

British  
Chambers of  
Commerce

**Trade  
Accelerator**

# Trade Accelerator: Singapore Life Sciences



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IN PARTNERSHIP WITH



NatWest

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# Foreword



**Steve Lynch MBE**  
Director of  
International Trade  
British Chambers  
of Commerce

**The Trade Accelerator Programme has the potential to be truly transformative. The UK's businesses have never lacked ambition. They are innovative, globally minded and ready to grow. But our research shows many smaller firms are struggling to turn that aspiration into reality. Over the past few years, exporter confidence has softened as too many firms feel unsupported, and trade policy wins fail to translate into new deals on the ground. The opportunity is enormous, even a modest uplift in exports would inject billions of pounds into the UK economy.**

The challenge is not about strategy. The weak link has always been execution, and the Trade Accelerator is our answer.

This is a targeted, outcome-driven programme that is designed to convert Britain's global trade ambition into concrete export wins. Starting with life sciences in Singapore, we will equip high-potential UK businesses with the skills, networks and in-market backing to secure customers, partners and investment.

This is an entirely new way approach to building a trade pipeline. It will involve structured preparation, curated matchmaking, regulatory insight, a high-impact trade mission and sustained post-mission support to land deals. It is Team UK in action, with Chambers, government and finance, supported by NatWest, aligned behind one objective: helping British businesses win overseas. We expect tangible exports, new commercial partnerships and hundreds of new opportunities to be identified within the first year

I believe this programme marks a shift in how we approach trade, from aspiration to activation, from policy to performance. By backing our life sciences innovators to scale globally, we are not only supporting individual firms, but also strengthening the UK's position in one of the most competitive sectors in the world. This is about using practical economic diplomacy to boost British business, and the British Chambers of Commerce network is proud to be delivering it.

# From Market Interest to Signed Deals

**A practical 10-stage route to real commercial outcomes**

UK businesses don't struggle with ambition - they struggle with execution. Entering a new market means navigating regulation, finding trusted partners, validating demand, and converting conversations into contracts. Too often, support is fragmented and theoretical, leaving firms stuck at "interest" rather than impact.

The British Chambers of Commerce Trade Accelerator is a 10-stage, highly practical programme designed to take companies from early market exploration through to genuine commercial traction and signed deals.

Delivered by the British Chambers of Commerce, alongside trusted in-market partners, we work with you at every step - guiding the process, removing friction, and equipping you to enter Singapore with confidence, credibility, and the right connections to succeed.



# We Work With UK Businesses Every Day. We Hear the Same Barriers.

The British Chambers of Commerce engages with thousands of businesses across the UK and our global network. Our insights come directly from those living the realities of international trade:

- Businesses often struggle to find trusted and validated in-market partners, creating uncertainty and slowing progress.
- Export support is frequently fragmented and generic, leaving businesses without the targeted guidance they need.
- Entering new markets alone exposes SMEs to high commercial and operational risk.
- Businesses lack clear insight into real market demand and how well their offer aligns with local priorities.
- Traditional trade support lacks structured follow-up, making it hard for SMEs to convert interest into deals.
- Many SMEs are not fully commercially or operationally prepared for international expansion.

## **The message is clear**

Businesses don't need more theory. They need real opportunities, vetted partners, and in market support they can rely on.

The Trade Accelerator was designed to deliver exactly that.

# A New, Practical Route to International Growth

The British Chambers of Commerce Trade Accelerator is a six month, outcomes driven programme built to help small and medium-sized UK businesses enter high value global markets - starting with Singapore's world-leading life sciences ecosystem.

Backed by NatWest and delivered in partnership with BritCham Singapore, the Trade Accelerator provides the clarity, capability, and connections SMEs need to enter new markets quickly and safely.

## Our aim is simple

Help UK companies secure commercial traction in Southeast Asia - fast, confidently, and with partners they can trust.

## What Success Looks Like

- ✓ Your first international customers
- ✓ Trusted distribution or R&D partners in place
- ✓ Serious investment conversations underway
- ✓ Export revenue flowing within 6-12 months

# A Strategic Springboard for UK Life Sciences Innovation

Singapore is one of the world's most concentrated and fast growing life sciences hubs - and the ideal launchpad for UK companies looking to scale across Southeast Asia. With regulatory clarity, regional reach, and an established innovation ecosystem, it offers opportunity at every stage of your commercial or R&D journey.

**As the Trade Accelerator's delivery partner, BritCham Singapore provides:**

- Deep on the the ground insight into commercial and regulatory realities;
- Trusted matchmaking with vetted customers, distributors, investors, and collaborators;
- Access to established networks across the life sciences, innovation, and investment communities;
- Local relationship building and long term support throughout your market entry.

## A Structured Journey That Blends Skills, Support & Market Access

### **Outcome focus**

Helping you secure export wins, attract investment, build long term international partnerships, and create new jobs back in the UK.

The Trade Accelerator takes you from early readiness to real commercial outcomes through ten carefully designed stages:

1. Programme Launch
2. Expression of Interest
3. Shortlisting & Eligibility Review
4. Cohort Confirmation & Pre Start Onboarding
5. In Person Cohort Kick Off
6. Virtual Training Modules
7. Mentoring & Coaching
8. Trade Mission Preparation
9. Trade Delegation to Singapore
10. Post Mission Follow Up & Evaluation

# Programme Overview

A six month, outcomes driven programme helping UK life sciences businesses enter Singapore and wider Southeast Asia with confidence, speed, and trusted in market partners.

## Who the Programme Is For

The programme is designed for small and medium sized UK life sciences businesses across biotech, medtech, digital health, diagnostics and R&D-driven innovation. It supports companies seeking practical, trusted help to win international customers, navigate regulation, and build credible commercial or research partnerships across Southeast Asia.

## What the Programme Delivers

- Expert led capability building
- Deep market & regulatory insight
- Mentoring from experienced exporters
- Curated matchmaking and partner validation
- A trade mission to Singapore with real commercial conversations
- Post mission support to activate deals, partnerships, and revenue

## Programme Timeline

6 months total, typically structured as:

**Month 1** Launch & Kick off

**Months 1-3** Virtual modules + mentoring

**Month 4** Mission preparation

**Month 5** Singapore trade mission

**Month 6** Follow up & deal activation

## The Ten Stages to Export Success

### 1. Programme Launch

This opening session brings together the British Chambers of Commerce, BritCham Singapore, NatWest and your cohort to frame the opportunity and set shared expectations. You'll receive a clear overview of how the programme works and what's required to accelerate your international growth from day one.

### 2. Expression of Interest

You complete a short Expression Of Interest outlining your goals, capabilities, and interest in the Singapore market. This ensures we understand your starting point and can assess whether the programme is the right fit for your business.

### 3. Shortlisting & Eligibility Review

Your application is assessed against sector priorities, readiness, and commercial suitability for the Singapore life sciences opportunity. If another export route is a better match, we'll guide you towards the most appropriate support.

### 4. Cohort Confirmation & Pre Start Onboarding

Once accepted, you'll receive onboarding materials that explain the programme structure, commitments, and preparation steps. This ensures every participant begins the journey with clarity, focus, and a strong foundation.

### 5. In Person Cohort Kick Off (London – 2 Days)

Over two days, you'll take part in workshops, expert briefings, and peer networking designed to build confidence and shared momentum. These sessions create the relationships and insight that support a strong and collaborative cohort.

### 6. Virtual Training Modules

A series of online sessions cover market intelligence, regulatory pathways, IP considerations, commercial models, due diligence, and investor readiness. Each module equips you with the knowledge required to engage credibly with partners in Singapore.

### 7. Mentoring & Coaching

You'll work directly with export specialists and sector mentors through one to one and small group sessions. Together, you'll refine your strategy, sharpen your pitch, and focus on the opportunities with strongest commercial potential.

### 8. Trade Mission Preparation

We help you define clear goals, understand cultural expectations, and develop market insight so you arrive fully prepared. You'll also receive tailored matchmaking guidance and practical support to ensure every meeting in Singapore has purpose.

### 9. Trade Delegation to Singapore (1 Week)

During this immersive week in market, you'll take part in curated meetings with vetted customers, distributors, investors, and R&D partners. You'll also experience site visits, networking events, and opportunities that open real commercial conversations.

### 10. Post Mission Follow Up & Evaluation

Support continues after the mission to help you activate partnerships, advance investor discussions, and convert opportunities into commercial progress. We work with you on follow ups, tracking milestones, and planning for long term growth.

# Delivered as Team UK

The Trade Accelerator is a coordinated national approach to UK export growth:



National coordination, insight, programme design



In market delivery, commercial support, matchmaking



**NatWest**

SME capability building and financial readiness



Diplomatic alignment and UK government backing



Bringing specialist expertise as the programme evolves

Together, we create one unified route for ambitious UK SMEs to grow internationally with confidence.

## Ready to Unlock International Growth?

International expansion doesn't have to feel complex or high risk.

With the British Chambers of Commerce Trade Accelerator, you gain the clarity, capability, and trusted in market market partners needed to succeed.

### **British Chambers of Commerce**

Connecting UK ambition with global opportunity.