

<< BACK TO THE INEWS FRONT PAGE

MARKET FOCUS

Singapore and the UK are leading investors in each others' economies. For the fourth straight year, the UK is the largest overseas investor in Singapore.

[READ MORE](#)

UPS EXPORT SERIES

The UK is the 12th largest export market for Singapore after other AsiaPac countries and the US. In 2007, Singapore exports to the UK exceeded S\$9.2 billion.

[READ MORE](#)

NEED GLOBAL KNOW-HOW?

[ASK UPS](#)

[ASK IE](#)

[EMAIL INEWS TO A FRIEND](#)



Grow your business by exploring opportunities in the United Kingdom

Global experts are ready to help.

CASE STUDY

CSE Global's steady growth in the UK earns international award
SGX-listed firm recognised for outstanding business achievements in the UK

CSE Global Limited (CSE), a leading systems integrator with an international presence spanning the Americas, Asia Pacific, Europe, Africa and the Middle East, bagged the 2008 United Kingdom Trade & Investment International (UKTI) Business Award.



This annual award, presented by the UK Government, recognises Singaporean companies with significant strategic and long-term investment in the UK.

According to Ian Cranshaw, Director for Inward Investment at UKTI, CSE's successful acquisitions over the last eight years of its UK expansion have helped the company to increase its market share and to identify opportunities in new industry sectors.

"Our UK investments are seeing good growth since our first acquisition of Servelec, the British systems integrator, in 2000, which was acquired through UK-generated revenue. UK-generated profits amounted to 30 per cent of the group's total last year -- bearing testament to the extensive business opportunities available there. We are confident that our investments will continue to thrive in the open and cost-effective environment offered by the UK," Tan Mok Koon, Managing Director at CSE, said.

CSE witnessed the growth of Servelec from a revenue of GBP 11 million in 1999 to £29 million last year, and more than doubling of staff strength to 230 people. UK serves as a regional base covering the key European, Middle Eastern and African markets.

The group's annualised turnover exceeded £17 million in 2006, and the acquisition of Scomag Ltd, a Scotland-based company that provides system integration services for customers in the oil, gas and power sector, increased this further by 40 percent and in turn led to new business opportunities in the Middle East.

The British High Commissioner to Singapore, His Excellency Paul Madden said, "CSE's development in the UK through acquisitions and organic growth has been remarkable. Their success demonstrates the investment and business growth opportunities in the UK. They have used the UK as a springboard for global growth, into Europe and the Middle East. The UK is a unique gateway to international connections for Singaporean companies."

CSE's success is thanks in part to support from the UKTI. Cranshaw said, "UKTI has provided CSE with direct access to both local and national government agencies that have helped the company's new investments bed down quickly to allow focus on core business delivery."

As the UK Government's international business development organisation, UKTI helps companies internationalise by bringing together a network of business sector specialists and support teams around the UK and in British Embassies and posts all around the world.

According to Cranshaw, "Quick and easy market entry allows the company to focus on growing the business in the UK, while UKTI's local partners work hard to integrate the newly landed company into the region and ensure they are plugged in to crucial networking opportunities."

[ASK THIS IADVISOR A QUESTION](#)

FEATURED IADVISOR



Name: Sunny Chia
Company: UPS
Expertise: Import/Export
Market: Asia Pacific, Europe

[ASK IADVISOR](#)

UPS PRODUCTS & SERVICES

Multiple shipments to different consignees? Clear Customs quickly with UPS WorldEase!

[LEARN MORE](#)

Brought to you by:

