

Hit the world running UK

UK Trade & Investment

Martin Phelan

Directorate for Investment

Deputy Director for Investment

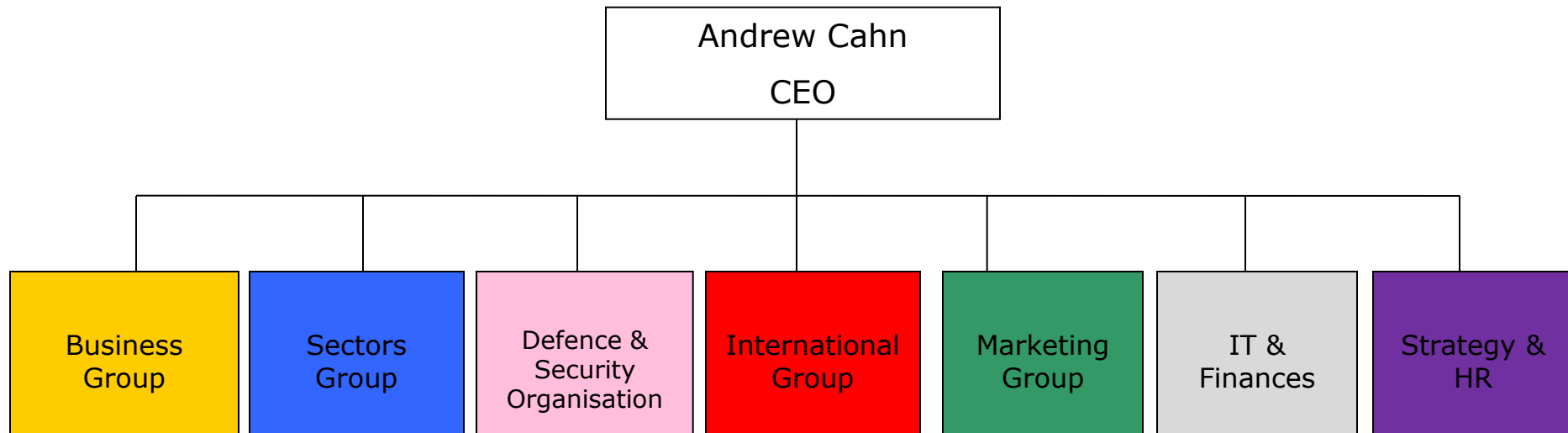
December 2010

- Government organisation which helps businesses locate in the UK and grow internationally.
- Works in close partnership with the English regions, national development agencies in Scotland, Wales and Northern Ireland, and other stakeholders.

UKTI – Who and where we are

- UK based staff – central and regional
- Internationally based staff
- UKTI specialist network
 - Sector Champions
 - R&D Specialists

UKTI – Structure



- The purpose of Business Group is to sell the benefits of investing in, doing business with, and growing business globally from the UK.
- Business Group concentrates on working with targeted companies in several areas. These are:
 - Overseas-owned research and development (R&D) intense companies.
 - UK-based companies where trade development work will help boost their R&D output.
 - Innovative, high value and strategic inward investors.
 - Companies that we can help do business in selected high-growth markets.
 - Overseas-based entrepreneurs with innovative technology.
 - Passport to Export companies

Investment Projects Team 1

Advanced Engineering

Fax: 020 7 215 4064

Richard Higgins
Head of Advanced Engineering, Aerospace, Automotive,
Tel: 020 7 215 8551
richard.higgins@ukti.gsi.gov.uk

Hazel White
Senior Account Manager
Advanced Engineering, Aerospace, Automotive
(On Maternity Leave)

Richard Bowden
Account Manager
Aerospace
Tel: 020 7215 1527
Richard.Bowden@ukti.gsi.gov.uk

Stefano Hoyland
Account Manager
Automotive
Tel: 020 7 215 1754
stefano.hoyland@ukti.gsi.gov.uk

Faye Smith
Sector Champion
Materials
faye.smith@uktispecialist.com

Dian Holness
Business Analyst
Tel: 020 7 215 8155
Dian.holness@ukti.gsi.gov.uk

Agnes Murray
Team Delivery Support
Tel: 020 7 215 8710
agnes.murray@ukti.gsi.gov.uk

R&D Specialists – Performance Engineering, Materials, Energy, Environment

Chis Beck - Simon Duan - David Hodgson - John Kell - Juan Matthews - Mark Priest - George Tomka

Sector Champions:

- Team of 13 specialists providing input for trade and investment activities:
 - Introductions to sector networks, industry leaders and centres of R&D excellence
 - Knowledge of UK strengths in a sector
 - Knowledge of clusters
 - Information on policy and strategic issues
 - Market intelligence
- Specialities cover industry sectors, technologies and areas such as planning, skills and tax.

R&D Specialists:

- The R&D programme aims to help raise UK spending on R&D from 1.9% to 2.5% of GDP by 2014.
 - Objectives:
 - Promote R&D in UK to targeted overseas companies
 - Support UK based R&D providers win business overseas.
 - Monitor and feedback on issues affecting R&D in UK
- Work in virtual teams with RDAs/DAs, UKTI, BERR.
- 17 Specialists with expertise in:
 - Information Technology, Electronics & Communications
 - Life Sciences
 - Performance Engineering & Materials, Energy and Environmental

UKTI Services to investors include:

- Providing bespoke information on key commercial considerations;
- Providing comprehensive regional and local location analysis;
- Making introductions to sector networks such as industry leaders, chambers of commerce, universities and other centres of R&D excellence;
- Supporting international companies to undertake R&D in the UK;
- Helping to build collaborative technology partnerships between UK and foreign businesses;
- Assisting overseas entrepreneurs to develop innovative UK business opportunities
- Continued support through our Investor Development network;
- UKTI is also a voice in Government for policy/regulatory issues which are affecting, or may affect, businesses.

Why Inward Investors Choose the UK

- One of the most open, competitive and transparent tax, security and regulatory environments in the world
- Highly skilled, flexible and diverse labour force
- Stable economic and political environment
- World-leading hub of innovation and R&D
- Excellent connectivity – Gateway to Europe
- Cheap, modern, reliable telecommunications
- Investment support, eg R&D tax credits
- English language

Automotive Investment Successes in Recent Years

- 2007 - 2008 29
- 2008 - 2009 26
- 2009 - 2010 35
- 2010 - 2011 12 (up to end of November. 13 other successes pending. Overall projected figure - 35)

Prospective Automotive Investment in to UK

- Current projects in pipeline 75
 - including:
 - » EV Manufacturing
 - » Fuel Cell Projects
 - » Vehicle Manufacturing
 - » Component Manufacturing
 - » R & D Facilities
 - » European HQs

Prospective Automotive Investment in to UK

Current Pipeline 75 Projects from all over world.

- Including:
 - Canada
 - China
 - France
 - Germany
 - Italy
 - Japan
 - Korea
 - USA

Case Study 1

- one of China's largest car makers
 - turnover in 2009 of approximately £6 billion
 - R&D engineering centres in Beijing, Harbin, Jiangxi, Shanghai and Chongqing as well as two design centres, one in Turin, Italy, which was opened in 2005 and another in Yokohama, Japan, in 2008.
 - The business has ambitions to break into the global top ten motor manufacturers and the establishment of the R&D centre in Europe was a vital part of this plan.
 - In July 2009, a delegation from the company visited the UK to search for suitable locations.
 - Decided on site in the East Midlands.
 - Focus will be on engine and power-train development, and will also involve the development of low carbon vehicles, such as electric cars and Hybrid Electric Vehicles. The company will build collaborations with British companies, universities and research institutions, to improve their R&D capabilities.
 - Company will be creating more than 200 research jobs over 3 years as well as opportunities for UK automotive companies to do business with company.
 - Centre opened in June 2010.
- ***"Setting up our own R&D centres overseas, including in the UK, is a vital stepping stone for our company to utilise global resources and to enter the league of the world-leading car makers."***

Case Study 2

- leading Japanese global automotive supplier of advanced technology, systems and components, with consolidated sales of US\$32.0 billion for the fiscal year ending 31 March, 2010.
- Company were looking for innovative and dynamic university with facilities to carry out in depth research in the possibilities of Algae Co2 capture.
- Company were introduced, via a UKTI visit programme, to eight leading UK Universities. They eventually selected Bath University who are able to lead two linked projects focussing on the use of algae to reduce CO2 emissions and consequently carbon footprint.
- The research will involve both optimising new strains of microalgae for effective CO2 capture, lipid synthesis and extraction, and developing new catalysts for efficient and environmentally-friendly biodiesel production.
- Research started in October 2010.
- The two Professors leading on the two programmes, have recently returned from a visit to Japan where they met with their Japanese counterparts in the company. Of the collaboration the Japanese scientist in charge of the programmes said:
 - ***"We need innovative technologies to achieve a breakthrough in our project and also expect their synergy effect of two Professors' collaboration. It was a good opportunity to understand each other because we could introduce our research activities in Japan."***

Hit the world running UK

Thank You

This presentation is based upon materials either compiled by us through independent research, or supplied to us by third parties. UK Trade and Investment and its parent departments, the Foreign and Commonwealth Office and the Department for Business, Enterprise and Regulatory Reform, can give no assurance that the information supplied is accurate, or complete for your purposes, and no legal responsibility is accepted for any errors, omissions, or misleading statements in that information caused by negligence or otherwise.