

South West Financial Centre of Excellence



**BUSINESS
IS
GREAT**
BRITAIN & NORTHERN IRELAND





Welcome to The South West Region



but we are also a significant alternative location to the UK capital for expanding financial services companies.

We've achieved this position through a combination of strengths: a deep and diverse talent pool with thousands of top graduates; lower operating, property and staffing costs; ready-made infrastructure and super-fast connections to London, the rest of the UK and throughout the globe.

We are proud to introduce you to one of the UK's most productive financial services city regions outside London.

We've proved our mettle in industries such as digital tech and aerospace,

It's time to explore the South West.

Withdrawn 20 May 2019

Twelve reasons to set up and expand your financial services business in the South West



1. Top Talent

162,000 people work in financial & professional services in the South West¹



2. Established financial services ecosystem

An influx of major investors are building one of the largest FS sectors in the UK²



3. A preference for ex-Londoners

Bristol is one of the UK's preferred cities for those leaving the capital



4. A leader in specialisms

The South West is a lead region outside of London in financial services, banking and accountancy



5. Back-office hotspot

Major brands are relocating high-volume processes here and saving millions



6. Four universities with 20,000+ graduates

Recruit world-class economists, entrepreneurs, business and law students



7. First-class connections

Reach London's Canary Wharf in under 2 hours thanks to electrification and CrossRail



8. Fintech hub

The future of financial services is being forged here



9. Competitive office and salary costs

Save 25-30% compared to London



10. A top location for productivity

Ranked top for productivity in the UK by TechNation 2016



11. Best for quality of life

The South West is consistently voted the UK's best place to live



12. Biggest legal centre outside London

Offering a vast pool of legal skills⁴

¹ TheCityUK. www.thecityuk.com/about-us/uk-work-programme/new-u-k-interactive-map-page/south-west

² Royal Bank of Scotland, Lloyds Banking Group, HBOS, Coutts, Barclays, Axa Life, HSBC Life, Standard Life Wealth, Bank of Ireland, Rathbone Greenbank Investments, Hargreaves Lansdown, Canada

Life, Friends Life, Computershare Investment Services, NatWest Insurance, Triodos Bank, Clerical Medical

³ MoneySuperMarket Quality of Living Index 2013

⁴ CBRE Law in the Regions report, Feb 2016



Onshore magnet

“With its sophisticated financial services ecosystem, proximity to London and international markets and highly skilled talent base, this region has the edge.” says Chris Bull, Chair, Professional and Financial Sector Group, West of England Local Enterprise Partnership.

“In a digital age you can choose much more widely about where you can place your operations. There’s a big trend among businesses which are headquartered or have mass operations in London to ‘onshore’ here.”

“Financial and professional services are the largest sectors in the region.

If you set up here, you are not working from a green field site. We have the infrastructure.

We have a strong skills pipeline, with universities and colleges constantly feeding talent into the workforce.

There’s a proximity to the rest of the country, international markets and London, with electrification of the rail network bringing even shorter journey times.

These features give us an edge; a genuine business advantage. This is why large players such as Lloyds, NatWest and Aviva have been drawn here and why Hargreaves

Lansdown and Cheltenham & Gloucester have become such major international players from here, employing nearly 20,000 people between them.

The City of London is an increasingly expensive place to employ and locate people right across back, middle and front office functions. The South West of England is now a primary alternative to London where financial services companies can locate and thrive.

This is also one of the most attractive regions for people to relocate. The South West is top rated for quality of life, and this is why the Times voted it the best place to live in 2015. The region is also a centre for innovation. Financial services firms are harnessing the deep pool of technology and digital skills. Many businesses located here have been very successful in developing innovative financial services models and there are also a high number of small, nimble businesses; hedge funds in Bath for example. These are small businesses dealing with huge amounts of money. It's because they are not location dependent and Bath is an attractive place to be.

As for where to set up, companies looking to relocate in the South West have a full spectrum of options: Central Bristol offers affordable grade A space in the middle of one of the UK's most exciting cities. Alternatively you can opt for even better priced offices in a wide choice of small town or semi-rural settings, or in state-of-the-art business parks with exceptional transport links, thanks to the M4/M5 and

mainline rail links that intersect the region.

Talk to the businesses who are already here. Look at the evidence, the surveys and the statistics that all support this region as being an ideal place to locate financial and supporting professional services firms."

THE FUTURE OF FINANCE

The region is a centre of excellence for financial services education and research. Here are some of the organisations that are coaching the industry's brightest minds and shaping the future:

- **Global Research HQ** - the Centre for Global Finance at Bristol Business School undertakes cutting-edge research into corporate finance, monetary systems, banking, governance and more
- **The School of Management** - at the University of Bath ranks amongst the world's top one per cent of business schools¹
- **Innovative accountants** - Undergraduates and academics are breaking new ground at the University of Gloucestershire's International Centre for Contemporary Accounting Research
- **Number one for satisfaction** - The business studies course at the University of Bath School of Management is rated number one for student satisfaction²

¹By EQUIS, the European Foundation for Management Development's (EFMD) quality inspectorate

²The Student Survey Experience



Future fintech

"Fintech firms in the region are driving the global revolution in financial services" explains Toby Hughes, founder and CEO of award-winning Momentum Financial Technology.

"Fintech is turning the financial services sector on its head and there's an enormous opportunity for the South West. We're a global community in tech and the South West have a leading part to play alongside London, New York and Silicon Valley."

"The future of financial services is about disruption: finding new ways of doing banking and insurance, opening up the way data is shared, accessing new investment markets, developing peer-to-peer lending, improving mortgages and driving efficiencies that will lead to cheaper prices."

“The South West is taking a lead and is a great place to have a facility. If you’re in fintech, you need a presence in London but that can be done through a virtual office. Offices here are half the price.

The calibre of staff is fundamental. In London it can be hard to get and retain the talent. The work life balance in the South West is arguably better, which can produce happier employees. We have developers from Mexico, all over Europe and from America. The local universities provide numerous PHD and Masters graduates.

We started Blue Speck Media in 2011 trying to create something that helped people make better choices over financial futures. We launched award-winning websites and tools.

We were one of the world’s best organisations at what we were doing but we needed to accelerate the business. Following numerous approaches for the company, MMI, which operates in 13 countries, acquired us. They recognised that large organisations are not always best placed to incubate technology, identifying that the South West has the agility and skills supply that they require. They can see the impressive work that is happening with the talent in the region.

We’ve now opened a new 120-person R&D facility here in Bristol and are continuing to grow. We are rolling out a new product, MoneyHub, which brings together a customer’s finances into one place. You can share it with all the people in your financial world: mortgage brokers, financial advisors and accountants. It will be significantly transformative for the industry and empower consumers to better understand their finances in an engaging way.”

Company Overview



MMI HOLDINGS

Momentum Financial Technology in Bristol

Toby Hughes founded financial digital marketing agency Blue Speck Media in 2011. A 2014 acquisition by South African insurance company MMI Holdings led to the founding of Momentum Financial Technology, which operates a 120-person fintech lab in Bristol. The company currently runs Moneyhub – an award-winning app-based financial dashboard – and YourWealth.co.uk, a personal financial information website that helps users choose financial products.

South West Facts

- Home to the Centre for Global Finance (University of the West of England) with an international reputation
- Home to the most productive digital tech cluster in the UK (Tech Nation 2016)
- Centre of the South West’s securing, brokering and fund management activity
- Home to the forthcoming National Cyber Security project

Key Areas of Strength (IPI Benchmarking 2016)

- Companies and specialisms in software and IT
- Numerous software patents
- Specialisation in securities and commodities
- Companies in data processing



Back-office boost

“Moving back-office functions to the South West can reap major rewards” say Clive Hetherington, Head of Mid Markets, South West Region and Business Development Director Paul Harvey, both of Lloyds Bank.

“Once Lloyds decided to come to Bristol, we ran a huge internal advertising campaign and were inundated with people who were working in London and were happy to relocate because of the city’s reputation for quality of life and work-life balance.”

“We had a traditional head office in London but we were looking at various alternative options, primarily driven by potential cost savings.

We were drawn to Bristol by the mix of professional communities – its diverse workforce and variety of businesses – the quality of the people and work-life balance. The working and living environment is not like any other. And looking at the cost of salaries and cost of property, Bristol was low.

We took the opportunity to relocate a large number of head office functions to Bristol: the head of retail banking, marketing and property departments. It’s been a huge success. We didn’t withdraw

our head office from London but moved high-cost processes for big cost savings.

Being in this region puts us in the thick of a fast-moving financial services industry: the extraordinary changes are driven by digitisation and the advent of crowd-funding and peer-to-peer lending.

There are new entrants coming to the market such as Santander, Metro Bank and Triodos Bank. Businesses can look beyond the traditional bank to find a huge range of options when looking to attract investment.

Organisations are also looking at how they can contribute to society, and in Bristol there's a real sense of supporting the community in which we work.

This area can harness all these opportunities thanks to its people. We have a critical mass thanks to higher education: great graduates want to stay in the area. There's a very close-knit business community. All the major brands are here and 'Magic circle' specialists are leaving London to set up here.

People aren't hamstrung in this region and it's very vibrant. It's down to entrepreneurialism, creativity and a strong sense of community.

Bristol is one of the three to four sites that we have nationally. It's been a big success story and Bristol has more than played its part."

Company Overview



Lloyds Bank in Bristol

Lloyds Bank opened its Bristol office in 1990 with staff numbers in the low hundreds. The number of employees has risen to more than 3,700, and they undertake a wide variety of functions including IT, branding and marketing, group-wide operations, property and change management. There are plans to grow operations year on year.

South West Facts

- Home to the University of Bath's MBA department which is ranked #1 in the UK and features in the top 1% of the world's business schools'
- Home to the CIMA Centre of Excellence at the University of Bath
- Home to the International Centre for Contemporary Accounting research department at the University of Gloucestershire
- Home to the Financial Reporting and Business Communication Centre at the University of Bristol

Key Areas of Strength (EQUIS Benchmarking 2016)

- Specialisation in financial services
- Specialisation in banking services
- Specialisation in accountancy
- Employment in finance/business services

All roads lead to Rome, via Bristol

"Bank of Ireland is a leading provider of mortgages in the UK, thanks largely to its expanding Bristol operations and award-winning 'Rome' mortgage application system" says Mike Joyce, Consumer Banking Director, Bank of Ireland UK.

"People still want advice on mortgage, because it's likely to be the largest financial commitment they will ever make. That's why we work hard on our relationships with mortgage advisors; we listen to them, finesse our processes and ultimately deliver a better range of products for our customers."

"Our business approach to the UK mortgage market is all about strategic partnerships. These partnerships are vital for us in what is a very competitive marketplace, especially with the rise of challenger banks. We offer mortgages on the High Street through a long-standing partnership with the Post Office and have recently established a partnership with the Automobile Association. We will be offering mortgages with the AA later in 2016 and this represents a first move for them into the UK mortgage market.

Importantly, we also have relationships with around 50% of UK mortgage intermediaries (brokers). People still want advice on mortgages because it's likely to be the largest financial commitment they will ever make.

That's why we work hard on our relationships with mortgage advisors; we listen to them, finesse our processes and ultimately deliver a better range of products for our customers.

We have also invested heavily in back-end systems, to make it easier for brokers and customers to apply for mortgages and get approved quickly for finance. Our new mortgage application system, 'Rome,' was developed in our Bristol offices as a multi-channel digital application to help speed up the approvals process; that's important for clients who are time poor and want to be able to track progress. Brokers love it and the system won 'Best Use of IT in Retail Banking and Insurance' at the FS Tech Awards 2016 and 'Best Use of Technology' at the Mortgage Finance Gazette Awards 2016.

The South West is a real area of growth for us. We've increased the number of employees in Bristol by 35% in the last 12 months (May 2015 to April 2016) in response to changes in the mortgage market and to support growth and increased regulation. The UK mortgage market is still growing; for the Bank of

Ireland Group as a whole, more than 40% of loan assets are in the UK. Bank of Ireland has a long-standing mortgage tradition in the UK, thanks to its 1997 purchase of the Bristol & West building society - itself in the region since 1850. Bol UK is an experienced and expert mortgage provider and right at the heart of the UK's mortgage sector.

We have a well-established employee consultation programme in Bristol, engaging with staff on wider strategic efforts and business change. This helps us attract and retain employees. Our Bristol offices house our mortgage management team as well as a number of other key functions, including finance, legal, customer services, marketing and treasury operations. There is a great talent pool in the area and we can offer opportunities across the whole mortgage field, from financial advice and underwriting to back-end processing and IT.

Bristol has excellent higher education facilities and our graduate programme is



HQ / Bank of Ireland UK's Bristol base is the company's headquarters for its mortgage business



40% / Proportion of Bank of Ireland UK staff based in Bristol (900 of 2,200 staff UK-wide)

very popular here. Our links to the local community are also very strong and this tradition continues with our current partnerships with Merchant's Academy, TeachFirst and Barnardo's, through which our employees give their time and energy to support local children."

BANK OF IRELAND, BRISTOL

Bank of Ireland UK

Bank of Ireland (UK) PLC is a subsidiary of the Bank of Ireland Group, a leading retail bank in Ireland since 1783. Bank of Ireland acquired the Bristol and West building society in 1997 and now has an established and growing presence in Bristol, focused on the city's dynamic Temple Quay district. Bank of Ireland (UK) PLC offers products in the UK market that are regulated in the same way as those offered by other UK-based providers. It is authorised by the Prudential Regulation Authority and regulated by the Financial Conduct Authority and the Prudential Regulation Authority



Key partnerships / Exclusive financial services relationships with the Post Office and the AA, offering mortgages, savings, credit cards, personal loans and foreign exchange



76% / Increase in Bank of Ireland UK mortgage completions in 2015



Green capital

"With its 'green capital' credentials and bedrock of sustainable business, this region is the best place to build a company with soul" according to Charles Middleton, UK MD of pioneering ethical bank, Triodos.

"Bristol has everything you want from a city: access to four universities, great arts and culture. If you don't want to live in a bland, dull soulless place, Bristol has everything you could hope for. It's got real soul."

"Sustainable banking has grown out of a tremendous social and environmental awareness.

Renewable energy, social care, homelessness, people who are struggling to sort themselves out: banks can help find and finance solutions to these issues. And at the same time we have had this meltdown of the sector both in financial and cultural terms. The public is now saying 'there's a different way of doing things'. Using money more consciously and financing projects that have a positive social and environmental impact.

At Triodos Bank, we're really all about trying to engage people to use their money more consciously and to finance projects that have a positive social and environmental impact.

Our head office is in the Netherlands, and when we set up our UK HQ we looked at Birmingham, London and Bristol. We chose Bristol because we realised it was a nice city, and well-served in terms of routes to other places. There were several other banks with back-office operations, so if we needed people with banking experience they would be available.

It's heartening to see so many like-minded organisations here such as Sustrans, the Soil Association, the Centre for Sustainable Energy and Yeo Valley.

Bristol being awarded the title European Green Capital, in 2015, has made a big difference. More and more companies are working to a sustainable agenda, taking social and environmental impact into consideration as they shape their business models.

I think Bristol has worked really well for us. There's been a great pool of people to draw on. There are a lot of people keen to move to Bristol: it's been really good for attracting and holding on to people. Many companies have engaged with the green agenda and there's a real feeling of commitment and motivation. The sector has built on itself and reached critical mass."

Company Overview

Triodos Bank

Triodos Bank, Bristol

Triodos Bank set up its UK head office in Bristol's Clifton area in 1995, opening with 12 staff. The UK HQ now employs 120 co-workers and offers a full range of ethical banking services to individuals, businesses and charities. Products span savings and investments, ISAs, borrowing, corporate finance and equity funds, and institutional investment. The Bristol office looks after nearly 40,000 personal customers and 4,000 businesses across the UK.

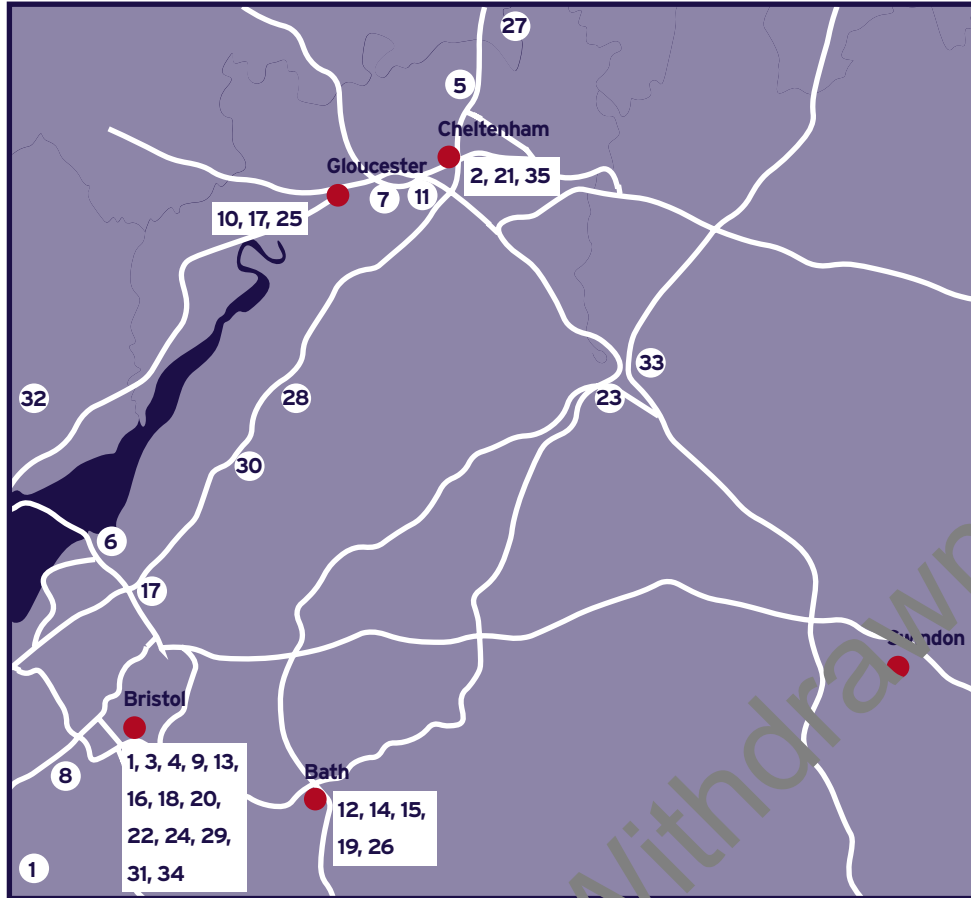
South West Facts

- Home to Rathbone Greenbank Investments
- Home to first UK city granted European Green Capital (2015)
- Global testbed for green technology and smart cities





South West Companies



No.	South West Companies	Company Skills
1	Allianz	Insurance
2	Attivo Group	Financial Planning
3	Aviva	Insurance
4	Bank of Ireland	Banking
5	Bladroom Holdings Ltd Cheltenham	Financial Security
6	Eight Side	Insurance
7	Brunsdon	Insurance
8	Computershare Investors Services	Stokebroker
9	Coutts	Management and Banking
10	Ecclesiastical Insurance Group	Insurance
11	Endsleigh Insurance Services Ltd	Insurance
12	Ascentric	Investment Funds
13	Hargreaves Lansdown	Pensions (SIPPs), Funds, Shares
14	Help Hire	HQ Insurance
15	Ibex Global	Finance Technology
16	Investec	Wealth Management
17	Liverpool Victoria	Insurance
18	Lloyds Banking Group	Banking
19	London Country Mortgages	Banking
20	Mapfre	Insurance
21	Marsh (formerly Jelf)	Insurance and Finance
22	MMI Holdings (Blue Speck)	Fin Tech
23	Money.co.uk	Financial Advice
24	NFU	Insurance
25	NIG	Insurance
26	Novia	Asset Wealth Management
27	Oberthur Technologies UK Limited	Banking
28	Omega Resource Group	Financial Recruitment
29	Parmenion	Fin Tech
30	RAC	Insurance
31	Royal Bank of Scotland	Asset Wealth Management and Banking
32	Simplicity	Finance
33	St James Place	Wealth Management
34	Triodos Bank	Sustainable Banking
35	Vertex Group	Financial Services

Withdrawn 20 May 2019



The policy people

“Shifting demographics and technology are shaking up insurance, savings and investment. This region’s diverse workforce is leading the way” says Jo Cann, Aviva’s Director of Change.

“It’s about having the right services and staff to care for the customer. We encourage diversity as an employer, particularly in our contact centres. In this region we can find skilled staff who really understand the business and the needs of customers.”

“In our sector there are three key trends: an aging population, digitisation and the consolidation of services.

The number of over 65s in the UK is going to increase by 50 per cent over the next 20 years and we will soon have more people in retirement than working. This requires us to be more innovative in our propositions around health and retirement and help customers transition into ‘flexi-retirement’.

Digital is a key trend impacting our business and our clients. One of our strategies is ‘digital first’ and we are looking at how we can provide more services and build customer journeys online and on mobile.

So we’re looking for people with digital experience and skills: the technology is changing so quickly and we need people who use it and understand it. But we also need people who understand our business – you can’t digitise something if you don’t understand what the products.

And then there’s consolidation. We’re a general insurance and health business, as well as a life insurance and pensions business, and there’s a real opportunity to bring together all the Aviva propositions. We’re trying to be a one-stop shop for all our customers.

Success in each of these areas depends on finding the right people. This region is a great catchment area for recruitment: we have the universities, and there’s a very strong financial services footprint with specialist actuarial, IT and digital, and customer-facing skills such as marketing. We’ve always had success in attracting people.

We have chosen to locate slightly out of the city centre and our staff have good on-site facilities such as shops, free parking and free bus services. It’s all part of the employee proposition which includes working in the community and with charities.

I would say for employers that the area is a very good location; easy to access and in a great part of the country. For employees, Bristol & Bath are fantastic cities, with lots to do. It’s a great area to set up, recruit staff and build a successful business.”

Company Overview



AVIVA

Aviva in the South West

Aviva is the UK’s largest insurer, and its presence in Bristol & Bath dates back to the 1970s. The company now employs more than 2,000 people in the region, with operations spanning corporate pensions, finance and the customer services department of its protection arm, which deals with life insurance and critical illness products. Other company-wide functions based here include HR, IT and change management.

South West Facts

- Centre of the insurance and pension sector in the South West (City of London 2013)
- Home to the internationally acclaimed Centre for Strategic Risk and Insurance at the University of Bath
- Home to the Weston College Law and Professional Services Academy, a unique flagship enterprise
- Home to the Insurance Institute of Bristol, the UK’s largest insurance professional network



Healthy wealth management

“Widening consumer choice, changing customer habits and the increasing costs of administering guidance are driving sweeping changes in wealth management. This region sits at the epicentre of the revolution” says Craig Knight, MD of investment business Levitas.

“In the South West you get the best of both worlds: that ‘big city’ cultural feel without the crowds and a quality of life that’s so much higher than elsewhere.”

“Government legislation in areas such as pensions freedom is creating a greater need among investors for advice, but at the same time, regulation is forcing up the costs of administering guidance. The result is conflict: many people run the risk of being unable to access the advice they really need.

The financial services industry has to adapt and solve this problem. It also has to adapt to changing consumer habits: many customers want to see a convergence of online and traditional face-to-face channels, where they can pick and choose their preferred communication method.

So we’re seeing a growth in technology supporting these new ways of interaction, and the advent of automated ‘robo-advice’ services.

The Bristol & Bath area is quite a hub for these developments, with a fantastic range of people creating software for financial services firms.

For example, private investor platform Hargreaves Lansdown is one of the region’s biggest success stories. Investment products are incredibly complex, but it’s doing a great job in the ‘direct to consumer’ market, creating an online supermarket of investment funds and services. They have absolutely led the development of the marketplace.

The region’s success in wealth management lies in the sheer size of the catchment area and the quality of its people.

The region’s conurbation is the gateway to the South West and is the capital of a market reaching west to South Wales, north to Birmingham, east to Reading and London and south to the coast.

Education is excellent: the region’s universities are producing a ready supply of well-trained people. The transport links here are stunning too as it’s a motorway hub, a rail hub and there’s a major international airport.

As a result, fund and discretionary management firms such as Brewin Dolphin, Rathbones and Investec have set up here as part of their national distribution strategy, while specialist financial services administration businesses such as Novia run their entire operations out of here.

Last, but not least, Bath has arguably the country’s best location for a rugby ground, right next to the river in the heart of this beautiful UNESCO heritage city.”

Company Overview

Levitas in the West

Financial consultant Craig Knight joined the directors of Aspira, a workplace pension advice specialist, to set up investment firm Levitas in 2012. Two years later, the company was acquired in a deal worth up to £24m by national asset management group Brooks Macdonald. Knight has been retained as MD of Levitas, which currently manages £135m in two investment funds that provide a leading-edge proposition for group pension employees and employers.

South West Facts

- Home to global players including Hargreaves Lansdown, Novia and St James Place
- Ranked 5th in Europe for portfolio management/analyst careers (University of Bristol) (eVestment 2014)
- Ranked 7th for investor relations and 10th for strategists and economists in Europe (University of Bristol) (eVestment 2014)
- Home of the Chartered Institute for Securities and Investment, the most widely respected body for the securities and investments industry



2006 St. James's Place Capital becomes St. James's Place

2009 In January, Halifax and Bank of Scotland merges with Lloyds TSB to create 'Lloyds Banking Group plc'

2013 Lloyds Banking Group disposes its remaining holding in St. James's Place

2014 St. James's Place entered the FTSE 100 and acquires The Henley Group, one of Asia's leading wealth management advice companies.

2016 St. James's Place acquires Rowan Dartington to create the group's discretionary fund management and stockbroking arm.

Company Overview

St. James's Place Wealth Management

The St. James's Place Wealth Management Group, head-quartered in Cirencester, Gloucestershire, started trading in 1992 and was listed on the London Stock Exchange in 1997. It is now a FTSE 100 company with over £58 billion of client funds under management. The group, through the St. James's Place Partnership, its team of dedicated advisers, provides face-to-face wealth management advice to individuals, trustees and businesses.

The Group is currently undertaking the development of a new office building to complement its existing premises in Cirencester. Of the 1388 people it employs, 733 are based in Cirencester with the remainder working across the UK and parts of Asia from offices in Hong Kong, Shanghai and Singapore.

“The business started in Cirencester and has worked hard to remain in the town. With the help of local stakeholders and the town council we are close to opening a brand new building next to our existing offices. We have strong links with the local community and find the environment beneficial for staff retention and recruitment.”

says Colin Nelson, Client Acquisition and Digital Marketing at St James's Place Wealth Management.

1991 The St. James's Place Group established under the name of the J. Rothschild Assurance Group

1997 J. Rothschild Assurance Group undertakes a reverse takeover of St. James's Place Capital, and goes public placing it within the FTSE 250 Index

2000 Halifax Group plc and Bank of Scotland acquires 60% of the issued share capital



Cyber Valley

Cyber security companies are clustering in the west from Great Malvern down to Bristol, creating a market worth an estimated £210m, where GCHQ led, hundreds of entrepreneurs have gathered and a new £3m training and conference centre has been developed.

What is Cyber Valley?

An area radiating from Great Malvern that spreads into Gloucestershire and Bristol & Bath, and further afield into Herefordshire and Worcestershire.

What's so special about it?

It's home to a growing cluster of cyber security companies and suppliers, and is now rated as the one of the best places in the UK to research, develop and commercialise cyber security products and services.

How did it all start?

The region's surveillance roots date back to World War II when the UK Government set up a covert military radar research centre in Malvern to help with the war effort. This sowed the seeds for organisations such as defence technology company QinetiQ – which has spread throughout the world and retains a Malvern campus – and Government Communications Headquarters (GCHQ).

Who's here today?

More than 80 small cyber security companies cluster around Malvern, while there are firms spanning all sizes and specialisms across the region. International companies here include BAE Systems, Symantec, IT and business process services company CGI and tech leaders Raytheon, which employs 61,000 people world-wide.

Is every company in cyber security?

As with all clusters, core founders quickly attract associated skills and services. The Cyber Valley ecosystem is now home to engineering consultancy Frazer-Nash, risk management specialists Ascentor, data analysts Ripjar, recruitment firm InfoSec People and many other associated specialists.

Company Overview

Cyber centre

The £3m Berkeley Green Cyber Security Training Centre and Conference Centre is a joint venture between the University of Gloucestershire and South Gloucestershire and Stroud College with involvement of GCHQ and Raytheon amongst others. It will be a base for cyber security R&D, short courses, apprenticeships and graduate and postgraduate degrees.

Battling against cyber crime



£3m invested in a new training and conference centre



4th UK's fourth most prominent location for cyber security suppliers



80+ firms in the Malvern Cyber Security Cluster¹



Multinationals / BAE Systems, QinetiQ, MessageLabs and more



Niche players / GeoLang, Cyberis and Ultra Electronics among many others



500,000 UK cyber crime engineers needed by 2018²



£27bn annual UK cost of cyber crime³

¹ www.malvern-cybersecurity.com

² Financial Times, 22 Sept 2013. Malvern Springs to forefront in fight against cyber crime.

³ Financial Times, 22 Sept 2013. Malvern Springs to forefront in fight against cyber crime.



Connectivity

Planes, boats, buses, trains and bikes — the South West is home to an integrated web of transport options for regional, national and international destinations.

Bristol International Airport, the UK's fastest growing airport, now connects to more than 100+ destinations, whisking passengers throughout the UK to Europe, the US, Canada, Africa and Egypt.

The region is also a busy rail hub, with fast connections to Manchester, Birmingham, Leeds, the South West and beyond. Electrification of the London line is slashing journey times, putting the region just 78 minutes away from the capital and less than two hours to Canary Wharf.

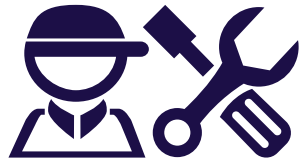
Strong Links



100+ / flights each day from Bristol International Airport



4 / major motorways offering direct links to London, Birmingham, Leeds and Manchester.



2019 / Crossrail improvements bringing faster journey times from Bristol to Canary Wharf



70 mins / to London by train from 2019



£2.8bn+ / investment in electrifying the train line between the South West and London



Connectivity

Situated just 90 minutes from London, the South West offers highly competitive property prices and exceptional connectivity. Companies benefit from super-fast broadband, an expanding airport - currently connecting to more than 140 destinations around the world, a deep water port, a motorway hub and fast train links.

By Rail (From Bristol)			By Air (From Bristol)		
Destination	Frequency	Duration	Destination	Frequency	Duration
Birmingham	Twice Hourly	1hr 25min	Frankfurt	Daily	2hr 15min
Canary Wharf*	Twice Hourly	1hr 40min	Paris	Daily	1hr 20min
Edinburgh	Hourly	6hr	Zurich	Daily	1hr 20min
Leeds	Hourly	3hr 30min	Hong Kong*	Multiple Daily	11hr 20min
London	Every 15mins	1hr 10min	New York*	Multiple Daily	9hr
Manchester	Hourly	2hr 50min			

*Via Heathrow

*Post Electrification



Leading Quality of Life

The South West consistently ranks high in the 'Best quality of life' polls with affordable homes, abundant job opportunities, quality schools and access to the countryside and coast giving it an attractive edge over other locations.

Heritage and entertainment are powerful draws: Bristol bristles with trendy art spaces, interactive exhibitions and a packed festival calendar, while Bath residents take in neoclassical terraces, ancient Roman baths and boutique shops as part of daily life.

The natural environment is preserved with pride too: beyond urban 'incredible edible' schemes are areas of outstanding natural beauty dotting the Severn Estuary, the Mendip Hills and into the Cotswolds.

Looking ahead, a 'green' infrastructure plan is cultivating community cohesion, health and the local economy: Bristol's magnificently restored Queen Square, the idyllic Bath & Bristol Railway Path¹ and a network of 'green' gyms give evidence of its success.

¹<http://www.bristolbathrailwaypath.org.uk/home.shtml>



Why the South West?



No.1 / Bristol was rated top in Money Super Market's quality of life index



UNESCO City / Bath is the only city in the World with UNESCO World Heritage City status



Work-life balance / fewer than one in four people in the region work 45+ hrs a week

£18k / average disposable income per household, far higher than most UK regions



Longer lives / life expectancy is 81 for men and 85 for women, higher than national averages



Green Capital / Bristol first city in the UK to be European Green Capital in 2015



£ / Bristol has its own currency to help build a stronger local economy



Cycle hub / Bristol is the UK's first Cycling City



Creative hotspot / Home to Banksy, Aardman Animations and BBC Natural History Production Department



'Luke Jerram's slide' courtesy of Jon Craig Photography



Helping you succeed in the South West

Working in partnership with UKTI, specialist investment services, Invest Bristol & Bath and GFirst, are dedicated to bringing companies like yours to the South West.

Their job is to help you succeed and grow in this region's thriving economy.

Their experienced and knowledgeable team offers a full range of services spanning sector-specific insight and analysis; introductions to vital networks, funding and incentives, and guidance on property, personnel and growth strategies.

*"We are proud to promote one of the UK's highest performing 'core city' regions — home to one of the UK's highest number of entrepreneurs per capita and a highly skilled, diverse workforce".
Matt Cross, Head of Inward Investment, Invest Bristol & Bath*

Beyond a fast-growing financial services cluster, the area is also a hotbed of microelectronics, digital, aerospace, advanced engineering, creative and professional services firms.

Services available



Planning / Bespoke research and economic data to support your location to the region



Networks / Connections to supply chains, councils, business services, suppliers and other key contacts



Property / Helping you find the right property and location



Staff / Making it easy to relocate, recruit, train and develop high-quality staff



Growth / Enabling your business to grow cost-effectively



Finance / Introductions to incentives and other financial support packages



Withdrawn 20 May 2019



UK Trade & Investment

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UKTI

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.

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