



UK Trade
& Investment



Invest in the UK

Encouraging foreign direct investment
from global retailers

www.gov.uk/ukti





Inside an Aquascutum store

Why invest in the UK?

With a sophisticated, knowledgeable and diverse consumer base and a world-class reputation for quality and innovation, the UK's influence on the world's shopping habits makes it the natural choice for global brands to base their European headquarters in.

From the designer stores of Knightsbridge and Bond Street, to multi purpose malls like Manchester's Trafford Centre or Belfast's Victoria Square; to retail outlets like Bicester Village in Oxfordshire, the UK offers an unparalleled diversity of retail opportunities.

Home to iconic brands such as Stella McCartney, Alexander McQueen, Burberry, Topshop and Harrods, Britain sees edgy street style rub shoulders with world class designs.

All of the UK's major cities play a role in supporting the sector through employment, design and innovation.

Thanks to a sophisticated logistics infrastructure, the UK has the largest retail presence in the world in terms of both physical stores and online sales. There are also a growing number of retail developments and major fashion events hosted each year, as more and more worldwide brands seek to have a presence in the UK.

With £1.29 billion of foreign capital invested into 112 projects in 2013 alone, the retail landscape in Britain is evolving fast. Via our global network, UK Trade & Investment (UKTI) supports international brands wanting to invest in the UK through bespoke business propositions, strategic introductions, regulation guidance, location scouting and more. We strive to match retailers with British opportunities, facilitating their entry into the world's most iconic fashion scene.

UKTI's inward investment team works with a range of international brands including Aquascutum, owned by Chinese fashion retailer YGM Trading. This included ensuring their new London locations, such as their Great Marlborough Street store which launched in November 2013, met the requirements of a 21st century company.

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Winning streak for Westfield

UK Trade & Investment has been working with Australian company Westfield for over 10 years, and continues to support its ongoing multi-million pound shopping projects in and around the UK.

Westfield began in 1960 with two shopping centres in what were then the outer suburbs of Sydney, Australia. Since then, the company has grown to become one of the world's largest shopping centre owners and managers.

Since its entry into the UK in 2002, Westfield has grown and now directly employs 500 people in the UK and has created 25,000 new permanent jobs, mostly in the retail sector.

"We're a relatively new business in the UK," says Michael Gutman, Managing Director UK, Europe & New Markets at Westfield. "We came here ten years ago, and we've had a wonderful experience. There are so many positives here for any company looking for global expansion: the UK is open to business, has a robust planning system and transparency. Our two London malls have performed beyond expectations. These flagship centres have also helped to fashion a refreshed corporate direction for our company, of mainly investing in and creating exceptional retail environments in important world cities."

Westfield Stratford was one of the largest urban regeneration projects ever undertaken in the UK, transforming Stratford into a well connected and desirable area. As well as the shopping centre itself, Westfield invested heavily in improving the local transport infrastructure, a legacy that will endure long after the Olympics are over. The £1.8 billion Stratford City is now Europe's biggest urban shopping and entertainment centre.

In January 2013, Westfield announced that it had formed a joint venture with UK developer Hammerson to invest £1 billion in redeveloping the Whitgift and Centrale shopping centres in Croydon, South London. The mixed-use scheme, to include retail, leisure and residential units is expected to create over 5,000 jobs and will provide a massive boost to the local economy, attracting thousands of new visitors to the town centre every year. In time for Christmas 2017, Westfield will be undertaking a £1 billion expansion of Westfield White City.



Westfield White City, London

UK Trade & Investment (UKTI) has worked with Westfield for over ten years, and the company has taken part in inward and outward missions in that time. UKTI continues to offer bespoke support for its on-going multi-million pound shopping centre projects.

Want to find out how UKTI can help you to expand your global footprint to the UK? Phone 0845 539 0419 or +44 (0)20 7333 5442, email enquiries@ukti-invest.com or visit www.gov.uk/ukti

“These flagship centres have also helped to fashion a refreshed corporate direction for our company, of mainly investing in and creating exceptional retail environments in important world cities.”

Michael Gutman, Managing Director UK, Europe & New Markets at Westfield

Investor development service

UKTI can help foreign-owned businesses already in the UK to grow and succeed. We help businesses get the best out of their current and future UK investments.

If your business is already established in the UK, our Investment Services Team can offer you support for practical issues such as:

- Workforce skills and recruitment
- Visas and migration
- Innovation and technology support
- Tax and access to finance options
- Property and planning

We can also help you to guide your project through national and local government by providing:

- Links into sector and technology expertise
- Support for developing an investment case for your group headquarters
- Support across your UK divisions
- Help with exporting overseas
- Feeding your issues into UK government policy

We will also offer you a single-point of contact through an Account Manager. Our Account Managers work across all sectors and have a wide range of sector specialisms. We can also introduce you to key business enablers such as local authorities, incentives specialists, R&D experts, planning advisers, partners and business networks.

Our investment development services are independent, highly professional and free of charge. Contact us on 0845 539 0419 or +44 (0)20 7333 5442, email enquiries@ukti-invest.com or visit www.gov.uk/ukti

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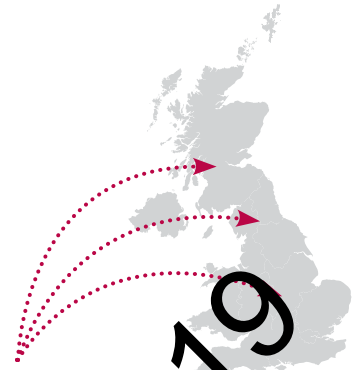


“London is one of the world’s leading cities when it comes to retail. Our London presence is a fantastic representation of our brand’s aesthetic, and it showcases our cool, accessible-luxe collections in a cutting-edge environment.”

Pier Paolo Righi, CEO & President,
Karl Lagerfeld

A Karl Lagerfeld store

UKTI investment services



UK Trade & Investment's comprehensive range of services assists overseas companies, whatever their size and experience, to bring high-quality investment to the UK. They include:

Global Entrepreneur Programme

Helps overseas entrepreneurs and early-stage technology companies globalise their businesses from a UK hub.

Investor Development Network

Offers continued support to overseas companies once they have established a presence in the UK.

Regional and Local Location Analysis

Helps overseas companies to choose the right place to set up.

Bespoke Information

Advice on key commercial considerations such as company registration, immigration, financial incentives, labour, real estate, transport, utilities and regulatory issues.

Introductions...

to key contacts in government, industry and academia, or professional service organisations including solicitors, accountants and recruitment consultants.

Want to know more? Contact the UKTI Investment Services Team on 0845 539 0419 or +44 (0)20 7333 5442, email enquiries@ukti-invest.com or visit www.gov.uk/ukti

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To find out more, scan this code with your smartphone.
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UK Trade & Investment is the Government Department that helps UK-based companies succeed in the global economy. We also help overseas companies bring their high-quality investment to the UK's dynamic economy acknowledged as Europe's best place from which to succeed in global business.

UK Trade & Investment offers expertise and contacts through its extensive network of specialists in the UK, and in British embassies and other diplomatic offices around the world. We provide companies with the tools they require to be competitive on the world stage.

UK Trade & Investment is responsible for the delivery of the Solutions for Business product "Helping Your Business Grow Internationally". These "solutions" are available to qualifying businesses, and cover everything from investment and exports through to specialist advice, collaborations and partnerships.

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