

14/04/2023

Dear

ATISN 17292 – Overseas Business Development Visits

Thank you for your request which I received on 17 March 2023. You asked for:

1. A detailed breakdown of how the Overseas Business Development Visit support scheme has been allocated across micro, small, and medium-sized enterprises (SMEs) and large businesses.
2. A summary of the support and services provided to each group.
3. How this has contributed to their export development (if tangible benefits can be shared, uplift in revenues, expressed as a percentage, along with uplift in employees, expressed as FTEs should be disclosed).
4. The total amount of funding allocated to the Overseas Business Development Visit support scheme, and any changes to the amount of funding allocated over the past three financial years.

The information you requested is enclosed.

1. A detailed breakdown of how the OBDV support scheme has been allocated across micro, small, and medium-sized enterprises (SMEs) and large businesses.

Business size	Numbers	Funding offered	Funding spent	Secured deals
L	2	£ 10,287.50	£ 10,260.00	
M	10	£ 59,809.44	£ 27,563.58	
S	16	£ 50,673.40	£ 23,949.94	£114,000.00
Totals	28	£ 120,770.34	£ 61,773.52	£114,000.00

Business size	% By business size*	% Funding offered by business size*	% Funding spent by business size*	% Secured deals by group*
L	7%	9%	17%	0%
M	36%	50%	45%	0%
S**	57%	42%	39%	100%

*Variance to 100% due to rounding.

**Micro and small enterprises are captured in the same category.

2. A summary of the types of support and services provided to each group.

The type of support provided as part of OBDVs is described here: [New - OBDV Flyer - English.pdf \(gov.wales\)](#)

3. How this has contributed to their export development (if tangible benefits can be shared, uplift in revenues, expressed as a percentage, along with uplift in employees, expressed as FTEs should be disclosed).

Uplift in revenues and employees: Welsh Government does not hold this information.

4. The total amount of funding allocated to the OBDV support scheme, and any changes to the amount of funding allocated over the past three financial years.

Financial Year	Funding allocated to OBDVs / £	Funding spent on OBDVs / £
2019-20	£30,131.77	£0.00
2020-21	£25,228.90	£18,951.56
2022-23	£65,409.67	£42,821.96
Totals	£120,770.34	£61,773.52

Next steps

If you are dissatisfied with the Welsh Government's handling of your request, you can ask for an internal review within 40 working days of the date of this response. Requests for an internal review should be addressed to the Welsh Government's Freedom of Information Officer at:

Information Rights Unit,
Welsh Government,
Cathays Park,
Cardiff,
CF10 3NQ

or Email: Freedom.ofinformation@gov.wales

Please remember to quote the ATISN reference number above.

You also have the right to complain to the Information Commissioner. The Information Commissioner can be contacted at: Information Commissioner's Office,
Wycliffe House,
Water Lane,
Wilmslow,
Cheshire,
SK9 5AF.

However, please note that the Commissioner will not normally investigate a complaint until it has been through our own internal review process.

Yours sincerely,