

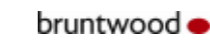
THE MANCHESTER INVESTMENT PORTFOLIO

曼彻斯特 投资组合



Manchester – China Forum is delighted to be able to present this document detailing the tremendous array of investment opportunities in Greater Manchester.

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 and Deloitte for their kind support and advice with the production of the Investment Portfolio.



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

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**OPEN FOR
INNOVATION**

UNIVERSITY OF MANCHESTER

OXFORD RD



WELCOME TO THE MANCHESTER INVESTMENT PORTFOLIO – YOUR DEFINITIVE GUIDE TO INVESTING IN GREATER MANCHESTER.

FOREWORD



Charlie Cornish
Chairman
Manchester China Forum
and Chief Executive
Manchester Airports Group

magworld.co.uk

It gives me great pleasure to introduce the Manchester Investment Portfolio.

We believe passionately that Manchester offers a wealth of opportunities to Chinese companies. Links are already strong and last year we entered into a joint venture partnership with BCEG to deliver Manchester Airports Group's £800 million Airport City development project. However, this is just the beginning, and through our strong and established links with China, we believe there is great potential for further collaboration.

With the Forum's board representing a growing number of Manchester's leading businesses, as well as BCEG, we will continue to work to strengthen economic links and develop further long-term sustainable relationships between Manchester and China.



Rhys Whalley
Executive Director
Manchester China Forum

Manchesterchinaforum.com
[@GM_China_Forum](https://twitter.com/GM_China_Forum)
Weibo @曼彻斯特中国论坛MCF

This guide presents information on the UK's fastest growing region outside London, a city that has cemented its place on the global stage as a leading European business location.

It outlines major development opportunities, including those in the planning stages and investment ready opportunities, as well as detailing our world-class talent, and internationally renowned industry strengths.

Manchester is a city of opportunity; its central location means it's well connected, not only to London and the rest of the UK, but to the rest of the world. Manchester Airport is the largest regional airport in the UK offering direct flights to over 200 destinations worldwide including China, which is more than any other UK airport.

Manchester is a city of collaborations too, with academic institutions working with the city's public authorities and leading businesses to drive forward a powerhouse economy. This has led to a great environment to deliver innovation, something which can be seen throughout the city's history, from splitting the atom, to the recent isolation of Graphene.

Manchester boasts a long relationship with China with trading relations spanning back more than 150 years, and enjoys one of the earliest formed civic links with Wuhan which was established in 1986. This relationship continues to evolve and strengthen.

Manchester has further demonstrated its vision and commitment to China by forming the Manchester China Forum. This is a business-led initiative with the goal of increasing sustainable commercial connectivity with China, and strengthening business relationships between Manchester and China.

We look forward to welcoming you to Manchester.

WHY MANCHESTER?



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
35,000 new graduates a year.

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, and was voted most popular provincial city last year.

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 Great Britain, it has the largest regional financial and professional services sector in the UK, the 2nd largest creative digital and media sector in Europe 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 the city is set to become one of the world's top 20 digital cities by 2020.

A talented city

Manchester is home to four universities with over 100,000 students. Many of these students stay in Manchester to work 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 and 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 also centrally located in the UK, meaning that 60% of all UK consumers live within a two hour drive of Manchester. The city also has the largest commuter area of any conurbation in the UK outside of London, with a workforce of 7.2 million people living within 50 miles of the city centre. Manchester has also invested £1.5 billion into its tram network, which will have tripled in size by 2016.

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 in the city.

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.

7.2M WORKFORCE WITHIN COMMUTING DISTANCE OF THE CITY CENTRE 

200 MANCHESTER AIRPORT SERVES MORE DESTINATIONS THAN LONDON HEATHROW 

100,000 UNIVERSITY STUDENTS IN MANCHESTER 

40% CHEAPER TO RUN BUSINESSES THAN IN LONDON 

60% OF UK'S BUSINESS BASE ACCESSIBLE FROM MANCHESTER 

MANCHESTER

A city with a rich history of innovation that has produced 25 nobel laureats. 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.

1761

The Bridgewater Canal opens, the first totally artificial waterway independent of natural rivers.

1783

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

1803

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



1830

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

1853

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



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

1844

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

1850



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

1894

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

1904

1888

The first professional football league is established.



1908

The first British plane was designed and flown by Mancunian A V Roe.



1917

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



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

1948

2006

Beetham Tower completed, the largest building in the UK outside of London.

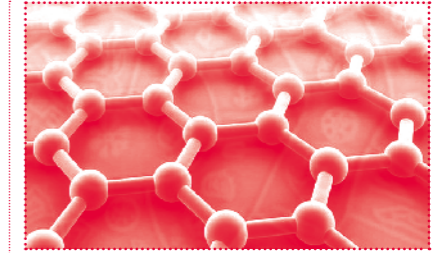


1998

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

2012

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



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

2010

2007

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

2014

Manchester wins premier league title for 4th year in a row.

“WHAT MANCHESTER DOES TODAY – THE WORLD DOES TOMORROW.”

Benjamin Disraeli,
Former British Prime Minister

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

“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.”

Sir Howard Bernstein,
Chief Executive of Manchester
City Council



Manchester Town Hall

Joining the Manchester-China Forum is free of charge. If you are interested in joining or finding out more, please contact Justine Royle at:

justine.royle@manchesterchinaforum.com

COMMITTED TO CHINA

In recent years there has been significant investment into Manchester from China, and there are now 39 Chinese-owned companies operating across Manchester.

These include the Bank of China, Beijing Construction Engineering Group (BCEG), Chint, Huawei Technologies and the state-owned Chongqing Machinery & Electric Co.(CQME)/Precision Technologies Group.

BCEG recently 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.”



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



Lord Nat Wei and Chairman Dai BCEG

MANCHESTER CHINA FORUM



Manchester has long recognised the importance of China and has prioritised developing new links by establishing the Manchester-China Forum. This is a unique approach taken to further develop our UK-China relations and is fully supported by the Chancellor of the Exchequer, the Right Honourable George Osborne MP.

The Forum was launched by the UK’s finance minister in April 2013, in Manchester, London and Beijing, receiving acclaim as a highly innovative and now successful initiative.

The Forum is directed by a Board chaired by Charlie Cornish, chief executive of Manchester Airports Group, and led by executive director, Rhys Whalley, and non executive director, Lord Wei of Shoreditch, an influential advisor to the UK Government and the highest ranking Parliamentarian of Asian origin in Europe.

Board members include chief officers of the region’s largest and most influential companies such as Deloitte, Manchester City Football Club and BCEG, plus key public officials. China has been identified as a strategic priority for Manchester, with a strong potential for growth in trade, inward investment, tourism and education. The Forum leverages local and national assets in order to develop these areas.

The Forum’s key 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. In order to achieve these objectives, the Forum works closely with a number of key partners including Manchester’s universities, and those cities in China with which we have already established excellent working relationships, such as Wuhan, which sistered with Manchester in 1986.

In achieving these objectives the Forum aims to:

- Support the growth of Manchester’s exports to China
- Increase in-bound investment into Manchester from Chinese companies
- Grow inward tourism from Chinese visitors
- Increase Chinese student numbers and retention in Greater Manchester’s universities
- Secure direct air routes between Manchester and China

CHINESE COMMUNITY



Manchester's Chinatown, Photo ©Dave Leeming

Key assets

Population

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

Students

There has been a **45%** increase in the number of Chinese students studying in Manchester over the last five years.

Activities

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

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 Manchester.



Manchester's Chinese New Year Festival

As well as the Consulate General, and the services provided by Manchester agencies and their partners such as UKTI and the China Britain Business Council, many other groups, associations and services have developed to provide support specific to the Chinese business community.

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 ten 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 is the lead for organisation of key events in the Chinese calendar 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.

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 which has helped hundreds of businesses to locate 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 which have moved to the region.

MIDAS has a reputation for understanding diverse business needs and helping to remove any barriers to companies looking to expand or relocate into Manchester.

Funding from Greater Manchester's local authorities means all the services are free.

MIDAS can help any company considering Manchester as a location for a new facility or expansion project, with services that will save time, money and effort. It can also support projects with expert knowledge and local intelligence, helping to make for a faster, more successful move.

Services include:

- Research support
- Relocation support
- Property solutions
- Networking opportunities
- Recruitment

China-Britain Business Council (CBBC)

www.cbcc.org



CBBC helps UK companies grow and develop their business in China. It has ten UK offices, including one in Manchester, and 13 offices at key locations across China. A partner of UK Trade & Investment (UKTI), the Council also delivers their business-to-business services in China. The Council delivers a range of practical services, including: advice and consultancy, market research, event management, an overseas market introduction service, trade missions and exhibitions, and setting up rep offices.

United Kingdom Trade and Investment (UKTI)

www.ukti.gov.uk



UKTI works to encourage overseas companies to look to the UK as their global partner of choice. It has a co-ordination role across government to establish a more systematic approach to relationships with companies which are the most economically significant investors and exporters.

Greater Manchester Chamber of Commerce

www.gmchamber.co.uk



A financial and professional sector not-for-profit members organisation, with over 320 member firms and more than 5,000 individual members. The organisation is based on knowledge sharing between members and expert speakers and runs regular events and activities including development projects, business master-classes and an annual business conference. It also provides support to small and medium sized enterprises through the SME club and runs its own apprenticeship programme.

HELLO Manchester

www.investinmanchester.com/hello-manchester

HELLO Manchester is a scheme that offers overseas investors 12 months rent free in fully serviced accommodation in key locations across the city. The rent free period applies to one free desk per investing company and comes with the full package of free business support from MIDAS.

The Business Growth Hub

www.businessgrowthhub.com



The Hub helps ambitious business people to realise their growth potential by offering access to a range of practical services, from assessing growth options to unlocking finance or accessing experienced business mentors.

Accountable to the Greater Manchester Local Enterprise Partnership, the Business Growth Hub's challenge is to ensure that companies across Greater Manchester reach their full potential and are able to access the right support and services to meet their needs.

Corridor Growth Fund

www.corridormanchester.com

The Corridor is an area on the edge of the city centre famed for its science related facilities, and the knowledge economy. It is home to two of the UK's leading universities The University of Manchester, and Manchester Metropolitan University. This fund is available to businesses operating in the area and offers grants of up to £175,000 for R&D, especially those programmes which also create jobs.

Pro.manchester

www.pro-manchester.co.uk



Pro Manchester brings together industry experts and like minded members to host events which inform, educate and engage helping to build businesses, add like minded contacts and enhance the skill sets of key people in organisations across the city.

GM Fund

Greater Manchester (GM) has created a revolutionary new way of investing in its future. The local authorities that make up the GM region 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.

VIBRANT CITY



Piccadilly Gardens

Manchester is one of Europe's most exciting cities, with superb entertainment, great shopping, excellent bars, restaurants and world-class sport.



Castlefield

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 Chinese cuisine.

Fine dining is available at Aumbry, The French and Manchester House in Spinningfields, while celebrity chefs Jamie Oliver and James Martin both have restaurants in the city.

Shopping

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

Culture

Manchester has a rich and diverse cultural scene, with a calendar of festivals and events including the biennial Manchester International Festival, with original, premiere performances across all the arts. There are a number of world-class museums and galleries too, including the Museum of Science and Industry, Manchester Art Gallery and the National Football Museum.

Theatre-goers have a wide choice, with West End and Broadway productions, musicals, ballet and everything from Shakespeare to plays by new local writers being performed at theatres across the city.

Manchester's music scene is world famous. The city is home to greats such as the Bee Gees, The Smiths, Oasis, Take That and many more. There is a variety of live music venues, from the small and intimate to

the Phones4U Arena, which hosts big name international artists. The Bridgewater Hall, home to the Hallé Orchestra and the BBC Philharmonic, is the venue of choice for classical and jazz fans.

Nightlife

Manchester's nightlife is legendary, whether you're looking for a traditional British pub, cocktail bar or nightclub. There are also a number of casinos in the city centre including the Las Vegas style Manchester235 and the Grosvenor, in the heart of Chinatown.

Sport

Manchester has always been synonymous with sport, particularly after successfully 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.

What's new?

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

Whitworth Art Gallery (Autumn 2014)

Opened in 1889, The UK's first gallery in a park has undergone a £12 million redevelopment and is home to over 55,000 items.

Hotel Football (October 2014)

The hotel, located by Old Trafford and owned by Manchester United legends Gary Neville and Ryan Giggs, is a must for football fans.

Hotel Future (2015)

The world's first luxury hotel and national hospitality training centre will open in the region.

Other world-class sporting facilities include Emirates Old Trafford, the Aquatics Centre and National Cycling Centre, indoor skiing at the Chill Factor and a host of golf courses.

The Gateway

The city is surrounded by stunning countryside and four national parks are all within an hour's drive. Manchester is the perfect base to explore the North of England, with the vibrant city of Liverpool, historic Chester and the traditional seaside towns of Southport and Blackpool plus the Peak District and Wales all within easy reach.

SUSTAINABLE CITY



Manchester's Metrolink trams

Investing in our infrastructure

Metrolink, Manchester's iconic, environmentally-friendly tram network, opened in 1992 and now connects Manchester city centre with suburbs to the north and south of the city, and soon to Manchester Airport. Transport for Greater Manchester (TfGM) continually invests in the tram network and is currently working on an ambitious £1.5 billion expansion and enhancement programme. This includes a second Metrolink line across Manchester City Centre. Once complete in 2016 Manchester will have the largest tram network in the UK.

Wider transport plans include the Government's proposed high speed railway project, High Speed Two (HS2). This £40 billion, 565 km inter-city infrastructure improvement programme will upgrade the existing railway network to increase both speed and capacity. HS2 will connect Manchester, London, Birmingham, Sheffield and Leeds. HS2 will reduce travel time between London and Manchester to just 68 minutes. In addition, the £600m Northern Hub rail development will improve connectivity between the cities and towns of the North and stimulate a further £4.2bn of economic benefits.

Sustainability has been at the core of many recent projects in the city, from brand new developments such as the award-winning NOMA, to the refurbishments of the Central Reference library and key council offices.

All four universities in Greater Manchester are currently engaged in projects designed to find sustainable solutions to urban issues, many with an international element.

Manchester has been selected as one of 15 European cities to collaborate with China on smart city development.

The agenda for sustainable cities is a key specialism at the University of Salford and researchers in the University's unique Energy Hub are working on issues around energy use behaviours, energy demand reduction and the generation of clean and renewable energy sources.

The Centre for Sustainable Urban and Regional Futures (SURF) is also based at the University and focuses on a range of interrelated themes around the concept of 'sustainable cities'. A long-term initiative is the Urban Retrofit 2050 Project, which looks at the challenges faced by urban policymakers when it comes to developing more sustainable ways of generating and using energy and resources, and then incorporating them into the existing built environment, and the lives of the people who live within it.

EcoCities is an initiative led by the University of Manchester and funded by a private sector developer. It draws on the expertise of the Manchester Architecture Research Centre (MARC) and Centre for Urban Regional Ecology (CURE) and provides a focus on the urban impacts of global climate change. The project will contribute to the development of the next generation of sustainability researchers and policy makers, and inform international debates on sustainable cities.

At Manchester Metropolitan University (MMU), Future Cities is an emerging priority research theme which focuses on the issues of urbanisation, population, growth, an ageing population, and resource and environmental pressures.

MMU is already exploring opportunities to collaborate with Chinese partners and the Faculty of Business and Law is working with the Guangdong Academy of Social Sciences (GDASS), the second largest social science institute in China, to help cut carbon emissions in the province.

At the University of Bolton, academics are carrying out research into renewable energy generation, and the University also has a research group investigating issues including regeneration and sustainable communities, plus advanced materials that can be used in sustainable buildings.



Manchester Metropolitan - The UK's greenest University.

MODERN MANCHESTER

Manchester was the world's first industrial city and the birthplace of the industrial revolution. Now, over 200 years on, Manchester is reshaping itself. Digital, well-connected and innovative, the city is at the forefront of a raft of new, 21st century industries creating the services and the products that modern cities need.

Partnerships are an important part of modern Manchester and many organisations have worked together to create a shared vision for the city. The Council, the universities, bodies such as MIDAS, and the business community all understand that shaping a city requires strong links between the public and private sector.

Over the last 20 years, the city has invested heavily in its infrastructure. The shape and structure of the city has changed to meet new ways of living and working and there has been huge investment in regenerating areas of the city centre such as Ancoats and Castlefield.

The city's skyline is now dotted with modern buildings with designs which are both ground-breaking and sustainable, while its transport infrastructure has been transformed with the successful and expanding Metrolink tram network.

New partnerships are also delivering innovative solutions to the city's energy needs, including a district heating system for the city centre and new geothermal power.

The city excels at digital technologies, with a flourishing and creative digital sector, backed-up by high speed broadband connectivity. Add in its Science Parks, and ground-breaking developments such as MediaCityUK and The Sharp Project, and Manchester is well on its way to achieving its ambition of becoming a truly Smart City. This, coupled with its heritage in advanced manufacturing and innovation in advanced materials makes Manchester the ideal business location.

Manchester's people are ambitious, too. The city has always celebrated its human, intellectual and cultural capital and today it is one of the few places in the UK that attracts and retains a growing graduate workforce.

They stay here because Manchester is a vibrant city, with a strong and successful economic base, where established blue chip companies work alongside new start-ups.



OPEN FOR BUSINESS



Manchester's strengths

Advanced Manufacturing

Global players such as P&G, Unilever, Thales, Hitachi and Kellogg's have all chosen Manchester, creating a sector worth £2.4 billion a year.

Creative and Digital Media Manchester has long been a creative hub, but recent developments such as MediaCityUK, have seen this sector grow rapidly.

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.

ICT

Another boom sector, supported by more than 3,500 new computing graduates within the city each year. It also offers possibilities to collaborate with global broadcasters and content creators.

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

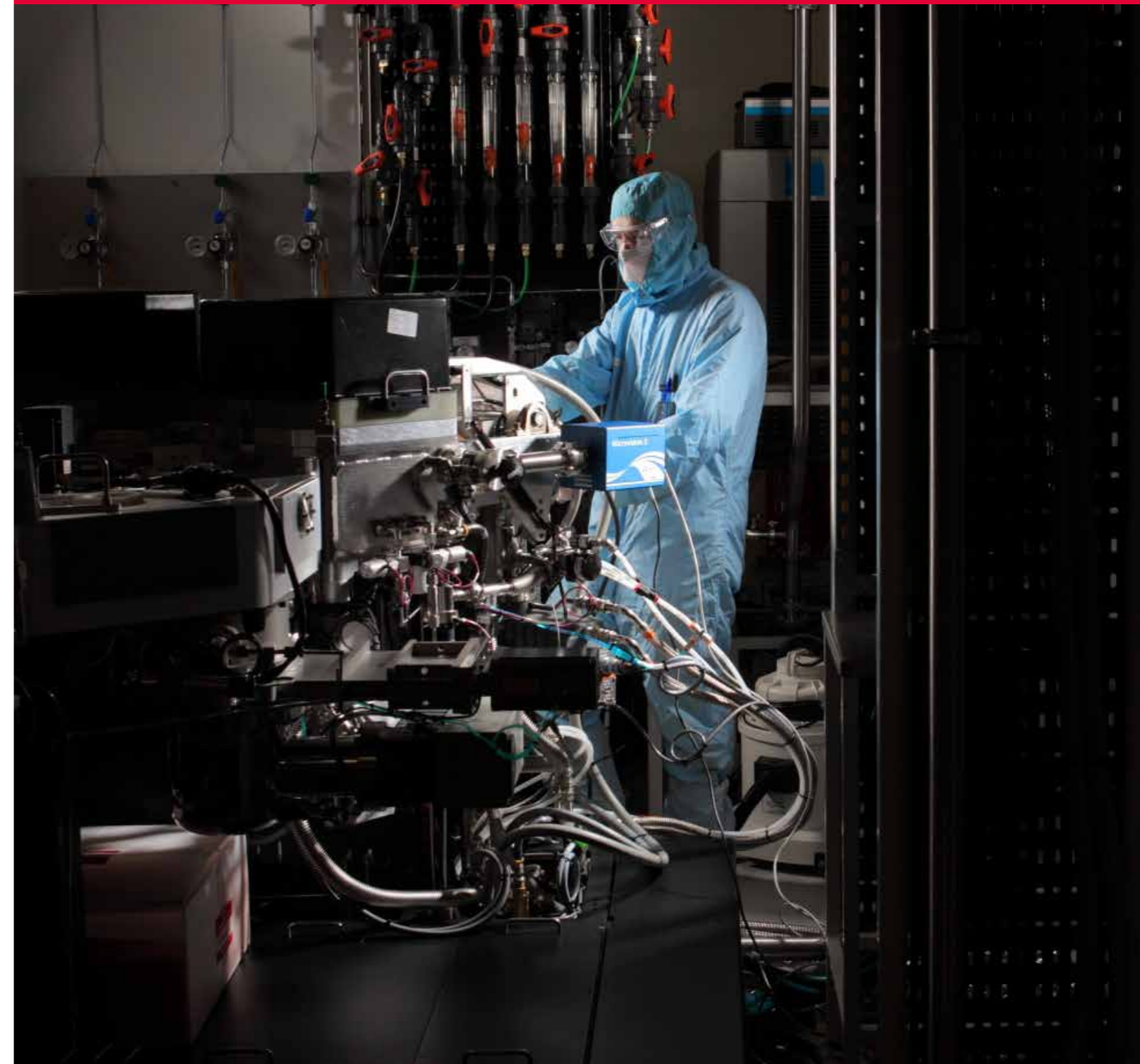
Manchester is home to major international banking, accountancy, and legal firms, as well as hundreds of specialist consultancies. The city also supports many design and architecture companies who, along with a highly-active public sector, have managed the largest and most successful long-term regeneration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

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 drive innovation in this field, and as such are supported by a number of research and collaboration initiatives throughout the city.



Key assets

Airport City

Excellent national and international connections through the UK's largest regional airport, as well as high quality accommodation.

Trafford Park

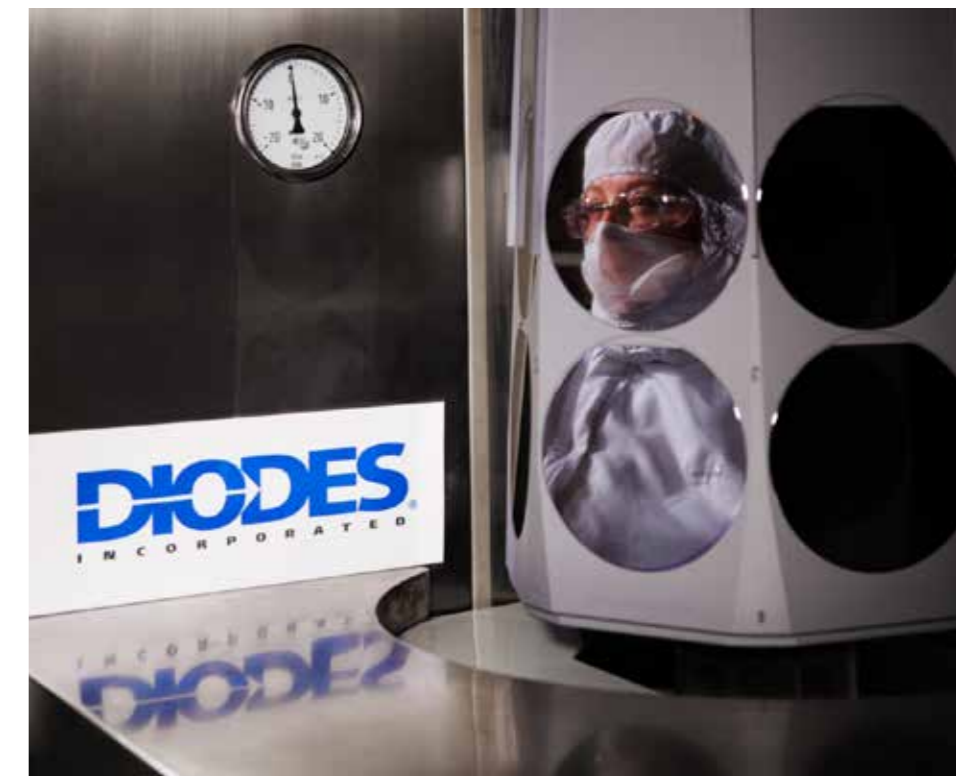
The largest industrial park in Western Europe, home to Kellogg's, Kratos, Cargill and P&G, among others.

Universities

Excellent R&D opportunities including The University of Manchester's National Graphene Institute, Manchester Metropolitan University's Dalton Research Institute, 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.



1904

THE YEAR THAT ROLLS MET ROYCE IN MANCHESTER

100,000

MANUFACTURING WORKERS IN MANCHESTER

£61M

INVESTED IN THE NATIONAL GRAPHENE INSTITUTE IN MANCHESTER

Manchester's engineering and manufacturing expertise is well known, and is a huge bonus for companies looking to invest or relocate to the city. Manchester is home to many world class companies, operating in a diverse range of sectors including aerospace, automotive, chemicals and advanced/2D materials.

Manchester's central location means that it is at the heart of the advanced manufacturing supply chain. Businesses located in Manchester can access the North West of England's 60,000 aerospace workers and 450 automotive companies.

The Advanced Manufacturing sector is particularly strong, with companies such as Siemens, Hitachi, NXP, Thales, Ferranti Technology, 2-D Tech and Nanoco Technologies established here. This has helped to produce a highly experienced local talent pool which is regularly boosted by graduates from Manchester's four universities.

There is also a strong tradition of research and development collaboration between industry and the Universities, leading to high levels of research and a host of successful spin out companies.

The region's successful Advanced Manufacturing sector supports a range of important sub sectors, many linking into supply chains serving industries across the UK.

Advanced flexible materials

The region has a proud heritage of working with textiles and now these skills are being used to help develop a new generation of advanced materials. For instance, companies such as Smartlife Technology and Lantor have developed innovative materials that are being used to revolutionise medical and sports technology.

Over 450 companies are also involved in the technical textile supply chain, employing 24,000 people contributing £2.56 billion to the regional economy. They specialise in a variety of markets from advanced flexible materials to the manufacture of fibre glass for the aerospace industry.

Composites

The global composite materials industry is growing at a rate of more than 10% a year, with the UK predicted to enjoy faster growing demand for both carbon fibre and glass fibre composites than both the USA and Europe.

There are a number of companies in Manchester specialising in composites including Tygavac, part of the Airtech Advanced Materials Group, who manufacturer pre-preg composites materials for the automotive and aerospace industry.

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 60,000 people work in the aerospace industry for companies such as BAE Systems, Airbus and TRW-Lucas, which contribute £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 and General Motors/Vauxhall. With an annual turnover of £9 billion, the sector accounts for 12% of total UK automotive sales. In total it is made up of over 450 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 design, engineering and production consultancies.

Chemicals

Forecasts suggest that the UK chemical industry will grow by over 16% between 2012 and 2016. The North West, with its long tradition of chemical manufacturing, is in an excellent position to take advantage of this.

It remains the largest regional centre for chemical manufacturing in the UK, with over 800 organisations employing 51,000 highly skilled people. Manufacturing activities include pharmaceutical, intermediate chemical products, paints and surfactants, with North West firms also spending an estimated £600 million a year on R&D.

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' £61 million is being invested in the National Graphene Institute, which will open in Spring 2015.

The Institute, which is being built at the heart of The University of Manchester's campus, will be 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.

Bluestone Global Tech (BGT) is one of the key players in the emerging Graphene market, with laboratories in New York and Taiwan. It already mass produces high-quality 2D materials for graphene-enhanced applications, such as advanced displays, flexible electronics, energy storage materials and cosmetics. The company currently has a pre-production facility and offices at The University and is now working on plans for a larger European headquarters and a pilot production plant in Manchester.

Dr. Chung Ping Lai, chief executive officer for BGT, says: "The link with The University of Manchester and the National Graphene Institute is integral to our strategy of working with our customers to bring products and processes from the lab to the workplace. With our long term commitment and cooperation with The University of Manchester, BGT will have access to a critical mass of world-class research talent, facilities and resources and we are very excited to be located at the home of graphene."

Manchester centres of excellence and innovation

Institute for Materials Research and Innovation - University of Bolton

Internationally famous for its expertise in applied materials science and engineering applications, the Institute has led the way in developing new smart and multifunctional materials and particles. These are being used to add new properties to materials such as new fibres for wound dressing in the biomedical sector.

The Northwest Composites Centre – University of Manchester

The Centre has pioneered the use of high strength, lightweight composites in sectors such as aerospace, and scientists are currently developing new, more economical ways of making composites which will be suitable for a growing number of applications and industries.

BP (British Petroleum) International Centre for Advanced Materials

BP are investing \$100 million over the next ten years to develop their new International Centre for Advanced Materials at the University of Manchester. The University was chosen ahead of some of the world's other leading universities and will now become a hub of collaboration between BP and some of the world's leading Advanced Materials scientists.



**MANCHESTER IS HOME
TO THE SECOND LARGEST
CREATIVE AND DIGITAL
CLUSTER IN EUROPE,
WITH 31,000 COMPANIES
EMPLOYING NEARLY
330,000 STAFF.**

CREATIVE AND DIGITAL

As the birthplace of the modern computer, Manchester is widely credited with being the most creative and innovative city in the UK. Businesses here are pioneering new digital technologies and exploring new ways in which data can be accessed and used both commercially, and as a way of bringing about social change.



£60m+

INVESTED IN MANCHESTER'S DIGITAL INFRASTRUCTURE

300+

DIGITAL AND CREATIVE COMPANIES FORMING EACH YEAR

44%

FORECASTED SECTOR GROWTH BY 2020



Key assets

MediaCityUK

MediaCityUK is the largest purpose-built media hub in the UK. The £700 million development is home to both the BBC and ITV, the two largest broadcasters in the UK as well as the University of Salford, and offers the most technically advanced digital productions capabilities in Europe.

The Sharp Project

The Sharp Project is a high-tech facility and home to a host of digital entrepreneurs and production companies. Networking and knowledge sharing are at the core of the Sharp Project's culture.

The Corridor

The Corridor is a unique business location at the heart of Manchester's knowledge economy and includes two of the UK's leading universities. The businesses and institutions on the Corridor generate £2.8 billion a year.

Future-proof infrastructure

Manchester is designated a 'super-connected city' for next generation broadband, and more than £60 million has been invested in the digital infrastructure needed to make Manchester one of the world's top 20 digital cities by 2020.

The city is already home to the UK's only international internet exchange outside London, and the only true open access network, with fibre throughout the city, and speeds up to 100mbps.

World-class facilities

The IT and digital media skills necessary to support the creative sector are key strengths of the city's universities, and the University of Manchester is home to one of the leading computer science schools in the country.

The city is also a leading centre for 'digital health'. The Health eResearch Centre (HeRC) is a new multimillion-pound centre of excellence in electronic health data research, which is looking at new ways of harnessing this data to improve care for patients and communities.

Creative and Digital Manchester

Manchester has significant strengths in design, coding and digital content production. There are over 300 digital and creative companies forming each year, and the sector is forecast to have 44% growth by 2020.

Key strengths include:

Content Production

Manchester has a long heritage of TV, film and content creation going back over 60 years. A film friendly city, films produced, shot or set here include Captain America, The Iron Lady and Sherlock Holmes. Many successful TV shows are produced in Manchester, including the world's longest running soap Coronation Street, and over 11% of all UK network programmes.

Production Support

Companies here offer a full range of services for film, TV and commercials. Crew experienced in working on television sets, Hollywood blockbusters, second units and locations are all available.

Children's Media

Manchester is globally renowned for producing children's media and is home to respected content creators such as Cosgrove Hall, Mackinnon and Saunders and Factory Transmedia, as well as the two largest commissioners of children's media, BBC and ITV.

Animation & VFX

More than 200 animation (2D and 3D), CGI and visual FX companies are located in Manchester applying their expertise to multiple media including children's, advertising, gaming, film, TV, visualisation, apps, architecture, media, e-learning and prototyping.

Creative & Digital Agencies

Manchester is home to a large number of creative and digital agencies with expertise in design, branding, advertising, PR, website creation, digital marketing, social media and app development.

Games Development

Manchester has achieved high critical mass in digital media and games development as a result of its long heritage in animation and CGI. Companies such as Sony Entertainment, Activision and TT Games, makers of the Lego Games franchises, all have well-established studios here.

Gamification

Gaming techniques are set to be used by over 40% of organisations by 2015 to connect with customers and their workforce. Already, companies such as Matmi are building 'gamified' versions of business products such as project management systems and Manchester agencies like Code are developing gaming experiences for their brands and customers.

Big Data

The way in which we use information and data is becoming increasingly important and Manchester is home to several bodies which are leading research in this area. They include the Data Mining & Pattern Recognition Research Centre at Salford University, which is investigating new ways of analysing and recognising images and other data, that can be used in a wide range of potential applications, including medical diagnosis.



Centres of Excellence

MediaCityUK

The largest purpose-built media hub in the country and home to both the BBC and ITV. The hub operates on a tapeless system which allows content to be produced, managed and distributed digitally.

It also offers state-of-the-art creative spaces, where businesses can flourish, from computer gaming companies and web developers to marketing agencies.

The University of Salford campus at MediaCityUK focuses on developing the latest in creative media, connected technical and professional skills. Recent collaborations include work with Adobe, BT and CISCO, and hosting a film festival with the Centre for Contemporary Chinese Art, a partnership which has now been expanded to create student exchanges with Chinese businesses.

The Landing

Located at MediaCityUK, this state-of-the-art research and innovation centre offers digital workflow and usability testing labs. It is a revolutionary digital hub where companies new to the UK can work alongside large media and technology organisations to drive product efficiency and new processes.

The Sharp Project

The Sharp Project is a high-tech facility where many businesses work in collaboration on joint business ventures. The building includes four production stages for film, television, commercials and green screen production.

The Corridor

The Corridor is at the heart of Manchester's knowledge economy and over 40% of activity on the Corridor is knowledge intensive, almost double the national average.

It is the first area in the UK to enable residents and businesses to directly connect to next generation fibre broadband, creating a true open access network which is revolutionising the way people use digital communications.

The Corridor includes Manchester Science Park and the Manchester Living Lab, a place where companies can try new ways of trialling and testing ICT products and services. It is currently working on the 'Smart Cities' concept, and developing new services in smart energy, health and living.

The Northern Quarter

A vibrant district in the city centre and home to 150 digital and creative companies including leading digital learning provider Hyper Island, which also has offices in New York and Singapore, and a host of other creative and marketing agencies.

There are also several managed workspaces, including TechHub and the UK's first FabLab, a digital fabrication laboratory that offers the equipment and space to make prototypes and products, including 3D printing.

The Centre for Virtual Environments and Future Media

The Centre is based at The University of Salford and has been at the cutting edge of Virtual Reality (VR) for over ten years. It has an excellent reputation for teaching, research and enterprise, with worldwide partners in both industry and academia.

Manchester Metropolitan University's Digital Innovation

This cross-faculty initiative to promote digital innovation brings together researchers and innovators at the University, as well as businesses from across the city, to work towards greater knowledge and success.

University of Manchester Computer Science

The University of Manchester's School of Computer Science is one of the UK's largest with a reputation for producing world class research and graduates.

CASE STUDY

EON REALITY



US owned EON Reality is the world's leading interactive 3D solutions provider for business and education based on virtual reality technology.

EON Reality's European regional headquarters and interactive research and development centre in Manchester opened in 2013. EON Reality decided to locate in Manchester as the city's drive and aspirations for digital media fitted in perfectly with their own strategy and objectives.

As Ken Swain, managing director at EON Reality, explains: "Manchester's digital future is growing, this growth is down to the initiative taken by the city to make it an attractive place for creative and digital people and companies. There's a huge amount of digital content created in this region, with one of the biggest creative and digital sectors in Europe, future-proofing in the city is very evident.

"Our decision to locate in Manchester wasn't based upon us being surrounded by other digital businesses, it was the aspiration for the future that hooked us in, as a high-tech operation in an emerging technology, we're always looking forward rather than at what's here today. We felt a connection with Manchester and its aspirations."

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.

LIFE SCIENCES

Manchester is known for its world firsts, from the first test tube baby to the first hip replacement. 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.

The UK government has introduced fiscal measures to stimulate innovation and growth for companies including: low corporation tax rate decreasing to 20% by April 2015, Patent Box which can reduce corporation tax to 10% on qualifying profits linked to intellectual property in UK and a range of other incentives making the UK an excellent place to innovate.



Key assets

Manchester Science Park

Part of Europe's largest clinical academic campus offering a wide range of bespoke facilities, from incubator space to state-of-the-art bioscience facilities.

Citylabs

A biomedical centre of excellence, Citylabs is a partnership between the public and private sector which is set to open in June 2014.

University of Manchester Incubator

Key incubation space located on the Corridor, which can also support companies in securing intellectual property.

Medipark

An international healthcare development incorporating an existing industrial estate plus land for additional healthcare related development.

Alderley Park Biohub

World class life science research and development centre with facilities and energy infrastructure dedicated to Life Sciences.



TOP 3

BIOPHARMACEUTICAL CLUSTERS IN THE UK

11m

POPULATION WITHIN 1 HOUR'S DRIVE

20,000

PEOPLE EMPLOYED IN THE 250+ BIOMEDICAL COMPANIES IN THE REGION

Manchester is one of the top three biopharmaceutical clusters in the UK. Companies located here have access to unique gateway organisations and support systems to help them gain a foothold in the National Health Service (NHS), which accounts for 85% of the UK healthcare market. With over 30 NHS organisations, Manchester has a significant proportion of the UK NHS market and a population of 11 million within an hour's drive.

Home to Europe's largest single site clinical and academic campus, the city is a UK centre of excellence for clinical studies, with more commercially sponsored clinical trials carried out here than any other region of the UK.

The region also benefits from the Manchester Academic Health Science Network, which encompasses the key NHS institutions responsible for innovation. It works with industry to ensure that innovative ideas get to market, and patients, as quickly as possible.

Stratified Medicine/Personalised Health Care

Manchester is recognised as Europe's leading centre for cancer research and care delivery. It is also home to the UK Bio-Bank and many other disease related bio-banks. In recent years several new partnerships have been developed between the city and medical institutions in China. (See case study on next page).

Digital Health

Manchester has a vibrant and innovative digital community, with the city recognised as a leader in digital health. The city is one of only four Health eResearch Centres that make up the UK's Farr Institute. The region is also home to England's only e-enabled health trust which opens up a number of opportunities in digital health.

The city has also developed Europe's first commercially sponsored mHealth ecosystem which brings together industry, academia and health and social care to accelerate the adoption of mHealth and eHealth technology.

Companies looking to work in digital health will also benefit from being able to access NorthWest E health – a collaborative partnership that works with companies to analyse health care data in order to develop innovative health care software.

Med Tech

Recognised as a member of the European super league of biotech clusters, Manchester has a unique combination of gateway organisations focusing on unmet medical needs and is the UK's number one location for biomedical foreign direct investment.

The city also has biomedical research centres in orthopaedics research and is one of only two centres in the UK for Proton Beam Cancer Therapy. As a result, Manchester has an unrivalled concentration of mass-spectrometry facilities and companies, including Kratos and the Waters Corporation. The new National Graphene Institute will also offer opportunities to explore medical applications for Graphene.

Global Life Science companies

The region is the largest producer of pharmaceuticals in the UK and is home to over 250 core biomedical companies, employing over 20,000 people. There is

a rich supply chain for these companies providing a complete ecosystem to support business growth. The city also houses the largest cancer research and treatment centre in Europe, the UK's largest children's hospital and is a leading centre for genomic medicine.

Companies with a presence in the region include: Bristol Myers Squibb, Eli Lilly, GlaxoSmithKline, Medimmune, Novartis, Sanofi and Teva. Shimadzu, Molnlycke, Baxter, Terumo, Thermofisher, and Hologic GenProve.

The National Institute for Health and Care Excellence (NICE)

NICE provides guidance and advice to improve health and social care. It is located in Manchester and has a Memorandum of Understanding (MOU), with the University of Manchester that ensures that the expertise needed to guide companies through NICE's globally recognised technology, or drug evaluation, is readily available

A unique opportunity for companies looking to invest

Manchester has a unique combination of gateway organisations such as Manchester Integrating Medicine and Innovative Technology (MIMIT), University of Manchester Intellectual Property (UMIP) and TRUSTECH, which work together to determine unmet needs and to guide businesses, helping them to deliver innovation with pace and scale.

Centres of Academic Excellence

Alderley Park Biohub

World class life science research and development centre spanning 150,000 sq m, set within a 160 hectare Area of Outstanding Natural Beauty. A unique site in terms of the quality and scale of its facilities and energy and power infrastructure, all of which have been purpose designed for Life Science R&D.

Citylabs

Manchester Science Park's biomedical centre of excellence opened in June 2014 and offers over 9000 sq m of space. Citylabs is a partnership between the private sector, hospitals and local government.

Manchester Metropolitan University

With a strong focus on training in the medical professions, from nurses to medical science technologists, the University has a rich source of professional staff across the life science spectrum.

Manchester Science Park

The internationally renowned Manchester Science Park is located in Europe's largest clinical academic campus, adjacent to the University of Manchester, Manchester Metropolitan University and the hospitals of the Central Manchester Foundation Trust. It offers a wide range of bespoke facilities, from incubator space to state-of-the-art bioscience facilities, and is the European headquarters of several major companies. The Park also offers comprehensive support services, including access to academics and clinicians, and market accreditation.

Medipark

Situated within a UK Enterprise Zone, next to Airport City, Medipark is an international healthcare development which offers a unique partnership between a major hospital and an international airport.

It incorporates an industrial estate with 80 hectares of existing office and manufacturing space available for refurbishment, plus an additional eight hectares of land for healthcare related development.

A new private hospital, and an extension to the University Hospital South Manchester Foundation Trust's (UHSM) training and education facility are currently under development.

University of Bolton

Offers a series of health programmes aligned directly to the requirements of the UK's NHS Knowledge and Skills framework. Bolton also has state-of-the-art facilities for flagship health and sports courses and services.

The University of Manchester

Rated in the top 50 universities in the world by Shanghai Jiao Tong University Rankings, the University has strong faculties of medicine, life science, engineering and medical science.

University of Manchester Incubator Company and Core Technology Facility

Located in the Corridor, the facilities offer incubation space with room to grow into the adjacent Core Technology Facility. The facility can also support companies in securing robust intellectual property.

University of Salford

A world leader in orthotics and prosthetics, the University also has a strong faculty of health and social care, and digital health interests. The University has made a valuable contribution to the public health agenda in China, with Professor Philip Craig awarded the Sichuan Jinding prize for his work on screening for parasitic diseases in rural communities.

CASE STUDY

EDWARD HEALTHCARE



Edward Healthcare's parent company was established in China in 1992 as a property development enterprise and now covers a diverse range of industries, with businesses spanning property, hotels, education, agriculture and health care. The health care 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 recent development has been the Edward Centre for Healthcare Management Research which Edward Healthcare established in January 2013 to provide advisory, research and information services. The centre is a collaboration between Manchester Academic Health Science Centre (MAHSC), Health Technology Hub, Manchester: Integrating Medicine and Innovative Technology (MIMIT), TRUSTECH 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 project is being hosted in the MedTECH Centre at Manchester Science Park.

TRUSTECH and MIMIT have been working with Edward Healthcare to scope the range and variety of opportunities on offer in Manchester and visited Beijing in September 2012 as invited speakers at the inaugural conference on eldercare and tourism. The partnership has now continued to explore the further possibilities within eldercare with the Edward Centre for Healthcare Management Research.

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 and new models of care, and contribute to training and education programmes for elder care staff in the UK and China.

CASE STUDY

THE BEIJING-MANCHESTER CENTRE FOR GENETIC MEDICINE



The Beijing-Manchester Centre for Genetic Medicine is a strategic alliance between Peking University Health Science Centre and The University of Manchester. It will build research capacity in this rapidly advancing field, working together to achieve better genetic healthcare for millions of patients worldwide.

The alliance aims to develop excellence in an area of medicine which is currently underdeveloped in China, and to extend the impacts of work into rare genomic diseases, developing personalised treatment and expanding access to clinical trials.

ENERGY AND ENVIRONMENT

Manchester is an innovative centre for future energy, and a leading centre for low carbon technologies, supporting a range of innovative business and cutting edge research institutes.

It is also integral to the UK's new build nuclear programme which is considered to be the most significant opportunity for the UK's energy economy since the exploitation of North Sea oil and gas, and is expected to create an estimated 16GW of installed capacity by 2030.



LOW CARBON

Key assets

Many of the world's leading businesses who operate within the low carbon built environment are located in Manchester including: AMEC, ARUP BASF, Hitachi Consulting, Honeywell and Siemens.

University of Salford

Includes the highly-rated research institute for the Built and Human Environment and the internationally renowned Energy House.

Manchester Metropolitan University

Hosts the internationally recognised Centre for Aviation Transport and the Environment.

The University of Manchester

Has significant R&D capability in the wind sector and also hosts the largest school of electrical and electronic engineering in the UK, which is carrying out important research into bringing electricity distribution networks into the low carbon future.

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 Low Carbon environmental goods and services (LCEGS) sector in Manchester:

£5.4bn WORTH



37,000+ WORKFORCE WITHIN GM



2000 COMPANIES



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

Energy Efficiency (Building technologies)

Manchester provides a unique testing ground for businesses wishing to trial new approaches to energy efficiency. Potential investors will be able to take advantage of opportunities in low carbon construction, domestic retrofit programme and energy efficiency improvements in industry, commerce and homes. Deloitte's global centre of excellence on real estate sustainability is based in Manchester, for example.

Wind (On shore and offshore)

Manchester is located at the centre of a major wind cluster and plays host to a broad mix of wind supply chain companies ranging from turbine manufacturers, major wind farm developers, and specialist providers who support the sector.

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

Renewable Energy

Manchester has a skilled research base with expertise in the development of renewable energy technologies, including the £4.5 million SUPERGEN Bioenergy hub, which is addressing issues involved in the deployment of sustainable bioenergy.

There are numerous opportunities within renewable energy as the city aims to host 1TWh/year of low carbon electricity generation and 2-3TWh/year of low carbon heat generation and distribution by 2020.

Smart Grid

The region is home to a number of national and international companies that play a pivotal role in the development of a smart grid with capabilities in sensing and measurement, information management and transmission and distribution.

Manchester is already trialling and testing new approaches to electricity network management, through the forward thinking Distribution Network Operator (DNO), Electricity North West.

CASE STUDY

SIEMENS



Manchester-based Siemens Transmission and Distribution delivers major grid and substation projects. The business connects a significant proportion of all the offshore wind power in the UK, as well as working internationally.

Siemens is further developing its power transmission business, focusing on designing and building transmission systems to connect countries' power networks to new energy sources, especially offshore wind. Siemens has invested heavily in Manchester, most recently with the opening of the Global Centre of Competence for High Voltage.

CASE STUDY

NEW ENERGY DEVELOPMENT ORGANIZATION



Manchester City Council has signed up to a ground breaking trial focusing on new ways to heat hundreds of homes, with traditional gas-fired water heaters replaced with electrical heat pumps.

The project is being spearheaded by Japan's New Energy Development Organization (NEDO) and delivered by a consortium led by Hitachi. Data collected from the trial is expected to contribute to the low carbon policy of the British government, and help pave the way for the development of the UK's next-generation electricity market.

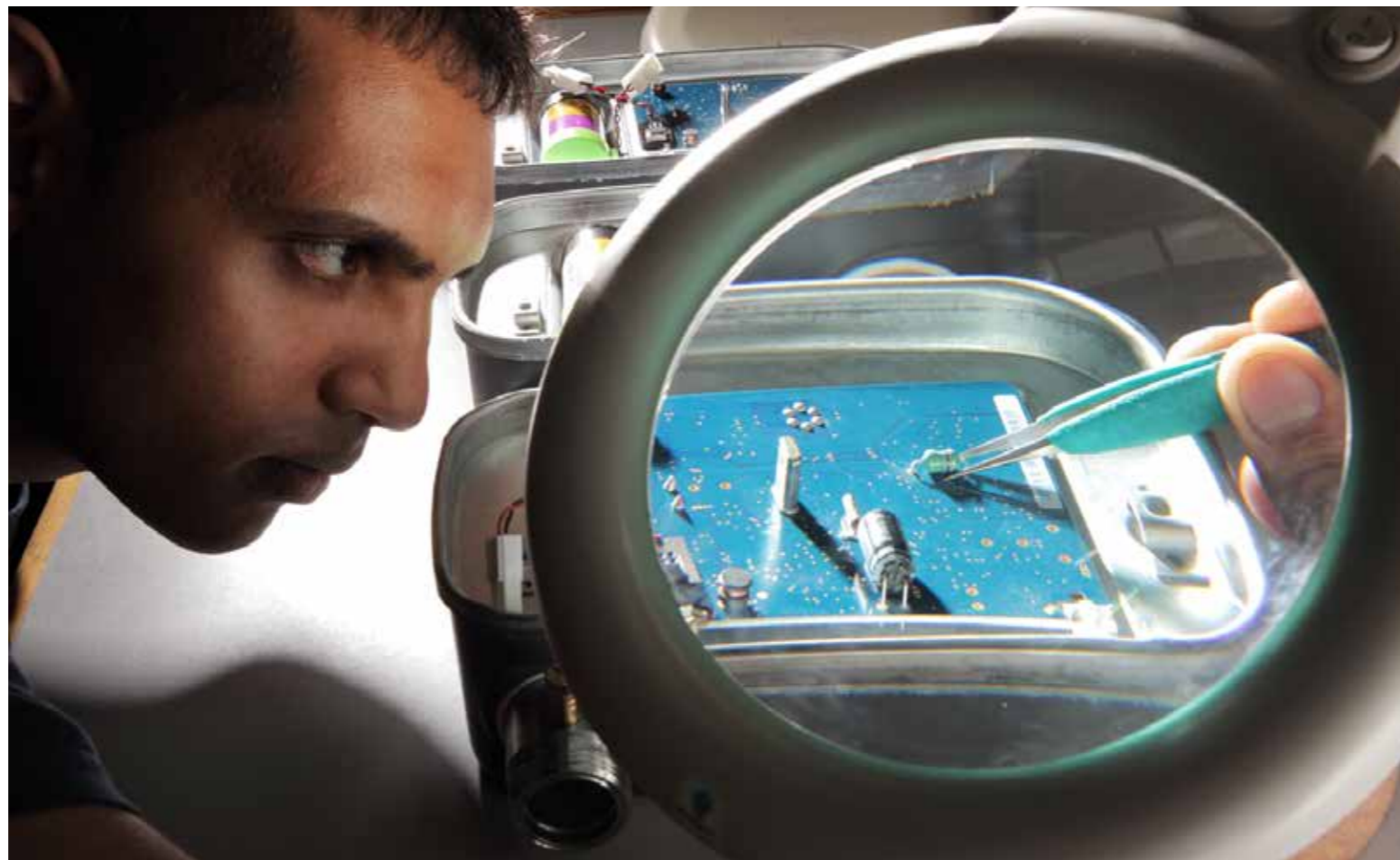
NUCLEAR

Key assets

The University of Manchester

Home to the world-leading Dalton Nuclear Institute which works with industry to deliver research expertise and skills training in nuclear energy. 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 of Nuclear Regulation and the Nuclear Decommissioning Authority.



£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

The UK's global nuclear market is changing. The country is embarking on a significant new nuclear build programme estimated to be worth at least £60 billion. At the same time, a nuclear decommissioning programme worth around £3 billion a year is underway to safely decommission the UK's existing nuclear power fleet.

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.

Employing over half of the UK's civil nuclear workforce, every aspect of the civil nuclear supply chain is represented here, from new build, to decommissioning and waste management, as well as fuel manufacture and fuel cycle services.

Manchester's key strengths lie in:

Civil nuclear new build

Both the new nuclear build sites at Wylfa and Moorside sit within 200km of Manchester, with the remaining sites all easily accessed via Manchester's excellent transport networks.

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 up to 2030. The Nuclear Decommissioning Authority (NDA) is based close to Manchester and is responsible for a range of activities, including the decommissioning and associated site restoration of the UK's civil nuclear plants and facilities. Manchester companies are already benefitting from close ties with the NDA.

Current operations and life extensions

With 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

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

OPEN FOR INVESTMENT



AIRPORT CITY ENTERPRISE ZONE

Airport City is one of the largest development projects in the UK since the building of Olympic Park in London. The project, which consists of Airport City North and South, is the first of its kind in the UK, providing 46,000 sq m of mixed development opportunities.

Type
Mixed office, hotel and leisure, and warehousing.

Sectors
Advanced manufacturing; logistics, commerce, ICT.

Key benefits
Businesses located in the Enterprise Zone benefit from discounts on business rates, super-fast broadband and simplified planning procedures. Investors can also claim up to £50,000 of funding to help train their staff.

Case Study
DHL International has secured a 3,500 sq m logistics facility on two hectares of Airport City South. This is a 15 year lease, work commenced on site in January 2014 with DHL moving in during September 2014.

Airport City is a Joint Venture Partnership between:

- Manchester Airports Group (MAG) 50% stake
- Beijing Construction Engineering Group (BCEG) 20%
- Carillion Developments (20%)
- Greater Manchester Pension Fund (10%)
- Argent (Development Manager)



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

What's On Offer?

93,000 sq m of new build grade A office accommodation for national and international headquarters, financial and professional services

Over 60,000 sq m of advanced manufacturing units

130,000 sq m built-to-suit logistics and warehousing

Two internationally recognised logistics operators confirmed for occupation

2,400 brand new hotel rooms

Excellent connectivity to Manchester Airport, which serves over 200 international destinations, and the local transport infrastructure

OCEAN GATEWAY

Ocean Gateway is a strategic corridor stretching 40 miles from Manchester along the Ship Canal to Liverpool and includes 50 separate development projects.

Type
Urban regeneration, warehousing, real estate, renewable energy and transport.

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

About the development
Signature development schemes include MediaCityUK; the delivery of new facilities at Port Salford; and further investment in the expansion of Scout Moor wind farm. In addition, Liverpool2 is a new £300 million deep water container terminal at the Port of Liverpool – a key gateway for the UK to markets including China and the Far East.

www.oceangateway.co.uk



What's On Offer?

50 projects taking place over 50 years with £50 billion of investment

An internationally significant programme of private sector investment in transport and logistics; communities and regeneration and sustainable resources

MediaCityUK: an exemplar Ocean Gateway project with initial phases completed and further development opportunities over an area of 80 hectares

Regional Superport: The Ports of Liverpool and Manchester linked by new ports' investment in Salford, Ince, Bridgewater and Warrington

Renewables: investment in sustainable energy provision focused on low carbon electricity generation

THE CORRIDOR

The Corridor is a unique collaborative business location comprising two of the UK's leading universities and The Central Manchester University Hospitals NHS Foundation Trust.

Type
Academic, research and science.

Sectors
Biomedical, life sciences, hi-tech and education.

About the development
The Corridor has huge potential for growth, with over 20,000 new jobs planned over the coming decade, and an anticipated GVA of £4.8 billion.

It is home to The University of Manchester, Manchester Metropolitan University, The Central Manchester University Hospitals NHS Foundation Trust, Manchester Science Park and Citylabs.

The Corridor is not only the largest academic campus in the UK but also the largest clinical academic campus in Europe. Business benefits include access to the £2 million Corridor Growth Fund, which provides grant funding to SMEs to help incentivise them to locate or grow research and development related activities in the Corridor.



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

What's On Offer?

243 hectares with a 55,000 strong workforce

£3 billion development programme, which by 2020 will deliver over 270,000 sq m of commercial, leisure, retail and residential space of the highest quality

Research and development opportunities with the universities

Dedicated business facilities including Manchester Science Park, and university incubators

Home to several centres of excellence including the new £61 million National Graphene Institute and Citylabs

FIRST STREET

First Street is located in a prominent position and marks the entrance to the city centre from the airport and the south. The development provides a new, distinctive, commercially-led mixed use destination.

Type
Mixed retail, residential and commercial.

Sectors
Public sector, business services, creative industries, leisure and retail.

About the development
Creating a new city centre location for the arts and business enterprise, First Street offers a range of opportunities for commercial offices, supported by a mix of new amenities and services including Home, a new arts and cultural hub for the city, which opens in 2015. The scheme comprises a 4 star hotel, 700 space multi-storey car park, and two retail pavilions, grouped around a generous, landscaped public square. It is anticipated that 850,000 visitors a year will visit 'Home' attracting a visitor spend of around £21 million.



What's On Offer?

A total of 240,000 sq m of new commercial space

Office space of 110,000 sq m

Retail/ leisure/ hotel comprising 46,000 sq m of space

Residential space of 41,000 sq m

Civic / cultural / amenity space totalling 22,000 sq m

14,000 sq m of car parking

The potential for over 11,000 jobs

LOGISTICS NORTH

Logistics North is one of the biggest developments of its type in the North of England, offering excellent design and build opportunities for manufacturing or distribution dependent businesses, through a range of different sized, bespoke buildings.

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.



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What's On Offer?

100 hectares

Offices from 460 sq m

Hotel and roadside opportunities also available

Leasehold and freehold bespoke design and build

NOMA

An award-winning £800 million, ten year regeneration project, NOMA is creating a new neighbourhood, designed to meet the needs and aspirations of modern businesses.

Type
Mixed use, head office.

Sectors
Professional and business services, residential, retail and leisure.

About the development
Located in central Manchester, NOMA is a sustainable mixed use development with a mixture of sizes and styles linked by a universal commitment to the highest quality of design, experience and environmental performance. Considered one of the world's most sustainable developments, NOMA builds on existing clusters of global head offices, media enterprises, professional and financial services.

The Cooperative Group, who are head quartered at NOMA, are currently undertaking the regeneration project themselves but there is the likelihood of a joint venture partner in the near future.



What's On Offer?

20 hectares

2,900 sq m residential

139,400 sq m office

92,900 sq m refurbished

46,450 sq m leisure and retail

SPINNINGFIELDS

Spinningfields is one of Europe's leading real estate developments and has created an entirely new business district in the heart of Manchester. Spanning an area of 9 hectares and comprising some 420,000 sq m of commercial space, it provides a world-class business quarter and accounts for more than 35% of the City's prime office space.

Type
Mixed use, office, civic, residential, retail and leisure space.

Sectors
Financial, legal and business services, government, retail and leisure.

About the development
Development at Spinningfields commenced in 2002 and it is now home to more than 190 commercial organisations. This dynamic area has become the city's new business destination, a legal quarter, a place to live and work, and a place to eat, drink, socialise and shop.

Spinningfields has some 16,000 resident workers and benefits from a further 6,000 workers within a five minute walk. The district is home to a large number of high calibre financial and professional services companies, including: HSBC, The Royal Bank of Scotland, Deloitte, Bank of New York Mellon, Barclays, Grant Thornton and many others.

The development is complemented by commercial, civic, leisure, retail and residential elements. Blending cutting edge architecture and a meticulously planned public environment, Spinningfields has now become one of Manchester's key retail and leisure destinations.



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What's On Offer?

Potential funding of No.1 Spinningfields

20 storey, 30,000sq m commercial tower

The final development phase of Spinningfields

Investment value of £170m

STOCKPORT EXCHANGE

Stockport Exchange will create a new commercial office quarter and act as the gateway to the town, boosting its position as a leading business location.

Type
Mixed use, head office.

Sectors
Business services, retail and leisure.

About the development
Stockport Exchange is adjacent to a mainline railway station with services to London enabling access to the capital in under two hours. The scheme has been masterplanned to create a thriving commercial business district set around new public space and amenities including a hotel, cafes, restaurants and leisure centre. The Council is supporting the town's development as a commercial centre with an investment programme of over £60 million, and is actively working with partner organisations to support international business enquiries. There is the potential for investors to access funding to help with recruitment and training.



What's On Offer?

32,000 sq m of Grade A BREEM excellent office space for regional and national headquarters

120 bed hotel

High quality public space

1000 space multi-storey car park

ST. JOHN'S

St. John's is the creation of an entirely new neighbourhood for Manchester on the former ITV Granada Studios site.

The vision is to create a multi-use city centre destination for culture, enterprise and living. St. John's will be a place to live, work and play; a place which respects its heritage; and a community that will help Manchester elevate its position further as a leading UK and international city.

Type
Mixed-use residential and commercial development, building on the area's rich heritage, history and character.

About the development
St. John's is a new community, a place that distinguishes itself by its unique cultural history, diverse mix of inhabitants, rich context and its position at the cross roads of a network.

The 8-hectare site is strategically located between the Castlefield district and Spinningfields business quarter and is surrounded by heritage assets such as The Museum of Science and Industry (MOSI) and the buildings within the established St. John Street district. Formerly home to Granada Television, the area has been a high profile location for media activity and creativity for over 50 years.

The development is a private-public sector partnership between Allied London and Manchester City Council to allow the comprehensive redevelopment of this strategic site that will continue to position Manchester as a vibrant and dynamic place to live and work.



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What's On Offer?

8 hectares

400,000 sq m of potential mixed-use development

Major city centre redevelopment site

8 residential towers

3,500 new apartments, a mixture of low-rise villages and sky living

Two hotels, entertainment and leisure venues

Multi-use workspaces for enterprise and creativity

Culture, arts and heritage assets

ST. JOHN'S PLACE

St. John's Place is one of the first phases at St. John's. Situated on a key gateway entrance into Manchester city centre and benefiting from a fantastic vista up Quay Street, St. John's Place offers the most exciting regional residential development opportunity to come to the market.

Type
Multi-use site including residential, hotel, retail, leisure and workspace.

About the development
Allied London, working in partnership with Manchester City Council, is developing St. John's Place, a new destination comprising 4 impressive buildings, 350 new residential units, a 150-bed hotel, new commercial space and riverside leisure and dining.

The focal point will be No.1 St. John's Place, a 36 storey tower containing 260 new homes, to be known as the 'North Tower'. It will sit at the gateway entrance into St. John's and Spinningfields and is set to be the prime residential address in Manchester.

The development forms part of a wider 'Phase 1' which includes: 'The Village,' a live/work development fronting St. John's Gardens, the creation of the Bonded Warehouse, a new multi-use destination, the conversion of the former ITV HQ complex into an event hotel called 'Manchester Grande,' and the opening of the 'Starlight Theatre' a new entertainment venue.



What's On Offer?

Be part of the new St. John's neighbourhood

1 hectare gateway development site

350 new residential units

Iconic 36-storey tower to be called No. 1 St. John's Place

150-bed hotel

New workspace and riverside leisure and dining

LCR, MAYFIELD/HS2

Mayfield will be a distinctive new urban quarter that provides a key gateway into Manchester, close to Piccadilly Station. It is planned as a mixed use development for new office space, homes, hospitality and entertainment, along with a new city park centered along the River Medlock.

Type
Mixed use, office, residential and hotel/leisure.

About the development
The Mayfield Strategic Regeneration Framework (SRF) is endorsed by Manchester City Council, and site owners London & Continental Railways (LCR) has continued to work closely with the Council to develop the vision for the area. A key aspect is to maximise the regeneration benefits by careful integration with the Northern Hub and High Speed Railway initiatives, and exploring how this can be driven by private sector investment.

Following their master planning process, London & Continental Railways will procure a joint venture partner to bring forward the redevelopment of this site.



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What's On Offer?

Part of the UK government's High Speed Rail project and the Northern Hub regeneration scheme

11 hectares former railway depot

53,000 sq m of office accommodation

1,000+ residential Units

Hotels / leisure

SHELL CARRINGTON

Royal Dutch Shell completed a fully unconditional sale of the site in December 2013. The new owners, Langtree, are currently undertaking a masterplanning process with a view to comprehensively redeveloping the site.

Type
Mixed use industrial/commercial, residential.

Sectors
Advanced engineering, advanced manufacturing, energy and environment.

About the development
The site is one of the most significant development opportunities in the UK, with the potential to accommodate the development of 35 hectares for business development (and related jobs) along with 1,500 residential dwellings as part of a mixed use scheme. The site also benefits from £1.6 million per annum of income with potential to improve this further through active asset management.



What's On Offer?

672 hectares

Potential for 1,500 new homes

85 hectares of land for business development opportunities

The site includes Manchester City Football Club's training ground

MEDIACITYUK

The largest purpose-built creative and digital hub in Great Britain, delivering a unique business location for a broad spectrum of media, digital and technology companies.

Type

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

Sectors

Media, digital and creative industries, technology, education, leisure and retail.

About the development

A £700 million development which is the home to core departments of the BBC, together with ITV, Coronation Street, dock10 and approaching 150 other commercial enterprises – predominantly in leading-edge media, digital and technology sectors. Talent development 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 opening in 2015. MediaCityUK has huge growth potential over the coming decades via The Peel Group's significant land holdings in the area.

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 and residential
Additional land for development over 80 hectares



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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 a net 8% 'above the line' credit for large companies (refunded for those without tax liabilities) and 25% 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.

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.

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. Being in the heart of Europe, 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.



EDUCATION

Independent Schools in Manchester

Manchester has some excellent schools, including both state-run and independent, a mixture of same sex or mixed schools, and those run on specific religious lines. For more information regarding schools and relocating please visit:

www.ofsted.gov.uk/schools

Manchester's Universities

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

Manchester Metropolitan University

MMU has a long history of working in China and has opened an office in Guangzhou to provide support to students and partner institutions based in China.

www2.mmu.ac.uk/international/contact/mmu-china-office/



The University of Bolton

The University has visited China many times in the past years and works very closely with representatives in the country.

www.bolton.ac.uk/International/Country/China/Home.aspx



University of Salford

A large number of the University's courses are popular in China, particularly those in science and business.

www.sid.salford.ac.uk/page/chinaoffice

The University also has its own Mandarin website: www.salforduniversity.cn/



The University of Manchester

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.

Information for international students from China:

www.manchester.ac.uk/study/international/country-specific-information/china-mainland.htm

Careers Service China Portal for graduates of any nationality wishing to work in China
www.careers.manchester.ac.uk/findjobs/where/overseas/china/

Manchester Business School, China International Centre, Shanghai
china.portals.mbs.ac.uk/en-us/home.aspx



