

THE NORTHERN POWERHOUSE AND INDIA

A Report by the Federation of Asian Business



FAB

Federation of Asian Business





Why is the North East of England a great place?

We are one of the UK's fastest growing economies with a diverse and successful business base. Our highly skilled, flexible workforce, connectivity to global markets and world class universities and colleges make for a powerful combination. These factors combined make the North East a great place to live, work, study and invest.

We have identified four areas of opportunity that can improve the performance of our economy.



TECH NORTH EAST

Driving a digital surge

We have a technology industry valued at £2 billion part of a northern ICT Economy worth £12 billion. GVA contribution is currently double the national average.

Our digital specialisms include:

- Software development
- Cloud computing shared services
- Systems design & communications
- Building information modelling
- Games design and delivery.

Emerging specialisms include:

- Data analytics
- Virtual reality
- Smart data
- Cybersecurity.



ENERGY NORTH EAST

Excellence in sub-sea, offshore and energy technologies

We are world leading in offshore and subsea technology. We have over 50 companies with a combined turnover of £1.5 billion who employ more than 15,000 people. North East businesses are working in different sectors including oil and gas and renewables. The North East is one of six nationally designated Centres for Offshore Renewables Engineering. Pioneers in district heating and a leading science base in a range of energy and low carbon technologies.



HEALTH QUEST NORTH EAST

Innovation in health and life sciences

We have four national centres of excellence:

- Ageing and age related diseases
- Personalised medicine
- Formulation
- Emerging national centres in healthcare photonics and dementia.

The North East has the highest ranked NHS trust in clinical research studies in UK. The International Centre for Life Employs 600 people from 35 countries and are world leaders in stem cell technology. 50,000 STEM students Coming through our universities every year.



MAKING THE NORTH EAST'S FUTURE

Automotive and Medicines Advanced Manufacturing

We have strengths in globally focused advanced manufacturing with strong clusters in automotive and medicines. There is growth potential in these sectors from inward investment, local supply chain development and exports.

Automotive:

- Employees 30,000 people
- Produced 510,000 vehicles (2015)
- Produced 325,000 engines (2015)
- 26% of all European electric vehicles are made here.

Medicines:

- 95% North East pharmaceuticals produced here totalling a value of £1.3 billion (2014)
- Strong reputation for quality, safety and regulatory compliance
- Successful innovative SME base.

We have identified strengths in service industries that will enable growth and provide opportunities for high productivity employment.



FINANCIAL, PROFESSIONAL AND BUSINESS SERVICES

We are home to key segments of the UK's £180 billion financial technology, banking, insurance, securities dealing, fund management, management consultancy, legal services, and accounting services sectors. There are 17,645 FPBS companies in the region.



EDUCATION

We have four universities providing a significant research base and educating 80,000 students each year. The education sector is estimated to account for nearly 7% of total North East LEP area Gross Value Added and has seen growth over the last 10 years of around £700 million. The further education system includes ten colleges and a range of other providers including sixth forms and private bodies. There are 900 schools in the North East LEP area.



TRANSPORT AND LOGISTICS

Around 4,000 additional jobs have been created in transport and logistics sector since 2014, across air, rail, road and sea. This comprises about 4% of the business base plus a range of public providers.



A PLACE THAT WORKS

We have over two million people with a skilled and resilient workforce. An economy worth £37 billion in 2016. We have three great cities, a wider urban economy and rural and coastal locations which together offer a diverse range of investment opportunities, an excellent innovation environment and an outstanding quality of life. Our local road, rail, air and digital infrastructure provides access to local jobs, supports business growth, and offers connectivity to national and international trade and investment markets.

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Foreword by Ammar Mirza CBE



The bonds between India and the UK have depth, warmth and are very well established. They are steeped in a long past and the future is bright and exciting.

Having parents who originate from Punjab in India, who moved to the North East and established themselves both through commerce and the broader community engagement, I am very proud of my heritage. Parental and Asian influence has undoubtedly driven my own ambitions to become a successful entrepreneur.

But of equal, if not greater, importance is the community I now live in. First and foremost I am a North Easterner. It is against this backdrop that I am excited to be championing activities across the North of England to engage and build relationships with India for the future.

Trade matters for our Northern Powerhouse. Businesses, diaspora, and our civic and economic institutions all have a role to play in building our future ties. With just over a year until the UK reaches its Article 50 deadline, now is the time to embrace our global bonds and nurture them for the future.

This report is a call to action for the Northern Powerhouse. While I see it most acutely across the North East where I live and work, it is clear to me that the time is right to propel ourselves forward together to thinking international, to think India. I am delighted to have been at the helm of a set of activities with likeminded individuals that are providing a platform for ongoing Northern Powerhouse – India engagement.



The Northern Powerhouse is the right scale and has galvanizing spirit. We have a lot to be proud of: across the North, our prime capabilities in advanced manufacturing, digital, energy and health innovation matter to all our trading partners. These strengths in sectoral knowledge operate at a global level already, utilizing our assets: the universities, ports, talented workforce and airports spread across our region.

The Federation of Asian Business (FAB) brings together three well established action orientated organisations to create a Northern Powerhouse wide entity made up of Asian Business Connexions, Yorkshire Asian Business Association (YABA) led by Amarjit Singh and North West Asian Business Association (NWABA) with Imran Patel at the helm, with Sharon Jandu tirelessly providing ongoing support.



FAB represents the thriving businesses and wider Asian community across the North East, North West and Yorkshire regions within the UK, and has a clear ambition of encouraging, facilitating and improving prosperity through commerce in an inclusive and cohesive way.

But there is more to be done. We have in just over 12 months, from a standing start, supported a number of companies to build collaborations both in India and the UK. At the moment this report is launched, we are hosting a group of Indian tech leaders in the North East, Yorkshire and London. As you will see and hear, we have bold plans for a series of activities on exploring Fintech, women in business and a whole range of other ideas for engagement.



No matter how many times I visit this wonderful country, India never ceases to amaze and inspire me.

As one of the fastest growing economies in the world, India should be on all our radars. It is projected to accelerate past China in the coming years, with the youngest population and an ever growing national market, the environment is perfect for UK businesses to come and grow. While India is the fourth largest investor in the UK, this investment and particularly the fastest growing firms, are predominantly located in London and the south. Our trading relationship, while strong, has headroom for growth.

We are a network of partners that need to work together. From my position on Board of the North East Local Enterprise Partnership and as an active member of the Indian diaspora community in the north of England. We are working very closely with the Yorkshire Asian Business Association, the Northern LEPs, Department for International Trade and the organisations that have joined us on our trade missions to develop bilateral trade. Our efforts are already paying dividends with firms brokering deals now. We will build further on this in 2018. We are finessing plans for further trade missions in the coming weeks and months. Join us. Be part of our mission for enhancing collaboration between the Northern Powerhouse and India. The future is bright.

Ammar Mirza CBE is Founder and Chair of Asian Business Connexions and Board Member of the North East LEP.

UK and India Bilateral Relations by Andrew Ayre



India and UK enjoy a unique friendship which has resulted in deep cultural linkages between the two countries. This relationship is reinforced by collaboration in the fields of science, technology, education and culture, political engagements and of course friendship between our peoples.

More than 1.5 million people of Indian descent live in the UK, contributing significantly to all aspects of life here. The UK is the fourth largest investor in India, creating 1 in 20 jobs in the formal sector. And India is the fourth largest investor in the UK. 110,000 British Citizens are employed thanks to this investment.

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Bilateral trading mechanisms like UK Economic and Financial dialogue (EFD) and India-UK Joint Economic and Trade Committee (JETCO) further boost institutional engagements between the two countries. And education is a key element of the India-UK bilateral relationship as seen through initiatives like UKIERI, Newton Bhabha Fund, Chevening Scholarships and the Tech Rocketship Awards which connect India's talented entrepreneurs with the UK's vibrant and growing ecosystem for start-ups. So I am delighted that the number of visas issued to Indian students studying in the UK increased by 27% in 2017 underlining the strength and attractiveness of the UK's offer.

The role of trade delegations to strengthen ties further between the two countries is vital. The Northern Powerhouse sent a delegation to India in November 2017, visiting Punjab along with Karnataka and Delhi. The mission covered education, skills, entrepreneurship and the creative industry. I was proud that the British Deputy High Commission in Chandigarh played a key role in this which resulted in agreements to collaborate in education and skills along with student and business exchanges. And I am pleased to say that I will be leading a trade delegation from Chandigarh to Newcastle, Leeds, Sheffield, Coventry and London in March, focusing on the IT sector. This is further evidence that what is good for Britain is also good for India.

Andrew Ayre is the British Deputy High Commissioner, Chandigarh.

India and the Northern Powerhouse: Huge Potential, Limited Attention!



According to the UK Government, as the birthplace of the industrial revolution, the North has a long history of fostering innovation. Contributing to nearly 19% of the UK's GDP, the North represents over 15 million people and more than one million private sector businesses. With over 20 universities, many of them globally renowned, it presents a great academic and research ecosystem geared to science and technology innovation. Connected to the rest of the world through seven international airports and 12 major ports, it is a high-potential and high-impact region. So, naturally it should attract high business interest and traffic.

However, beyond the limited corridor of experts, there is not much awareness of the Northern Powerhouse and what opportunities it represents. Similarly, businesses in the Northern Powerhouse region are less aware of India's dynamic economy, its rapidly enhancing ease of doing business and the immense business opportunities they could avail in India.

A cross-sector partnership approach between government, industry, academia and diaspora is needed to enhance awareness and economic activity.

Indeed, 15% of Indian companies operating in the UK are based in the North – while this may be substantial compared to some other regions, it is much lower than the 44% concentration of Indian companies in the London area. This could be a product of several factors:

- There is not enough awareness in India about actually who, what and where the Northern Powerhouse is. What are the areas it encompasses, the role of its Local Enterprise Partnerships, its core strengths, official channels that support trade and investment, the overall potential for business and academic collaboration, and its champions?
- Indian companies with existing operations in the UK are not sufficiently aware of business opportunities and high growth sectors in the Northern Powerhouse region (for instance, London is known for financial services and tech innovation ecosystem, Scotland majors in oil and gas products, and food and drink sectors, the South-west of England is an automotive hub etc. What do we know about the Northern Powerhouse?)
- There has been limited outreach from entities in the Northern Powerhouse itself to engage more deeply with India. We need to generate more attention about the two-way potential of trade and investment!

While business is underway, and companies are trying to ascertain the impending impact of Brexit, we believe it would be beneficial to draw attention to existing trade ties with India, current success stories and future business prospects in the Northern Powerhouse region.

A cross-sector partnership approach between Government, Industry, Academia and Diaspora is needed to enhance awareness and economic activity.

First of all – focus, political will, and resources from national and local governments are crucial to build an India strategy. City linkages are gaining more momentum – there are cities like Manchester who have passionately launched initiatives to be at the forefront of shaping the India-UK dialogue. CII was delighted to support the innovative and pioneering Manchester-India Partnership to build economic, academic and cultural linkages. Liverpool has long been connected with India and welcomed Indian business delegations often. They have shown the enthusiasm and initiative in building a robust interaction with Indian industry at the International Business Festival coming up from 12-28 June this year. The Northern Powerhouse India strategy should be an attempt to aggregate and build upon these cities' remarkable initiatives.



Industry associations have an important role to play. The CII has a huge support network, and stands ready to offer insights on strategy, as well as connections and practical opportunities for business engagements. The CII has also proposed to collaborate with the Northern Powerhouse Taskforce to highlight the economic and innovation ecosystem in the Northern Powerhouse region, specifically relevant to Indian companies, as part of a wider engagement strategy.

The N8 Research Partnership of the eight research-intensive universities in Northern England - Durham, Lancaster, Leeds, Liverpool, Manchester, Newcastle, Sheffield and York, is a powerful collaboration and has huge potential to offer R&D opportunities for Indian companies across the North of England.

In case of the Northern Powerhouse, the Diaspora has so far paved the way for deeper business exchange, as evidenced by the first ever Northern Powerhouse trade mission organised by YABA, NWABA and AB Connexions recently, which the CII supported as well.

India is among the top 5 largest investors and international job-creators in the UK economy. According to India Meets Britain, a CII-Grant Thornton report, 800 Indian companies collectively generate GBP 47.5 billion in revenue and sustain 110,000 jobs in the UK. Similarly, the UK is also among the largest FDI partners for India with UK companies supporting 1 in 5 organised private sector jobs in India. Prime Minister Modi's historic visit to the UK in November 2015 and subsequently Prime Minister Theresa May's visit to India in November 2016 resulted in nearly GBP 10 billion in business agreements. Beyond business, close academic, research, cultural, historical and Diaspora ties bind our people in a "living bridge".

Recognizing the need to understand the economic landscape across high-growth regions of the UK, CII in the UK embarked on an initiative in 2015, called RoadtripUK. In order to sensitize member companies to economic incentives and specific opportunity areas in other regions, CII UK took member delegations to several cities including Nottingham, Edinburgh and Manchester, facilitating meetings with economic development agencies in regions and networking opportunities with local businesses.

Building on the keen interest in CII's RoadtripUK initiative, we believe a lot more could be done to highlight the potential and opportunities for business collaboration in the UK's various regions – one of the most prominent being the Northern Powerhouse.

Shuchita Sonalika, Director and Head – UK, Confederation of Indian Industry (CII)



Introduction

Our story begins with a desire to support British companies to explore opportunities in India. As an assembly of organisations and business people operating across the north of England we knew that there was more to do to enhance the engagement of companies looking to build their knowledge, network of relationships and visibility of specific commercial potentials in India. We understand the UK and we have strong networks across India that we are keen to nurture and leverage to this goal. We recognize that there is an asymmetry of essential information that exists between UK companies with global aspirations, and indeed a necessary journey to build the trust and relationships.

We're encouraged by the traction we're gaining and successes we are seeing. To date we have run two trade delegations to various cities across India, helping businesses drawn from across the north, to navigate new connections and build their line of sight onto potential business opportunities. Alongside this we are delighted to be working with friends and partners to host an inward delegation of Indian tech business leaders wanting to understand what the Northern Powerhouse has to offer. We have more plans in the pipeline to push forward in 2018. This is an exciting time.

This report has 4 primary interrelated messages:

- It is a call to action. There are significant opportunities to build the economic relationship between the Northern Powerhouse and India, but businesses need to activate in order to realise them.
- Opportunities require real investment to flourish. As with any relationship, it is necessary to invest in trust.
- Help is available. Indian diaspora organisations are an opportunity and can help to unlock the opportunity.
- We are collaborative. We're keen to work with others – as we have done to date – to build a pan-Northern Powerhouse campaign that enhances the visibility and leads to greater flows of trade and investment.

Over the following pages we set out our story. Our activities of course exist in a context of the Northern Powerhouse and the rich and long standing relationship between the UK and India, and indeed the communities, friendships and families that exist between these formalities. We have set out our activities to date and our plans for the future. Finally, we set out other organisations where support and guidance can be accessed.



Putting the Northern Powerhouse on a Global Stage

Approaching its 4th birthday, the Northern Powerhouse is growing in strength. To date it has defied definition. For some it is about a campaign to better connect our towns and cities so their labour markets can act more seamlessly as one. For others it is a recognition of potential too often knocked through the hard years of deindustrialization. Some people consider the ownership, whether it is a Government mandate or part of our fabric in the north, powered forward by devolved powers and responsibilities. The truth lies in all these.

The Northern Powerhouse is a recognition of the size and capability of the region. The economies of Greater Manchester, Liverpool City Region, South Yorkshire, Tees Valley, the North East and West Yorkshire is a gathering of some 15m people, one million private sector businesses, creating some £304bn of value (2014). This is equivalent to that of Belgium and 20% of the UK whole. With 7 international airports, 12 major ports and 100 universities, the north of England is well-armed with assets and capability.

The Northern Powerhouse is also a strategic programme of change to join up these assets. The idea is simply that they will perform better as one functional economic area than as a confederacy with poor connections. Less measurable is the confidence and ambition it has brought. The future focus is increasingly owned by the north of England; for each of us to own and carry forward.

Importantly for us, the Northern Powerhouse is a platform for national and global engagement. The British Government has across the world – whether in India, China, Canada to the US – used the Northern Powerhouse narrative as an invitation to promote our world class capabilities and to explore investment opportunities. The Northern Powerhouse brings a global recognition to our places, our opportunities and our capabilities.

In many ways, this is the story for our future and one we are looking to support. Our businesses and our young people, while anchored by their families and communities in towns across the north of England, think globally. Our universities and colleges are brimming with talented people from across the world. We are reshaping our towns and cities on the back of international capital investing in long term projects – whether that investment comes from Dubai, China, Canada or Singapore. Trade and investment are critical parts of our growth toolkit.



The UK and India: Business is Vibrant

The economic relationship between India and the UK is in good health. While the Northern Powerhouse specific data is less easily obtainable, the anecdotal is compelling and positive.

When we speak of the Northern Powerhouse in terms of scale, the numbers of India can feel intimidating.

India has 40 cities with more than a million inhabitants, 397 cities with between 100,000 and 1 million people, and 2500 cities with between 10,000 and 100,000 people. The largest city in India is Mumbai with a population of 12.7m people. Delhi's population is just less than 11m people. In the coming years, half of its population will be under 25 years old.

According to the Confederation of Indian Industry & Grant Thornton 'India Meets Britain Tracker' there are some 800 Indian companies operating in the UK, creating revenues of some £4.75bn. As India's economy grows, the opportunity to increase that investment will grow. The relationship is mutual. UK companies continue to invest substantially in India, supporting, according to the Confederation of British Industry's 'Sterling Assets India' report, creating some 800,000 jobs. This is not new. Between 2000 and 2016, UK firms invested some \$24bn in India.

The sentiments of those companies making these decisions make for interesting reading. The messages that come through are to do with size and growth potential of the market; stability matters; and the availability of the right skills. Alongside recent investment numbers, this points to a positive future, built on long standing commitment.

For the Northern Powerhouse specifically, the data is less easily located. Anecdotally, we know that companies across the north of England are actively engaged with India and many more are seeking opportunities in either place. There is an appetite to grow.



The UK and India by Numbers

Numbers help to tell a story. The UK and India share a historical rich connection.

- India is the **4th largest investor** in the UK.
- **800 Indian companies** operating in the UK.
- The British Indian community is **India's 6th largest diaspora**, comprising 1.4m people in the UK.
- The UK is the **3rd largest source of investment** into India.
- UK exports to India are **worth £543m** in 2017.
- Indian exports to the UK are **worth approximately £1bn**.
- At **7.2% GDP growth**, India is one of the fastest growing major economies in the world.
- **110,000 Britons** go to work everyday for Indian firms.
- Major Indian employers in the UK include:
 - » Tata - 73,000 employees - in particular Tata Motors and Tata Steel
 - » Essar Global Fund Limited
 - » CESC Limited
 - » Cox & Kings Ltd
 - » TVS Logistics Services Ltd
- Major UK companies in India:
 - » Aviva
 - » Tesco
 - » Standard Chartered
 - » British Telecom
 - » Shell
 - » Unilever
 - » GSK Pharmaceuticals



DLA Piper

The North has long and historic links with India. Indeed, India's diaspora here in the region means that the culture is part of the fabric of the North and our shared strengths in industry such as Science, Energy, Media, Technology, Healthcare and Engineering make the region a natural gateway for Indian investment.

Not only do these natural synergies exist, but the region is also home to many companies with a global outlook, none more so than DLA Piper. As one of the world's leading global law firms, four of our eight UK offices are located in the North, and clients come to us from around the world. By way of example we are representing three Japanese companies, who are merging their respective container business to form a new container shipping company called Ocean Network Express ("ONE"). Our Real Estate team are setting up 49 new offices in 23 countries across Europe and Africa on behalf of ONE which will instantly make them the 6th largest container company in the world. To put it succinctly, doing business in the North is doing business with the world.

India's growing economy and its global outlook makes the country a prime partner for the Northern Powerhouse. Leeds is the UK's largest financial services and legal hub outside of London, however there are further opportunities, within the technology, life sciences and healthcare sectors, for India and the North which are currently a long way from being fully exploited. We have worked with the likes of Wipro Limited on cross-border acquisitions, Etihad Airways on its US\$600 million investment in Indian Jet Airways and HCL Technologies on their acquisition of UK-based Axon Group but this is only scratching the surface of what we can achieve from working with India.

Not only is the region a global commercial hub, there are also governmental and structural initiatives within the North that serve to further boost its reputation as a Powerhouse, There is a determination to grow the Northern economy which is bearing fruit through the joined up approach and cooperation between our cities and regions. Greater Manchester, Liverpool City Region and Tees Valley has reaped the rewards of devolution with additional funding from the government delivered in the Autumn budget. There is progress, now being made in the quest for Yorkshire devolution, which will only enhance the appeal of Yorkshire and the North as a whole. Aided by the government's commitment to invest a further £556 million in Northern Local Enterprise Partnerships, the Northern Powerhouse is on the right track to becoming a global force.

We are fortunate enough to have worked with YABA for over 3 years, and their continued support both in the region and in connecting us with their international network has been invaluable. Through our relationship with YABA I was delighted to welcome a range of senior figures from Indian Banks to our London office in December, where alongside colleagues from our Leeds and London offices, we discussed the challenges faced by the banks and the opportunities for Indian investment in the North. I took great pleasure in extolling the Northern Powerhouse, but was equally pleased to hear of the large appetite for bilateral trade.

If we can harness the potential of the Northern Powerhouse then we are well placed to act as a key trading partner with India. Taking the North as a whole, we are comparable in size to the likes of Calcutta and Mumbai which speaks volumes to Indian investors. Standing alone as cities and regions is no longer an option. With increased powers and investment through devolution and working with the likes of CII and YABA we can reap the rewards of trading with India now and after 29 March 2019.

Allison Page is the Leeds Office Managing Partner for DLA Piper

Diaspora Matters

As a group of people who have grown and succeeded as part of Indian diaspora communities, we instinctively look global. We invest in our businesses and communities across the UK, but similarly we look and think globally. Outside of the formalities and concordats of international relations, we are part of the glue and shared memories that constitute the relationship between India and the UK.

There are 1.4 million British Indians who each day are building families, growing businesses, investing in British towns and cities. We are an invaluable asset not only to our homes in the UK, but also to India, our country of origin. We continue to sit as part of a complex and multi-layered set of international networks that can nurture and enhance the prospects for greater trade and investment. We bring a tacit understanding, knowledge and trust.

This is where our story begins; a desire to build our members' reputations and influence across the Northern Powerhouse through the Yorkshire Asian Business Association and the North West Asian Business Association, through to exploring the potential to grow our international connections. We are now advising a number of blue chip companies on their aspirations, and with this programme of activity helping a range of Northern Powerhouse based companies to explore opportunities to grow their businesses across India.

Diaspora Facts

- Whilst Asians make up 2.3% of the population within the UK, they contribute over 8% to the GDP. (Guardian, 2015)
- Asians are up to four times more likely to be more entrepreneurial than their UK counterparts. (ABC, 2016)
- Within the UK Asian owned businesses contribute over £120bn to the economy each year. (Manchester News, 2017)

Our Achievements

From effectively a standing start 12 months ago with no funding, but an idea backed by passion, we have helped a series of UK companies to start conversations with target Indian organisations. This is a good start and we are thinking more ambitiously for the year ahead.

In November 2017 we delivered a highly energetic and impactful programme across India with a range of Northern Powerhouse based business and organisations. Over 5 days we provided a high value series of structured engagements for British universities, manufacturers, professional services bodies, a film festival, construction parts company, place marketing organisations to explore and better understand opportunities in India. In Bangalore, Goa, Delhi and Chandigarh we met with politicians, universities, business advocacy bodies, tech parks, research institutes and a range of start ups to understand their environments, areas for collaboration and specific opportunities.

For all of our participants this series of meetings and varied encounters was about the start of a conversation which on return has been followed up and plans are afoot for further discussions and exchanges.

“As Britain prepares to leave the European Union, it is now more important than ever for businesses in the North to forge new trade relationships with global partners such as India. This private-sector led trade mission showcases the best of the Northern Powerhouse, demonstrating the initiative and determination of business in the North.”

Jake Berry MP, Minister for the Northern Powerhouse

“AIA sees enormous potential to grow our business in India. The Government policy is framed towards enhancing professional skills and education which is a core area of competency for us. The mission in November 2017 provided us with the opportunity to meet with educational institutes and employers to discuss ways in which we can work together to make this happen. We are confident about the future and will make further visits to build on the links and develop more partnerships. We hope to establish a presence in India and build our business there”

Sharon Gorman, Head of Development, Association of International Accountants

“Sound Leisure manufactures in Yorkshire and sells our units across the world. We see massive potential in India and believe that the people we are meeting there, across the country are important to the future of Sound Leisure. Participating in the mission in November 2017 has accelerated our interest by enabling us to forge links with a whole range of new and interesting contacts. We will be going back in the coming months to build on these relationships further.”

Nigel French, Business Development Manager, Sound Leisure Ltd

We're delighted that as a consequence of our India mission we were asked to host and arrange a visit by a number of delegates from Indian based technology companies. Over the course of a few days, 11 Indian technology leaders are exploring the commercial landscape in the UK through the prism of the Northern Powerhouse – specifically in Leeds and Sheffield City Regions. Our role has been to connect them with key bodies there to broker new conversations about technology partnerships, collaboration and investment potential.

Between 23rd April until 2nd May 2018 the Federation of Asian Businesses (FAB) in partnership with business groups across the northern powerhouse are organising a trade mission to facilitate business connections between Business Women across the UK Northern Powerhouse, building on the relationships created. We have chosen to work exclusively with female entrepreneurs because both in the Northern Powerhouse and India, an ever growing number of women are making their presence felt in India's vibrant economy as entrepreneurs and professionals. The Northern Powerhouse and Indian commercial landscape is changing and is a resounding testimony to Indian women's social and economic empowerment.

This trade delegation will provide insights and connections for female entrepreneurs operating across the North of England and India.



Next Steps

The best is yet to come. Through the commentary of our friends in the Confederation of Indian Industry, the British and Indian High Commissions and the business leaders working to grow their UK-India businesses, the common thread is simple: optimism for the future. There is more to be done to support the growth of the economic relationship between the UK and India, and the Northern Powerhouse in particular.

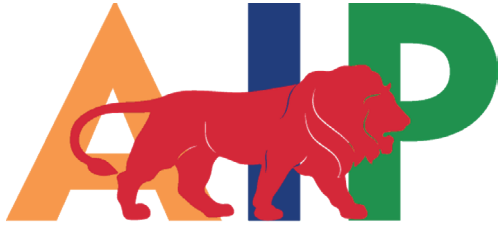
Trade and investment are critical parts of how the Northern Powerhouse will grow over the coming years and India remains a vibrant future focused partner of choice. This is a positive sum game for all parties and we as the Federation of Asian Business will be fully supportive of this endeavour. We are working very closely with the North East LEPs on developing bilateral trade, and the organisations that have joined us on our trade missions have made use of the significant support on offer from DIT.

We recognize that the diaspora community has a range of important formal and informal contributions to make to this agenda. We have shown that we can contribute to this aspiration and will continue to do so through a programme of activities throughout 2018 and important awareness raising. Importantly, we welcome collaborating with organisations and people from all quarters.

Please do stay in touch with us to find out more.

Support Programmes

Sheffield City Region Access India Programme



This newly launched market entry support programme is the first of its kind for supporting UK businesses access the Make in India initiative of the Government of India. The programme will solely focus on providing support to small and medium UK enterprises.

For more information please contact.

David Campbell-Molloy

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 Sheffield City Region Executive Team

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Manchester-India Partnership



MIP has at its heart “Make in India, Innovate with Manchester”, building on the economic strategy championed by Prime Minister Modi. Manchester-India Partnership brings together businesses, universities and public sector and create a joined-up and strategic approach to one of the UK’s most important international partners. It aims to strengthen ties between India and Manchester in the following ways:

Trade
Investment
Research and Development
Connectivity
Culture

Contact: Ghanshyam.Nabar@midas.org.uk

Contact Details and More Information

For all information about this report please contact:



The Yorkshire Asian Business Association exist to provide a voice business on a regional, national and international level.

For more information please contact Sharon Jandu.

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Website: <https://www.yabaawards.com>

QUATRO

This report was prepared by Quatro, a national public affairs and PR firm. We work with clients across the UK supporting their communications needs.

Each week Quatro sends out a roundup of comment and news stories from across the Northern Powerhouse. If you would like to find out more, please contact:

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Interaction with
the Delegation from UK: North of England
November 2017
New De



