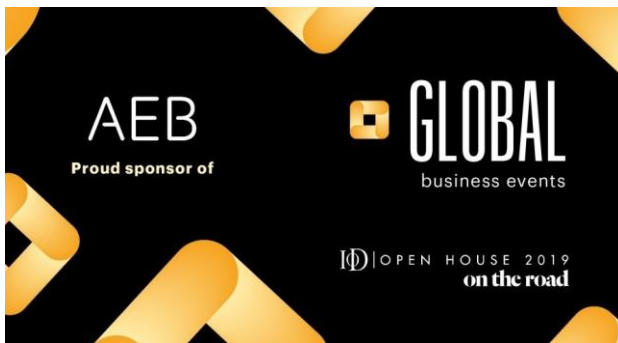


## PRESS RELEASE

### Making international trade simpler: AEB partners with IoD on “2019 Open House on the Road for Global Business”

- Trading with and expanding to international markets is the focus of 7 events for business leaders by the Institute of Directors at their Open House Global business roadshow from May to November 2019.
- Registration is now open at <https://www.iod.com/events-community/open-house-on-the-road-global-business>



March 25, 2019 – AEB, a leading provider of software for global trade and logistics software, is proud to sponsor this year’s IoD “Open House on the Road for Global Business” – the Institute of Directors’ showpiece event for business leaders looking to grow their business. The 2019 roadshow will visit seven locations across the UK between May and November to discuss the

potential, challenges, and success factors of global business with UK company leaders. Highlighting globalization trends and technology advances, the focus of each half-day event is on navigating the complex world of global trade to drive business growth. AEB is taking an active part in the “Making international trade simpler” panel discussion and expert roundtable program. Registration is now open online at <https://www.iod.com/events-community/open-house-on-the-road-global-business>.

Expanding operations to and trading with new overseas markets offers the possibility of real growth for UK companies. But the dynamic world of global trade with its thicket of rules and agreements between economic partners and nations paired with ever-growing supply chain networks creates a challenging environment for businesses.

These complex factors are transforming Britain’s role on the international stage and it’s crucial for business leaders to understand how to quickly adapt to and navigate through a turbulent global economy. Global business has become truly borderless and UK companies looking for sustainable growth need to ensure they are set to meet international requirements and adapt to shifts and changes in the global trade environment quickly and without supply chain disruptions.

- » How can businesses achieve a holistic view of options and build the right foundations to not just survive, but to be competitive in today’s fast-paced marketplaces?



» What's the best strategy to navigate the complex world of global trade successfully?

Join the IoD "Open House on the Road for Global business" event series to find out. Business leaders are invited to join from 9 am to 2 pm respectively on the following dates:

- May 10 – Grange St. Paul's Hotel, London
- May 13 – National Conference Centre, Solihull
- June 13 – Cardiff Castle, Cardiff
- June 27 – UWE Bristol Business School, Bristol
- November 13 – Marriott Victoria & Albert Hotel, Manchester
- November 20 – The Deep, Hull
- November 21 – Newmarket Racecourse, Newmarket

With a focus on small and medium-sized businesses (SME), each half-day event features inspiring key notes and case studies and offers delegates the opportunity to directly engage with experts in the panel discussion "Making international trade simpler" and various business roundtables. Each of the IoD Open House events brings together different perspectives, with a highlight on the UK's industrial strategy, BREXIT, international trade, emerging markets, and economists' views.

Geoff Taylor, Managing Director of AEB (International), is one of the expert panelists and business roundtable hosts at the IoD Open House events. Together with his team in the UK, Geoff is working closely with manufacturers and traders across UK industry sectors to understand the impact of global trade changes such as Brexit, HMRC system changes, US trade wars or any other dynamic development, and what it takes to build efficient and flexible supply chains in the digital age to ensure future success.

Geoff Taylor said: "Economic uncertainty has shaken business confidence, but it also highlights the clear advantage for businesses that harness new technology when trading across borders. Modernizing and tapping the potential of global trade and digital customs management empowers companies to respond quickly to changes and achieve excellent returns on investment at the same time. It also advances businesses' digital agenda, which is a high priority for business leaders across sectors. I look forward to discussing individual challenges and how to make international trade simpler with attendees of the IoD Open House events."

To find out more and to book tickets, please visit <https://www.iod.com/events-community/open-house-on-the-road-global-business>.

- Ends -

## Contacts

For further information, photos or interview requests, please contact AEB's PR team by region:

- Germany (HQ): Jens Verstaen, AEB GmbH, tel: +49 711 72842 0, email: [info.de@aeb.com](mailto:info.de@aeb.com)
- Netherlands: Michiel Sengers, AEB Nederland, tel. +31 88 3131 700, email: [info.nl@aeb.com](mailto:info.nl@aeb.com)
- Singapore: Frans Kok, AEB Asia Pacific, tel. +65 63379300, email: [info.sg@aeb.com](mailto:info.sg@aeb.com)

# AEB

- Sweden: Ted Roth, AEB Sweden, tel. +46 40 85 0 11, email: [info.se@aeb.com](mailto:info.se@aeb.com)
- Switzerland: Ingo Strasser, AEB Schweiz, tel. +41 43211 1060, email: [info.ch@aeb.com](mailto:info.ch@aeb.com)
- UK: Andrea Krug for AEB (International), tel. +44 7740 245 867, email: [andrea@krugcomms.com](mailto:andrea@krugcomms.com)

## **About AEB ([www.aeb.com](http://www.aeb.com))**

### **Software for global trade and logistics**

AEB software supports the global trade and logistics processes of businesses in the industrial, commercial, and service sectors. More than 5,000 customers from over 35 countries use AEB solutions for shipping, transport and warehouse management, customs clearance, import and export management, sanctions list screening, and export controls. AEB's portfolio extends from ready-to-go software products from the cloud to a tailored but highly adaptive logistics platform.

With the automation of customs declarations, embargo checks, shipping and billing processes and the IT integration of partners in the supply chain, AEB brings greater transparency, efficiency, cost reductions, and legal protection to supply chain management as a whole. AEB solutions also make companies more flexible and increase their capabilities to react.

AEB has more than 450 employees worldwide. The software company has its head office and on-site data centers in Germany and international offices in the United Kingdom, Singapore, Switzerland, Sweden, the Netherlands, the Czech Republic, France, and the United States.

## **About the Institute of Directors ([www.iod.com](http://www.iod.com))**

The Institute of Directors (IoD) was founded in 1903 and within three years was awarded a Royal Charter to support, represent and set standards for business leaders and corporate governance in the UK. Its objective is to ensure the views of its 30,000+ members, and the business community as a whole, are taken into account when the government is reviewing policy, legislation or seeking the opinions of the wider business community in the UK.

Members of the IoD benefit from a range of additional resources – including access to business information, training, professional expertise, networking opportunities, flexible working spaces, and the renowned Chartered Director qualification and training portfolio – all of which are designed to help business leaders strengthen and build on their own success.

Since its foundation, the IoD maintains an unwavering commitment to support its members, encourage entrepreneurial activity and promote responsible business practices across sectors in the UK.