

Invest in Dorset's Financial Services

Dorset generates £1.6 billion a year in Gross Added from financial and insurance activities, with 12,700 people 1 out of 12 employed in this sector.

Several global businesses heads – dealing with everything from securities processing to fund trustee management – are now based on the Dorset coast. Bournemouth is at the core of ‘near-shorting’ trend amongst financial and professional services firms: the movement of jobs either out of London or from overseas back to the UK.

Offering excellent transport links, the South Coast is extremely well connected, enjoying easy access to London, the rest of the UK and beyond. The region is within one hour’s drive of a market of 18 million people and has a world-class talent pool and high quality, comparatively priced office space, making it the ideal location to establish and grow a business.

Companies include:

Ageas Retail
Arthur J Gallagher (AJG)
Barclays Bank Plc (Poole)
Barclays Wealth
Brewin Dolphin
Coutts & Co (Poole)
Handelsbanken
Investec
JP Morgan Trustee & Depositary Company Limited
LV= Liverpool Victoria
Morning Data
Nat West
Nationwide
Phoenix Group Holdings
Richmond Group Limited
Riskstop Group Ltd
Santander
Teachers Assurance
Teachers Building Society
The Bank of New York Mellon Corporation
Vitality Health Insurance Ltd

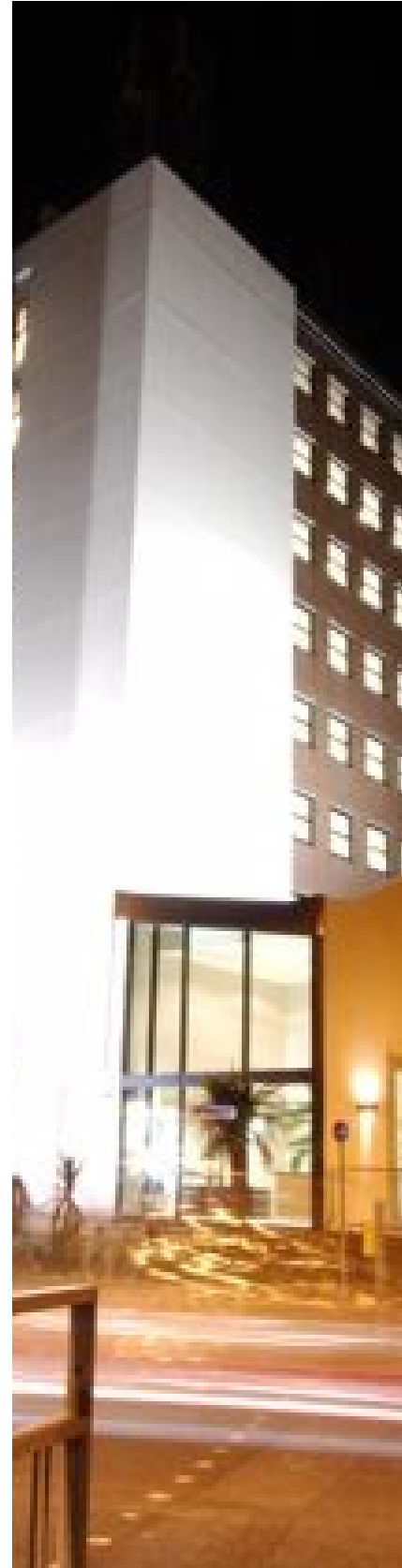
Why Invest in UK/Dorset in Finance Services?

- ✓ The South Coast is a leading centre of excellence for the financial services sector in the UK.
- ✓ There is a wealth of experience amongst existing businesses of getting the most from the extensive local knowledge base.
- ✓ There are 240,000 people employed in the financial and business services sector in the South Coast region with financial and insurance companies alone accounting for 39,500?
- ✓ Bournemouth is home to an international airport which is a key gateway for southern England, serving 689,000 passengers and 60 destinations annually.
- ✓ The region's proximity to London, lower office overheads equals, helps deliver a thriving financial services sector.

What are the benefits?

Companies collaborating with the UK's world leading centres have:

- ✓ Developed unique products that have given them competitive advantage and long term revenue streams.
- ✓ Added new value to their reputation through new innovative products.
- ✓ Overcome technical barriers to improve products and processes.
- ✓ Discovered new talent and developed existing staff.
- ✓ Great quality of life.
- ✓ The Dorset LEP Inward Investment Team aims to support Dorset's expanding Financial Services Sector.



LOCATION



DORSET Dorset is centrally located in the South Coast of England, within 2 hours of London by road or rail and has excellent connections to the Midlands and the North

DORSET is home to Bournemouth Airport and both Exeter and Southampton Airports are accessible within an hour.

Bristol, London Heathrow and Gatwick Airports are within 2 hours

DORSET has 2 Ports & 3 Harbours providing strong links to mainland Europe. Channel Islands and Sandtander. The Port of Southampton Container Terminal is within 1 hour

DORSET is home to Bournemouth University, Arts University Bournemouth, Bournemouth & Poole College and Kingston Maurward College, Weymouth College and Kingston Maurward College, together with 11 nearby universities including Southampton,

Financial and business services companies based on the South Coast benefit from having access to a wealth of first-class transport links. The region is within easy reach of London's airports with connections to all International Terminals at Heathrow and Gatwick less than an hour away. There are four international airports within one hour's travel of the region.

CASE STUDIES

J.P. MORGAN

J.P. Morgan, America's largest bank, has a major presence on the South Coast. Established 25 years ago, its office in Bournemouth is a centre for technology and operational processing with worldwide reach employing more than 4,000 people.

It is a key location in the company's global franchise, supporting activity in over 90 markets across more than 40 countries. J.P. Morgan has continuously invested in its business and people in Bournemouth, most recently committing £28.6 million to install state-of-the-art communication technology.

Chairman and CEO Jamie Dimon says: "Bournemouth offers access to high-quality talent and to facilities that can support our business, not just in London, but around the world. We are proud to be an active member of the local community and to be the largest private-sector employer in Dorset."

J.P.Morgan



BARCLAYS PLC

Barclays House was opened in 1975 in Poole by Barclays Bank International. Upon re-organisation Barclays Bank Limited (the UK-based Bank and Barclays Bank International merged into a single organisation and the role of Barclays House slowly began to change. Barclays House is now the home of Group – wide Human Resources, and staff services functions, including pensions, pay and benefits, staff health, safety and well-being and staff personal development and training services. Poole also houses the department in charge of handling PPI enquiries.



CASE STUDIES

LV= (LIVERPOOL VICTORIA)

LV= (Liverpool Victoria), a leading financial mutual offering a range of insurance, investment and retirement products, employs 2,400 people at its head office in Bournemouth. They are the UK's largest friendly society, with more than 5.5 million members and customers.

HR Director Julia Tyson says: "Being in Bournemouth gives us access to the wide range of talented people based here in the town and it's great to be part of the unique community spirit. We're proud to be part of the growing hub of financial services businesses based locally and one of the major employers here. We're committed to developing and recruiting talent and continue to forge relationships with local universities and colleges which are essential to our success. We have a wide range of roles within our Bournemouth office, from customer services through to IT, HR, finance and digital marketing, to name but a few, which offers great development opportunities for our people."

BANK OF NEW YORK MELLON

Bank of New York Mellon was established by Alexander Hamilton in 1784. BNY Mellon services include –alternative investment service, asset servicing, broker-dealing services, capital markets EMEA, collateral management and segregation, corporate trusts, depository receipts, foreign exchange, investment and management. BNY Mellon are a world-renowned leader in investment, investments services and wealth management. They provide solutions for advisors, banks, broker-dealers, consultants, corporations, European pensions, family offices and ultra high worth individuals. IFA's insurance companies, investment managers, sovereign institutions and wealth managers.



CASE STUDIES

MORNING DATA

Morning Data has been positioned in Dorset since 1998.

Morning Data strives for a 50/50 ratio gender balance in a predominantly male industry, whilst also supporting mentoring programmes through the IT Livery company with the Blandford based Royal Signals as well as regular Schools support with talks, Careers' events and work experience.

Morning Data has grown steadily in the last 5 years with a 10 - 12% year on year increase in turnover, maintaining approximately 76% Gross and 32% Net profit. Morning Data's has a niche market of around 180 - 200 firms, its business model strives to maintain long term contracts with Insurance and Reinsurance Broking Houses providing all their back office core systems of record in a very specialist market with some unusual challenges.

Why Morning Data is in Dorset

- A wealth of experienced staff finish their "rat race" careers but are far from considering retiring, their experience is our asset.
- That workforce enjoy flexibility, but that flexibility works both ways.
- Cost of Office space, in this case buying the Old Engine Shed reduced running costs
- Benefit from UK Research & Development Tax relief
- High Speed Internet reduces the need to be onsite with Clients for 80% of our activity
- KPI support in collaboration with Bournemouth University
- A wide choice of contract staff with expensive relevant skills to up skill our team as required for special projects



Why the South Coast Financial Centre of Excellence

The region's proximity to London, lower office overheads than the capital and 243,000 highly educated employees equals a thriving financial and business services sector. Covering the county of Hampshire and part of neighbouring Dorset the region has an overall area of more than 3,880 km and includes the cities of Southampton, Portsmouth and Winchester and the towns of Bournemouth & Poole, Farnborough and Basingstoke.

It boasts an exceptional quality of life, with a climate, environment and infrastructure that helps residents and the local workforce make the most of the area's attractions and advantages. Offering excellent transport links, the South Coast is extremely well connected, enjoying easy access to London, the rest of the UK and beyond. The region is within one hour's drive of a market of 18 million people and has a world-class talent pool and high quality, competitively priced office space, making it the ideal location to establish and grow a business.

The South Coast is the leading centre of excellence for the Finance Services Sector in the UK. There are 22 FTSE 100 firms based in this area, and 12 of these can be classified as financial and business services companies. Around 20,020 financial and insurance companies have an estimated presence in the region including headquarters, major corporate centres or back-office operations of major firms and collectively, they contributed £3.4 billion to the economy in terms of GVA*. The presence of these companies creates major opportunities for other financial and business services enterprises looking to relocate to the South Coast. For example, there is a ready pool of well-qualified labour already working in these firms, as well as the opportunity for new recruits. There are over 240,000 people employed in the financial and business services sector in the South Coast region with financial and insurance companies alone accounting for 39,500 **



Bournemouth & Poole College

Bournemouth & Poole College has an excellent reputation for delivering qualified students with the right knowledge and skill sets to meet the ever-changing needs of the local economy. Ofsted, who regulate most of the qualifications we deliver, rated us as a 'good college' in their last visit in 2016. Over 25% of 16-18 year olds in the area choose to study professional, technical and academic qualifications with us.

We proactively engage with businesses, the Dorset Local Enterprise Partnership, local chambers of commerce and others to ensure we have a clear understanding of current and emerging skills needs. We then develop courses and qualifications that enable us to deliver directly to the region's skills agenda. Our Financial Services Employer Advisory Board drives our curriculum and training provision, enabling us to deliver a talent pool equipped with the right attitude and awareness of the sector's expectations.

We understand how Financial Services businesses operate and the skills that they need. The college can support firms relocating to the area with students qualified in subjects as diverse as Customer Service, Business Administration, IT, Computing and Cyber Security skills, Accountancy (we are recognised as a Gold Centre by AAT), Business and Marketing (including specialisms in Digital and Social Media Marketing).

Our range of qualifications enables us to deliver individuals who can add value at all levels within your business. Students can either complete full-time qualifications or be based in a business while completing an Apprenticeship. We are open to discussions about bespoke requirements. Teaching can take place on our sites in Bournemouth and Poole where we have invested over £28m of structural improvements since 2011, in the workplace or online.

The College is the largest provider of apprenticeships in the region, with over 2,000 apprentices on college programmes at any one time. Degree qualified students are ready to join management programmes and established members of staff can update their skills while progressing within your business.



www.investindorset.co.uk

Bournemouth University

Bournemouth University has come a long way in a short amount of time and currently has over 17,000 students. It has a strong professional orientation with a focus on academic excellence and graduate employability. The university is a well established name in the financial services sector.

- It was the first to introduce an undergraduate degree in financial services and currently offers a range of postgraduate master-level courses for those interested in financial services, loss adjusting and risk.
- It's courses are recognised by the key financial services professional bodies, including CII, CISI and CILA.
- They have research centres in entrepreneurship and economic growth, financial markets and economic fluctuations, cyber security and disaster management.
- These centres have secured funding from the ESRC, and AHRC, for a wide range of knowledge-transfer events on the financial crisis, finance for SME's and the marketing of financial services.
- They have long-standing relationships with professional financial and business services organisations, including Barclay, J.P. Morgan, LV= and Santander Commercial.



**Bournemouth
University**

Cyber Security Centre at Bournemouth University

The Bournemouth University Cyber Security Unit (BUCSU) is located within the Faculty of Science & Technology and puts Bournemouth at the forefront of cyber security through the fusion of enterprise engagement, research and education.

The research carried out by the members of BUCSU is a vital component for underpinning high-quality educational curricula, collaborative partnerships and maximising the University's contribution to regional, national and global economies. The Cyber Security Centre provides businesses with support and guidance to help them develop their cyber capability, through organising student placements/ projects; graduate recruitment and funded projects such as KTPs. Importantly, we offer excellent degrees, post graduate degrees and CPD courses to ensure that graduates and professionals acquire the qualities and embedded skills which are inherent to good cyber security leadership and strategic management performance. The University is also looking into running the Cyber Security Professional Degree Apprenticeship.

We've been researching and teaching Cyber Security & Information Assurance for ten years.

- Currently BU have over 400 under-graduate and post graduate students covering the following degree programmes:
 - PhD
 - MSc Cyber Security & Human Factors
(The units on this course can be delivered as CPD modules)
 - MSc Crises, Disaster Management and Cyber Security
(The units on this course can be delivered as CPD modules)
 - BSc Forensic Computing & Security
 - BSc Cyber Security Management
 - MSc in Internet of Things (IoT) & Cyber (2017 onwards)

The Bournemouth University Cyber Security Unit was established at the beginning of 2012. Advocates of cyber security working closely with the National Crime Agency, South West Regional Organised Crime Unit, local constabularies, local government, businesses and schools.

Academic partner member of the ITU (International Telecommunication Union, specialised UN Agency) and are currently involved in creating a standardisation policy work for them. Additionally, we are active members of the UK's Information Assurance Advisory Council.

BU Cyber Security Unit website

<https://bucsu.bournemouth.ac.uk/>

BU Cyber Security Research Group website

<https://cybersecurity.bournemouth.ac.uk/>

Dorset is great for...



Housing, Education, Health Services, Shopping, Leisure and Sports Facilities



World renowned natural environment historic sites and buildings and UNESCO World Heritage Site "Jurassic Coast"



'Outdoors Lifestyle' walking, cycling, diving, windsurfing and sailing and many other sports available for participation



Local foods and hospitality from fashionable restaurants to rural pubs and local farmers markets



About us

Invest in Dorset is a team of economic development professionals across Dorset dedicated to helping companies and investors identify investment or expansion opportunities in Dorset. We will provide you with your information tailored to your needs, make introductions, help you find suitable premises/farms and advise on current financial assistance available.

Whether you are thinking about starting a new business, expanding your UK operations, relocating, or seeking a UK base for your operations, Invest in Dorset can help you explore what Dorset has to offer, and ensure you get all the support you need to be successful here.

Invest in Dorset is part of the Dorset Local Enterprise Partnership, created to help determine local economic priorities, and lead economic growth and job creation in Dorset.

We can assist with...



Location information



Commercial Property search, introductions to land agents and real estate agents, residential property market agents



A tailored introduction service to Dorset is offered to help meet your various site visit requirements and relocation information to support staff and families



Local general information and economic intelligence



Information on local financial support and national schemes



Introduction to local and sector networking groups



Find out more at www.investindorset.co.uk



Contact us at www.investindorset.co.uk

