

Flexible Skills Programme

Export Skills Training 2025-26



Llywodraeth Cymru
Welsh Government

Overview

This programme is designed to provide funding support to Wales-based businesses that wish to improve their capability to export their products / services.

Training areas supported are listed in the table below. Support of up to 50% of eligible training costs (maximum contribution of £50,000) is available.

Eligibility:

- The scheme is open to (solvent) Wales-based businesses.
- Training must fall under one of the topic areas listed and be accredited or to an industry standard.
- Applicant employers must commit to release staff to undertake eligible training by the end of March 2026.
- Multiple applications can be made to this programme per annum.
- The funding is discretionary and the final decision rests with the Welsh Government.

Opportunity:

- Successful applicant employers will be awarded 50% of eligible training costs. Funding will be paid retrospectively, on completion of the training and provision of the necessary evidence. The contribution will not exceed £50,000.

Process:

- An application form can be requested from this email address - DFESRM@gov.wales. **This is a very short application.**
- This will be emailed to the applicant, along with a supporting self-assessment document (which seeks information about a company's approach and commitment to the development of its employees). Both should be completed and returned via email.
- The application will be assessed and a decision made within 10 working days.

- If approved, successful applicants will receive a Grant Award Letter confirming which courses have been approved and the funding award. Applicants may then book staff onto the approved courses (***NB: no agreement must be entered into with a training provider until confirmation has been received that the application has been approved***).
- Applicants are free to choose any certified training provider(s).
- Funding is paid retrospectively. Once individuals have successfully completed the training (which must be evidenced either in the form of an examination certificate or confirmation from the training provider), employers will be able to claim back 50% of the training / course cost (costs do not include Travel & Subsistence or VAT).

Pre-Approved Training Areas		
Ref No	Training Topics	Examples
1	Beginners	Introduction to exporting, Introduction to the export process, Introduction to Incoterms®
2	Finance	Payment methods; VAT; Pricing goods; International trade and finance
3	Sales & Marketing	International marketing; Building overseas sales; Routes to market; Selecting agents and distributors; E-commerce
4	Customs Processes & Procedures	Incoterms, Documentation; Goods Classification; Import procedures; Preferential rates; rules of origin; duty relief; handling dangerous goods
5	Export Processes	Authorised Economic Operator (AEO); Export licences; Introduction to exporting; Understanding exporting; Export essentials
6	Market Awareness	Doing business in a market: e.g. France, China or UAE; Life Science exports in the USA; business culture
7	Specialist Support	Managing risk; Protecting IP; Managing currency risk
8	Leadership & Management	Planning; communication; decision-making; delegation; problem-solving; motivating staff; team building; interpersonal skills; project management; stress management; negotiating; managing behaviour; supply chain management.

The Welsh Government's Export Development Team will be happy to offer advice and discuss your requirements should you have difficulty in sourcing a suitable training provider(s).

An overview of all areas supported under the Flexible Skills Programme can be found on the [Business Wales Skills Gateway](#).