



Doing Business in Britain:

Practical seminar for companies located in the mid west region looking at entering the British market

MAIN SPONSOR



VENUE:
Radisson Blu
Ennis Road
Co. Limerick

IN ASSOCIATION WITH



ASSOCIATE SPONSORS



Special Invitation - Wednesday 21st October 2015

08:15 - 11:30 // Optional one-to-one- clinics

ABOUT:

This interactive and practical morning seminar offers an insight into the practicalities, opportunities and challenges of doing business in Britain and opportunities to meet one to one with speakers.

WHO SHOULD ATTEND:

Business Owners, Managing Directors, Chief Financial Officers.

TO ATTEND CLICK THE LINK BELOW:

<http://www.shannonchamber.ie/events/doing-business-in-britain/>

AGENDA:

08:15 Registration

Tea, Coffee and Pastries will be served on arrival

08:40 Welcome Note:

**Stephen Keogh, Managing Partner,
Keating Connolly Sellors & Director
Shannon Chamber of Commerce**

08:45 Airport / Airline Connectivity

Neil Pakey - CEO Shannon Group

08:50 British Irish Relationship

**HE Dominick Chilcott
British Ambassador to Ireland**

09:00 Focus British Market Place

Christine Esson, Enterprise Ireland
- Understanding the UK market
- EI assistance for companies entering the UK
- Practical tips and advice

09:15 Enterprise Ireland Case Study:

**ABC Nutritionals, Willie Wixted,
Director**
"Our journey to the UK market"

09:30 Banking in Britain Bank of Ireland

Garret Grogan
- Presentation of the economy and market conditions
- Managing Foreign Exchange markets
- Managing your Foreign Exchange exposure

09:45 Grant Thornton: Taxation & Business Landscape

**Theresa O'Gorman, Tax Director
Hussein Casey, ACA, Senior
Consultant, Tax Advisory at
Grant Thornton**
- Branch v Subsidiary
- Changes to corporate tax regime
- R&D tax relief to include patent box tax relief

10:05 Break / Networking

10:20 UK Trade & Investment

Conor Kenny, Head of Investment

- Help & advice to establish a physical presence in the UK
- Practical guidance on setting up procedures
- Ongoing support from UK business organisations and networks

10:40 UK Trade & Investment Case Study:

How an Irish company set up in Britain with help from UKTI

11:00 JMB Partnership

James Blakemore MD

- Routes to market: how to prepare
- Lead generation new business development - how we can help

11:15 Britain & Its Regions, British Irish Chamber of Commerce - Paul Caplis

- British Irish business network
- Reaching out to all regions of Britain
- BIG British Irish Gateway for Trade Connecting first time exporters, buyers and suppliers
- The "Connections" how to reach Irish and UK agencies

11:30 Questions & Answers Session

11:45 Seminar Closing Remarks

**Helen Downes
CEO Shannon Chamber**