

MANCHESTER INVESTMENT PORTFOLIO





The Manchester China Forum is delighted to present this document highlighting Greater Manchester's core assets and investment opportunities across the region.

The Forum is a business-led initiative aimed at increasing Greater Manchester's commercial connectivity with China. The forum is led by the following companies:



The Forum would like to thank Addleshaw Goddard for their kind support and advice with the production of the Investment Portfolio



Photography courtesy of:
Becky Lane
Rick Grange
Ben Page
TfGM

Fourth Edition



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FOREWORD



Consul General
Zheng Xiyuan
Chinese Consulate
in Greater Manchester

It's an honour to introduce you to the latest edition of the Manchester Investment Portfolio. Having represented the People's Republic of China in Manchester since 2018, I know first-hand the wonderful spirit, unique charm and innovation that the city has to offer.

Whilst being the birthplace of the industrial revolution, the origin of the socialist movement and home to two footballing powerhouses, Manchester is also a city leading by example in its determination to develop strong links with China.

I believe that Manchester is one of the best cities in Europe for connectivity with China across industry, education and culture.

Each year we see more students, tourists and businesses coming to experience Manchester with several world-leading universities on its doorstep, centrally located in the UK and only two hours from London by train.

With our ever-closer social, economic and cultural links, Manchester is well positioned as an excellent place to invest.

I look forward to seeing the continued success of the China-Manchester relationship bringing prosperity to the people of both nations.



Andy Burnham
Mayor of Greater Manchester

greatermanchester-ca.gov.uk
[@MayorofGM](https://twitter.com/MayorofGM)

It gives me great pleasure to introduce the Manchester Investment Portfolio at a time when links between the city and The People's Republic of China have never been stronger.

This guide presents information on Greater Manchester, a region that has cemented its place as a leading European business location.

Manchester is a city of collaboration, with academic institutions working with the city's public authorities and businesses to drive forward a dynamic economy. This has led to an environment that breeds innovation, something which can be seen throughout the city's history, from splitting the atom to the isolation of graphene.

Greater Manchester is known for its forward thinking and visionary approach to economic and cultural development. Having the most comprehensive devolution deal in England including joint control with the NHS over health and social care, Manchester is building a reputation as a leading player in a global economy where cities are set to play an increasingly important role.

We are a city that lies at the heart of the Northern Powerhouse, a UK-government initiative aimed at stimulating economic agglomeration between cities such as Liverpool, Sheffield and Leeds. Since President Xi's visit, there has been widespread recognition of the major opportunities that the region presents for furthering the UK-China bilateral relationship.

We look forward to welcoming you to Greater Manchester.



Rhys Whalley
Executive Director
Manchester China Forum

investinmanchester.cn
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Welcome to the fourth iteration of the Manchester Investment Portfolio. This guide presents information on Greater Manchester, a city region that has cemented its place as a leading European business location and exemplar in China engagement.

The 'Manchester-China landscape' has significantly developed since the launch of the Forum in 2013. With direct flights to Hong Kong and Beijing from Manchester airport, the region has never been more connected to China. Additionally, as this booklet shows, Manchester has more to offer China than ever before.

This Portfolio showcases Manchester and many of its previous successful collaborations with China across a range of sectors highlighting Manchester's openness to working more closely with China.

I will obviously have a bias, but Manchester truly is a great place to invest. This coupled with the support of my team at Manchester China Forum make it a perfect place for Chinese firms looking to the UK.

We look forward to welcoming you to the city region!

WHY MANCHESTER?



The original business city

Manchester was the world's first modern industrial city, and today its economy is large and diverse, offering businesses a deep pool of potential clients. Manchester is the second largest economy in the UK and has the largest regional financial and professional services industry in the UK, a thriving creative, digital and tech sector and the largest clinical academic campus in Europe. It is also home to the largest commercial property market outside London, the largest Private Equity community, and is set to become one of the world's top 20 digital cities by 2020.

A talented city

Manchester is home to four universities and 101,000 students. Many of these students stay in the city after they have finished their studies, ensuring that the workforce is sustainable.

A cost-effective city

Today, Manchester is rated as Europe's top city for business competitiveness. The cost of running a business in Manchester is as much as 40% cheaper than in London. Salaries are also typically 30-40% less than London and the cost of buying or leasing office space is also significantly lower. Together this makes Manchester the ideal place to establish and grow a UK presence.

A well-connected city

Manchester has outstanding transport links. It is home to the UK's largest regional international airport, which serves more cities than Heathrow, flying to over 200 destinations. With three trains to London every hour, and a journey time of just over two hours, connecting to the capital is also easy, making Manchester the ideal location for a European HQ.

The city is centrally located, meaning that 60% of all UK consumers live within a two hour drive of Manchester.

Manchester has the largest commuter area of any conurbation in the UK outside of London, with a workforce of 6.6 million people living within 50 miles of the city centre.

An entertaining city

Manchester has more theatres than any other regional city in England, as well as a rich football heritage with both Manchester City and Manchester United based here.

A cooperative city

Greater Manchester is made up of 10 local authorities – Bolton, Bury, Manchester, Oldham, Rochdale, Salford, Stockport, Tameside, Trafford and Wigan. They all work together through the Greater Manchester Combined Authority (GMCA), the first public authority of its kind in England.

At a glance

Accessible

Manchester has a great central location in the UK.

Low risk

The cost of running a business in Manchester is as much as 40% cheaper than in London.

Workforce

33,600 new graduates a year (402,600 within a 1 hour distance).

Infrastructure

Manchester is the UK's premier multi-modal transport hub. Home to the UK's largest regional airport, the Manchester Ship Canal (which links the city to the port of Liverpool) and excellent road and rail links.

Business

Manchester is home to a successful mix of large multi-nationals and smaller firms, many working as part of a bigger supply chain.

Sector skills

Specialisms include life sciences, 2D materials, ICT and energy and the environment.

Welcoming

Manchester is one of Europe's most cosmopolitan cities, attracting both visitors and investors alike. In 2018 it was voted the UK's most liveable city.

6.6M WORKFORCE WITHIN COMMUTING DISTANCE OF THE CITY CENTRE



200+ MANCHESTER AIRPORT SERVES MORE DESTINATIONS THAN LONDON HEATHROW



101,000 UNIVERSITY STUDENTS IN MANCHESTER



40% CHEAPER TO RUN BUSINESSES THAN IN LONDON



60% OF UK'S BUSINESS BASE ACCESSIBLE FROM MANCHESTER



MANCHESTER

A region with a rich history of innovation that has produced 25 nobel laureates. It is a city with a true pioneering spirit, a place of ambition and investment, where the commercial, cultural and creative sectors thrive.

From the birth of the Industrial Revolution, to the first modern computer and the isolation of graphene, the city is constantly innovating. Here is a selection of some of the city's unique and remarkable achievements.



The birth place of the worldwide co-operative movement in Manchester.

1844



The Manchester Ship Canal opens, a massive feat of engineering, giving the city access to the sea over 50km away.

1894

The first law in thermodynamics is discovered in Manchester by James Prescott Joule.

1850

1783

Richard Arkwright sets up the first mill to use steam power in the city centre, paving the way for mass production techniques.

1830

The world's first true railway starts operating from a purpose built station on Liverpool Road, Manchester.

1803

John Dalton's atomic theory, the precursor of all modern chemistry, is published.



1853

John Benjamin Dancer, working from 43 Cross Street, invented microphotography and microfilms.

1888

The first professional football league is established.



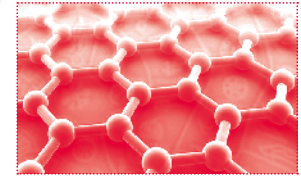
1904

Frederick Royce met Charles Rolls and set up the famous company Rolls Royce which still bears their names.



The first computer with a stored programme and memory, nicknamed 'Baby', is developed at The University of Manchester.

1948



Scientists at The University of Manchester are awarded the Nobel Prize for Physics for isolating Graphene, the world's thinnest material.

2010

The first Manchester International Festival, the world's first festival of original, new work and special events, takes place.

2007

Declared as European City of Science.

2016

Opening of the Henry Royce Institute.

2019

1917

Ernest Rutherford discovers how to split the atom at The University of Manchester.

1998

The Trafford Centre, one of Europe's largest retail malls opens and now attracts 35 million shoppers annually.

2015

Surgeons in Manchester perform the world's first bionic eye implant in a patient.

2018

Andy Burnham visits China.

Opening of the Graphene Engineering Innovation Centre.

2017

Andy Burnham appointed as first Manchester Mayor



2012

MediaCityUK, the new home for the BBC, ITV as well as many other media and digital companies, opens at Salford Quays.



"WHAT MANCHESTER DOES TODAY – THE WORLD DOES TOMORROW."

Benjamin Disraeli,
Former British Prime Minister

THE NORTHERN POWERHOUSE

Manchester is at the heart of the Northern Powerhouse. A cluster of cities in the North of England that generates 20% of the UK's Gross Domestic Product, the Northern Powerhouse forms a 'super' economy of almost £300 billion, similar in size to that of London. It includes Manchester, Leeds, Liverpool, Sheffield and Newcastle, all of which are close to each other, creating one of the largest urban economies in the world.

Similar in concept to the Greater Bay Area in Guangdong / HK SAR, the strategy behind the Northern Powerhouse is to better integrate these economies, through improving transport connectivity between, and within, these cities, towns and their ports. By improving transport links and embarking on common economic strategies, the Northern Powerhouse will drive economic growth across the North at a faster rate. This means that cities such as Manchester, which is currently experiencing strong economic growth of over 2.2%, have the potential to experience exponential rather than organic growth.

Home to over 15 million people – more than Tokyo, New York or London – the Northern Powerhouse provides access to

one of the largest workforces in Europe. The skills of those within the region are in high demand globally and the majority of the talent pool is located within a 45 minute commute of Manchester. This gives the 700,000 businesses that are based in the North a significant competitive advantage, particularly as operational costs are up to 40% less than London. Within these businesses are strengths in areas such as financial and business services, digital and technology, advanced materials, nuclear energy, automotive, genomics, oncology and medical technology.

Better connected, these clusters are increasing in global significance, leading to strong investment and world-class research opportunities at the universities within the North, such as the University of Manchester which is ranked in the world's top 30. There are 40 universities across the North, which provide access to both world-class research and talent with over 522,000 undergraduates and 179,000 graduates per annum, making it one of Europe's most populated student areas. These benefits are just some of the many reasons why innovative global companies choose to base themselves in the region.

Manchester alone is home to over 2,000 foreign owned businesses including Chinese companies such as Bank of China, Todaytec

and BCEG whose investment has already supported the £800 million development of Airport City Manchester. With growth projections outstripping the rest of the UK, the Northern Powerhouse is the place for Chinese businesses to invest and grow.

A number of sector synergies exist between the Belt and Road Initiative and Northern Powerhouse including energy, infrastructure, advanced manufacturing and technology. The Northern Powerhouse presents £24 billion worth of projects that are available for investment. These cover a spectrum of industries from housing to energy and science to shopping, creating a number of exciting opportunities for Chinese businesses. Greater Manchester is also leading the way in partnerships with Chinese companies in third country BRI markets following an announcement in 2018 that Manchester Airports Group (MAG) and BCEG have agreed on a joint bid to tender for a concession at Sofia Airport, Bulgaria.

With an environment which is ready and developed for Sino-British collaboration, Greater Manchester has become an ideal location for Chinese businesses to build a presence and a natural partner of the Belt and Road Initiative.

DEVOLVED MANCHESTER



Alderley Park

Manchester has a unique place in the world as a city that has driven global change. From the days of the industrial revolution through to more recent innovations in science such as the isolation of graphene and the first bionic eye implant in a patient; Manchester is a city that continues to pioneer.

Today, the region's future vision is no less ambitious and is focused on growth, reform and providing an environment in which businesses and residents can thrive. One such example is the region's ground-breaking devolution agreement with the UK Government which saw Manchester become the first place in the UK to gain governance over its economy. This historic devolution agreement means that the region has significant powers and responsibilities – with strong co-investment opportunities – over its healthcare, transport, housing, planning, business support, skills, training and science and innovation.

These powers will enable:

- £22 billion of public spending to the conurbation;
- Establishment of a £300 million Housing Investment Fund to create 15,000 homes over the next 10 years;
- Control of £6 billion healthcare budget which is a landmark move in UK health and social care policy;
- Extensive investment in local transport infrastructure;
- 50,000 new jobs to be created in city region;
- Significant investment into science – including the Graphene Engineering Innovation Centre, Sir Henry Royce Institute for Materials Research and Innovation and Square Kilometre Array at Jodrell Bank;
- £45 million life sciences investment fund to support life sciences businesses in Greater Manchester and Alderley Park.

These projects will also offer strong co-investment opportunities particularly around housing, transport and innovation within science and health care.

**“THIS IS THE PLACE THAT
SPLIT THE ATOM, BUILT THE
WORLD’S FIRST COMPUTER
AND DISCOVERED GRAPHENE.
WE WANT CHINESE KNOW-
HOW AND CO-OPERATION TO
COME AND HELP GENERATE
THE NEXT SET OF FIRSTS.”**

Joanne Roney,
Chief Executive of Manchester
City Council



Manchester Town Hall

COMMITTED TO CHINA

In recent years there has been significant investment into Manchester from China, and there are now 61 Chinese-owned companies operating across Manchester. These include Bank of China, Beijing Construction Engineering Group (BCEG), Chint, Huawei Technologies and the state-owned Chongqing Machinery & Electric Co.(CQME)/ Precision Technologies Group.

In 2013 BCEG announced a joint venture with Manchester Airports Group (MAG) to develop the £800 million Airport City at Manchester. BCEG’s managing director, Xing Yan, said: “To be included in such an interesting and unique development is a real honour. We see our involvement in Airport City Manchester as an extension of the memorandum of understanding between China and the UK, where we have been looking to further explore joint infrastructure opportunities for some time.”

More recent investments into the city include the Far East Consortium investment into the £1bn Northern Gateway Project and the opening of a Huawei design centre in MediaCity.



Former Chancellor of the Exchequer,
George Osborne launches the
Manchester-China Forum



Lord Nat Wei and Chairman Dei of BCEG

MANCHESTER CHINA FORUM



Launched in 2013 by former Chancellor of the Exchequer George Osborne MP, the Manchester China Forum is the region’s primary platform for strategic engagement with Mainland China.

The Forum is directed by a board chaired by David Percival MBE, Managing Director for Deloitte in China, led by Executive Director Rhys Whalley, and Non-Executive Director Lord Nat Wei of Shoreditch, an influential advisor to the UK Government and the highest-ranking Parliamentarian of Asian origin in Europe.

Board members include Chief Executive Officers of the region’s most influential companies such as Manchester City Football Group, Manchester Airports Group and the University of Manchester as well as key public officials.

Working closely with a number of key partners, the Forum’s objectives are to increase Manchester’s connectivity with China and to facilitate a business climate that enables companies in Manchester to develop further relationships with China. Manchester also continues to develop excellent partnerships with Chinese cities including one of the earliest civic links with Wuhan which began in 1986.

Manchester’s unique approach to engaging with China has resulted in increased commercial activity, the launch of direct routes to Beijing and Hong Kong, and President Xi Jinping’s visit to Manchester in 2015. Since its launch, the Manchester China Forum has received acclaim as a successful platform and has been awarded for its innovative approach and outstanding contribution to UK-China relations by Hurun and the UK Government Department for International Trade.

If you are interested in finding out more, please contact our project team at:

invest@
manchesterchinaforum.com

or scan below:



The Forum aims to:

Build long term strategic relationships with China.

Secure additional direct air-routes between Manchester and China.

Supporting the city to deliver a win-win China engagement strategy focused on inward investment, trade, the visitor economy and educational links.

A HISTORIC VISIT



“IT IS UNDOUBTABLE THAT THE IMPROVED CONNECTIVITY BETWEEN MANCHESTER AND CHINA HAS UNLOCKED A HUGE RANGE OF CULTURAL AND ECONOMIC BENEFITS FOR THE CITY, AND THE NORTH AS A WHOLE”.

Andrew Cowan,
Chief Executive at
Manchester Airport

The Manchester-China relationship was further deepened in October 2015 when President Xi Jinping visited Manchester, marking an unprecedented period in cooperation between the two nations.

This is the first time a Chinese President has visited a city in the UK outside of London reflecting the growing links between the region and China and the increasing potential of the Northern Powerhouse as an engine of growth.

President Xi's visit to the city heralded the announcement of a number of significant developments between China and Manchester. These included:

- The creation of the £130m China Cluster at Airport City which will create a commercial base for Chinese businesses arriving in the UK;
- BCEG's investment in the Middlewood Locks regeneration project;
- The launch of a direct Manchester to Beijing route – the first outside London.

President Xi's itinerary

- Arrival at Manchester Airport from London.
- Tour of the National Graphene Institute at The University of Manchester.
- Witnessing Sun Jihai being inducted into the Hall of Fame at the National Football Museum.
- Training match at Manchester City Football Academy.
- Civic lunch reception at Manchester Town Hall.
- Tour of Airport City.
- Departed from Manchester Airport.

CONNECTED TO CHINA

Manchester has direct flights to more than 200 destinations worldwide, including services to both Hong Kong and Beijing, with the latter announced by President Xi Jinping during his State Visit in 2015. Hainan Airlines' decision to operate from Manchester Airport, the gateway to the Northern Powerhouse, further reiterates the existence of a golden era in relations between Manchester and China.

Since the route's launch in June 2016 the number of people travelling between Manchester and Beijing has increased by 80%, with more than 100,000 people flying annually. The route has grown faster than any other UK-China route that has been in operation for 12 months and is the third most successful of all top 2- EU China routes launched in the last five years.

The route has hugely benefited businesses, students and tourists. For example, export values have grown by 41% in the two years after the launch, the region has seen a 38% increase in the number of Chinese visitors and Manchester is now home to more than 6,000 Chinese students. Meanwhile, Manchester Airport's route to Hong Kong, launched 2014, has increased in frequency to be a daily service. The two routes make Manchester a strategic location for access to China.

CHINESE COMMUNITY



Manchester's Chinatown, Photo ©Dave Leeming

Manchester's Chinatown is currently the 2nd largest Chinatown in the UK and 3rd largest in Europe. For many years the Chinese community has played an important role in the economic and cultural life of Manchester. The city also has a longstanding and thriving Chinese business community, which is particularly active in central Manchester.

In recognition of the city's Chinese community, the Consulate General for the People's Republic of China was established in Manchester during the 1980s. It provides a range of consular, social and educational support services and is one of the largest of the consular representations in the UK.

As well as the support provided by the Chinese Consulate there are a number of other agencies across Greater Manchester that have been developed to support the Chinese community and those wishing to engage with China across Manchester.

These include:

Centre for Chinese Contemporary Art (formerly Chinese Arts Centre)

A popular centre for Chinese contemporary art, with an excellent record of staging first exhibitions by artists who often go on to achieve international acclaim. The centre provides an innovative programme of exhibitions, residencies, engagement projects, festivals, symposia and events.

Chinese Students and Scholars Association of Manchester

Established in 1982, the Association provides a focal point for social activities for Chinese students across all of Manchester's universities. It is affiliated to CSSA UK and based in the Chinese Embassy, which also subsidises its activities. Its work includes exchange programmes, and advice on business and entrepreneurship.

The Confucius Institute

Based at The University of Manchester, its aim is to promote Chinese language and culture to the local community. It is linked to 29 other Confucius centres around the UK. As well as providing evening language classes and outreach programmes to local schools, it also provides sponsorship for Chinese cultural events.

The Federation of Chinese Associations of Manchester (FCAM)

An umbrella body for a range of Chinese community associations across Manchester. The group works to promote integration between Chinese and local communities, encourage understanding and appreciation of Chinese education and culture, and provide links to Chinese businesses in Manchester and China. It leads the organisation of key events in Manchester including National Day, the Mid Autumn Festival and Chinese New Year.

Lee Kai Hung Foundation

A charity which provides scholarships for Chinese students to study in the UK, as well as a range of other services for Chinese students in the city.

Manchester China Town Community Group

This group was set up with support from Manchester City Council and brings together businesses situated within China Town. Its main aim is to improve the immediate environment around China Town, with a view to enhancing the area as a key city centre destination.

Manchester Chinese Centre

Established in 2005, the centre provides a range of services including English tuition, art and dance classes, sports sessions and adult education. The centre has led a number of projects including the establishment of the Chinese community archive.

Key assets

Population

A third of the North of England's Chinese population live in Manchester.

Students

The number of Chinese students in Greater Manchester has grown 9% year-on-year vs 4% nationally.

Activities

Over a dozen groups are active across the city, covering the arts and culture as well as business and education.

Manchester China Institute

MCI promotes greater understanding of China and globalisation in the modern world. Bringing together experts from across the University of Manchester, MCI enables multidisciplinary collaboration, providing a venue for ideas and projects to be shared and developed for those interested in UK-China relations.

SuMan Education International

Established in 1993, this specialised educational organisation helps representatives from Chinese educational institutions and organisations to visit Manchester. It provides services to Chinese and British universities for joint training programmes, and help to Chinese students who wish to study abroad.

UK Young Chinese Entrepreneurs Association (UKYCE)

This is a Manchester-based association of young Chinese entrepreneurs, started by a group of like-minded business professionals in 2011. UKYCE runs information sessions for businesses and students on issues such as the UK business culture, starting a business, and visa requirements.

Wai Yin

Provides a range of employment, education and community services for Manchester's Chinese community as well as Somali, Pakistani, Bangladeshi and Indian residents. These include training and employment, parenting support, mental health services, and support for older people.

SUPPORTIVE CITY

The Manchester China Forum and MIDAS, Manchester's inward investment agency, provide a one-stop shop for all potential Chinese investors, offering help and advice for companies wishing to invest or locate in the area.

Companies investing in Manchester and the wider region can access a number of funds and incentive schemes, as well as those offered by the UK government.

MIDAS

www.investinmanchester.com



MIDAS is the award-winning inward investment agency that has helped hundreds of businesses locate to and expand in Greater Manchester. As well as promoting the business benefits of Manchester to a global audience, MIDAS provides free and confidential advice to potential investors, and supports foreign-owned companies moving to the region. MIDAS has a reputation for understanding diverse business needs and helping to remove any barriers to companies looking to expand in or relocate to Manchester.

Working on behalf of the ten local authorities of Greater Manchester, MIDAS provides services such as relocation support, assistance in finding property solutions and advice on recruitment and training.

MIDAS is part of The Growth Company, which supports the growth and prosperity of Greater Manchester. The Growth Company provides services that will raise Manchester's profile, attract investment, help generate new business, support existing businesses to grow, and provide individuals with new skills and employment opportunities.

China-Britain Business Council (CBBC)

www.cbcc.org



CBBC has been at the heart of the UK-China trade relationship for 65 years – they are the UK business network for China and the independent voice of business within this relationship. It helps UK companies develop and grow their business with China, and Chinese companies expand and invest in the UK.

CBBC delivers a range of events, tailored research and consultative services in both the UK and China. They cooperate closely with the Department for International Trade, the Foreign & Commonwealth Office, and across government to highlight export opportunities for UK companies and investment opportunities for Chinese organisations.

Department for International Trade (DIT)

www.gov.uk/government/organisations/department-for-international-trade



Department for International Trade

DIT encourages overseas companies to look to the UK as their global market of choice. Within the North West, DIT support SMEs to develop their international sales and help both first time and experienced exporters to new markets.

Greater Manchester Chamber of Commerce

www.gmchamber.co.uk



Greater Manchester Chamber of Commerce (GMCC) is the largest in the UK, with over 4,500 members. GMCC is one of 52 Chambers of Commerce across the UK who are accredited by British Chambers of Commerce, using its influence with both local and centralised governments to advocate on behalf of its members, acting as the voice of the GM's business community. They offer business advice, opinion, news and expertise to businesses in the Greater Manchester area and further afield.

HELLO Manchester

www.investinmanchester.com/hello-manchester

HELLO Manchester is a service that offers free or discounted office space, professional services, as well as preferential hotel and restaurant rates to overseas investors.

Businesses can take advantage of free and discounted desk space in fully serviced accommodation in key locations across Greater Manchester for up to six months. The HELLO Manchester scheme comes with a full package of free business support from MIDAS and the Growth Company.

The Growth Company

www.growthco.uk



The Growth Company is a not-for-profit, commercially driven organisation focusing on economic development. It offers a wealth of services that support the growth and prosperity of businesses in the Greater Manchester region. Its services are designed to support businesses of all sizes; from start-ups and scale-ups to SMEs and multinationals. They are dedicated to inward investment, enhancing skills and employability of people and other enterprise support. Their services promote, train, explore and advise to deliver tangible benefits for the communities and companies they work with, from one-to-one business support, events or financial guidance and much, much more.

Greater Manchester and Cheshire Life Sciences Fund

This £31m GM&C seed and early stage venture capital fund targets the most exciting life science businesses from the region's world class innovation. Based at the largest life science campus in the UK, Alderley Park, the fund invests in businesses across many sectors including pharmaceuticals, biotechnology, diagnostics, healthcare technologies, medical devices and life science contract research organisations (CRO).

Marketing Manchester

www.marketingmanchester.com



Marketing Manchester is the not-for-profit agency charged with promoting Greater Manchester in both the national and international arena and the regions destination marketing organisation.

- Provide inspiration, information and support on identifying and securing business visits including cultural and sporting events. This includes sourcing venues, accommodation, documentation and much more.
- Influence investors in key sectors to set-up and grow their businesses in Greater Manchester.
- Collectively promote Greater Manchester universities to raise awareness to international students and available research opportunities.

GM Investment Fund (GMIF)

Greater Manchester has created a revolutionary new way of investing in its future. GMIF provide large loans to existing businesses that they believe can be significant to the economic development of the region. The local authorities that comprise Greater Manchester have made up to £100 million available to businesses as short-term loans, available in exchange for an equity stake in new projects which create jobs and further boost the region's economy.

MANCHESTER INNOVATION MADE SMARTER



Manchester Science Park

For more than 200 years Manchester's culture of innovation has kept us at the forefront of global thinking, from the early days of the Industrial Revolution to creating the future via graphene and the latest technologies. Our global connectivity enables us to access specialist talents across many sectors, yet it is this innovative spirit and world-class "Made Smarter" ecosystem which places us in the forefront of tomorrow's global cities.

As the UK's leading regional city for attracting FDI and a pilot city for the UK Government's Local Industrial Strategy, Manchester's industry strengths are centred around tech and emergent sectors including advanced materials, healthcare analytics, cyber security and fintech. This breadth of innovation is underpinned by a supportive infrastructure, the largest concentration of private equity firms outside of London and world-class university research and industry collaborations, fuelling an entrepreneurial culture of spin-offs, start-ups and high-growth SMEs. business community.

INNOVATION HIGHLIGHTS

- Home to the £60m Graphene Engineering and Innovation Centre, a world-first for commercialising applications and leading UK governments initiative on advanced materials.
- The Greater Manchester Local Industrial Strategy is a pilot initiative drafted in partnership with UK government aimed at boosting productivity in the region. This strategy focuses on developing the regions core assets in health innovation; advanced materials and manufacturing; digital, creative and media industries; and clean growth.
- Oxford Road Corridor is a top 5 European health innovation district with two universities, five hospitals and the CityLabs research commercialisation accelerator, whilst the region's digitized data ecosystem has been piloted in large-scale medical trials.
- The £10m Cyber Innovation Centre includes a collaboration area to share best practice.
- Fintech sector has grown 50% in the last decade – x5 more than national average – with strengths in payments, P2P lending, big data risk assessment, cyber security.
- Digital transformation: firms such as Amazon and Jaguar Land Rover are locating in Manchester to access specialist skills to digitally transform their businesses.

INFRASTRUCTURE FOR INNOVATION

Manchester's universities, political leadership and property developers are aligned with providing an infrastructure that fully enables collaboration, research and innovation.

Manchester Science Park

One of the most vibrant, thriving communities of scientists, innovators and entrepreneurs in the country. Designed for fast growth science and digital technology businesses from startups to global corporates and international centres of R&D excellence.

ID Manchester

University of Manchester flagship 10.5 hectare development for innovation and enterprise comprising 3.5million square feet of mixed use space. Aimed to attract companies to establish their UK HQ, start up or scale up their company, take on and benefit from disruptive technologies.

Innovation recognition

**#34 global city
for innovation**
Innovation Cities Index 2018.

**#6 globally for digital FDI
strategy**
FDI Digital Economy of the
Future 2018.

**WINNER: Top UK city
for business**
Management Today / Centre
for Cities 2019.

Salford Crescent

Transforming a campus of Salford University to create a new industrial innovation City District underpinned by research collaborations between academia and industry. Particular focus on energy, acoustics, robotics & AI, health innovation and autonomous vehicles.

Alderley Park

World-class science and innovation facility set in 400 acres of historic parkland.

Mi-IDEA

Innovation centre for emerging technologies, collaborating with partners, start-ups, universities and government research institutions to find innovative technology-based solutions to some of the most pressing real-world challenges of today.

Daresbury Laboratories

National science and innovation campus located to access the Northern Powerhouse, supporting high-tech companies to accelerate the growth of their business through innovation, collaboration and access to world-class technology facilities.

LOCAL INDUSTRIAL STRATEGY



“THE LOCAL INDUSTRIAL STRATEGY WILL ENABLE US TO DRIVE OUR PRODUCTIVITY AND PROSPERITY AS WE CREATE THE GOOD, GREEN JOBS AND SKILLED WORKFORCE THAT WILL POWER THIS THRIVING CITY REGION’S ECONOMY IN TO THE FUTURE”.

Andy Burnham,
Mayor of Greater Manchester

The Greater Manchester Local Industrial Strategy (LIS) launched in May 2019 is a long-term plan developed in partnership with national government aimed at increase productivity in Greater Manchester. The strategy endeavours to capitalise on the city region's unique assets in health innovation; advanced materials and manufacturing; digital, creative and media industries; and clean growth.

The strategy looks to innovatively exploit these opportunities to ensure a prosperous future for both Greater Manchester and the broader UK by developing the regions strengths in innovation, improving the quality of jobs, adopting new technologies and designing new business models. This strategy also incorporates the UK's first city region clean growth plan which outlines Greater Manchester's ambition to become carbon neutral by 2038, 12 years before the rest of the UK.

The core objectives and aspirations outlined in Greater Manchester's Local Industrial Strategy are as follow: By 2040, Greater Manchester aims to:

- Raise productivity and pay across sectors, particularly those behind national averages.
- Create a greater number of high-quality manufacturing opportunities in strategic locations across the city-region.
- Establish an integrated and digitalised health and care system which utilises pioneering technology, and helps people stay productive for longer.
- Achieve carbon-neutrality in order to improve resident's quality of life and the local environment.
- Be recognised as a leading European digital economy with full fibre broadband and 5G coverage.
- To create a region-wide skills and work system that allows people to fulfil their potential, supports emerging industries, and is responsive to employers.
- To have an efficient and clean infrastructure system connecting the Greater Manchester region and the UK.

Greater Manchester recognises that collaboration and cooperation are core to the successful delivery of the LIS. As Greater Manchester continues to establish itself as a global hub of innovation, there are numerous opportunities emerging for Manchester-China collaboration across university, industry and government. This collaboration has already begun across a diverse range of sectors with several additional opportunities, such as:

Health Innovation

Manchester's pioneering spirit, £6bn devolved health and social care budget positions the region as a test bed for innovation in the UK. Manchester hopes to continue developing its healthcare sector by closely collaborating with cutting edge Chinese universities and leading industry players.

Advanced Materials and Manufacturing:

Manchester is already recognised as the global home of graphene and other revolutionary 2d materials. The global focus on clean energy and renewable materials is a key focus for Greater Manchester and the region hopes to build on Chinese-British expertise and experience to deliver this.

Digital, Creative and Media Industries

The LIS presents Manchester's ambition to become a leading European technological hub with Manchester since being announced as a trial city for one of the UK's first 5G networks. Manchester hopes to continue pioneering in the media and technology sector by continuing to welcome more Chinese technology firms to the region and collaborating with Manchester businesses in the fields of AI and 5G.

Clean Energy

Greater Manchester aspires to be a carbon-neutral city region by 2038, as part of the efforts to achieve this the region launched the GM 5-Year environmental plan. In order to implement this plan effectively, Manchester hopes to learn best practice from revolutionary sustainable cities across China. We remain excited for future opportunities to collaborate with Chinese firms and organisations to achieve our ambitious clean energy goals.



“THE DEVELOPMENT OF THE GREATER MANCHESTER LOCAL INDUSTRIAL STRATEGY HAS BEEN A GENUINELY COLLABORATIVE EFFORT WITH THE VIEW OF BUSINESS SITTING RIGHT AT ITS CORE. IT PROVIDES A TOOL FOR THE CITY TO GO FURTHER AND FASTER, ENABLING MORE BUSINESS BIRTHS, INCREASING EXPORTS AND INNOVATION AND CONTINUING TO LEAD THE DEVELOPMENT OF NEW INDUSTRIES BY FOCUSING ON A SHARED SET OF PRIORITIES AND AMBITIONS INTO THE FUTURE.”

Mike Blackburn,
Chair of the Local Enterprise Partnership and Manchester
China Forum Board Member

VIBRANT CITY



Chinatown

Manchester is ranked as the 7th most exciting city in the world and it's not hard to see why, with superb entertainment, great shopping, excellent bars, restaurants and world-class sport.



Selfridges

Eating Out

Manchester has a host of award-winning places to eat, with over 30 international cuisines to choose from. China Town has some excellent restaurants serving contemporary and traditional Sichuan, Beijing and Cantonese cuisine.

The city's ever-growing fine dining offering now includes The French at the Midland, Manchester House in Spinningfields, Hawksmoor on Deansgate and the fully vegan menu at Allotment, and Manchester is now home to branches of well-known London-favourites The Ivy and Dishoom.

Shopping

Manchester's shopping options are endless, from the designer boutiques of King Street, independent shops in the Northern Quarter and the high street chains in and around Manchester Arndale. Harvey Nichols, Selfridges, Vivienne Westwood, Armani, Zara and French Connection are just some of the stores you will find in the city centre.

What's new?

There's always something new to discover in Manchester. Here are just a few things that are happening:

Dakota Hotel

Opened in Spring 2019 the new £25m luxury Dakota Deluxe Hotel offers 137 bedrooms as part of the city's Piccadilly Basin regeneration.

The Cow Hollow Hotel

The Northern Quarter's most sought-after boutique hotel opened its doors in 2018 and has since won several awards, including the Times' budget hotel of the year, and has been covered in all major publications.

RHS Garden Bridgewater

One of the largest gardening projects in Europe, the 154 acre site 25 minutes from the city centre, is set to open in 2020. There will be an 11 acre walled garden, welcome building, a new lake and woodland walks at the Worsley New Hall site in Salford.

Roomzzz at the Corn Exchange Manchester

Showcasing its original Edwardian beauty with a modern twist, The Corn Exchange is home to restaurants offering a fusion of flavours from around the world and with the opening of luxury aparthotel brand Roomzzz, The Corn Exchange is the perfect city centre destination.

Nightlife

The city's nightlife is legendary, whether you're looking for a traditional British pub, cocktail bar or nightclub, you'll find it here. There are also several casinos in the city centre, including the Las Vegas-style Manchester235 at Great Northern and The Grosvenor in the heart of Chinatown.

The Gateway

The city is surrounded by stunning countryside and is just a one-hour drive from four national parks, making Manchester the perfect base for exploring the North of England. The historic cities of Chester and York, the vibrant city of Liverpool, the traditional seaside towns of Southport and Blackpool, and the stunning coast and mountains of North Wales are all within easy reach.



Blackpool

SPORTS AND CULTURE



CULTURE

Manchester has a vibrant and unique cultural scene with a number of museums, theatres and a bursting calendar of events and festivals including the biennial Manchester International Festival which boasts a programme of original premier performances and exhibitions by some of the art world's biggest names.

Manchester's music scene is world famous and the city is home to world greats such as the Bee Gees, The Smiths, Oasis, Take That, Joy Division and many more. There is a wide selection of live music venues from the small and intimate to the Manchester Arena which hosts big-name international artists.

Manchester is also home to a number of famous orchestras including The Halle, The BBC Philharmonic and the Manchester Camerata, all of which have toured China in recent years.

SPORT

Manchester has always been synonymous with sport, particularly after hosting the 2002 Commonwealth Games. The city is also home to two of the world's most successful football clubs, Manchester United and Manchester City.

Other world-class sporting facilities include Lancashire County Cricket Club, Emirates Old Trafford, the Manchester Aquatics Centre and the HSBC UK National Cycling Centre, indoor skiing at Chill Factore and a host of golf courses spread right across Greater Manchester.

CASE STUDY

CHETHAM'S SCHOOL OF MUSIC



Chetham's has played a unique part in Manchester's history for 600 years. One central site houses three contrasting spaces; the oldest public Library in the English speaking world; the UK's leading specialist music school, educating 300 of the world's finest young performers; and The Stoller Hall, a stunning new performance space providing a flawless acoustic for live music performance.

The Library itself, the oldest in the English speaking world, has been used as a place of study by scholars and thinkers for four centuries; at an alcove in its reading room visitors can take a seat at the desk where Karl Marx and Friedrich Engels met regularly to read and explore.

Chetham's School of Music continues to develop its relationship with China. Chetham's is one of the founding members of the China Centre for International People to People Exchange's establishment of the China-European Education Alliance for Humanities and Arts. This Alliance promotes people-to-people exchanges between China and European countries in the form of workshops, seminars, exhibitions, performance tours and exchange visits. In addition, Chetham's continues to build strong collaborative opportunities, with the Central Conservatory of Music in Beijing and the opening of a Confucius Classroom in 2019 to promote cultural, linguistic and musical exchanges between Manchester and China.



CASE STUDY

MANCHESTER CITY FOOTBALL GROUP



Over the last year Manchester City Football Group has continued to show their commitment to participating in the long-term development of football in China. In September 2017 they became the first global football organisation to open a second hub in China as it launched its new office in Shenzhen and in February 2019 announced the joint purchase of Chinese club Sichuan Jiuniu FC.

City Football Group's presence in China also includes an office in Shanghai, several commercial partnerships, community projects and a strong record of football education with City coaches operating in schools in cities around China as part of a Chinese Ministry of Education programme.

"We believe strongly in the future of football in China. We are making a long-term sustainable commitment to grow and develop Sichuan Jiuniu FC to nurture Chinese footballing talent. These objectives are equally important. Our immediate focus will be strengthening our football performance, using all of our experience and know-how, forging a strong relationship with our fans and building a strong presence in the community"

- Ferran Soriano, Chief Executive Officer of City Football Group

If you have any further enquiries, please contact: invest@manchesterchinaforum.com



CASE STUDY

MANCHESTER UNITED



The world-famous football club is already a hot spot for Chinese visitors and is now exploring new ways to expand its fan base in China through innovative physical and digital initiatives. Manchester United currently has 659 million online worldwide followers, over 100 million of whom are Chinese.

The club recently unveiled the Manchester United Experience Centre in Beijing, which aims to bring fans closer to iconic Old Trafford stadium and to learn about the history and heritage of the club.

Fans will enjoy an interactive experience including a full-scale replica of the Trinity Statue, a replica players tunnel, and the opportunity for visitors to 'sign' for the club.

The club has also launched a dedicated Chinese language app which will offer fans access to news and exclusive videos.

These initiatives have been delivered in partnership with the leading Chinese property investment firm Harves, with the Beijing Experience Centre set to open fully in 2020, and further centres expected to follow in Shanghai and Shenyang.

DOING BUSINESS IN MANCHESTER

Generally, there are limited barriers to establishing a business in the UK, but there is a legal and regulatory framework which needs to be adhered to. There are also a number of tax incentives which aim to attract inward investment, regional growth and Research and Development which Chinese businesses can take advantage of. Particular considerations pertinent to establishing a business here in the UK include, but are not limited to:

A climate for innovation and investment

The UK Government and European Commission provide a range of grants and incentives to encourage innovation. These range from 'Horizon 2020', the flagship EU framework programme for Research and Innovation, which provides over 80 billion Euros of project funding over 7 years (2014 to 2020), to more specific UK grants, such as from the Technology Strategy Board. The UK excels in research, development and innovation, and the UK Government seeks to make the UK the best place in the world to run an innovative business or service. Generous UK incentives include R&D Expenditure Credits (RDEC) and Patent Box. RDEC has recently been extended to offer almost 10% 'above the line' credit for large companies (refunded for those without tax liabilities) and up to 33% for SMEs. The Patent Box regime enables companies to apply a lower rate of corporation tax (down to 10%) to profits earned after 1 April 2013 from its patented inventions and certain other innovations.

Getting the right business structure in place from the start will be key to success

Taking the time to understand the short and long term business objectives at the outset will help to ensure the most efficient and effective investment structure is established. There will be a number of factors to consider, including:

- Legal entity type (e.g. branch, subsidiary, partnership, joint venture).
- Capital structure (e.g. equity, debt).
- Repatriation strategy (e.g. dividends, repayment of debt, intercompany charges).
- Tax implications (e.g. UK corporate tax, VAT, employment taxes, availability of tax incentives and grants).
- Securing and managing talent (e.g. local hires vs. expats, employment contracts, labour laws, immigration).
- Ongoing compliance obligations (e.g. from an accounting, tax, and legal perspective).

All businesses entering the UK must be registered with the Registrar of Companies. The registration application must be submitted with various documents including a memorandum of association and the articles of association.

If you have any further enquiries, please contact: invest@manchesterchinaforum.com



Understanding responsibilities as a UK employer

Building a team in the UK will most likely result in a combination of employing expatriate employees from China, and locally hired employees in the UK. This brings with it a number of responsibilities and obligations:

- As an employer in the UK, companies are required to operate a strict payroll system for their local and expatriate employees.
- Both expatriate employees and the company must understand the differences in personal tax systems between the UK and China to ensure compliance.
- Businesses must adhere to immigration restrictions in the UK. The rules are subject to frequent changes and it is important to determine the correct rules applicable at the time to a particular individual or company.
- The UK and European business environment is contextualised by regulatory obligations, market drivers and stakeholder expectations regarding business responsibility. This extends beyond the financial management of companies and includes a range of social and environmental factors too.

Helping Chinese companies to succeed

Further information on the range of considerations pertinent to Chinese companies doing business in the UK can be found in the "Chinese Enterprises Investment Guide to the UK" produced by China's National Development and Reform Commission with the support of the British Embassy in Beijing and Manchester-China Forum Founding Partner, Deloitte. [Chinese Enterprises Investment Guide to the UK](#)

It is strongly recommended that businesses seek professional, legal and financial advice when planning and establishing their UK presence.

The Deloitte UK China Services Group has a long and successful history of supporting Chinese organisations to embark on landmark, and challenging, projects. Its market-leading 'one-stop' advisory service is uniquely designed for Chinese companies setting up for the first time in the UK or expanding existing operations. Deloitte's expansive global network draws together the expertise from multi-disciplinary teams to assist Chinese companies in all aspects of European cross-border investment in the UK and Europe.

EDUCATION

All Greater Manchester universities are keen to establish sustainable long-term partnerships with higher education institutions, businesses and government organisations in China.



“CHINA IS A MAJOR MARKET FOR US WITH OVER 5000 STUDENTS STUDYING HERE, OVERSEAS CENTRES IN SHANGHAI AND HONGKONG AND PARTNERSHIPS WITH MANY OF CHINA’S LEADING ACADEMIC INSTITUTIONS.”

Nancy Rothwell,
Vice Chancellor of
The University of Manchester

UNIVERSITY OF MANCHESTER



The University of Manchester

The University of Manchester was the first and most eminent of England’s civic universities. Today, it is part of the prestigious Russell Group of UK universities, with an international reputation for the highest level of research and teaching, ranked 24th in the world, 8th in Europe and 6th in the UK in the 2018 Shanghai Jiao Tong World Ranking.

The University has developed strong links with China’s business community as well as public authorities and students. The University welcomes more international students than any other UK university and at present there are more than 40,000 students studying at the University, of whom 5,600+ are from China.

The University of Manchester has led the way in terms of forging closer ties between the city and China in many ways. In 2006 the University became the second UK institution to open a Confucius Institute which aims to further understanding of Chinese culture and language in the city. In 2018 the University opened the Manchester China Institute which acts as a focal point at the University for people interested in UK-China relations. The Institute brings together experts from across the University enabling multidisciplinary collaborations spanning the arts, humanities, sciences and health.

The University has developed several partnerships with Chinese businesses and institutions in areas from aerospace and advanced materials to communication and healthcare.

Examples of key partnerships include:

- Partnership with the Aero Engine Corporation of China – Beijing Institute for Advanced Materials (BIAM)-UoM University Technology Centre. Both sides can now work collaboratively on tackling key challenges facing the developing and fabricating of advanced aeronautical materials.
- Peking Genomics – Healthcare partnership with Peking University to establish a Joint Technological Platform for ‘Omics Study.
- Clinical Research Methods Centre established to support research interests of UoM and Shanghai Jiao Tong University.
- Joint training agreements in physics, chemistry, and environmental engineering, signed with Huazhong University of Science and Technology (HUST).
- Collaborative agreement with China Electronics Technology Corporation (CETC) which led to the formation of joint research laboratory for Radio Astronomy Advanced Instrumentation Research (RAAIR).

- Tsinghua University collaboration focussing on health research, materials and engineering.
- Student exchange programmes including medical placements, summer programmes and lab placements.

University of Manchester – Chinese Alumni

The University’s China Alumni Association has eight chapters, in Beijing, Shanghai, Guangdong, Hubei, Jiangsu, Sichuan, Tianjin, and Zhejiang.

University of Manchester contact details:

Website: manchester.ac.uk

WeChat: 曼大上海中心

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Phone Number: +44 (0) 161 306 6000

Address: The University of Manchester, Oxford Road, Manchester, M13 9PL, UK

CASE STUDY

ALLIANCE MANCHESTER BUSINESS SCHOOL DELIVERS UK-CHINA INFRASTRUCTURE ALLIANCE ACADEMY



In 2018, AMBS was awarded the UK-China Infrastructure Alliance Academy, a prestigious joint venture between UK and Chinese government. The Academy is an executive education programme offering courses, seminars and workshops to senior executives from Chinese businesses and officials to enhance their understanding of UK investment opportunities and regulation.

Delivering the UK-China Infrastructure Academy programme is a significant development for the region and will strengthen understanding between UK and Chinese business, attracting more high-quality Chinese companies to the region.

The UK Minister for Investment, Graham Stuart said "The UK-China Infrastructure Academy programme is incredibly important for the infrastructure sector here in Manchester and as an international economic department, we're helping to attracting foreign investment to the Northern Powerhouse. China as a world leading economy and the UK's fifth largest trading partner is an important market for British companies as we look to build independent trading relationships across the world."



If you have any further enquiries, please contact: invest@manchesterchinaforum.com



MANCHESTER METROPOLITAN UNIVERSITY



Manchester Metropolitan University has a proud heritage dating back to 1824. It is one of the largest universities in the UK, with over 38,000 students, and is home to a diverse international student population from more than 120 countries.

The university is undergoing a £400m investment programme to enhance its teaching and research facilities, buildings and public spaces. At present 85% of Manchester Metropolitan's research has 'world-leading' or 'internationally excellent' impact.

Manchester Metropolitan University enjoys strong links with China, including a large student body from China, successful alumni and research links. The university is also opening an office in Wuhan, Hubei Province in summer 2019.

MMU has a long-standing partnership with Hong Kong University's School of Professional and Continuing Education, whereby MMU's Law programmes are delivered in Hong Kong. The partnership is approaching its 30th year of operation, with around 400 students enrolled at any given time.

The Northern Consortium UK, of which MMU is a member institution, established a Joint Institution – the Sino-British College – with the University of Shanghai for Science and Technology in 2006. The Sino-British College delivers a range of diploma and bachelor's degree programmes which give students the opportunity to complete their degree programmes either in China or the UK.

The university has a significant cluster of alumni in Hong Kong. This includes both students who studied in Manchester and those who study Law programmes in Hong Kong, which have been delivered in collaboration with Hong Kong University's School of Professional and Continuing Education for the past 30 years. A formal alumni chapter is being established in Hong Kong.

Between 2014-2018, MMU researchers co-authored 318 publications with partners in 101 Chinese organisations, including:

- Ministry of Education, China
- Central South University
- Chinese Academy of Sciences
- Nanjing Normal University
- University of Science and Technology Beijing
- Beijing Normal University
- East China Normal University
- Nanjing University
- Taiyuan University of Technology
- Dalian University of Technology

Manchester Metropolitan University contact details:

Website: mmu.ac.uk

Weibo: @曼彻斯特城市大学

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Address: Manchester Metropolitan University,
All Saints Building, All Saints, Manchester,
M15 6BH, UK



The University of Salford has a long history of working with industry, improving on its traditional strengths of nursing, engineering and sports medicine. It was founded in its original form in 1850 before being awarded full university status in 1967, and there are currently over 20,000 students enrolled across 60 acres of parkland on the banks of the River Irwell.

The University welcomes students from China for undergraduate, postgraduate, research and for English language studies and summer schools. A number of faculties across Salford have a number of industry links in key Chinese municipalities of Beijing and Shanghai but also across the country in Shenyang, Dalian, Ningbo, Jinan, Hangzhou, Chongqing, Wuhan, Xi'an, Guangzhou and Shenzhen.

The University of Salford has a number of successful partnerships with universities across China in several different schools including:

Digital and Creative Arts and Media

- Luxun Academy of Fine Arts (LAFA) – University of Salford's School of Arts and Media's partnership with LAFA encourages cooperation across teaching, research and cultural exchange.
- Zhejiang Fashion Institute of Technology (ZFIT)

Business

- The Sino-British College (SBC) is an international university college established as a joint venture by the University of Shanghai for Science and Technology (USST) in China in 2006 and nine university members of NCUK, which includes the University of Salford. SBC delivers UK degrees, as well as NCUK qualifications.

Health

- Guangdong Health Commission - Over the past 4 years University of Salford has received 25 sponsored nurses from the Health and Family Planning Commission of Guangdong Province to study on the University's MSc Nursing programme.

Environment, Engineering and Sciences

- Xi'an Chang'an University
- Tianjin Chenjian University
- Hangzhou Polytechnic

The University of Salford's reach in China includes alumni working across government, education, construction, health, business and finance.

University of Salford contact details:

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china@salford.ac.uk

C/O China British Business Council, The British Centre, Room 1001, China Life Tower, 16 Chaoyangmenwai Avenue, Beijing 100020

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Telephone: +44 (0) 161 295 5000

Address: **The University of Salford, The Crescent, Salford, M5 4WT, UK**



Based in one of the 10 constituent boroughs in the Greater Manchester Combined Authority, and on the edge of open countryside, the University of Bolton is a Teaching Intensive, Research Informed (TIRI) university which proudly traces its history back to the formation, in 1825, of the Bolton Mechanics' Institute; one of the first to be established in the UK.

The University's educational provision has a distinct emphasis upon professional and vocational education. Intensive teaching through a portfolio of focussed high quality undergraduate and postgraduate programmes, underpinned and informed by research, is central to the University's mission.

Having invested almost £200m over the last 10 years, the University is also at the heart of, and leading, the regeneration of the town of Bolton; its multi-million-pound infrastructure projects are transforming the physical environment of the town centre.

The University is experiencing strong demand for its programmes in areas such as Special & Visual Effects (SVFX), Nursing, Psychology, English Studies, Civil Engineering, Mathematics and Biology.

Over 86% of the University's research submitted to the latest Research Excellence Framework submission was judged to 'demonstrate world-leading research' while the remainder was deemed to be 'internationally excellent'. Key areas include fire-retardant materials, microelectronic systems and processors, and technical textiles.

In 1995, the University commenced partnerships in Hong Kong and Shenzhen. A Mechatronics progression partnership in Shanghai then followed along with significant links with Bolton's sister city, Zhaoqing.

The University has established a representative office in Beijing and currently has 6 Ministry of Education approved programmes at both Masters' and Bachelors' levels with 6 universities across China. The University currently has around 700 students enrolled on these programmes, who receive guest lectures from University staff and have the opportunity to complete a UK degree in Bolton.

Alongside these programmes, the University has established over 20 partnerships with other institutions in China, many of whom send students to the University's well-established Summer School programmes, which provide experience of UK higher education teaching and UK culture for around 300 students per year.

The University has established an important collaboration with Shanghai Municipal Government's Education Commission. The University, working with other organisations in Greater Manchester, has,

to date, provided training for Principals and senior managers from 40 of Shanghai's 73 Vocational (FE) Colleges, with another 20 scheduled to come to Bolton in October 2019.

In addition, the University has also hosted visits from other departments in the Shanghai Municipal Government's Education Commission – e.g. their Inspection Department, and with some support from the University of Manchester, the University has hosted a delegation of primary and secondary school teachers on a 5-month training programme.

The initiative with Shanghai Municipal Government's Education Commission has now attracted interest from other Chinese cities, including Chengdu, Guangzhou and Wuhan.

University of Bolton contact details:

Website: bolton.ac.uk

Email: international@bolton.ac.uk

Address: **University of Bolton, Deane Road, Bolton, BL3 5AB**



ROYAL NORTHERN COLLEGE OF MUSIC



The Royal Northern College of Music (RNCM) is a leading international conservatoire, located in the heart of Manchester. For many years, the RNCM has been the first-choice institution for many aspiring professional musicians from the UK and from across the world.

The RNCM is one of the Royal Schools of Music and Queen Elizabeth II is a Patron of the College. Today the RNCM is a thriving conservatoire with more than 800 students at both undergraduate and postgraduate level.

Now in its fifth decade, the RNCM is relatively young but its rich history spans back to 1893 when Sir Charles Hallé founded the Royal Manchester College of Music (RMCM). In 1973 this institution merged with the Northern School of Music (NSM), and the RNCM was born. Today the College is a thriving conservatoire with around 320 teaching staff and over 800 students from 52 different countries.

RNCM has long enjoyed strong links with China and attracts teachers and students from China each year.

RNCM contact details:

Website: rncm.ac.uk

Email: international@rncm.ac.uk

Telephone: 0161 907 5200

Address: Royal Northern College of Music,
124 Oxford Road, Manchester, M13 9RD

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investinmanchester.cn



MANCHESTER OPEN FOR BUSINESS



WELCOME TO MANCHESTER, THE ORIGINAL BUSINESS CITY.

Over the past 200 years Manchester has played a pivotal role in shaping how the world does business. Since the Industrial Revolution the city has helped to realise atomic theory, the modern computer and graphene. Today, Manchester is an economic powerhouse with the fastest growing regional economy in the UK. It has developed a strong reputation as a competitive place to do business and Manchester is fast becoming a magnet for attracting global talent, and is the location of choice for savvy investors.

OPEN FOR BUSINESS

Manchester's strengths

Advanced Manufacturing

Manchester has an enviable manufacturing heritage which has attracted the likes of P&G Unilever, Hitachi and Kellogg's. Today the region is the home of advanced materials and graphene.

Creative and Digital Media

Manchester is a city that has been creating the future for over 250 years. The birthplace of the Industrial Revolution and the first stored-programme computer, Manchester's where the atom was split and the revolutionary 2D material, graphene, was isolated. Ambition, creativity and pioneering new ways of working are at the core of the city's DNA.

Energy and Environment

Manchester has made a commitment to be a sustainable city and supports the growth of a low carbon sector, resulting in substantial investment opportunities.

Life Sciences and Healthcare

Manchester is an international centre for medical excellence, with superb research facilities and a host of innovative businesses, many with strong links to the universities.

Financial and Business Services

Manchester is home to major international banking, accountancy, and legal firms, as well as hundreds of specialist consultancies. The city also supports many design and architecture companies who, along with a highly-active public sector, have managed the largest and most successful long-term regeneration project in Europe.

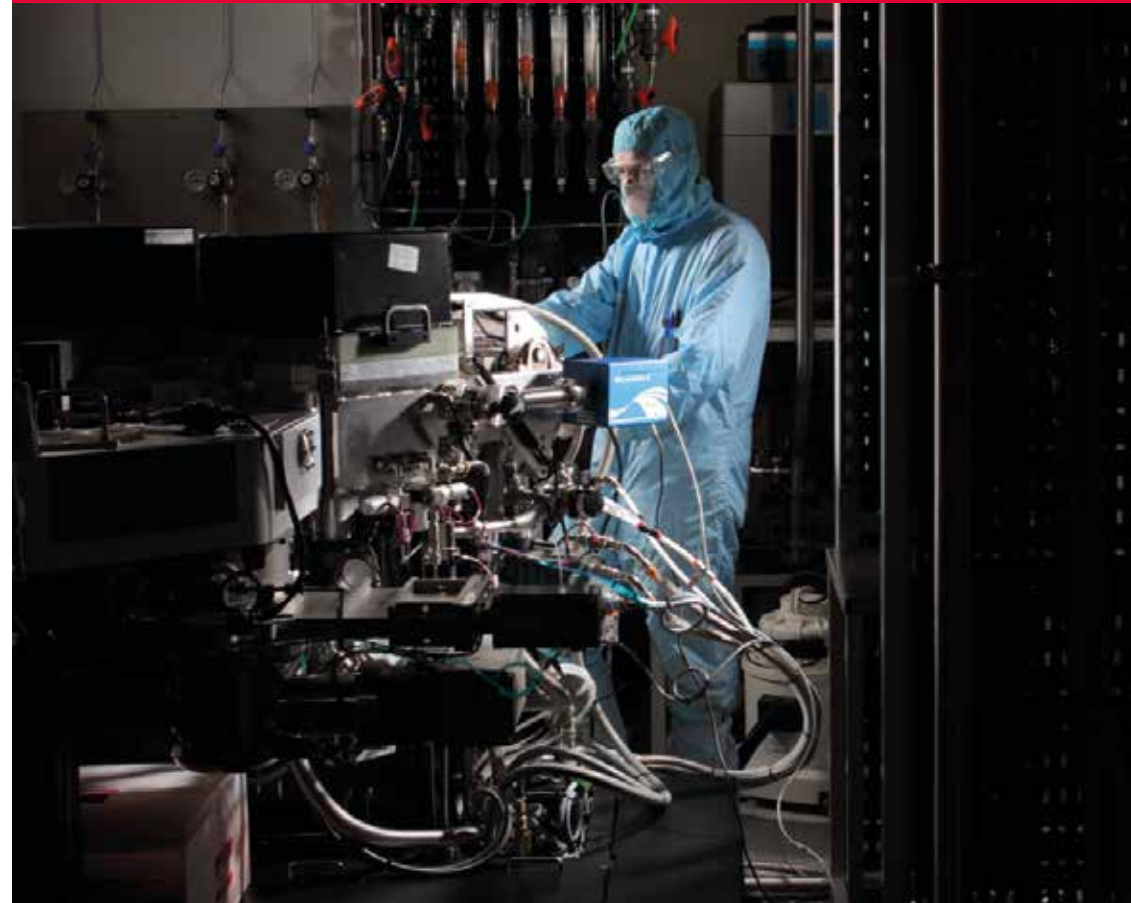
**THE CITY'S PIONEERING
WORK ON GRAPHENE
COULD CHANGE THE
WORLD AS RADICALLY
AS THE INDUSTRIAL
REVOLUTION DID AND
WE'RE PROUD TO SAY
THAT BOTH EVENTS
WERE SHAPED IN
MANCHESTER.**

If you have any further enquiries, please contact: invest@manchesterchinaforum.com

ADVANCED MANUFACTURING

Manchester was the world's first modern industrial city and the birthplace of The Industrial Revolution. The city continues to lead the way in all areas of Britain's global industrial strength, with the label 'Made in Manchester' a byword for quality and innovation.

Advanced Materials are at the heart of the Advanced Manufacturing sector in Manchester. They are a key element to driving innovation in this field, and are supported by a number of research and collaboration initiatives throughout the city.



Key assets

Airport City

A £1bn 10-15 year Enterprise Zone development opportunity with focus on logistics and advanced manufacturing space.

Trafford Park

One of Europe's largest industrial parks, home to Kellogg's, Kratos, Cargill and P&G among others.

Port Salford

A tri-modal inland port terminal and distribution park offering 153,000 sq m of warehousing and freight facilities.

Universities

Excellent R&D opportunities including The University of Manchester's National Graphene Institute, Manchester Metropolitan University's Advanced Materials Research Centre, applied research at Salford University, and Bolton University's expertise in textiles and materials.

Logistics

There is continued investment into Manchester's well-established multi-modal logistics, with the region also offering bespoke warehousing through the World Freight Centre.



Lightweight Materials and Composites

The UK has a high demand for lightweight materials, which is predicted to be worth £138 billion globally by 2021. The UK Government has identified Manchester as the perfect location to access this opportunity as part of the national High Potential Opportunity scheme. Manchester is located at the heart of the largest aerospace cluster in Europe and the second largest automotive cluster in the UK, offering easy access to end manufacturers including Rolls Royce, Bentley, Airbus, BAE systems, Vauxhall and Thales. Automotive, aerospace and rail manufactures are driving the demand for lightweight, but strong, materials in a bid to reduce carbon emissions. These high strength low weight materials - both composites and alloys - also have applications in sectors such as construction and energy.

Aerospace

The UK has the largest aerospace industry in Europe, and globally it is second only to the USA. The North West dominates the sector, and is recognised as a leading centre of excellence in Europe, with over 90 years of expertise in aerospace production. Over 20,000 people work in the aerospace industry for companies such as BAE Systems, Airbus and TRWLucas, and the sector contributes in excess of £7 billion a year to the regional economy.

Automotive

The North West is the second largest producer in the UK for the manufacture of vehicles and vehicle components, and home to major vehicle manufacturers such as Jaguar Land Rover, Peugeot and General Motors/Vauxhall. With an annual turnover of £9 billion, the sector accounts for 15% of total UK automotive manufacturing. In total it is made up of over 330 companies, 200 of which are major players in the automotive supply chain. Manchester is at the heart of the automotive cluster and is itself attracting investment, particularly in areas such as digital transformation, design, engineering and production consultancies.

Industry 4.0

Technology and innovation in fields such as AI, robotics, additive manufacturing, virtual & augmented reality, the Internet of Things - and the convergence of these technologies, can make a considerable impact on increasing the competitiveness of the manufacturing industry.

Home to leading organisations such as Siemens and Jaguar Land Rover, the strength of the manufacturing industry in Manchester combines with specialist talents driving emerging technologies to shape the future of industry.

EUROPE'S LARGEST CENTRE FOR ADVANCED MATERIALS RESEARCH

128,800

EMPLOYED IN MANUFACTURING
AND ENGINEERING

53,000

EMPLOYED IN ADVANCED MANUFACTURING

£500m

INVESTED IN ADVANCED MATERIALS
IN CENTRES OF EXCELLENCE

£7.9bn

VALUE OF MANCHESTER'S
MANUFACTURING INDUSTRY

Manchester has always been a pioneer of innovation. It was the world's first industrial city with the first factories and industrial estates and it's where Ford built their first cars in Europe. Today, Manchester is at the heart of the UK's largest manufacturing and advanced engineering cluster; the Northern Powerhouse.

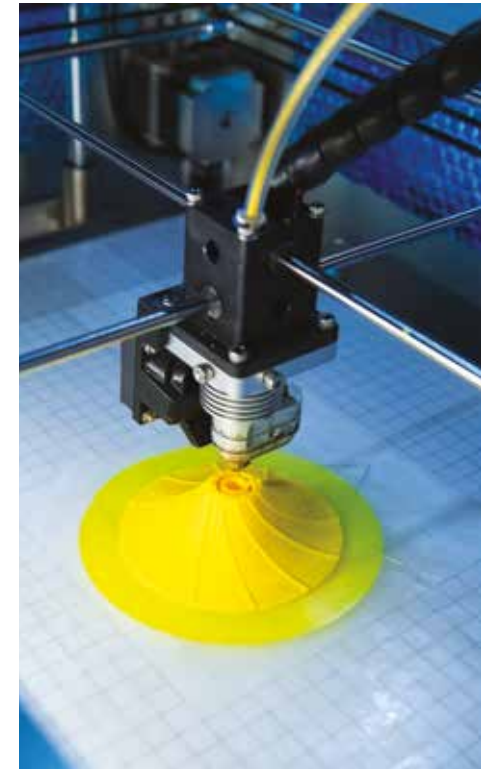
Whether you are looking for large-scale manufacturing or a laboratory for testing, Manchester has the infrastructure in place to support innovation, business growth and commercialisation.

Manchester offers the complete package when it comes to manufacturing and advanced engineering. From research and development, architectural services and civil construction, to assembly, distribution and technical consultancy; our companies are well-established across the whole business life cycle. The region's

supply chain, talent, research and development collaboration between industry and the universities and access to market are why businesses like Jaguar Land Rover, ARM, AECOM, BAE Systems, Balfour Beatty, Cargill, Heinz, Hitachi, Jacobs Engineering, Kellogg's, NXP, Siemens, Unilever and WSP Parsons Brinckerhoff have a presence here.

Home of graphene

Graphene is the world's first 2D material, originally isolated at the University of Manchester. Consisting of a single layer of carbon atoms, it is incredibly light, strong, flexible and transparent with high conductivity for electricity and heat. The potential for this 'wonder material' is huge, with prospective applications ranging from electronics to composites to flexible touch screens. Typically adding less than 1% of graphene to a material results in a 30% increase in strength resulting in 30% less of the original material needing to be used i.e. a 30% weight reduction. Manchester has the highest concentration of graphene expertise globally; over 200 researchers are working in the city to develop and commercialise applications of graphene and related 2D materials.



Centres of Excellence and Innovation

Graphene Engineering Innovation Centre (GEIC)

The £60m GEIC is critical in the development of commercial applications with graphene and related 2D materials. The GEIC is an industry-led innovation centre, designed to work in collaboration with industry partners to create, test and optimise new concepts for delivery to market, along with the processes required for scale up and supply chain integration.

National Graphene Institute

The National Graphene Institute is the world's leading centre for graphene and 2D materials research and enables collaborative research between academia and industry to work side-by-side on new and exciting applications.

BP International Centre for Advanced Materials

A 10 year £64m research collaboration with BP and three other universities, centred on University of Manchester. Aims to stimulate the sector with fundamental research through to application, with 30-40% of activity focused around corrosion.

The University of Manchester's Dalton Nuclear Institute

The most advanced academic nuclear research capability in the UK and an internationally recognised centre of excellence. The Institute has a track record of collaborating with industry and driving innovation across the nuclear fuel cycle.

Aerospace Research Institute

Multi-disciplinary industry research centre comprising over 100 academics from across the University of Manchester.

National Composites Certification and Evaluation Facility

The commercial arm of the North West Composites Centre.

The Institute of Materials Research and Innovation

The Institute is a world-leader in applied materials science and engineering applications. It is a multi-disciplinary centre designed to cultivate research and innovation in collaboration with industry and other academic institutions.

Manchester Engineering Campus Development (MECD)

MECD is currently one of the single, largest construction projects undertaken by any higher education institution in the UK. The £300m MECD will create a new and dynamic engineering campus and consolidate the University's four world-class engineering schools.

Advanced Materials Research Centre

Manchester Met's Centre has research specialisms in graphene and related 2D materials engineering, 3D printing, and plasma surface engineering.

Sir Henry Royce Institute

The £235m institute, which encompasses 14 key areas of materials research including graphene, will have its national research centre in Manchester from late 2019. The Institute will provide a location for businesses to design and test new materials and accelerate getting these to market.

CASE STUDY

GRAPHENE A MANCHESTER SUCCESS STORY

In 2004, two scientists at The University of Manchester, Professor Andre Geim and Professor Kostya Novoselov, isolated graphene, the world's thinnest, strongest and most conductive material for the first time, for which they were awarded the Nobel Prize for Physics.

Graphene has the potential to revolutionise a huge number of diverse applications from electronics to composites and flexible touch screens. To support the continued development of this 'wonder material' £121 million has been invested in the National Graphene Institute and the Graphene Engineering Innovation Centre (GEIC), based at The University of Manchester.

The NGI and the GEIC, are at the heart of the University's campus. Together they comprise the world's leading centre for graphene research, housing state-of-the-art facilities for universities and businesses from around the world to collaborate on a variety of projects, across various sectors.

Huawei is collaborating with The University of Manchester to explore the uses of graphene and other 2D materials to develop the next generation of high-performance technologies. Huawei currently has number of projects underway with the University exploring ways of using graphene's revolutionary applications in consumer electronics and mobile communication devices.

Chen Lifang, Board Director and Senior Vice-President, Huawei, says: "The UK is at the forefront of world-leading R&D capability in fundamental technology and we're excited to be working with The University of Manchester through Huawei's HIRP FLAGSHIP programme on a project that has the potential to explore so many advanced technologies. As the home of graphene, The University of Manchester has enormous expertise and the best facilities for working with the material. We are confident our partnership will help to build a better-connected world and contribute to the future of the ICT industry."



If you have any further enquiries, please contact: invest@manchesterchinaforum.com

CASE STUDY

INOV-8 GRAPHENE IMPREGNATED RUNNING SHOES IMPROVE GRIP AND WEAR

British sports brand inov-8 partnered with The University of Manchester to become the world's first company to incorporate graphene into running and fitness shoes. Laboratory tests have shown that the outsoles of these shoes are stronger, more stretchy and more resistant to wear.

Commenting on the collaboration and the patent-pending technology, inov-8 CEO Ian Bailey said: "Product innovation is the number one priority for our brand. It's the only way we can compete against the major sports brands. The pioneering collaboration between inov-8 and The University of Manchester puts us – and Britain – at the forefront of a graphene sports footwear revolution. And this is just the start, as the potential of graphene really is limitless. We are so excited to see where this journey will take us."

Dr Aravind Vijayaraghavan, Reader in Nanomaterials at The University of Manchester, said: "When added to the rubber used in inov-8's G-Series shoes, graphene imparts all its properties, including its strength. Our unique formulation makes these outsoles 50% stronger, 50% more stretchy and 50% more resistant to wear than the corresponding industry standard rubber without graphene. The graphene-enhanced rubber can flex and grip to all surfaces more effectively, without wearing down quickly, providing reliably strong, long-lasting grip. This is a revolutionary consumer product that will have a huge impact on the sports footwear market."



“THE CITY OFFERS AN INCREDIBLY TALENTED WORKFORCE AND A BUDDING TECH SCENE WITH SOME OF THE MOST EXCITING, FAST-GROWING TECH COMPANIES IN THE UK SITUATED HERE.”

Doug Gurr,
UK Country Manager,
Amazon

CREATIVE, DIGITAL AND TECH

For more than 250 years, Manchester has been creating and shaping the future. Creativity and pioneering new ways of working is in our DNA. Birthplace of the first stored programme computer and the world's first commercial computer, Manchester has continued to pioneer when it comes to emerging technologies.

Today Manchester is one of Europe's largest creative, digital and technology clusters with specialist businesses spanning software development, IoT, data analytics, AR / VR, cyber security, IT services, media production, animation and gaming.



Centres of Excellence

MediaCity

Europe's only purpose-built hub for the creative, media and tech industries. It's home to an exciting mix of over 250 businesses; from global brands such as the BBC and ITV to fast growth companies such as Formisimo and Carbon Digital. The site offers access to one of the most advanced communications networks in the world and provides flexible collaborative workspaces that enable businesses to grow.

The Landing

The Landing is the technology enterprise incubator for high-growth companies at the heart of MediaCityUK. It is an innovation hub offering office space, tech areas, such as a UX lab, a maker space and social spaces, housing around 120 companies.

The Sharp Project

Home to over 60 creative digital entrepreneurs and content production companies. Businesses can benefit from flexible spaces, hot-desks and offices in iconic converted shipping containers and serviced work spaces. Tenants are also able to hire production spaces, studios and a range of high-spec event spaces.

Cyber Innovation Centre

The new £10m GM Cyber Innovation Centre will include a collaboration area to share best practice to tackle cyber threats and an accelerator hub, influenced by the models already in operation in Cyber London (CYLON) and Mach37 in the USA.



The Market Opportunity

With collaborative hubs, and a roster of meet-ups and networking events, Manchester is an easy place to do business. Its talent pool, cost effectiveness, business support and global connectivity create the ideal location for companies to grow, attract talent, retain staff and access market opportunities across the UK, Europe and further afield. From start-ups and home-grown companies that IPO above \$1 billion such as A0.com and Boohoo.com, to global players Amazon, Hewlett Packard, BBC, Google, IBM and Cisco. Companies sit side-by-side in our creative and digital clusters where they converge, collaborate and drive innovation.

Manchester's strength lies in how its creative, digital and tech companies collaborate not only with each other, but across industry sectors such as life sciences, financial and professional services, and advanced manufacturing creating specialisms such as FinTech, digital health, and Industry 4.0.

Software and Data

Manchester is a pioneer of computer science, software programming and development and is home to a large number of world-class software companies and innovative start-ups. The University of Manchester's School of Computer Science is renowned as a world-class centre of excellence in computing and research. With a steady supply of talented developers coming out of Manchester's universities and companies training apprentices in a variety of programming languages, many companies such as IBM, Barclays, Hitachi and Cisco use the city as a hub for their R&D, data and software activity – both in-house and consultancy. Manchester also has strengths in data analytics, cloud computing, cyber security and text-mining.

E-Commerce

The region has seen phenomenal growth in the number of online retailers. It is home to many high growth e-commerce companies such as Kitbag (Fanatics), Rentalcars.com, Boohoo.com and A0.com. Manchester has the greatest concentration of e-commerce start-ups in the UK. The city offers access to specialists with skills in front and backend

development, data analytics, marketing and PR, and user experience design. This, combined with the city's central location and multi-modal transport infrastructure for global shipping, make Manchester a preferred hub for global e-commerce companies.

Content Creation

When it comes to content creation, Manchester's heritage is globally renowned. It's not just limited to TV and film, the region's companies also produce multi-platform experiences, from content for animation and gaming, to post-production, visual effects as well as virtual and augmented reality. A key base for the BBC and ITV, Manchester's production industry is supported by the fastest growing talent and production facility base in the UK.

Cyber security

As a Top 20 European Digital City, Manchester has nurtured home-grown companies including Avecto, Hedgehog, NCC Group, and Secarma to establish itself as a city committed to cyber security innovation and collaboration. With our universities collaborating on cyber security research and a new £10m Cyber Innovation Centre to share best practice,

Manchester's skills are attracting global giants to expand into the region, such as Northrop Grumman and Raytheon.

This is one of the reasons that led the UK's Government Communications HQ (GCHQ) to establish a new centre in Manchester; using cutting-edge technology to identify and disrupt threats to the UK, placing Manchester at the heart of the nation's security effort.

5G

5G will significantly change how we organise networks, how we transact and use data, and how we use and consume content. It will enable companies working in immersive technologies and artificial intelligence, for example, to develop completely fresh applications to daily interactions in areas as diverse as transport, energy and health. Manchester is one of 5 UK cities selected for the initial roll-out, with international telecoms provider Vodafone building an incubator base at The Landing in MediaCity to support tests of the technology.

£4.4bn

GVA

72,135

PEOPLE WORKING IN THE
CREATIVE AND DIGITAL SECTOR

8,000+

CREATIVE AND TECH COMPANIES

TOP 20

EUROPEAN DIGITAL CITY



CASE STUDY

HUAWEI



In early 2019 Global telecoms firm Huawei established a significant presence in Manchester to draw on the breadth of tech expertise in the region. Huawei relations with Manchester continue to evolve, with an Operations Centre for UK projects delivery, the national Design Centre, and key account teams servicing relationships with telecoms providers Vodafone and TalkTalk in their portfolio in Manchester. Huawei have recruited most of their talent locally, recognising the expertise within Manchester in the tech space. Their facilities will serve to demonstrate to both local and regional businesses what smart tech could mean for them, further establishing Manchester as a truly smart city.

"Manchester is recognised as a top UK tech hub, so expanding operations here is an obvious opportunity. With access to a highly skilled workforce, a talented graduate pool as well as competitive operating costs, Manchester is the perfect place for tech companies to thrive."

Ji Dong, Huawei, Manchester

CASE STUDY

BBC



In 2011, the BBC, the world's oldest national broadcasting organisation, moved five of its digital flagship products and some of its largest brands – including BBC Sport, BBC Children's, Radio 5 live, the BBC Philharmonic and BBC Learning – to a significant new centre, MediaCityUK in Salford.

MediaCityUK is now the BBC's second biggest site with more than 3,000 staff. There are more than 20 BBC departments represented on site and importantly the BBC sees MediaCityUK as a nucleus of innovation: 30% of BBC staff in Salford work in digital and technology roles across iPlayer, BBC websites and mobile apps, R&D and engineering.

"Manchester is a vibrant, well-connected place with an infrastructure which is world-class. Its spirit, culture and academic prowess made it a pretty obvious choice for the BBC's Northern HQ. It gave us the chance to develop a new culture that was more collaborative, open, fluid and digital."

Peter Salmon, Former Director England, BBC

**THE ASSETS OF
MANCHESTER HAVE BEEN
AN ENABLER FOR THE
FINANCIAL, PROFESSIONAL
AND BUSINESS SERVICES
SECTOR TO FLOURISH AND
ARE THE REASON SO MANY
COMPANIES LOCATE RIGHT
TO THE HEART OF THE CITY
CENTRE.**

FINANCIAL, PROFESSIONAL AND BUSINESS SERVICES

The modern-day roots of Manchester's financial and professional services sector can be traced back to the industrial revolution when the growing cotton industry received immense support the city's banks, insurers and professional services firms that were established to take advantage of these opportunities. Fast forward to today, Manchester's FPS sector is the largest outside of London and accounts for 20% of the local economy.



Key assets

Spinningfields

Spinningfields has developed over the last 20 years to become Manchester's central business district with more than 35% of the city's prime office space. Described as the "Canary Wharf of the North", it hosts many of the biggest brands in financial and professional services.

The Vault

The Vault is a FinTech digital workspace which provides the infrastructure and environment needed for start-ups to grow and encourages collaboration and innovation. Its location within Spinningfields promotes and facilitates connections with financial institutions and investors. Businesses located here get access to pitching sessions to banks/investors, time with the FCA and are able to attend regular FinTech events.

Rise Manchester

Rise is an entrepreneurial hub run by Barclays aimed at inspiring and nurturing tech entrepreneurs and start-ups. Rise offers a state-of-the-art workplace in which to meet clients, collaborate with peers and access skills-based workshops and training, creating the optimum environment for entrepreneurs to thrive. Rise allows companies to trade under their banking license and use its technology platform to help test and deliver new solutions to market.



Manchester has the largest regional financial, professional and business services industry outside of London, employing more than 283,000 people. It is the only UK city outside of the capital with all elements of the sector represented at scale, providing depth and diversity across a range of disciplines that makes Manchester a high quality, low risk investment location with operating costs 30-40% cheaper than London. An investment location where modern businesses thrive.

With more private equity firms, and more insurance companies, than any other city outside of London, Manchester is also attracting global giants such as corporate law firms Freshfields and Latham & Watkins; investment banking operations from HSBC, BNY Mellon and Barclays; global consulting firms like US-based Slalom and challenger banks such as OakNorth and Williams & Glyn.

Fintech

Manchester has a growing presence of FinTech firms specialising in a range of areas such as payments, software, platforms, analytics and cyber security. Sector growth in Manchester outstrips anywhere else in the UK, growing 50% over the past decade, five times more than the national average.

Drawing on the entrepreneurial spirit of the city, an array of FinTech and digital hubs in Manchester, from commercial accelerators to co-working spaces, provide a base for start-ups, SMEs and larger firms to collaborate; from well established companies supporting the financial services and retail/e-commerce sectors, to smaller firms developing novel solutions and disrupting current business models.

Companies such as Adyen, Ebury, VST Enterprises, Hello Soda and Access Pay work across a range of areas including harnessing big data to assess customer risk, developing innovative payment solutions, peer-to-peer lending, developing software for cyber security, cloud computing and mobile applications.

Legal services

Manchester has a comprehensive legal offering to cover the needs of businesses, ranging from magic-circle and global firms, to leading national and boutique firms. Services include corporate finance, commercial contracts, IP and banking. Freshfields has over 600 staff in Manchester with both an operational centre and a new technology centre of excellence to leverage the digital talent pool; whilst Latham & Watkins hosts their European Shared Service Centre in the city, in a strategic expansion of global support services from Los Angeles.

259,000

STAFF

400+

LAW FIRMS

£16bn

GVA

CASE STUDY

OAKNORTH: “MANCHESTER IS THE PLACE TO BE”

AMIR NOORIALA IS CHIEF OPERATING OFFICER AT OAKNORTH.



OakNorth is Europe's fastest-growing FinTech by assets, valuation, profits and revenue. OakNorth's mission is to provide small and medium-sized growth companies with the debt finance needed to compete against large corporations. Since its inception, the OakNorth group has secured over \$1 billion from investors, including the Clermont Group, Coltrane, EDBI of Singapore, GIC, Indiabulls, NIBC, Toscafund, and SoftBank's Vision Fund.

OakNorth chose Manchester due to their talent requirements. Manchester is home to four outstanding universities with a graduate pipeline, and big banks who have built a pool of expert talent. Connectivity is another benefit of being in Manchester. Manchester Airport has two runways which provide valuable access to OakNorth's bases in India, New York and Singapore, amongst other destinations.

CASE STUDY

ACCESSPAY



AccessPay uses advanced cloud-based technology to offer clients secure, streamlined and efficient solutions for Multi-Bank and Multi-Currency Cash Management, SWIFT, Bacs Payments, Direct Debit Management, Faster Payments and SEPA. AccessPay was the first SWIFT partner in the UK allowed to offer cloud-based payment and cash management applications fully integrated with SWIFT.

AccessPay opened their Manchester office in 2014. Ali Moiyed, Founder of AccessPay, commented “Manchester is the ideal location for a pioneering cloud-based business like ourselves. There's a real entrepreneurial spirit in the city, with regular tech events taking place and lots of initiatives for start-ups. Manchester is really establishing itself as a high-tech hub, and it's great to be a part of it!”

CASE STUDY

CROWDCUBE



Established in 2011, Crowdcube is the world's first and leading investment crowdfunding platform, where communities of like-minded people pool their money and knowledge together to back startup, early and growth stage businesses.

In February 2016, Crowdcube opened a Manchester office in order to work closer with start-ups and growing businesses in the Greater Manchester and North West region.

Matt Cooper, Crowdcube's commercial director, commented: “We already have a vibrant investor community in the North of England and there is definitely an exciting opportunity to further stimulate the start-up scene in the North West that is already benefiting from the government's multi-million pound support for the region.”

THE CITY'S INNOVATIVE NATURE, AND A TRACK RECORD OF WORKING WITH CHINESE LIFE SCIENCE ORGANISATIONS, MAKES THE REGION IDEAL FOR COMPANIES LOOKING TO ESTABLISH, OR EXPAND, THEIR PRESENCE IN EUROPE.

HEALTH AND LIFE SCIENCES

A city of firsts, Manchester introduced In Vitro Fertilisation (IVF) to the world and pioneered hip replacement surgery and bionic eye implants. Healthcare innovation prospers in Manchester through local control of its £6bn health and social care budget, which is used to discover, develop and deploy new approaches. The city is now home to world leading research and development assets as well as the largest clinical academic campus in Europe. From pioneering data-driven large-scale medical trials with North West eHealth; to The Christie hospital, a world-renowned pioneer in the care, treatment and research of cancer; and global diagnostics firm Qiagen's collaboration with Manchester Science Partnerships and Health Innovation Manchester to create a world-leading precision medicine campus, Manchester is truly the home of world leading medical innovation.



Key assets

Health Innovation Manchester

Health Innovation Manchester is the city region's Academic Health Science Network, ensuring a simplified landscape and route for researchers and life sciences industry into Greater Manchester's devolved £6 billion health and social care economy and the wider NHS. They provide a single industry gateway and innovation pathway, world-class informatics infrastructure, clear view of system needs, and processes that enable accelerated decision making with shorter and more certain routes to adoption.

Greater Manchester Health and Social Care Partnership (GMHSC)

The Partnership is responsible for the £6bn budget to improve the health of Manchester's 2.8m citizens and achieve world-class service standards. The Partnership is committed to working with industry to maximise the role of industry-led innovation in improving health outcomes and reducing costs.



Manchester has a wealth of world-class research and innovation assets and is the UK's first fully devolved health and social care system with a budget of £6billion. This provides unique opportunities for businesses to partner with the region to improve patient outcomes. Under the coordination of Health Innovation Manchester, the city offers companies the chance to develop partnerships that deliver research and innovation at pace and scale.

Devolution provides unique opportunities to improve the cost and quality of health care and transform health outcomes for 2.8million residents. Health care is provided for free at the point of access for all UK residents by one provider, the National Health Service (NHS). All health care commissioning takes place locally offering businesses direct access to over 30 NHS service providers. The city region's high level of expertise and business opportunities within the sector includes the following enabling capabilities:

Health Analytics

Manchester is a recognised world leader in health analytics. With digitised medical records for all citizens, the city's unique data ecosystem allows researchers to monitor consenting patients in real-time, making it the perfect location to gain real-world evidence for pre-license medicine and shorten time to market. The data generated can be swiftly aggregated and analysed due to Manchester's strength within data analytics. The region was the base for GSK's Salford Lung Study, a world first in real-world trials, which provided evidence for one drug being more effective than the current treatment of asthma.

MedTech

The region has a strong cluster of existing MedTech companies including Hologic, Zilico and Premaitha Health. Research institutes such as the Manchester Molecular Pathology Innovation Centre (MMPaHIC) work in partnership with both SMEs and global corporates to refine the development pathway for diagnostics and translate discoveries into tests, minimising barriers to clinical implementation. In addition, Diagnostics and Technology Accelerator (DiTA) supports the generation of in-vitro diagnostics to care for the population.

Manchester was the home of the first commercial mass spectrometers and is now a world leader in this field with a dedicated research centre, the Michael Barber Centre for Mass Spectrometry. The city also offers opportunities to explore the medical applications of advanced materials such as graphene.

Precision Medicine

Manchester has attracted around £100m in grant income in the past five years for precision medicine focused on genomics, proteomics, imaging, and biomarkers. The city is currently developing the world-leading Genomic Campus, a private-public partnership with Qiagen. Manchester is already home to The Manchester Precision Medicine Institute

70%

OF THE UK'S CLINICAL LAB SCIENTISTS
ARE TRAINED IN MANCHESTER

158,000

HEALTH & SOCIAL CARE WORKFORCE

£6bn

HEALTH & SOCIAL CARE BUDGET

which allows a range of professionals to work with patients to personalise their care. The £18m Stoller Biomarker Discovery Centre is industrialising the approach to finding new biomarkers of diagnosis, prognosis and responses to therapy in medicine.

Finally, the Manchester Centre for Genomic Medicine is one of the largest and most comprehensive genetics units in Europe and develops new tests and supports the development of genetic services internationally.

Diverse Population

Manchester has an ethnically diverse, stable population. In addition, to the 2.8m people that live in the region there are an additional 9m falling within Manchester's health catchment area. The city's residents have a higher than average prevalence of long-term conditions such as diabetes, chronic obstructive pulmonary disease and heart disease. The city is committed to improving health outcomes for the population by accelerating the adoption of innovation into the health and social care system.



Citylabs

Centres of Excellence

Health Innovation Manchester

Health Innovation Manchester is at the forefront of transforming health outcomes by providing a constant flow of targeted innovations and putting them through an effective but streamlined evaluation process. They work with global businesses such as Medtronic and Roche providing expert advice to achieve widespread adoption across Greater Manchester.

Oxford Road Corridor

Oxford Road Corridor is on course to become one of the top five innovation districts in Europe. It is home to a wealth of science-led organisations operating in the areas of biomedical, pharmaceuticals, precision medicine, clinical trials, digital health, medical devices and related healthcare. Co-located on the Corridor are two universities, five specialist hospitals, local government, entrepreneurial, global businesses, cultural assets and an Enterprise Zone.

Manchester Science Partnerships (MSP)

As the UK's leading science and technology park operator, MSP is home to a unique community of scientists, innovators, investors and entrepreneurs. MSP accelerates business growth through innovation by putting collaboration first and providing access to specialist finance, talent, markets, networks and investors. Home to more than 300 high growth businesses, MIMIT and the Qiagen precision medicine campus, MSP offers

everything from specialist incubation centres to bespoke build laboratories and international centres of R&D excellence. MSP Central Campus along with Citylabs 1.0, 2.0 and 3.0, are all part of the Corridor Enterprise Zone, which provides significant incentives to life science businesses located here.

Airport City

Airport City Manchester is one of the most exciting business destinations in development today. The total planning area of Airport City Manchester comprises of approximately 5m sq. ft. GFA, with a total development cost value of £800m. The site encompasses offices, advanced manufacturing and logistics facilities, along with hotels and ancillary retail. Directly adjacent to Manchester Airport, it is perfectly positioned for business with the UK, Europe and the world.

University of Manchester

The University of Manchester is the UK's largest single-site university, ranks 27th in the QS World University Rankings and is a founder member of Health Innovation Manchester. The University undertakes multidisciplinary research through collaborations with partners worldwide to tackle some of society's most pressing problems. Home to over 2,000 researchers, the university is world recognised for its research in omics imaging and data analysis.



Hexagon Tower

The Christie

The Christie is renowned as a world pioneer in the care, treatment and research of cancer. The largest single-site cancer centre in Europe, The Christie treats more than 44,000 patients a year and has one of the largest trial portfolios in the UK, with over 550 active clinical trials. Onsite there is a range of cancer focussed research centres including the NIHR/Cancer Research UK Christie Clinical Research Facility and Manchester Cancer Research Centre tissue biobank.

Hexagon Tower

Hexagon Tower is a specialist science and technology facility located in North Manchester. The facility comprises 15,720 m2 space over 12 floors including offices and laboratories. As a former ICI research, development and production centre much of the R&D infrastructure is already in place. Innovation is at the site's core and the vertical science park is home to companies such as Lonza and Intertek.

Salford University

The University attracts collaboration with global health and social care organisations and is constantly looking to develop relationships. Industry is able to access Salford's state-of-the-art facilities such as their digital imaging suite, psychology labs, and prosthetics and orthotics lab.

Manchester Metropolitan University

Manchester Metropolitan, the UK's top modern university for the power of research in allied health disciplines, has a strong focus on training medical professionals, from nurses to medical scientists. The impact of their healthcare research is rated internationally excellent, with their researchers developing solutions for fatal conditions such as stroke, heart disease, HIV, diabetes and dementia.

Bolton University

Bolton University's Centre for Research in Health and Wellbeing provides research and public engagement to improve communities health and wellbeing. Research is based upon collaborative partnerships and community involvement. The team has expertise in evaluation, needs assessment, service user involvement, participation and innovation.

CASE STUDY

EDWARD HEALTHCARE CENTRE



Edward Healthcare's parent company was established in China in 1992 as a property development enterprise. Now it covers a diverse range of industries, from property, hotels, education to agriculture and healthcare. The healthcare group owns and operates retirement and elder care facilities in China, and also provides education and training designed to meet the needs of China's rapidly growing elderly population.

A significant development has been the establishment of the Edward Centre for Healthcare Management Research which Edward Healthcare created to provide advisory, research and information services. The centre is a collaboration between: Manchester's Innovation District - Oxford Road Corridor; Manchester: Improving Medicine with Innovation and Technology (MIMIT); and TRUSTECH the NHS Innovation Service, focusing on exploration of care systems, technologies and products that could be developed and adopted for use in the eldercare market. The Centre is located in Citylabs 1.

The partnership has continued to explore the further possibilities within eldercare and produces a regular review of some of the most recent and relevant research and novel products on specific eldercare topics, such as dementia, exercise, nutrition, home adaptations and sexual health. The Centre is a great opportunity for the NHS and commercial sector to collaborate with China in sharing expertise in providing high quality care for elderly people identifying anti-ageing technologies, products including new models of care, and contribute to training and education programmes for elder care staff in the UK and China.



If you have any further enquiries, please contact: invest@manchesterchinaforum.com



CASE STUDY

THE BEIJING-MANCHESTER CENTRE FOR GENETIC MEDICINE



The University Centre for Genomic Medicine is a strategic alliance between Peking University Health Science Centre (PUHSC) and Manchester Academic Health Science Centre (MAHSC).

Established in 2014, the collaboration aims to provide opportunities to establish mutually beneficial genomic research and healthcare, benefitting millions of patients worldwide.

The collaboration involves provision of advanced training in genomic medicine, including a University of Manchester Postgraduate Certificate in Healthcare Genomics (International) which is jointly delivered with PUHSC. In addition, the partnership extends the impacts of work into rare genomic diseases, develops personalised treatment and offers accessibility to clinical trials.

The MAHSC is a partnership between The University of Manchester and a number of NHS organisations.

CASE STUDY

CHINESE INVESTMENT UNDERPINS INNOVATIVE MEDTECH



Founded by professors from the University of Manchester, LIG is developing technologies including diagnostics that can be used at the point of care to identify multiple pathogens simultaneously, and microsphere-enabled microscopy.

With investment totalling £4.4m from a China-based consortium for UK-based R&D and commercialisation of the Biowise and Nanowise ranges, the firm has benefitted from efficient access to capital required for the cost-intensive process of taking technologies from concept to product.

The Chinese investors are also assisting the firm as it moves into the next phase, with sourcing potential commercial and manufacturing partners within the China market.

ENERGY AND ENVIRONMENT

Manchester has the long-term environmental vision to be carbon neutral by 2038 – ahead of the rest of the UK. With additional power devolved from central government, Manchester's Climate Change & Low Emissions Strategies Implementation Plan has, as one of its priorities, the acceleration of the delivery of an investment pipeline of c£200m low carbon energy generation and efficiency projects including smart grids and district heat networks.



LOW CARBON

Key assets

Many of the world's leading businesses who operate within the low carbon built environment are located in Manchester including: Eaton Corporation, Jacobs Engineering, Johnson Controls, RXPE Power Engineering and Siemens.

University of Salford

The School of the Built Environment is one of the most highly rated schools of its kind in the UK. Research facilities include a full-sized two bedroom house built inside an environmental test chamber and Energy House 2 is under construction.

Manchester Metropolitan University

Hosts the internationally recognised Centre for Aviation Transport and the Environment. It is also home to The Manchester Fuel Cell Innovation Centre. The Centre supports Manchester-based companies develop cutting-edge fuel cells and fuel cell materials and technologies, including the introduction of hydrogen as a low carbon fuel.

University of Bolton

Hosts the Institute for Renewable Energy and Environmental Technologies, which carries out world-class research into renewable energy generation and innovative materials with energy harvesting properties.

The University of Manchester

Has significant expertise in electricity transmission and distribution, particularly in smart grid technologies. The University is home to the Dalton Nuclear Institute which has the most advanced nuclear research capability in the UK and its School of Electrical and Electronic Engineering is ranked in the 'top 3' of UK institutions for research impact. The University is ranked #1 UK for advanced materials research and collaboration and is helping develop new Energy Storage solutions using materials like graphene.

Manchester is well placed to access the £3.4 trillion global low carbon market and has particular expertise in several key areas:

Electricity Transmission & Distribution and Smart Grid

By 2020, an estimated £34 billion will be invested to enable the development of the UK's Smart Grid. Electricity North West (ENW), the Distribution Network Operator covering the majority of the North West, is investing £1.9 billion in local power networks. ENW employs over 750 people in Manchester. The region is home to a number of international companies that play a crucial role in the development of smart grids, including Siemens which has its UK HQ Transmission and Distribution Division located in Manchester. Other transmission and distribution and smart grid related companies include WSP, Parsons Brinckerhoff, Landis + Gyr and Cisco.

Energy Efficiency and Buildings Technologies

Manchester provides a unique testing ground for businesses wishing to trial new approaches to energy efficiency. Potential investors can take advantage of opportunities in low carbon

construction, domestic retrofit programme and energy efficiency in buildings. Deloitte's global centre of excellence on real estate sustainability is based in Manchester, as well as building technologies companies such as Johnson Controls and Eaton Corporation.

The city offers a host of opportunities including easy access to the UK pipeline wind energy developments estimated to be worth up to £50 billion up by 2020. Businesses located here can benefit from working in collaboration with Manchester's world-class universities.

Energy Systems

The Department of Energy and Climate Change is funding feasibility studies for new energy systems. It is estimated that these feasibility projects are likely to lead to between £400 million and £800 million of capital investment over the next ten years. Manchester is leading the way in energy systems and has run a £20 million ground-breaking energy systems demonstrator project (see case study) to trial new technologies and has a 5-year plan to champion new heating systems as part of the goal to decarbonise heat (and transport) by 2038.

Wind Power

The UK is a world leader in offshore wind, with the total investment required to deliver the UK's Round 3 offshore wind capacity estimated at £100 billion. Manchester is located the centre of major wind power expertise. The Siemens Global Centre of Competence for high voltage grid connections is focused on the design and build of high voltage direct current transmission systems for the UK and the north west of Europe and is a core element in many offshore wind farm developments.



£5.4bn 

WORTH

37,000+ 

WORKFORCE WITHIN GM

2000 
COMPANIES

CASE STUDY

GROW GREEN



Grow Green is a multi-million pound Horizon 2020 demonstrator project being undertaken in Manchester, with local partners Manchester City Council, The University of Manchester and the Guinness Housing Trust. The project aims to demonstrate how 'green infrastructure' can mitigate the effects of climate change, specifically heavy rainfall. A new park will be built in West Gorton with special features to capture water in a high rainfall event. The performance of the park against various physical and social measures will also be monitored by the project.

In addition, international Grow Green partners are participating in a learning exchange with Wuhan, China to learn more about the 'Sponge City' initiative taking place there.

CASE STUDY

ENERGY SYSTEMS DEMONSTRATOR



The Greater Manchester Combined Authority has undertaken a £20m Smart Community Demonstration project. This was spearheaded by Japan's New Energy and Industrial Technology Development Agency (NEDO) and delivered by a consortium led by Hitachi. The project funded the installation of hundreds of next generation air source heat pumps linked by a smart network IT platform to enable advanced management of energy flows. Data collected from the trial is contributing to the government's low carbon policy and Manchester is now looking to work with low carbon heating and smart homes technology providers to roll out as part of meeting the 2038 Carbon Neutrality target.

CASE STUDY

SMART CITIES



Triangulum is a £24m Horizon 2020 demonstrator project being undertaken in Manchester. It represents a partnership which includes Manchester City Council, Siemens, Manchester Metropolitan University and the University of Manchester.

The project has installed solar photovoltaic panels, energy storage capacity, an innovative demand side response platform and a micro-grid controller at the Manchester Met Birley Campus. The controller connects and manages all assets at Birley Campus through a private network – demonstrating the possibility of a private campus going off-grid – but also seamlessly integrates into a wider city 'virtual power plant', the Central Controller.

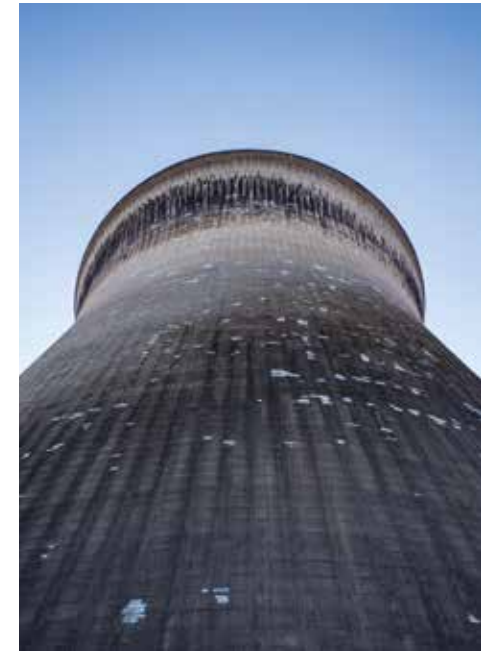
In the field of Mobility, Triangulum has enabled partners Manchester City Council, Manchester Met and the University of Manchester to purchase electric vehicles to demonstrate a clear business and environmental case to further electrify their corporate vehicle fleets. Electric-assist cargo bikes have been loaned to small businesses, to trial an efficient and low-carbon method for making local deliveries.

NUCLEAR

Key assets

The University of Manchester

Home to the world-leading Dalton Nuclear Institute which works with industry to deliver education, training and research expertise across the full nuclear fuel cycle. Scientists and researchers in the city also retain strong links with both the National Nuclear Laboratory and the Nuclear Advanced Manufacturing Research Centre. Manchester is closely located to many of the UK's key nuclear centres of excellence including: the Nuclear AMRC, Office for Nuclear Regulation and the Nuclear Decommissioning Authority. The region is also home to a group of UK nuclear supply chain companies that are actively involving UK new nuclear programme, such as Wood who provide technical support to Chinese reactor technology HPR1000.



The UK is continuing on a significant new nuclear build programme estimated to be worth at least £60 billion. In addition, the decommissioning of the Nuclear Decommissioning Authority estate is estimated at a further £70 billion, with opportunities arising over the course of the next decade. Manchester is internationally recognised for its established nuclear research heritage as the birthplace of nuclear physics – where Rutherford first split the atom – and is the ideal location to leverage the opportunities presented by the UK's nuclear market.

It has unparalleled access to a world-renowned skills base and pioneering expertise in nuclear research and development. With twice the number of companies and employees than any other European nuclear cluster, the North West provides unparalleled access to a wider breadth of nuclear capability, in a more geographically focused area, than anywhere else in the world. The region has strong nuclear engineering and construction expertise, home to AECOM, Jacobs Engineering, Mott Macdonald, WSP Parsons Brinckerhoff, Arup as well as the HQ operations of Costain Nuclear. There are also niche companies, such as Sella Controls, who design and supply integrated safety, control and automation systems for the nuclear industry.

Manchester's key strengths lie in:

Nuclear new build

With the nuclear new-build sites of Moorside in Cumbria and Wylfa Newydd within 200km of Manchester, and with the remaining UK sites all easily accessible via Manchester's excellent transport network, coupled with the nuclear expertise, Manchester offers the ideal location as a UK headquarters.

Decommissioning

The UK's experience of decommissioning the world's first fleet of nuclear power stations puts it in a strong position to take advantage of a global decommissioning market estimated to be worth £250 billion by 2030. The Nuclear Decommissioning Authority (NDA) located within 25km of Manchester, which is responsible for a range of activities, including the decommissioning and associated site restoration of the UK's civil nuclear plants and facilities. Manchester's companies work closely with the NDA.

Current operations and life extensions

The UK considered to be one of the major Plant Life Extension (PLEX) markets in Europe, with expected revenues of £1.5 billion to 2025, Manchester is a prime location from which to easily access this market.

Fuel cycle services

As the only region in the UK with full fuel cycle capabilities, the North West undertakes the full range of activities from uranium conversion and uranium enrichment, to fuel manufacture, power generation, spent fuel reprocessing, and waste management and decommissioning.



CASE STUDY

SUPPORTING CHINESE REACTOR DESIGN THROUGH UK REGULATORY PROCESS



For the past four years, Wood Plc has been working with China General Nuclear Power Corporation (CGN), which is proposing to build a Chinese-designed reactor at Bradwell in Essex, as part of a joint venture with EDF Energy. Wood has secured a technical framework contract to support CGN to meet the requirements of UK regulators, the Office for Nuclear Regulation and the Environment Agency.

Wood employs more than 1,300 people in the North West of England. It is a key supplier to Sellafield Ltd, the company responsible for Europe’s most complex nuclear decommissioning site, and to EDF Energy, which operates the UK’s fleet of nuclear power reactors.

The UK’s nuclear safety regime is as stringent as any in the world. Wood’s role is to advise CGN in the UK’s Generic Design Assessment process by explaining the requirements of the government regulators, the Office for Nuclear Regulation and the Environment Agency, so that CGN can satisfy them about the safety measures in its HPR1000 reactor design. Successful completion of the GDA process would considerably enhance the reputation of the Chinese nuclear industry and its prospects for further reactor sales in overseas markets.

Dr Shengke Zhi, framework manager for CGN account, said: “Our vision is to be the global business partner of choice for Chinese energy companies. We have already built a strong relationship with CGN in nuclear, mining and renewables and we expect these cross-sector international collaborations to grow as Chinese companies seek new markets to export their technologies and services.”

CASE STUDY

NEW NUCLEAR MANUFACTURING PROGRAMME



NNUMAN is a major UK government and industry funded programme led by The University of Manchester. Its aim is to deliver long term research into innovative manufacturing techniques for the future needs of the UK nuclear industry.

NNUMAN provides an early stage test facility for businesses with novel technologies and processes within the following key themes:

- Innovative joining/welding technologies
- Advanced machining and surfacing
- Near-net shape and engineered structures
- Product performance

£60bn	VALUE OF UK’S NEW NUCLEAR BUILD PROGRAMME
£3bn	ANNUAL COST OF DECOMMISSIONING THE UK’S EXISTING NUCLEAR POWER FLEET
50%	OF THE UK’S CIVIL NUCLEAR WORKFORCE ARE BASED IN GM AND THE WIDER REGION

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MANCHESTER: THE INVESTABLE CITY





WHY MANCHESTER?

Manchester is one of the fastest growing regional cities outside of London in business, quality of city, environment, retail and leisure amenities.

With its resilient economy, its strength in attracting foreign direct investment, its popularity with international visitors and being home to one of Europe's largest student populations, Manchester offers a world-class investment opportunity.

The region's connectivity makes it an attractive place to do business. Manchester Airport connects over 27million passengers to over 200 destinations and it is the UK's third busiest airport, after London Heathrow and Gatwick. The city also has an extensive and well-connected road and rail network and it is home to the UK's largest light rail network. Major investment into infrastructure continues to be put in place to support the delivery of around 220,000 new homes and 100,000 new jobs between now and 2040.

Sentiment will undoubtedly fluctuate on the journey to Brexit but there have been encouraging economic indications that suggest that Manchester has been more resilient, less vulnerable and indeed more positive since the referendum.

Employment growth has outperformed the UK average over the past 20 years and it is forecast to grow at a faster rate than the UK over the next five years. The highest rate of growth is forecast to be in the financial & business services sector which is expected to expand by 2.4% pa during this time.

**TOP 10 LARGE
EUROPEAN CITIES
OF THE FUTURE 2018**

CHINESE INVESTMENT IN MANCHESTER



Over the last four years Manchester has seen a continued increase of investment from China in the property sector and is now one of the most active recipients of Far East investment in the UK off the back of improved connectivity with Hong Kong and Beijing.

As of 2017, Chinese firms have invested in projects with a development value in excess of £6bn in the region. Despite the uncertainty of Brexit, MIDAS and the Manchester China Forum have seen a 53.8% rise in Chinese interest in property in the region since 2016.

Notable Chinese property investment includes:

- Beijing Construction and Engineering Group's £700m development of Middlewood Locks. This is a 24 acre regeneration scheme with 750,000 sq ft of mixed-use space and 2,000 new homes;
- Beijing Constructions and Engineering Groups £1bn investment in to Airport City. This development comprises of a 160 acre site comprising of logistic, premium offices, hotels, retail, advanced manufacturing and logistics;
- Peterson Group's £300m investment in to Great Northern, a mixed-use retail, leisure space in Manchester City Centre;
- Far East Consortium International Ltd's involvement in the £1bn Northern Gateway development and their £110m investment into the Angel Meadow scheme which will deliver 600 new homes.

MARKET OVERVIEW

Over the last 20 years Manchester city centre has seen 8.65million sq ft of new office development, with its total office stock increasing to 22million sq ft. Of this total Spinningfields has been responsible for 2.13 million sq ft. Other world class schemes include Noma, New Bailey and Circle Square with MediaCityUk adjacent to the City Centre.

The current office development pipeline has over 2.3million sq ft on site of which two thirds is new build including 535,000 sq ft which has been pre-let, with Booking.com taking 220,000 sq ft at Enterprise City and the Government Hub 165,000 sq ft at New Bailey.

Demand for offices in the city centre is very high as evidenced by the record take-in 2018 of 1.75million sq ft. This take up has been driven by strong demand from companies moving into the city, which has totalled 760,000 sq ft in the last few years, the most significant of which was Amazon acquiring 90,000 sq ft last year.

This level of demand has created the need for a larger pipeline of speculative office development. Developers looking to address this need announced in early 2019 new schemes of 200,000 sq ft at New Bailey and 220,000 sq ft at Circle Square. These schemes are likely to be completed in 2022.

Availability of all types of offices has fallen to 3.6%. The shortage of space and relative lack of new development is fuelling strong growth in rentals with the asking rent for Grade A accommodation increasing to £37 per sq ft.

Accolades

UK's leading city for attracting FDI outside London

EY's 2018 UK Attractiveness Survey

#6 globally for FDI Strategy

fDi Global Cities of the Future 2018

Top 10 for Economic Growth Potential (Europe)

(Business Facilities Annual Global Investment Rankings 2018 report released 20 July)



RIPE FOR INTERNATIONAL INVESTMENT

Manchester city centre has one of the hottest residential markets in the UK for price and rental growth, and that looks set to continue.

This has led to a considerable increase in development activity, with international investors and UK institutions jostling for position on key large-scale sites. Until this new supply is completed, residential demand will outweigh available supply, creating pressures within the sales and lettings markets.

JLL's five-year forecast points to the continued strength of the residential sector in the Northern Powerhouse region. Manchester now offers some of the best returns in the UK and is at the forefront of the build-to-rent market in the UK regions with schemes such as Greengate and New Victoria.

Manchester's capital value growth is expected to reach 15.9% over the next five years, as a result of growing demand and supply, whilst rental prices are forecast to increase by 16.5% over the same period.

THE APPEAL OF MANCHESTER

Overseas interest in Manchester continues to be strong due to the attractions of the UK commercial property market in general, together with the specific advantages Manchester has to offer.

In 2018 there were £840m of office transactions in the city centre including the £300m funding agreement for development at Enterprise City and the formation of a joint venture between Legal & General and Bruntwood focussing on science and technology occupiers. Legal & General invested £180m of capital.

Prime yields held steady at 4.75% during 2018.



RENTAL OUTLOOK

Despite the construction of over 3million sq ft of speculative distribution space in the North West market over the previous two years, there continues to be a significant shortage of supply of Grade A units in prime locations across the region.

With 2million sq ft of space having been acquired, JLL do not expect to see significantly more speculative development in the short to medium term putting further pressure on supply / demand dynamics.

This points to the need for additional good quality space, with further rental growth anticipated in the sector. The JLL model-based rental growth forecast for the national IPD distribution warehouse sector is currently an average of 3.6% per annum for the period 2015-2019.

Enquiry levels remain healthy, driven predominantly by the continued growth of e-commerce where consumers are increasingly demanding quicker and more bespoke delivery methods such as dedicated delivery shots and easier return options. This added pressure is ensuring that many retailer's supply chain networks are having to react quickly to the changing requirements of their market.

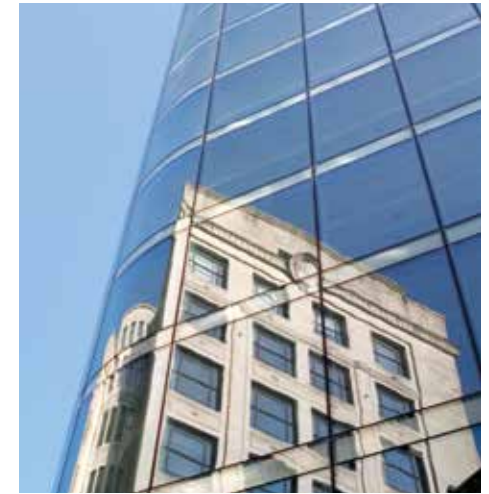


1,788

NEW HOTEL ROOMS TO BE ADDED

19,138

HOTEL ROOMS IN SUPPLY BY 2019



HOTEL MARKET GROWTH

The hotels sector in Manchester has seen phenomenal growth over the past 20 years. Driven by the development of high quality infrastructure, 1,788 new hotel rooms are expected to be added to the current city supply of circa 17,350 rooms by 2019.

The appeal of Manchester is strong with global investors – earlier in 2017 the 298-room Holiday Inn Manchester City Centre was acquired by Starwood Capital.

Popular events throughout the year, including football matches, concerts, conventions and conferences have also boosted hotel performance. The City Council's proactive attitude towards hotel development combined with attractive industry metrics continually encourage new entrants to the Manchester hotel market.

It is encouraging that all sectors of the Manchester property market can offer attractive investment opportunities to discerning investors, looking to capitalise on a positive regional economy.



MANCHESTER PLACE

Manchester Place is a unique partnership between Manchester City Council and the government organisation Homes England.

It was set up two years ago to help increase the pipeline of new housing across the city providing assistance along the supply chain:

- Land supply
- Market data
- Funding
- Planning

It works with landowners, developers and investors to help unlock potential and deliver all types of housing of all tenures.

Since its formation, house building across Manchester has more than doubled with 7,000 new homes now on site and 20,000 in the pipeline.

But more are still needed. Strong economic growth is driving population increases and Manchester is the fastest growing city in the UK outside the capital.

To help meet this demand the city has developed a clear Residential Growth Plan identifying key areas of the city where new housing can be supported and encouraged.

Earlier this year the city entered a long term partnership agreement with Far Eastern Consortium International Ltd to develop the Northern Gateway, 300 acres (120 hectares) of land which links one of the city's two mainline stations with the north of the city.

The ambition is to work together to use the natural assets of the site and create attractive neighbourhoods that will meet the long term needs of existing and future residents.

Phase 1 is Angel Meadow, 756 new homes in four buildings that surround a historic city park and work is expected to start on site early 2018.

Other opportunities of different scale are available across the city and Manchester Place would be interested in entering discussions with potential partners who share the city's ambition to provide world-class new housing.

CASE STUDY

THE NORTHERN GATEWAY



In April 2017 Hong Kong developer, Far East Consortium International Ltd, was selected to work with Manchester City Council in delivering a residential regeneration project expected to create more than £1bn in property investment.

The project will involve the creation of connected and sustainable communities in the north of the city, extending beyond Victoria Station and including the neighbourhoods of New Cross, Lower Irk Valley and Collyhurst. The regeneration scheme promises to deliver up to 10,000 new homes, covering 300 acres of land over the next decade.

In addition to this the FEC has recently been granted permission to build over 750 apartments across four buildings on the edge of Manchester's Angel Meadow Park.

Mr David Chiu, Chairman of FEC says "Manchester is a place where people from all walks of life want to stay and families thrive. We at FEC believe we have all the right credentials to successfully deliver this prominent development".

This partnership is an example of the city's success in attracting large scale foreign investment whilst strengthening Manchester's existing landscape, providing new housing solutions for the people who choose to live and work here.

CASE STUDY

MIDDLEWOOD LOCKS



Middlewood Locks is a brand new £1bn mixed use development in Salford developed by Fairbriar International, a joint venture between Scarborough, Hualing Group of China and Singapore listed Metro Holdings limited. The developers chose BCEGI as the main contractor to deliver the build.

This development is a 24.5 acre regeneration scheme which is set to deliver 900,000 sq ft of commercial and mixed use development including offices, hotels, shops, restaurants and a gym as well as 2,215 new homes.

The first phase of the development which comprise of 571 apartments and 10,000 sq ft of commercial space. The development welcomed its first residence in autumn 2018 with phase 2 and 3 currently under construction.

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AIRPORT CITY MANCHESTER

Airport City Manchester is one of the most exciting business destinations in development today. The total planning area of Airport City Manchester comprises approximately 5 million sq ft GFA, with a total development value of £800m.

Type

Mixed office, logistics, hotel, leisure and advanced manufacturing.

Sectors

Aviation related industry, technology, engineering, fast moving consumer goods (FMCG), financial services, ICT, pharmaceuticals, biotech, media and telecommunications (TMT).

About the Development

One Airport City has been designed to cater for the changing needs of 21st century business. The building forms part of the first phase of office development at Airport City Manchester, where over 450,000 sq ft of brand-new office space will be created during the next five years. Situated next to The Hut Group's landmark THQ building, One Airport City will sit amongst a thriving campus environment providing access to unrivalled global connectivity and a diverse range of quality on-site amenities.

Offices can be individually tailored to provide open-plan spaces for the creative industries or streamlined Grade-A space for multinationals. Highly flexible in its design, the buildings have the capacity to accommodate single or multiple occupations.

The development will also include a £250m hotel district to meet the continued growth in passenger figures from Manchester Airport, and the business demand in the area. Landscaped gardens within this district become spaces for occupiers and additional users to meet, creating a dynamic central hub.

Airport City Manchester is a Joint Venture Partnership between:

- Manchester Airports Group (MAG) 70% stake
- Beijing Construction Engineering Group (BCEG) 20%
- Greater Manchester Pension Fund (10%)



What's On Offer?

One Airport City has been carefully designed to the highest specification, all with the needs of the end user in mind.

Offering light and bright office space up to 92,000 sq ft in open floors of 18,595 sq ft.

Investment Opportunities

Forward purchase, forward funding or development finance for speculative or pre-let components. Opportunities for operators under management agreements or franchise agreements.

M Manchester
Enterprise
Zone



CIRCLE SQUARE

Circle Square is an exciting new city centre neighbourhood situated in the heart of Manchester Oxford Road Corridor. Surrounded by world-leading centres of knowledge, science, art, music and dance, it combines living, working and social spaces to create a dynamic, collaborative and connected community.

Type

Mixed-use commercial, retail, leisure and residential.

About the Development

Circle Square is a £750m commercially led mixed-use development scheme brought forward by joint venture partners Bruntwood and Vita Group. Once complete, Circle Square will provide 1.2million sq ft of commercial office space, 1,281 new homes and 100,000 sq ft of ground floor retail and leisure space. A multi-storey car park and two hotels will provide additional amenities and 250,000 sq ft of beautiful landscaping will bring green space to the city. Located at the heart of the Oxford Road Corridor, Circle Square will become the meeting place for the innovation community to gather and collaborate. It will help realise Oxford Road Corridor's ambition to become a top five global innovation district.

By April 2021 over two thirds of the scheme will be complete including over 1700 new homes, 400,000 sq ft of workspace, a large proportion of the retail and leisure space, the multi-story car park and hotel, and the majority of the public spaces. A third commercial plot is also being brought forward, totalling 220,000 sq ft, which will complete in April 2022.



What's On Offer?

Situated in the city centre and 20 minutes from Manchester Airport.

2.4million sq ft of new homes, offices, shops, restaurants.

250,000 sq ft of beautifully designed public space.

Flexible, sustainable and collaborative office space.

A vibrant offering of retail and leisure spaces.

Investment Opportunities

Inward investment opportunities on a large letting basis for future plots of Circle Square, or invest directly in some of the high growth companies located in the neighbourhood.



OXFORD ROAD CORRIDOR ENTERPRISE ZONE

Located in the heart of the 243 hectare Oxford Road Corridor, the Enterprise Zone includes a highly-connected, cohesive cluster of science and technology businesses, academics, clinicians and world leading health institutions.

Type
Mixed-use.

About the Development

The Corridor Manchester Enterprise Zone comprises two sites: The Citylabs campus within Manchester University NHS Foundation Trust (MFT) and Manchester Science Park; both operated by Manchester Science Partnerships (MSP). Businesses moving into the enterprise zone could benefit from up to £55,000 rates relief per annum*, access to business support services and investment in broadband infrastructure.

Manchester Science Park and Citylabs host a unique community of scientists, innovators and entrepreneurs. MSP supports the acceleration of business growth through access to specialist finance, talent, markets and networks. As MSP is the UK's leading science and technology park operator, Manchester Science Park and Citylabs offer specialist incubation centers, bespoke build laboratories and international centres of R&D excellence. The two campuses are home to over 150 high growth businesses and over 2,000 employees.

Key assets include:

- A tech accelerator programme in partnership with Cisco.
- Mi-IDEA, a tech incubator home to over 20 data analytics and tech innovation startups which will create over 2,000 local jobs.
- A MedTech Incubator in partnership with MFT, Manchester Metropolitan University and TRUSTECH.
- An engineering accelerator in partnership with Wayra and GCHQ.
- An upcoming world leading genomics campus partnered with QIAGEN.

Manchester Science Park is undergoing a masterplan expansion to grow to 1m sq ft within the next 10 years, and Citylabs is undergoing a £60m to create a global genomics, precision medicine and translational medicine campus for both Manchester and the UK.

*rates for a maximum of 5 years and to be included within state aid computations

What's On Offer?

Manchester Science Park: 65,000 sq m of new commercial floorspace.

Manchester Science Park: a significant quantum of undeveloped land.

Citylabs: 3,300 sq m of redeveloped floorspace.

Investment Opportunities

To partner MSP on a forward fund or joint venture basis for the delivery of commercial opportunities or to invest directly in some of the high growth companies located within the Enterprise Zone.

To partner with MFT and its pipeline of intellectual property assets and other development opportunities. MFT offers investors unique opportunities to invest, co-invest or partner in the development of well-validated clinical and healthcare solutions to address UK and global markets.



CORRIDOR
MANCHESTER

ENTERPRISE
ZONE

If you have any further enquiries, please contact: invest@manchesterchinfoorum.com

LOGISTICS NORTH

Logistics North is one of the biggest developments of its type being brought forward in the North of England, offering the best 'Design and Build' opportunities available for manufacturing or distribution dependent businesses. The 100 hectare employment scheme will deliver nearly 400,000 sq m (over 4 million sq ft) of bespoke buildings, ranging in size from 20,000 sq ft to 1 million sq ft.

Type
Industrial.

Sectors
Logistics, distribution, manufacturing.

About the Development

A strategic regional distribution site at the centre of the North West's motorway network, with easy access to the rest of the UK. The site is adjacent to a new 240 hectare country park, providing businesses and their employees with an outstanding working environment. The scheme is fully supported by Manchester's metropolitan councils.

With over 3m sq ft of development now complete, current occupiers on site include Aldi, Lidl, Amazon, MBDA and Whistl. The Multiply Logistics North scheme, a joint venture between Harworth Group and the Lancashire County Pension Fund, has also seen the development of ten bespoke industrial units ranging in size from 20,434 to 149,198 sq ft. The final phase of Multiply, comprising a 131,341 sq ft unit will be on site in 2019. Industrial units are available to lease at Multiply, in addition to 5-acres of development space across the wider Logistics North development.

Aldi signed as the scheme's anchor occupier in 2013, with two further occupiers (Joy Global and MBDA) on site developing their new buildings.

What's On Offer?

100 hectares.

Leasehold and freehold
bespoke design and build.

Offices from 460 sq m.

Hotel and roadside
opportunities also available.

550 acre country park
underway.



MANCHESTER WATERS

Manchester Waters presents a unique opportunity to deliver an iconic and sustainable mixed-use destination on a major strategic brownfield regeneration site.

The development will also deliver retail facilities to enhance amenities for new and existing communities. It will deliver a new destination hotel that will become an icon of the development.

Type

Mixed-use, hotel, office, retail, commercial and residential.

Sectors

Digital, creative and media, energy and environment, logistics, retail and leisure.

About the development

Pomona Island is proposing a new high quality waterside residential community and has the potential to deliver up to 2,500 dwellings, comprising a mix of types and tenures. The redevelopment of Pomona Island will also offer commercial and retail/leisure space as future phases of the site are developed.

Cornbrook Hub is adjacent to the Cornbrook Metrolink station. This station is a key interchange within the city, provides direct access to Manchester Airport, Manchester City Centre and MediaCityUK, as well connections to the regional and national rail network. It is also in close proximity to Old Trafford, the home of Manchester United Football Club.

Cornbrook allows investors to become part of a new business and leisure destination. Located close to the Pomona waterfront, the development will comprise a prestigious 18 storey hotel, new residential dwellings and a retail offer complemented by a new business hub, positioning itself as one of the most important new commercial office opportunities in Manchester.



What's On Offer?

Potential to deliver up to 2,500 new homes to meet the future needs of Manchester, Trafford and Greater Manchester; alongside more than 24,000 sq m of new commercial floor space.

A 266 bedroom "landmark" 18 storey hotel offering unrivalled views of Manchester city centre, Old Trafford and MediaCityUK.

A 5,300 sq ft ground floor retail space, 200,000 sq ft commercial and business hub incorporating 'high tech' office suites, national headquarter opportunities, with 350 dedicated car parking spaces.

Investment Opportunities

Phases 1 and 2 of the Manchester Waters development have now sold out, but there are investment opportunities still available for Phase 3. Phase 3 of the development includes studio, 1, 2 and 3 bedroom units, all of which would make excellent buy to let investment opportunities.



MAYFIELD

Mayfield will be an imaginative, commercially-led environment with over 13 acres of public realm including a 6.5-acre privately-managed public park. Right by Piccadilly station, the scheme provides highly progressive and impactful new infrastructure at Manchester city centre's south-east gateway.

Manchester City Council (MCC), Transport for Greater Manchester (TfGM), LCR and regeneration experts U+i, formed the Mayfield Partnership which is now delivering the breathtaking ambitions for this 30-acre site.

Sectors

Mixed-use.

About the development

The scheme will turn a brownfield site into a 2.7m sq ft vibrant mix of office, hotel, retail and leisure spaces. The future sustainability of the site is ensured by utilising world-leading digital, health and social strategies.

Over 1,350 residents will live centered around the beautiful River Medlock, in both family homes, smaller houses and apartments.

The site benefits from exceptional connectivity. Mayfield is immediately adjacent to the existing Metrolink system providing an extensive tram network across the city and Mancunian Way which connects the M60 ring road directly through the centre of Manchester. Manchester International Airport, servicing more destinations than any other UK airport, is only a 13-minutes shuttle ride away.

Piccadilly Station, directly opposite, saw 28m passengers in the year 2017/18 and is the fourth busiest station in the UK outside London hosting six train operating companies. Proposed transport expansion schemes including the Northern Powerhouse Rail and the HS2 extension, providing 15,000 seats an hour between London and Manchester, will ensure the area directly around Piccadilly and the airport are major centres for economic growth.

The partnership also seeks to deliver a 10,000-capacity cultural space managed by the well-respected Broadwick Live. Launching this summer, it is set to put Mayfield firmly on the international map.



What's On Offer?

2.3m sq ft (GIA) Grade A office space

Up to 1,350 new homes

350 hotel bedrooms

Manchester's first public park for over 100 years

Retail, leisure, hospitality and car parking

Early investment opportunities

To forward fund and own:

- Grade A office space
- 500+ space multi-storey car park

Future phases will present further investment opportunities
mayfieldmanchester.co.uk



MANCHESTER
CITY COUNCIL



Transport for
Greater Manchester

LCR

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MEDIACITYUK

The largest purpose-built creative and digital hub in Europe is a joint venture between Peel Land and Property Group and Legal & General Capital.

MediaCityUK is a unique business location for a broad spectrum of media, digital and technology companies, whether in the creative and digital fields or those utilising digital and technology applications within their core operations.

Type

Mixed commercial, digital facilities and studios, retail and residential.

Sectors

Media, digital & creative, leisure & retail, and internet of things.

About the development

MediaCityUK is a £700m development which is the home to core departments of the BBC, together with ITV, dock10 TV studios and more than 200 other commercial enterprises – predominantly in cutting-edge media, digital and technology sectors. Talent growth is delivered in partnership with a range of education and training providers, led by the University of Salford, a Future Skills Academy and a new University Technical College.

MediaCityUK has huge growth potential over the coming decades, driven by the shared vision of Peel and Legal & General Capital.

What's On Offer?

Initial 15 hectares with a further 7 hectares available for development

Built space:

- 91,000 sq m offices
- 3,200 sq m retail
- 23,000 sq m studios
- 2,200 sq m leisure
- Hotel and residential

Future potential:

- 28,000 sq m offices
- 1,700 sq m retail
- 7,500 sq m leisure
- 1,800 apartments
- Additional land for development over 80 hectares

Investment Opportunities

To partner with MediaCityUK in delivering one or more residential buildings for the private rental sector.

To partner MediaCityUK in delivering private for sale residential buildings.



MediaCityUK
Manchester

TRAFFORD WATERS

This prestigious strategic development site is located adjacent to into Trafford Centre close to Junction 10 of the M60 motorway within TraffordCity, home to a number of other major leisure facilities including Beyond Ski Dome, David Lloyd Racquets Centre, DW Sports Gym, Fives Soccerdome, Airkix (Skydiving) and Trafford Golf Centre.

Type

Mixed use commercial, residential and retail.

Sectors

Services, digital, creative and media, banking, energy & environment, retail and leisure.

About the Development

Planning permission has recently been granted for the delivery of 3,000 residential units, 700,000 sq ft of offices together with amenity retail, a school and two hotels. TraffordCity welcomes 41 million visitors per year and further leisure developments are planned for the area.

Peel Land and Property, the landowner, is currently preparing detailed plans for the first few phases of residential development that will also include the installation of the main infrastructure.

What's On Offer?

Potential to deliver 3,000 new homes, a new headquarters base, hotels and retail space.

A two-form entry school is also to be delivered on the site.

Investment Opportunities

The Trafford Waters scheme represents an investment of around £1 billion. The project team already includes IBI Group for master-planning and heritage, Gillespies for landscape architecture, and BWB Consulting for environmental assessment, amongst many other specialist partners.



If you have any further enquiries, please contact: invest@manchesterchinaforum.com

ID MANCHESTER

The pioneering ID Manchester community will transform central Manchester. It will allow global firms and dynamic start-ups to thrive in a connected enterprise and innovation ecosystem.

Professor Dame Nancy Rothwell, President and Vice-Chancellor of The University of Manchester, said: "We are looking for the very best joint-venture partner to work with us to develop this prime site which will generate thousands of new jobs and will enhance the reputation of the University and the city as the place where the world's most valuable ideas are transformed into reality."

Type

Mixed-use development to meet growing demands for commercial, residential and retail.

Sectors

Commercial, residential, retail and leisure.

About the Development

In February 2019 The University of Manchester began pre-market engagement to find an investor and development partner to deliver a new £1.5 billion Innovation District in Manchester City Centre to be called ID Manchester.

ID Manchester is a mixed-use development opportunity in the centre of a city seeing major growth in demand for workspace, residential space and hotels. It is located adjacent to Piccadilly Rail Station and the University campus, and forms part of the Oxford Road Corridor.

The site benefits from existing green space and a unique character, set by the Grade II listed Sackville Street Building, which offers a fascinating opportunity for re-purposing.

Retail options within a mile radius of the development range from high street brands at the Arndale Centre to designer boutiques at The Shambles, King Street and Spinningfields.



What's On Offer?

ID Manchester represents the largest remaining development opportunity in the Corridor and totals c.26 acres (10.5 hectares).

A partner required to develop c.16.4 acres (6.64 hectares).

Investment Opportunities

The University of Manchester is looking for an investment and development partner. The partner will need the scale and ambition to make ID Manchester a local and global success. The partnership will involve the creation of a corporate joint venture in which the University and the partner have a vested interest in the long-term success of ID Manchester.



SALFORD CRESCENT AND UNIVERSITY DISTRICT MASTERPLAN

Type

Mixed use, education and research.

About the Development

Salford Crescent, which includes the University of Salford, is on course to become a major new city district over the next ten years. The Salford Crescent and University District Masterplan is the largest development opportunity available in Greater Manchester and its central location as part of the expanding Manchester conurbation has obvious and far-reaching appeal.

This is a unique project in the UK, with the opportunity to create and connect a modern residential neighbourhood and leverage the global research strengths of the University of Salford across Industry 4.0, health innovation, digital and smart cities. It will create a knowledge, tech and cultural footprint that will further attract global investment in commercial spin-outs to accelerate Salford's already growing GDP.

The Masterplan Vision aims to transform this area of Salford into a vibrant new city district by creating:

- A place of discovery and inspiration;
- A place to learn, research and collaborate;
- An environment where industry and academia come together;
- A place to meet the neighbours and make a home;
- A place where you can walk, cycle, rest and play;
- A place surrounded by art, culture and heritage.

With established parkland and heritage assets (including the UK's first unconditionally free public library, now Salford Museum and Art Gallery), there is an unprecedented scale and depth of place-making and cultural ambition in Salford that define this area and provide the drivers for long-term growth.

What's On Offer?

The Masterplan area has potential to provide:

- Over 3,000 new homes
- Over 1m.sqft of new commercial / innovation floor space
- Over 1m.sqft of new educational floor space
- New student residential accommodation
- New entertainment / retail / food & beverage / leisure floorspace
- New hotel
- 3 Multi Storey Car Parks (x 2)
- Significant levels of new infrastructure – including bridges, walking and cycling connections

Investment Opportunities

To work with the appointed Masterplan Private Sector Partner (the procurement process commenced in June 2019, with a view to a partner being appointed by the end of 2019) under a variety of potential scenarios.



University of
Salford
MANCHESTER

Salford City Council