

INVEST IN DORSET'S

FINANCIAL SERVICES



DORSET
Local Enterprise Partnership

**PROUD
TO SUPPORT**



dorsetlep.co.uk/invest-in-dorset

Dorset



Dorset is known as a thriving financial centre and the sector is well established with over 1,600 firms in the county, employing 14,000 people (4.2%) and contributing £1.7 billion (10%) to the economy – marking a 20% growth over the past 10 years.

Several global businesses head offices – dealing with everything from securities processing to fund trustee management – are now based on the Dorset coast.

Bournemouth is at the core of 'near-shoring' 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:



Why Invest in Dorset in Financial Services?

- Dorset 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, yet with lower office overheads helps to deliver a thriving financial services sector

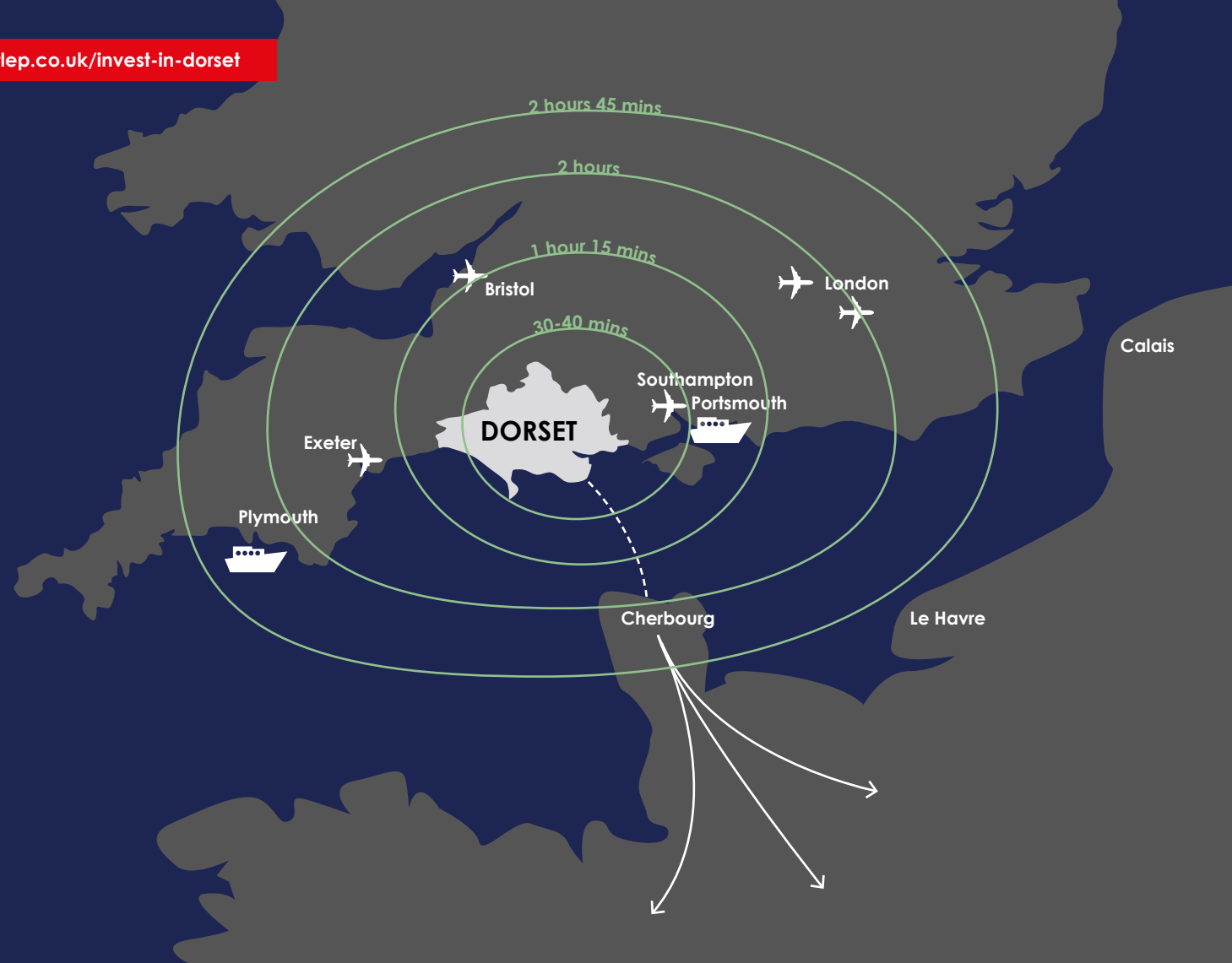
What are the benefits?

Companies have the opportunity to collaborate with leading Universities and Colleges.

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

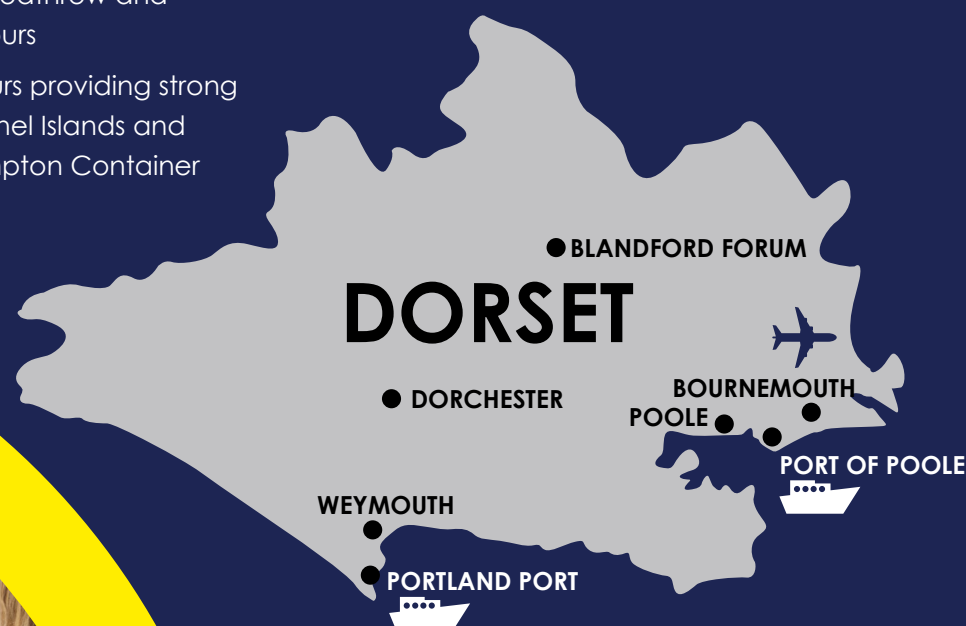


Poole Harbour



Location

- 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 and 3 Harbours providing strong links to mainland Europe, Channel Islands and Santander. The Port of Southampton Container Terminal is within 1 hour
- Dorset is home to Bournemouth University, Arts University Bournemouth, Bournemouth & Poole College and Weymouth College. Within the wider region, there are a large number of Universities active in financial services education and research



FinTech West

FinTech West is the representative body for Fintech in the South West region and part of the FinTech National Network hosted by Innovate Finance. We are a not for profit organisation with core objectives to:

- Connect and inform the FinTech community in the South West
- Promote the South West as a FinTech centre of excellence and help develop the sector
- Add value to and help generate regional economic benefit
- Align to the development of the national FinTech sector

Connect, advise
and support

Assist in finding
funding

Bring together the
community

Events to inform
and entertain all

Help shape UK
FinTech policy

Support
businesses
relocating

Enable education
and industry to
connect

Enable corporates
and FinTechs to
collaborate

Support student
education

Showcase the
South West

Aid inward
investment and
exports

Collaborate with
local and national
partners

We showcase the South West while engaging across the UK with sister organisations within the FinTech National Network and partners such as Innovate Finance, TISAtech, the Investment Association, DIT and so on. Speakers and attendees at events include banks and other financial institutions, technology providers, policy makers, advisers and suppliers to the FS and tech sectors, FinTech entrepreneurs, academics, funders, and investors.

Get involved and get in touch! Go to fintechwest.co.uk or email info@fintechwest.co.uk



The community consists of over 1400 people across the region involved and interested in FinTech. FinTech West works alongside a wide variety of organisations including FinTechs and related tech firms, accelerators and incubators, financial and professional services, universities, colleges and schools, investors and funding bodies and public sector organisations.

Case Study

A leading personal lines insurer that offers an extensive range of products including car, home, pet, travel, landlord, breakdown and home emergency insurance to around 7 million customers. They employ around 4,000 people with around 1000 based in the Bournemouth office.

People Director Dawn Dallas 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 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.

lv.com

Case Study

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 worldrenowned 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.

bnymellon.com



Case Study

Morning Data is a leading supplier of world-class software and service solutions for the global insurance industry. Morning Data has been providing state-of-the-art Insurance Software Systems to its clients since 1983.

Our clients will benefit from a partner with over 30 years' experience and a client-centric focus, as we strive to support the global market with facilitating simpler and more cost-effective electronic trading and automated processing. This support for automation in the market will open opportunities for Coverholders, Brokers and Carriers to benefit from reducing administration and the provision of information quickly to interested parties.

We have offices in Poundbury and in the City of London.



Mission

Providing our client with the perfect blend of technology and people, our mission is to provide superior software solutions for Reinsurance and Wholesale Brokers, Underwriting Agencies, Direct Insurers, Re-insurers and Underwriters, giving excellent value for money, exceptional support facilities and continuous development, anticipating client, industry and regulatory requirements.

Awards

Morning Data strives to excel in all areas of its operations, from technology and innovation, through to partnerships and staff development. Our awards are recognition of these achievements and our drive for continual improvement.

Morning Data is the only software provider in the insurance industry, where all staff are trained to Cert CII (Chartered Insurance Institute) as a minimum, ensuring that our clients engage with a team that understands their business and industry.

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. The current team comprises a broad age range, 23 to 75! Whilst during Covid the company gave a bounce back bonus to be spent with local independent shops and services.

morningdata.co.uk



Kirstin Duffield Presenting

Case Study

Chartered accountants and business advisers PKF Francis Clark have a 130-strong team based in Poole. They deliver audit, specialist tax, VAT and customs, corporate finance, business advisory, financial planning and payroll services to clients in sectors including manufacturing, marine, agriculture, leisure and tourism, professional sports, property and construction.

James Robinson, Poole office managing partner, said: "Dorset is a great place to do business, with a thriving community of innovative companies, fantastic quality of life and a beautiful natural environment. I'm constantly impressed by the ingenuity of the businesses we work with, many of whom are expanding locally, in the UK and internationally."

Certified as a Great Place to Work, PKF Francis Clark has 54 partners and over 850 staff across its eight offices in the South of England. As a member of the PKF network, the firm works with colleagues in 150 countries to support local clients with international expansion plans and overseas businesses investing in Dorset.



Colleagues at PKF Francis Clark's Poole office

About PKF Francis Clark

PKF Francis Clark is a firm of chartered accountants and business advisers with eight offices throughout Cornwall, Devon, Somerset, Dorset, Wiltshire and Bristol. The firm, which celebrated its centenary in 2019, has 54 partners and over 850 members of staff, with annual revenue of £52 million. PKF Francis Clark is a member of the PKF International family of legally independent firms, which together are ranked as the 11th largest provider of accountancy services in the UK by Accountancy Age.

pkf-francisclark.co.uk

Case Study

J.P. Morgan, the global financial services firm, has a major presence on the South Coast. Established 36 years ago, its office in Bournemouth is a centre for some of the firm's core businesses, technology and operational processing with worldwide reach employing more than 4,500 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, the latest project saw the installation of solar panels above the car park which now produces 30% of our energy needs with any excess exported to the national grid.

Bournemouth Location Leader, Karine Sweeney says, "J.P. Morgan's Bournemouth office plays a critical

JPMORGAN CHASE & Co.



role not only supporting the firm's daily operations for our clients but also supporting the global financial system. We are proud to be an active member of the local community, supporting local organisations through philanthropic partnerships throughout the BCP area."

jpmorgan.com

Case Study

Hazeltree, which provides treasury and liquidity management technology for the alternative asset management industry, has chosen Bournemouth, the UK's fastest-growing tech hub, as the home for its new FinTech engineering centre.

The centre, a converted Grade II listed building and local landmark in the vibrant heart of the town, will eventually accommodate 70 software developers, product managers and owners, DevOps and client services professionals. Its opening is a significant milestone in Hazeltree's international growth strategy and will be instrumental as the company continues to expand its client base and develops new products to meet growing demand from financial institutions across the globe.

hazeltree.com

HAZELTREE



"We are thrilled to set up shop in the digital hotspot of Bournemouth," said Sol Zlotchenko, Chief Technology Officer and Head of Private Markets at Hazeltree. "With its engineering power and depth of tech talent, we are confident the centre will help take Hazeltree from strength to strength as we further enhance our best-of-breed treasury and liquidity management FinTech capabilities at a time of increasing complexity in global markets."

Case Study

Mazars is an internationally integrated partnership, specialising in audit, accountancy, advisory and tax services. Operating in over 90 countries and territories around the world, we draw on the expertise of 42,000 professionals.

Our market-leading team in Poole, Dorset has been operating since 1986, firstly as Neville Russel, before integrating into the Mazars global partnership in 1998. It supports businesses and individuals along the south coast and beyond based in the iconic Merck House.

Lesley Fox, Office Managing Partner, comments "With deep, local roots, Mazars has a solid understanding of the business environment in Dorset and surrounding regions.

We are dedicated to delivering best and pragmatic advice for our local clients through our talented team, and linking up our international clients with expert advice from around the global Mazars partnership. We continue to grow and invest in Dorset due to the vibrant business economy which also has the advantage of being a beautiful county to live and work in. We take nothing for granted and are committed to the community in which we work through charitable and sustainable projects."

mazars.co.uk

mazars



Business, Management and Finance

Working in business and management offers our students a fast-paced and vibrant career across a range of industries.

Our study programmes cover area including marketing, finance, IT, operations, human resources and administration – all skills and knowledge areas that are now more important than ever for both employees and employers. We work closely with business partners including JP Morgan, Grid for Good, New Look, Shire Hall and the SMBP (Social Mobility Business Partnership) to ensure our students get the very best opportunity for experience and engagement and can see the skills they are developing at work in real-life situations and scenarios.

We offer courses and apprenticeships from Level 1 to Level 5 – including an HND in Business, AAT at levels 2-4 and a Departmental Manager level apprenticeship. Our university level students have access to a dedicated and newly redeveloped campus-based higher education centre to facilitate and support their studies

Case Study



Business Administration apprenticeship – the NHS

Leah worked at Dorset County Hospital and was keen to upskill whilst in the workplace to progress her career. Leah started a Level 3 Business Administrator apprenticeship at Weymouth College in 2021. She dedicated herself to the course – regularly sending in work for her modules – and completed with Distinctions for both her Portfolio Interview and Project Presentation.

After completing her apprenticeship Leah progressed to the role of Apprenticeship Coordinator at Dorset County Hospital. A champion of apprenticeships and their value - Leah is now a great business partner as together we support our current NHS apprentices.
Angela Storey, Apprenticeship Co-ordinator & IQA, Weymouth College

Progression for our students is particularly diverse in this area – and many of the skills developed are transferable across many disciplines and market areas. Students may progress to university level study or enter the workplace in sales, marketing, PR, Human Resources, accountancy, law and administration roles plus many others.





Business and Finance – AAT

The Association of Accounting Technicians (AAT) is a professional membership body for accounting personnel. Sponsored by major professional accountancy bodies in the UK, the internationally recognised skills-based AAT qualifications provide practical, real-world skills for use in business and accounting.

At Bournemouth & Poole College we offer 3 levels of AAT study: Level 2 Certificate in Accounting, Level 3 Diploma in Accounting and Level 4 Professional Diploma in Accounting. So, whether you are completely new to accounting, looking to improve your financial knowledge, or hoping to set up your own accountancy business, there is a course for you.

The AAT Level 2 Certificate in Accounting is ideal for entry level accounting roles. Level 2 students can study at Certificate level with no previous



accounting experience. The course delivers a solid foundation in finance administration, covering areas such as double entry bookkeeping, basic costing principles and accounting software. Completion of the qualification allows progression to higher level studies.

The AAT Level 3 Diploma in Accounting aims to provide students with the specialist knowledge and skills required to progress in an accounting or finance role, or to further study in accountancy and finance. Units covered include Indirect Tax, Advanced Bookkeeping and Final Accounts.



Both Level 2 and Level 3 courses are available as apprenticeships, giving young people aged 16 and over the opportunity to combine the experience of working with the added benefit of attending college on a day release basis.

The Level 4 Diploma in Professional Accounting looks to enhance the skills developed from the Level 3 Diploma in Accounting, enabling students to maximise opportunities in their current or new employment. By studying for this qualification, students will acquire professional accountancy and finance skills that will be useful throughout their careers. The course covers higher accounting tasks including drafting financial statements, managing budgets and evaluating financial performance.

It is ideal if you:

- Have completed the Level 3 qualification and want to develop your skills to a professional level
- Are already working in finance and would like to gain formal recognition to help you progress your career
- Would like to progress to be an AAT Licensed Accountant (MAAT or FMAAT) or study for chartered status

thecollege.co.uk



Bournemouth University's Business School is embedded in the local community working alongside large organisations and SMEs. Offering courses in business, accounting, finance, economics and more, the university provides skills to a key industry in the local area.



Landsdowne Campus



Business School

BU academics conduct work in economic modelling, to understand the impact of events and interventions to help businesses make better decisions, this modelling was used to justify the expansion of Heathrow airport in 2016.

The university has an active cyber security portfolio, with staff working on security to help financial services navigate security issues when creating software. Research has been conducted in restoring consumer trust in the insurance industry, and the university regularly works with partners to help link research, education and practice together. BU's Disaster Management Centre helps organisations to look at financial resilience, while BU economists work with governments to help advise on financial and industrial policies.

bournemouth.ac.uk



**PROUD
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Support Packages

Companies locating to Dorset can take advantage of a comprehensive support package available through the Invest in Dorset Team.

Find out more at: dorsetlep.co.uk/invest-in-dorset

- Free bespoke commercial property searches including location advice, property viewing and familiarisation visits
- Introductions to legal, financial, commercial property specialists and their services
- Employment support - including labour market information, introduction to recruitment and training partners
- International trade advice
- Information regarding Trading Standards
- A tailored introduction service to Dorset is offered to help meet the requirements and relocation of staff and families
- Funding and assistance available within Dorset
- Business advice and networking
- Business mentoring
- Dorset Gateway provides local business information

Invest in Dorset Team

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, ensuring they get all the support they need to be successful here.

Find out more at: dorsetlep.co.uk/invest-in-dorset



dorsetlep.co.uk

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