistics and TheCityUK calculations



Figure 28: Financial services exports from sub-regions (NUTS2) in Scotland, 2020

Source: Office for National Statistics

Sub-region	Financial services exports, £m	Financial services exports as a % of sub-region's total services exports
Eastern Scotland	4,025	49%
West Central Scotland	2,862	49%
Southern Scotland	418	27%
North Eastern Scotland	150	4%
Highlands and Islands	124	10%

Figure 29: Financial and related professional services exports from Scotland, £m

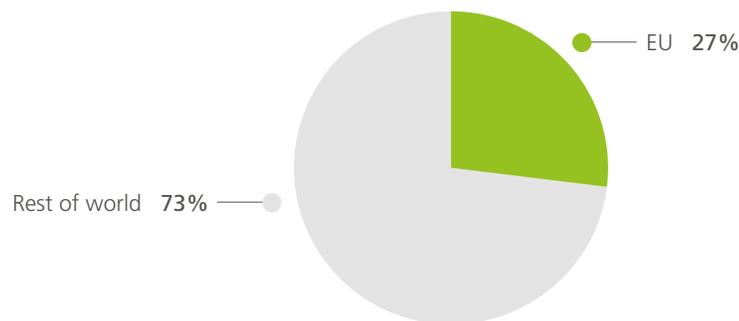
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	2,366	2,778	3,206	3,235	3,459	3,985	3,811	4,575	5,086	4,605
Insurance and pension services	1,812	2,421	2,236	1,992	1,729	1,957	2,460	2,954	3,283	2,973
Total financial services	4,178	5,199	5,442	5,227	5,188	5,942	6,271	7,529	8,369	7,578
Accountancy	63	70	83	83	93	105	107	130	155	143
Legal services	51	58	62	68	68	75	82	83	89	92
Management consultancy and business management	449	500	442	466	488	576	668	834	928	1,019
Total related professional services	564	628	587	617	649	756	857	1,048	1,172	1,254
Total financial and related professional services	4,742	5,827	6,029	5,844	5,837	6,698	7,128	8,577	9,541	8,832

Figure 30: Scottish financial services exports by destination, % share, 2020

Source: Office for National Statistics and TheCityUK calculations



South East

The South East exported £11.8bn of financial and related professional services in 2020, 2.8% less than in 2019, according to TheCityUK estimates. According to ONS data, financial services exports from the South East accounted for 7% of Great Britain's total financial services exports in 2020. TheCityUK estimates related professional services exports from the region accounted for 16% of Great Britain's total related professional services exports. Thirty percent of South East's financial services exports went to the EU in 2020, and the remaining 70%a went to the rest of the world.



Figure 31: South East financial and related professional services exports, £m

Source: Office for National Statistics and TheCityUK calculations

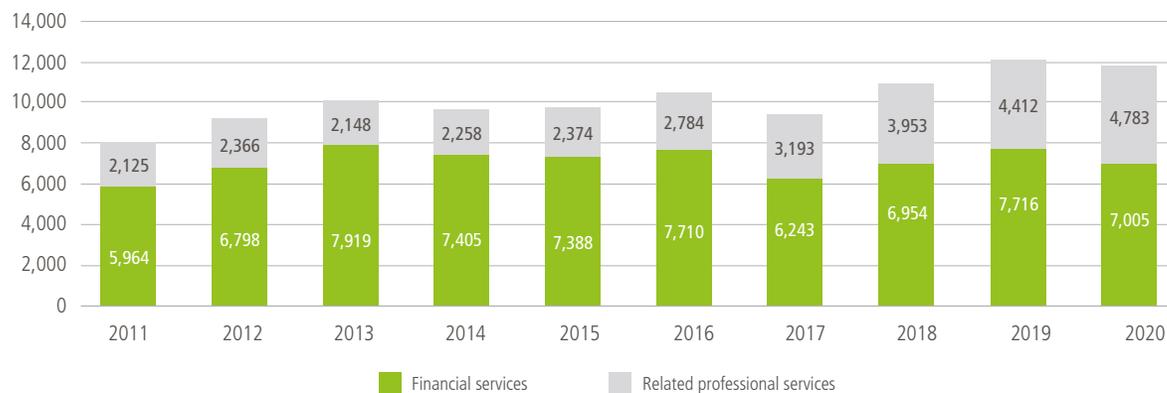


Figure 32: Financial services exports from sub-regions (NUTS2) in the South East, 2020

Source: Office for National Statistics

Sub-region	Financial services exports, £m	Financial services exports as a % of sub-region's total services exports
Surrey, East and West Sussex	2,727	21%
Berkshire, Buckinghamshire and Oxfordshire	1,565	9%
Hampshire and Isle of Wight	1,716	18%
Kent	997	35%

Figure 33: Financial and related professional services exports from the South East, £m

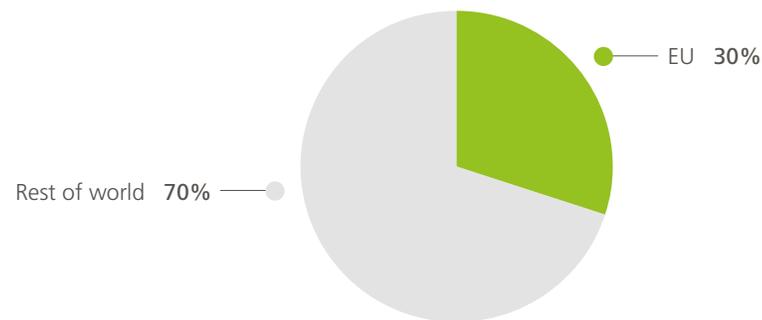
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	2,678	2,469	2,579	2,897	3,188	3,416	2,501	2,786	3,091	2,806
Insurance and pension services	3,286	4,329	5,340	4,508	4,200	4,294	3,742	4,168	4,625	4,199
Total financial services	5,964	6,798	7,919	7,405	7,388	7,710	6,243	6,954	7,716	7,005
Accountancy	120	133	157	158	176	199	203	246	294	271
Legal services	76	85	92	100	100	111	121	123	132	136
Management consultancy and business management	1,929	2,147	1,899	2,000	2,098	2,474	2,868	3,583	3,986	4,376
Total related professional services	2,125	2,366	2,148	2,258	2,374	2,784	3,193	3,953	4,412	4,783
Total financial and related professional services	8,089	9,164	10,067	9,663	9,762	10,494	9,436	10,907	12,128	11,788

Figure 34: South East financial services exports by destination, % share, 2020

Source: Office for National Statistics and TheCityUK calculations



South West

The South West exported £4.9bn of financial and related professional services in 2020, 22.1% less than in 2019, according to TheCityUK estimates. According to ONS data, financial services exports from the South West accounted for 3.8% of Great Britain's total financial services exports in 2020. TheCityUK estimates related professional services exports from the region accounted for 3.8% of Great Britain's total related professional services exports. Twenty-six percent of South West's financial services exports went to the EU in 2020, and the remaining 74% went to the rest of the world.



Figure 35: South West financial and related professional services exports, £m

Source: Office for National Statistics and TheCityUK calculations

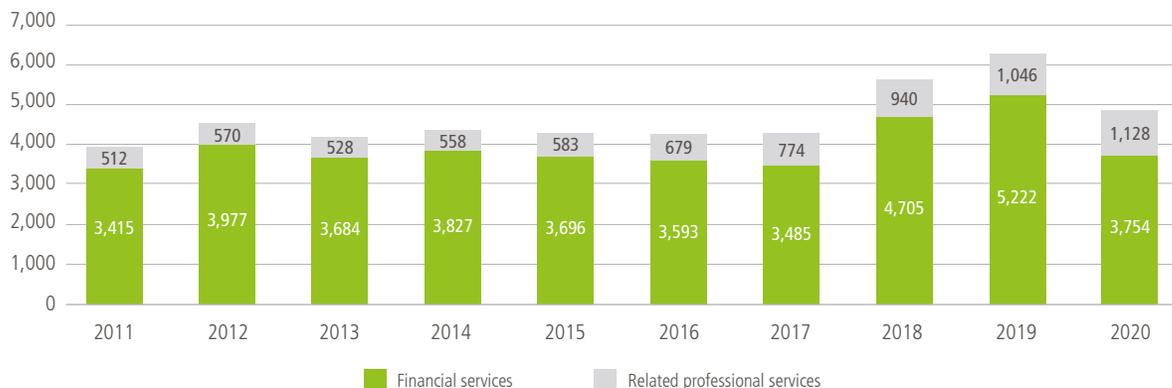


Figure 36: Financial services exports from sub-regions (NUTS2) in the South West, 2020

Source: Office for National Statistics

Sub-region	Financial services exports, £m	Financial services exports as a % of sub-region's total services exports
Gloucestershire, Wiltshire and Bath/Bristol area	2,501	35%
Dorset and Somerset	1,008	45%
Devon	187	12%
Cornwall and Isles of Scilly	58	10%

Figure 37: Financial and related professional services exports from the South West, £m

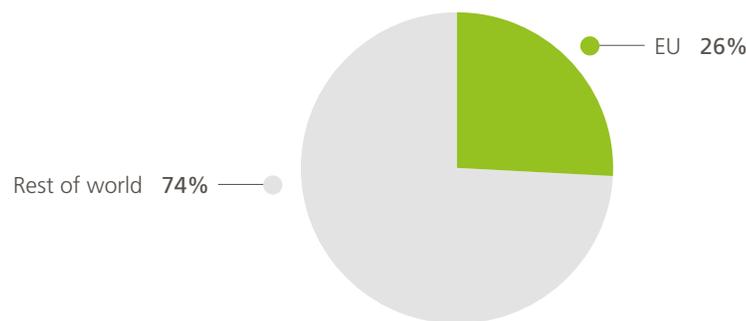
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	2,099	2,233	2,129	1,956	2,325	2,209	2,038	2,752	3,054	2,195
Insurance and pension services	1,316	1,744	1,555	1,871	1,371	1,384	1,447	1,953	2,168	1,559
Total financial services	3,415	3,977	3,684	3,827	3,696	3,593	3,485	4,705	5,222	3,754
Accountancy	28	32	37	37	42	47	48	58	70	64
Legal services	68	76	82	89	90	99	108	110	117	121
Management consultancy and business management	416	463	409	431	452	533	618	772	859	943
Total related professional services	512	570	528	558	583	679	774	940	1,046	1,128
Total financial and related professional services	3,927	4,547	4,212	4,385	4,279	4,272	4,259	5,645	6,268	4,882

Figure 38: South West financial services exports by destination, % share, 2020

Source: Office for National Statistics and TheCityUK calculations



Wales

Wales exported £3.2bn of financial and related professional services in 2020, 2.8% less than in 2019, according to TheCityUK estimates. According to ONS data, financial services exports from Wales accounted for 2.6% of Great Britain's total financial services exports in 2020. TheCityUK estimates related professional services exports from the nation accounted for 2% of Great Britain's total related professional services exports. Twenty-two percent of Welsh financial services exports went to the EU in 2020, and the remaining 78% went to the rest of the world.



Figure 39: Welsh financial and related professional services exports, £m

Source: Office for National Statistics and TheCityUK calculations

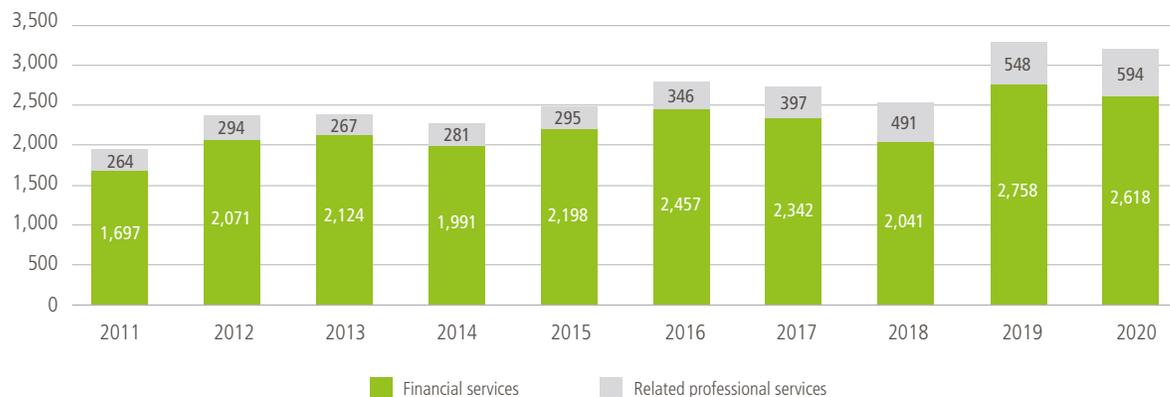


Figure 40: Financial services exports from sub-regions (NUTS2) in Wales, 2020

Source: Office for National Statistics

	Financial services exports, £m	Financial services exports as a % of sub-region's total services exports
East Wales	1,655	57%
West Wales and The Valleys	963	33%

Figure 41: Financial and related professional services exports from Wales, £m

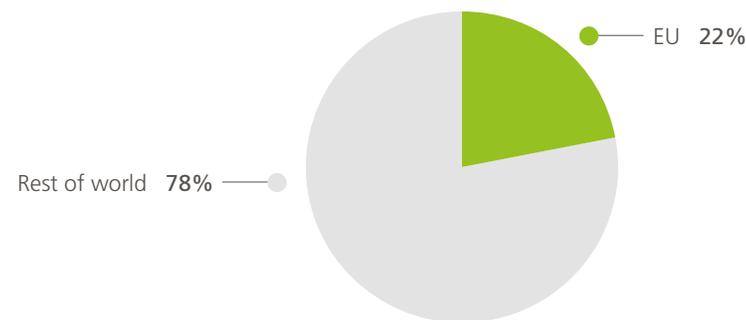
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	859	958	930	829	979	1,012	1,046	912	1,232	1,169
Insurance and pension services	838	1,113	1,194	1,162	1,219	1,445	1,296	1,129	1,526	1,449
Total financial services	1,697	2,071	2,124	1,991	2,198	2,457	2,342	2,041	2,758	2,618
Accountancy	14	15	18	18	20	23	23	28	34	31
Legal services	10	12	12	14	14	15	16	17	18	18
Management consultancy and business management	240	267	236	249	261	308	357	446	496	545
Total related professional services	264	294	267	281	295	346	397	491	548	594
Total financial and related professional services	1,961	2,365	2,391	2,272	2,493	2,803	2,739	2,532	3,306	3,212

Figure 42: Welsh financial services exports by destination, % share, 2020

Source: Office for National Statistics and TheCityUK calculations



West Midlands

The West Midlands exported £5.1bn of financial and related professional services in 2020, 10.3% less than in 2019, according to TheCityUK estimates. According to ONS data, financial services exports from the West Midlands accounted for 4.3% of Great Britain's total financial services exports in 2020. TheCityUK estimates related professional services exports from the region accounted for 2.8% of Great Britain's total related professional services exports. Twenty-five percent of West Midlands' financial services exports went to the EU in 2020, and the remaining 75% went to the rest of the world.



Figure 43: West Midlands financial and related professional services exports, £m

Source: Office for National Statistics and TheCityUK calculations



Figure 44: Financial services exports from sub-regions (NUTS2) in West Midlands, 2020

Source: Office for National Statistics

Sub-region	Financial services exports, £m	Financial services exports as a % of sub-region's total services exports
West Midlands*	2,955	48%
Shropshire and Staffordshire	640	24%
Herefordshire, Worcestershire and Warwickshire	710	30%

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

Figure 45: Financial and related professional services exports from the West Midlands, £m

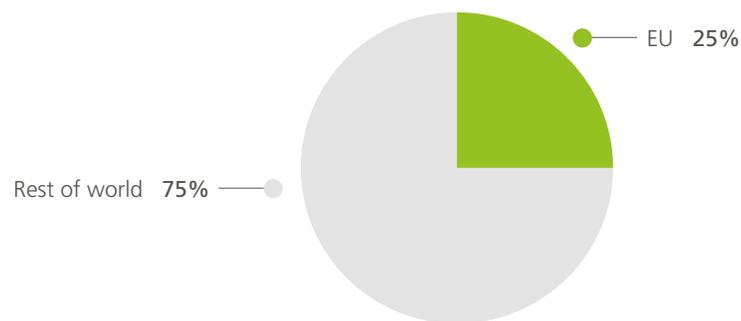
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	1,959	2,073	2,136	2,184	2,246	2,433	2,073	2,931	3,014	2,630
Insurance and pension services	1,184	1,573	1,698	1,306	1,116	1,474	1,321	1,866	1,920	1,675
Total financial services	3,143	3,646	3,834	3,490	3,362	3,907	3,394	4,797	4,934	4,305
Accountancy	66	74	87	87	97	110	112	136	163	150
Legal services	62	70	75	82	82	91	99	101	108	111
Management consultancy and business management	250	279	246	260	272	321	372	465	517	568
Total related professional services	379	422	408	429	452	522	584	702	788	829
Total financial and related professional services	3,522	4,068	4,242	3,919	3,814	4,429	3,978	5,499	5,722	5,134

Figure 46: West Midlands financial services exports by destination, % share, 2020

Source: Office for National Statistics and TheCityUK calculations



Yorkshire and the Humber



Yorkshire and the Humber exported £5bn of financial and related professional services in 2020, 20.4% less than in 2019, according to TheCityUK estimates. According to ONS data, financial services exports from Yorkshire and the Humber accounted for 4.4% of Great Britain's total financial services exports in 2020. TheCityUK estimates related professional services exports from the region accounted for 2.3% of Great Britain's total related professional services exports. Twenty-six percent of Yorkshire and the Humber's financial services exports went to the EU in 2020, and the remaining 74% went to the rest of the world.

Figure 47: Yorkshire and the Humber financial and related professional services exports, £m

Source: Office for National Statistics and TheCityUK calculations



Figure 48: Financial services exports from sub-regions (NUTS2) in Yorkshire and the Humber, 2020

Source: Office for National Statistics

	Financial services exports, £m	Financial services exports as a % of sub-region's total services exports
West Yorkshire	2,584	45%
South Yorkshire	882	45%
North Yorkshire	723	47%
East Yorkshire and Northern Lincolnshire	169	17%

Figure 49: Financial and related professional services exports from Yorkshire and the Humber, £m

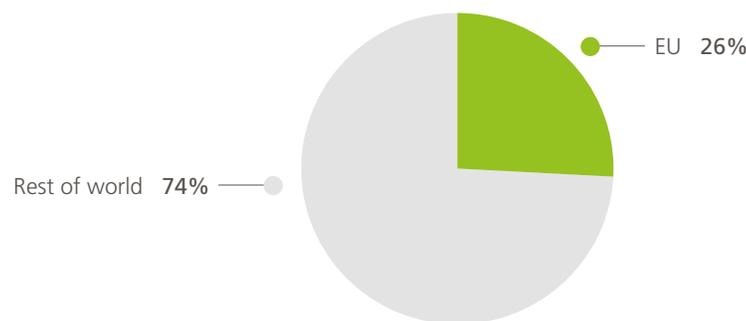
Source: Office for National Statistics and TheCityUK calculations

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

Sector	2011	2012	2013	2014	2015	2016	2017	2018	2019	2020
Finance	2,757	2,505	2,612	2,360	2,609	2,546	2,533	4,838	4,728	3,624
Insurance and pension services	532	437	490	520	549	587	513	979	957	733
Total financial services	3,289	2,942	3,102	2,880	3,158	3,133	3,046	5,817	5,685	4,357
Accountancy	48	54	63	63	71	80	82	99	118	109
Legal services	66	74	79	87	87	96	105	107	114	118
Management consultancy and business management	200	222	197	207	217	256	297	371	412	453
Total related professional services	314	350	339	357	375	432	483	576	645	679
Total financial and related professional services	3,603	3,292	3,441	3,237	3,533	3,565	3,529	6,393	6,330	5,036

Figure 50: Yorkshire and the Humber financial services exports by destination, % share, 2020

Source: Office for National Statistics and TheCityUK calculations



Conclusion

The onset of the Covid-19 pandemic and the restrictive measures implemented to control its spread meant that most sectors of the economy suffered in 2020, including in their overseas sales. The financial and related professional services sector showed some resilience, registering an increase of 8.4% in its exports, although this growth was highly concentrated as most British regions saw their exports decline. As the UK's largest financial and related professional services centre and one of the world's leading international hubs 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 the East of England also make important contributions to exports of financial and related professional services. Over 40% of financial and related professional services exports came from outside London in 2020, according to our estimates.

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