

AUGUST 2014



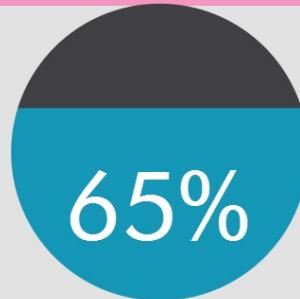
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Scottish Chambers of Commerce has published the results of a key international trade survey, looking at the obstacles facing existing and potential Scottish exporters. By identifying the challenges facing businesses in Scotland, views on both the domestic market and the international market were gathered. A total of 372 businesses responded to the latest survey, undertaken in Q1 2014, which shows Scottish businesses are ambitious with their growth plans but exporting remains a key barrier.

Statistics



36% said
"Increased
funding will
help me to
export"



Feel they
don't have
the right
products

Comparison

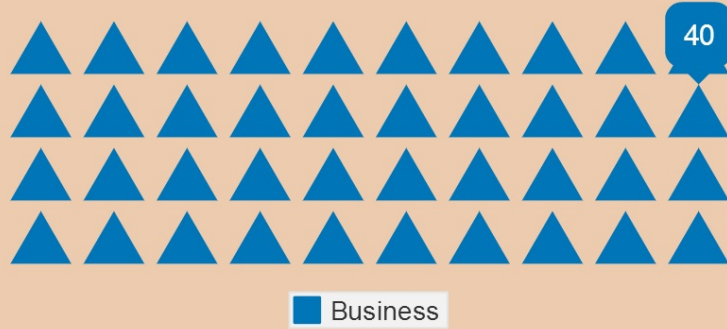
26%
Proactive
Exporters



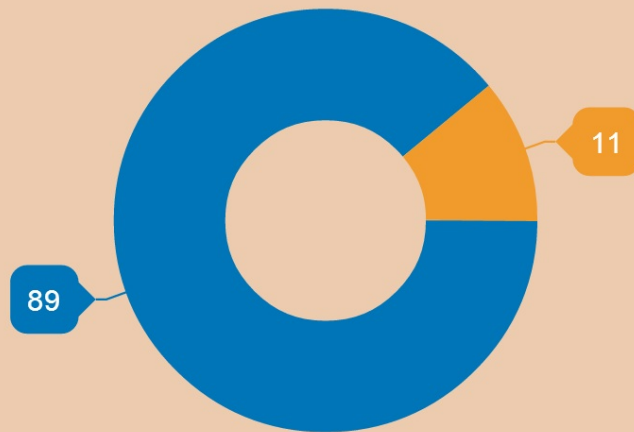
47%
Reactive
Exporters



Growth Ambitions



40% have ambitions to grow internationally



89% have ambitions to grow domestically

Statistics



56%
Increased sales in first 12 months of exporting