The United Kingdom & The Republic of Ireland Beyond the Backstop

Chris Walklett 20-21 February 2019





Overview

- Backstop 2019 A Brexit Odyssey
- No deal practicalities
- The United Kingdom alive and kicking
- The M&A Solution
- The Banking Solution
- A Call to Action







Backstop 2019 – A Brexit Odyssey







Brexit – current status

- November 2018 Withdrawal Agreement and Political Declaration agreed by EU
- January 2019 meaningful vote lost in UK House of Commons
- February 2019 UK government seeks renegotiation
- Late February second meaningful vote
- 29 March 2019 UK leaves EU unless Article 50 revoked or extended





Brexit - the backstop

- Objective no physical border in Ireland
- Customs union/single market achieves this
- Current Withdrawal Agreement keeps Northern Ireland inside both unless/until "alternative arrangements" are found
- Potentially indefinite political problem

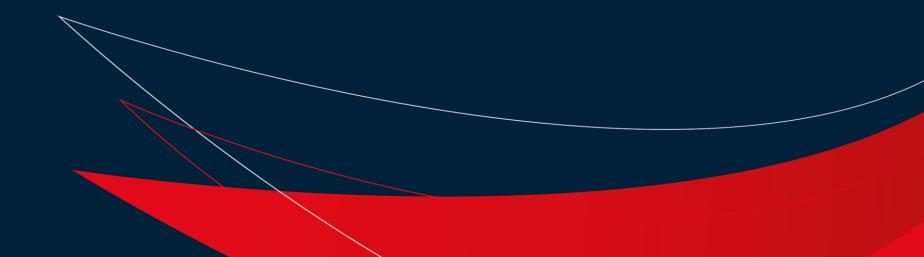








No Deal - Practicalities



No Deal Brexit – Duty Planning

- Goods subject to duty when imported into Ireland
- Possible further duty charge when moved into UK
- Double charge avoided by direct import into UK
- UK presence needed to reclaim UK import VAT





No Deal Brexit - Tariffs

- Goods arriving in Ireland from UK EU external tariff
- Goods arriving in UK from Ireland
 - UK external tariff not yet agreed
 - Political decision re levels of duty charged by UK
 - Duty rates will apply to whole EU









The United Kingdom Alive & Kicking

£1.8 Trillion



£238 Billion MIDLANDS ENGINE





£338 Billion BISHOP FLEMING





38 LOCAL ENTERPRISE PARTNERSHIPS





€6.5bn ERDF

£1.5bn Growing Places Fund

£7.3bn
Growth
Deal
Funding





GROWTH HUBS







The M&A Solution

27% FOREIGN OWNED

Top 5
USA &
Ireland

BREXODUS DUBLIN

1200 €37bn

40%
Bank of Ireland





Version 1

Acquisitions for Scale

Trilogy Technologies

Anderco

Ireland & Bishop Fleming





"It's a big market and you'd want to have a very, very good reason to step over it

Justin Keatinge, CEO – Version 1









The Banking Solution

DON'T BE

OVERDAFT



Avalisation

LOCs

Asset Finance

Trade Loans

UK Export Finance

Bills of Exchange

Import Collections









A Call to Action

"We've lost humility in an age of entitlement - and that's making us angrier"

Stephen Stosny, Ph.D. *Psychology Today*





Bishop Fleming Can Help...

- Sign posting support including LEPs
- Buy mandates to find UK acquisitions
- Sale mandates to find UK acquirers
- Funding & Investment
- Tax planning
- VAT & Duty advice
- Structuring for Brexit and beyond











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