



**Cork  
Chamber**  
Advancing business together

# Joining the Dots

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Promoting Economic  
Opportunity Between the  
UK and South West Ireland

**November 2018**



**British Embassy  
Dublin**

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# Foreword – Cork Chamber

Ireland and the UK have developed intrinsic trading and business links through years of shared history, culture, drive and vision. For many Chamber members, UK clients, suppliers, partners and friends are a part of everyday life, a norm, a relationship without barriers.

However, it is essential that familiarity does not lead to complacency. We need to be continually proactive to ensure that no opportunity is missed.

There is great optimism and opportunity in Ireland at present. Cork Chamber's quarterly economic surveys consistently indicate business confidence amongst over 90% of members. The 2018 launch of the National Planning Framework (NPF): Ireland 2040<sup>1</sup> and the National Development Plan 2018 – 2027<sup>2</sup> both align planning and investment in the South West for the medium to long term. The strategies endorse the significance of Cork as Ireland's second city region, positioned for 50% growth, including 125,000 additional people in the City and Suburbs by 2040. The Development Plan assigns €116bn to Ireland's development to 2027.

As the leading business organisation in the South West of Ireland, the Chamber represents 1,200 businesses and over 100,000 employees. By collaborating with the British Embassy on this project, we have sought to be practical and reach out to well-placed stakeholders, to use and build on our existing relationships and to test our belief that more can be done to ensure opportunities are proactively identified to the benefit of our complementary economies.

Against a backdrop of geopolitical change and debate in relation to the nature of free trade agreements, it is all the more important to ensure that current relationships are protected, supported, enhanced and promoted. This should be done by fostering new relationships between businesses, researchers and academics. It is not sufficient for representative, diplomatic and state bodies to simply maintain relationships with their functional counterparts. Real and meaningful discussion must be facilitated between business and academic leaders and those who have the capacity to contribute to driving developments.

The British Embassy are to be commended for their vision, for testing, for challenging and for pushing an actionable and meaningful agenda. Our recommendations are clear and we look forward to delivering.



Conor Healy  
CEO, Cork Chamber

## Foreword – British Embassy

It gives me great pleasure to welcome the publication of this report. It sets out the strategic ambitions of business in the UK and South West Ireland and offers concrete recommendations for how to promote stronger business partnerships and collaboration.

We in the British Embassy are committed to help delivering them. That is why I appointed the first ever UK Honorary Prosperity Consul with responsibility for the South West of Ireland. We will work together with partners across the region, including in both Cork and Limerick and will be especially mindful of the relevant actions in the Irish Government's 2040 Action Plan.

The ties between the UK and the South West of Ireland have never been stronger. Recent examples of our engagement have included the visit to Cork in June by HRH the Prince of Wales and the Duchess of Cornwall, which showcased some impressive examples of Irish innovation and a series of Embassy-led engagements in Limerick.

Ireland and the UK are key economic partners for each other and open, free trading nations. Total trade in goods and services between the UK and Ireland increased over 16% in 2017. Scientific co-operation too has flourished, Ireland now maintains almost 1,200 collaborative links with UK partners. Furthermore, between 2012 and 2016 over 12,900 research papers were produced from collaborations between UK and Irish researchers. We are determined to ensure that our strong partnership will continue after the UK leaves the EU, which is one of the reasons why we commissioned this important report that identifies important new opportunities.

A special word of thanks is owed to the Cork Chamber of Commerce who engaged with businesses, scientific institutions, local government and representative organisations in the production of this excellent document and its strategic recommendations.

I personally believe that the South West region has an exciting future ahead. I know that this view is shared by the Irish Government. The UK wants to play an active role in helping the development of the region through closer engagement, trade and investment and strong academic partnerships. We look forward to helping deliver on the report's recommendations.



Robin Barnett  
HM Ambassador to Ireland

# Executive Summary

Through the voices of those interviewed and surveyed for this report, several themes have emerged to inform clear and precise recommendations. Most notably, there is universal agreement that more can be done to actively explore mutually beneficial opportunities and overcome complacency in UK and Ireland relations.



93% of survey respondents envisage future potential for expanded collaboration between the UK and Ireland, with the opportunity of addressing the lack of networks and knowledge gap between both areas as being instrumental in developing collaborations.

The compatibility and scale of economic sectors and the accessible geographies are key factors influencing recommendations in this report. It also shows that diaspora is a further desirable element but that willingness to improve engagement is not conditional on this factor.

A lack of knowledge, and information about the existing networks and support systems to enhance the UK-Ireland relationship was noted by multiple stakeholders. From baseline sectoral or geographic strengths, to niche information, opportunities are not widely understood in either jurisdiction. While there is plenty of information available, it is clearly not being

accessed. For SMEs, time and resources are a huge factor when trawling through relevant information. The added dominance of the current, daily Brexit discourse clouds the perceived opportunity.

While Brexit was flagged as a concern in multiple cases, many organisations in both Ireland and the UK, felt that the businesses in their region were operating ‘business as usual’. There is speculation about potential challenges in the absence of concrete frameworks to govern the future trading relationship and a sense that business must ‘step up’ while governments negotiate future scenarios.

For companies in the South West of Ireland, the UK remains a key target market. It is a source of comparison and best practice learnings in a number of areas, for example, in the provision of supports for start-ups, and is invariably an SME’s first export market. Similarly, Ireland is seen as a logical first step for many UK companies seeking to test their capability in overseas markets.



Focusing on the strengths of compatible sectors is of strategic importance. The confluence of the broad ICT and Financial Services sectors is a notable strength in the South West of Ireland and is mirrored in the UK, in particular Liverpool, Manchester and Leeds. There are active initiatives such as Cork Chamber's international outreach initiative, Connecting Cork, or the niche focus of groupings such as Pro Manchester, that offer untapped potential. It is pragmatic to work with existing stakeholder groups in these geographies and sectors to promote stronger relationships and trade.

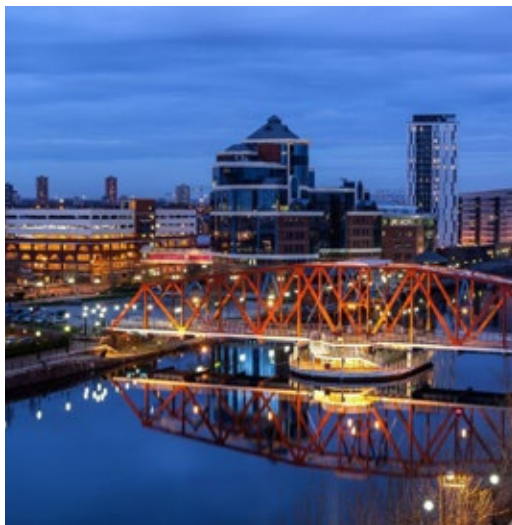
A number of stakeholders cited the ongoing emphasis on creating connections in far afield geographies such as China and the US, often more difficult to access and more culturally disparate than our nearest neighbours. Such global ambition is well placed, yet it must not be at the expense of the quick wins offered on both sides of the Irish Sea. We must be as proactive in neighbouring geographies as we are in those further afield and no longer take one another for granted.

In summary, more can be done. There is an appetite for practical intervention with a sensible programme that creates opportunity now, rather than waiting for political decision-making to define the agenda. A focussed and practical programme that is oriented to be beneficial in all scenarios, can serve to bring likeminded stakeholders together to explore untapped opportunity.



# Introduction

On a national basis, it has always been important that the UK-Ireland bilateral relationship is enhanced and supported. Moreover, with the UK's exit from the European Union and changes to trading relationships a recurrent theme globally, the principal ways of maintaining this relationship will require additional support from other means.



This shift in emphasis therefore, has the potential to bring about significant opportunities for economic growth, research collaboration, and innovation in diverse regions and areas.

This report has been undertaken by Cork Chamber on behalf of the British Embassy in Ireland. Despite changing political and trading environments, the UK commitment to facilitating exchange has endured. This is most recently evident with successive Royal visits to the region, as well as the appointment of an Honorary Consul in the South West of Ireland. A focus on boosting and growing relationships in the South West region has emerged as a critical next step in building bilateral links.

This report is designed to support and drive future collaboration between business, academic and research interests in the UK, Wales and South West Ireland, through the delivery of a clear set of practical and actionable recommendations.

This report therefore explores the current landscape and the nature of business and academic relations between the South West of Ireland and comparable English regions as well as comparable areas in Wales.

The South West region of Ireland and the UK regions were specifically selected as the focus of this report due to a strong economic track record and growth potential. In order to immediately test new ways of better working together and be impactful, areas outside of the capital cities offer opportunity to boost existing relationships and strengthen commonalities. In the UK, areas with connectivity and commonality other than London were selected. That said, the recommendations of the report may be applied beyond those specified.

A Cork Chamber survey of members 'Exploring New Markets' conducted in early 2018 revealed that 45% of respondents indicated a business presence or ongoing relationship with the UK. The majority of these respondents represented businesses with between 21 - 100 employees. Of those surveyed, Business Services, Financial Services, ICT, Medtech, Education and Languages were identified as the sectors with the strongest relationships with the UK.



The survey highlights that those with a UK presence or relationship identified the biggest challenges when exporting to the UK as being finance and funding, sales, marketing and market research. The least challenging aspect was seen as finding a trustworthy partner. The majority indicated that they source new overseas customers via attendance at trade fairs, followed by desk research and market exploration visits.

As part of this initial step, the report identifies areas of complementarity and strength in these regions. International Financial Services (IFS) and Information Communication Technology (ICT) are to the fore, but it is also recognised that additional sectors including Agri-Food and Construction have significant scope for improving collaboration. With this background, the views of key stakeholders from the UK and South West Ireland on economic and research relations are set out on a thematic basis.

Based on the findings from these consultative processes, conclusions are offered to identify opportunities and propose recommendations for enhanced business, academic and research collaboration between the South West of Ireland and comparable regions in England and Wales. Beyond their initial insights, stakeholders' appetite for collaboration will be tested through a programme of actions which will strive to ensure that there is value for all involved.

To form conclusions to act as the basis for our recommendations, the report is based on in-depth primary research from a combination of survey and detailed discussions with 87 stakeholders from across these regions.



# Existing UK and South-West Ireland connections

The purpose of this report is to support and drive future collaboration between both sides of the Irish Sea. To understand the current context, as a first step we set out below a non-exhaustive list of those bodies in the UK and South-West Ireland that have an existing connections and have potential for further bilateral development and enhancement.

**Enterprise Ireland** – Irish government organisation responsible for the development and growth of Irish enterprises in world markets.

**IDA** - State agency responsible for the attraction and inward foreign direct investment into the Ireland.

**Enterprise Europe Network** –represented in South West Ireland by Cork Chamber and Local Enterprise Offices. Enterprise Europe Network is a European Commission funded project supporting SMEs to internationalise. Network partners in the following UK locations include: Bangor, Belfast, Birmingham, Bradford, Bristol, Cambridge, Chatham, Chesterfield, Coventry, Daresbury, Glasgow, Hatfield, Inverness, Leeds, London, Manchester, Middlesbrough, Nottingham, Oxford, Sunderland, Swansea, Swindon, Warrington and Welwyn Garden City.

**Connecting Cork** – Coordinated by Cork Chamber, this initiative focuses on connecting with international business and diaspora networks across the globe, to promote Cork as a destination for business and investment, with a strong focus on the Financial Services sector, where the ongoing outreach to the UK is currently focussed on London.

**Twinned Cities** – Cork is twinned with Coventry and Swansea. These relationships offer latent potential that is underutilised.

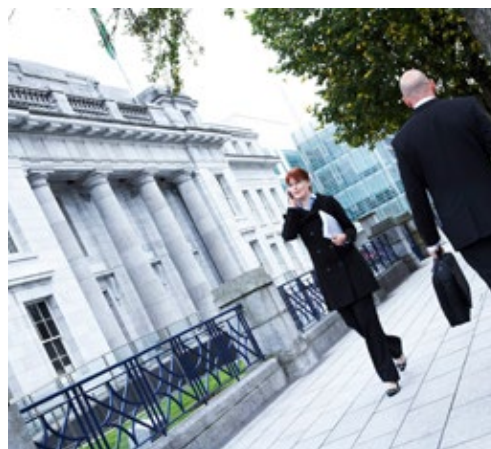
**British Irish Chamber** – The Chamber plays a vital role in maintaining focus on the value of two-way trade between the United Kingdom and Ireland.

**Irish International Business Network** – The IIBN is a network of Irish entrepreneurs and business professionals. The objective of IIBN is to facilitate greater communication and connectivity between successful Irish business people all over the world with a view to identifying and exploiting new business opportunities.

## South West Ireland and Wales

A significant number of partnerships and collaboration exist between the South West region of Ireland and Wales thanks to the European Territorial Co-operation programmes. The Ireland Wales programme, is managed by the Welsh Government with Irish partners, the Southern Regional Assembly (SRA) and the Department for Public Expenditure and Reform (DPER).

The overall value of the programme is €100m, utilising €79m from the European Union's European Regional Development Fund (ERDF).



One example of collaboration under this programme is the Celtic Advanced Life Science Innovation Network (CALIN), a 4-year project which supports research and development programmes for small and medium-sized businesses in the life science sector.

CALIN, led by Swansea University and alongside Irish academic institutions, including Tyndall National Institute in Cork, aims to strengthen economic links and stimulate cross-border collaboration to support both economic and scientific life science development in Ireland and Wales.

## Atlantic Area Programme

Atlantic Food Export Project - Business cooperation to increase Atlantic food products exports.

The food sector is one of the priority sectors across the Atlantic Area, as one of the region's largest employers and exporters. It is a growing sector worldwide, with strong innovation potential (quality and safe products, resource and technical efficiency), and has a significant influence in preserving the natural environment and enhancing Atlantic rural economies. However, most of this food sector is composed of family owned SMEs producing for local markets that face special difficulties in accessing foreign markets, as well as mass distribution networks.

The Atlantic Food Export project aims to help food sector SMEs from the Atlantic regions to develop innovative strategies and improve their competitiveness in international markets. Partners from across the Atlantic area region, from Ireland and Wales include, Cork City Council, Bord Bia, West Wales and the Valleys (BIC Innovation) and the Welsh Government.

# Irish and UK Sectoral Insights

The trading relationship between the UK and Ireland cannot be understated. In a Central Statistics Office, ‘Brexit Ireland and the UK in numbers’<sup>3</sup> report, published in 2016, the complete trade relationship between Ireland and UK is valued at:



The UK is over three times the geographic size of Ireland, and is home to a highly sophisticated and diverse economy generating £1.96tn in GDP in 2017. Thanks to its scale and diversity, each region within the UK displays multiple sectoral strengths. Given the economic differences between SW Ireland and the UK, the issue of genuine compatibility arises when considering inter-regional collaboration.

To address this the summary profiles found in Annex 1 of the full report set out some of the defining differentiators of the South West Ireland, Wales and the regions of England including the North, the Midlands, South West and South East. A better understanding of both geographic areas and their unique qualities can help to provide opportunity to the UK regions and vice versa. The profiles also serve to boost awareness of activity across regions, anchor stakeholder insights and contributes to informing the recommendations in this report.

Due to the scale and diversity of both the UK regional economy and the economy in the South West of Ireland, it is very likely that opportunities for collaboration are not being fully seized upon, or that the use of existing structured supports could be improved. As already noted, the Finance and ICT sectors are vibrant in both South West Ireland and the UK, and so appear to present a high level of compatibility. As a starting point, the following section specifically sets out insights on the synergies found in these particular sectors.

# Focus on ICT and Financial Services

The International Financial Services (IFS) and Information Communication Technology (ICT) sectors in the South West region of Ireland exhibit a high level of development, innovation and scale.

As such, these are likely to be good candidate sectors for collaboration and outreach with compatible UK regions. To provide context the following analysis illustrates the value of these sectors to both economies and explores the potential for collaboration.

## ICT in Brief (South West Ireland)

ICT in South West Ireland has a strong presence in cybersecurity, data, software, hardware, communications technology, retail/transactions and cloud computing, with growing strengths in areas such as Augmented Reality (AR)/Virtual Reality (VR) and Internet of Things (IoT). Examples of companies active in Cork include Apple, Dell EMC, Amazon, Eventbrite, Oculus, Alien Vault, and Teamwork.com. Cork is also home to the Nimbus Centre, which is Ireland's largest Internet of Things research centre. There is much optimism in the sector, with 86% of tech companies in Cork expecting to see employee numbers grow in the next three years. Recently, the sector cluster it@Cork received state backing under the Regional Economic Development Framework programme led by Enterprise Ireland. This support will help to increase the emphasis on the ICT agenda in the area, boost the cluster and further policy coordination.

In terms of bilateral trade, Business and ICT services to the UK account for 25% of Irish export services. Conversely, services imports from the UK are predominantly in business, professional and ICT services which represents 42% of total service imports from the UK. These figures show that the current levels of collaboration at national level are healthy and beneficial to both countries<sup>4</sup>.

That said, Irish ICT companies are materially preparing for potential adverse Brexit impacts. Nearly a third of Irish software firms are preparing for Brexit, which is notably higher than general Brexit preparation in Cork, which was recently quoted at levels as low as 6%<sup>5</sup>. The UK is still seen as offering the best near-to-medium term opportunities for Irish firms, followed by the US and Eurozone. Some Irish ICT firms are looking at relocating part of their cost base to the UK to secure natural hedging for any potential negative Brexit impacts, with areas such as marketing, and distribution being selected for such potential moves.

## ICT in Brief (UK)

The UK tech sector has grown 2.6 times faster than the rest of the economy, enabled by collaboration and global connectivity<sup>7</sup>. In recent years, the UK's digital economy has seen impressive growth but also faces challenges with Brexit. The UK digital sector includes digital goods, services and digitally enabled transactions of goods and services, audio-visual, ecommerce, telecommunications and data. There is also a broad range of emerging sectors as artificial intelligence, FinTech, Internet of Things (IoT) and cyber security. The UK has thriving digital clusters in Edinburgh, Glasgow, Dundee, Belfast, Cardiff and Swansea, Manchester and across England. Importantly almost 75% of the employment in this sector is based outside of London<sup>8</sup>.



According to TechUK<sup>9</sup> growth is being delivered across the whole of the UK by tech. Dundee has seen 171% growth in digital turnover between 2011-15; Bournemouth & Poole now have 26% high growth businesses, followed by Newcastle (22%) and London in third (20%). In 2016, 68% of digital tech investment was outside London, showing that tech is leading in balanced economic growth, consistent with the UK Government's own Industrial Strategy.

According to the European Digital City Index 2016<sup>10</sup>, London is ranked at number one for start-up readiness, with Cambridge ranked 12th, Bristol 13th, Oxford 15th, Manchester 16th, Birmingham 23rd and Cardiff 40th and with slight variations in the ranking if assessing scaling up readiness. As part of the European Digital Forum, this ranking assesses the strengths and weaknesses of local ecosystems to support digital entrepreneurship and digital start-ups across Europe.

The UK is the leading destination in Europe for inward investment into the digital sector, attracting £6.7 billion in 2016 (50% higher than any other European country)<sup>11</sup>. The UK's digital sector contributed £118.4 billion to the UK economy in 2015, accounting for over 7% of UK Gross Value Added (GVA). From 2010 to 2015, the sector's contribution to GVA increased by 21.7%, compared with total UK GVA increase of 17.4%. It has also been shown that UK businesses in this sector are more likely to trade internationally than businesses in other sectors<sup>11</sup>.

## Financial Services in Brief (Ireland)

Finance accounts for 18% of Ireland's key service exports to the UK (with 'insurance' accounting for an additional 7%). It accounts for 19% of Ireland's key service imports from the UK, with insurance accounting for an additional 11%, indicating high levels of integration with the UK.<sup>4</sup>

In March 2015, the Irish Government launched IFS2020<sup>12</sup>, a five-year strategy for the International Financial Services (IFS) sector in Ireland. The Strategy aims to create 10,000 net new jobs in the sector by 2020. Currently around 30% of those employed in the sector are located outside Dublin and the IFS2020 strategy highlights a commitment by government to grow IFS activity in the regions and in particular to promote regional locations for second site operations to support growth by IFS companies located in or near Dublin.

The development and growth of research and expertise in areas such as blockchain, artificial intelligence, robotics and cyber, are key to the IFS2020 aim of growing Ireland's reputation as an open economy with a strong background in technology, research and financial services.

The IFS sector in Cork has grown over the past ten years, and there is now a significant cluster of companies in the region that represent a broad spectrum of financial services disciplines including: back office processing; fund administration; transfer agency; middle office settlements; distribution and asset servicing; trustee/depository; risk & compliance; financial reporting & audit and asset management operations. Well-known international companies such as BNY Mellon and Citco have long-established presence in Cork, and a series of announcements over the last two years have seen new entrants such as Alter Domus establishing a centre of excellence, as well as expanded operations and the growth of existing companies such as Willis Towers Watson, Clearstream (Deutsche Börse Group) and Apex Fund Services. Indigenous companies in the region such as Global Shares in Cork and FEXCO in Kerry add to the significance of the region in this industry.

The Cork Financial Services Forum was established by Cork Chamber in 2008 to drive the advancement of the financial services industry in the region and strengthen partnerships between industry, education and government organisations. The Forum is comprised of 20 members that represent the depth and breadth of the IFS sector in the Cork region, as well as the third-level educational institutes and the local agencies that support the development of economic growth in the region. The Forum activities are carried out through the Chamber's 'Connecting Cork' initiative, which aims to promote Cork internationally as a location for business and investment.

Key to the success of Cork's regional IFS cluster are the third-level colleges, University College Cork (UCC) and Cork Institute of Technology (CIT). The expertise in research via centres such as the Cork University Business School (CUBS), is leading to exciting industry partnerships, such as the Hengtian (State Street) collaboration with the Centre for Investment Research. Furthermore, the ongoing development of courses in areas of future importance to the finance industry, such as CIT's MSc courses in Artificial Intelligence and Information Security, are growing the pipeline of graduates to fill the future skills needs of the industry.

## Financial Services in Brief (UK)

While London remains core to the industry's strong position, importantly around two thirds – or 1.5 million people work outside the capital. After London, major centres with over 30,000 employed in financial and related professional services include Birmingham, Bristol, Edinburgh, Glasgow, Leeds and Manchester. These are followed by Cardiff, Liverpool and Sheffield with between 18,000 and 22,000 in employment. Other centres with over 12,000 employed in this sector include Belfast, Brighton, Milton Keynes, Newcastle, Swindon and Watford. Overall, 21 towns and cities in the UK each have over 10,000 people employed in the sector.<sup>13</sup>

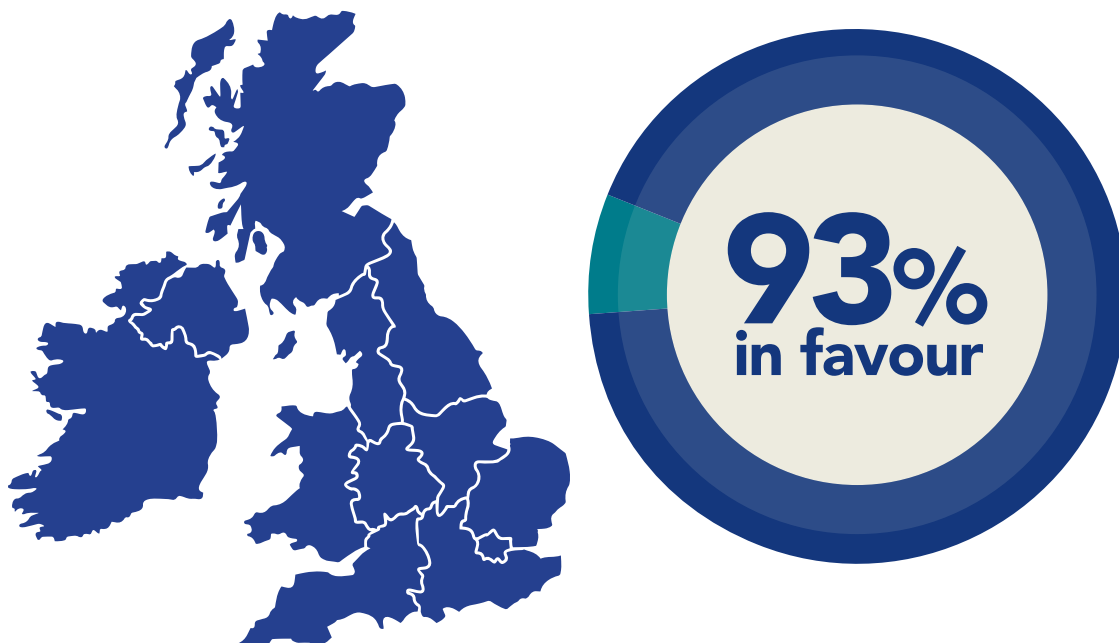
A report produced by TheCityUK<sup>14</sup>, recommends “government should facilitate closer links between regional clusters in different countries. In promoting the UK as an international centre of excellence in financial and related professional services, partnering regional clusters and enterprise partnerships between counties should be facilitated through government, the Financial Services Trade and Investment Board (FSTIB) and existing capabilities within firms. Opportunities to broaden the industry's links and sharing UK expertise with developed and emerging markets should take place on the basis of comparable regions or sectors.”

It is interesting to note that the issues and challenges facing the international financial services industry in the UK are very similar to those in Ireland. Primarily, as stated in the aforementioned report, these relate to the disruptive technology being developed and other advancements that are changing the future of the industry, as well as the need to develop the indigenous skills base in these sectors and the importance of diversifying into the regions outside the capital.

One of TheCityUK's recommendations is: “Government, Financial Services Trade and Investment Board, regional promotion bodies and industry – linking complementary regional clusters, and knowledge-sharing through establishing partnerships: Policymakers need to create an ecosystem that is supported by international partnerships and facilitates cooperation between London and the regions and nations...”. This endorses the potential for the South West of Ireland to become an engaged ‘international partnership’.

## One-to-one Insights

To supplement desk-based research and our understanding of the policy and economic context, in the second quarter of 2018, Cork Chamber conducted in-depth interviews with 37 key organisations, through existing contacts and numerous referrals throughout the UK and South West Ireland to build insights that are representative of business, academic and research.



‘A resounding 93% recognise the future potential of expanding collaboration between the UK and Ireland. Developing connections and collaboration opportunities were identified as instrumental in addressing the lack of networks and knowledge gap between the UK- Ireland regions’.

\*Future of Trade (UK-Ireland) Economic Survey 2018, March 2018

## UK Regional Insights

### Network

*“There is a need to run more coordinated, sector-specific collaborations and joint events with the Cork business community for life sciences sector. The CALIN model which is working successfully could be used as a best practice model for other sectors looking to establish similar networks.”*

Professor Steve Conlan - Professor of Molecular and Cell Biology at Swansea University Medical School and Strategic Director of the Celtic Advanced Life Science Innovation Network (CALIN).

*“The Liverpool International Festival for Business is one of the largest business events and actively attended by stakeholders and businesses from across the UK. There could also be interest in Manchester businesses making a delegation to Cork, given the right programme of activity.”*

Sam Booth - Deputy CEO, Pro Manchester

*“Chambers are the ideal vehicle for private sector engagement, but it must be engagement between the private sector facilitated by Chamber and not simple engagement between Chambers.”*

Colin Brew - CEO Wales and North West Cheshire Chamber & Vice Chair of the North Wales and Mersey Dee Business Council.

*“The simple act of getting people together would be very valued, most certainly in the context of growth.”*

James Goodman - Structural and Regional Development Funds Manager, Bangor University

*“The Metro Mayors are focused on growth in their regions and we know that this will involve increasing the global outreach. Facilitating enhanced trade activity would be a tangible win. It's important for the British Embassy to inform and convene private sector actors to drive the agenda.”*

Simon Collingwood - Director of the North, Quatro PR /Sheffield City Region, Trade and Investment Advisory Board

*“Business West supports activity and clusters in a number of sectors including, AgriTech, Digital Health, Marine and Advanced Engineering sectors, Environmental Technologies. In addition there’s a clear focus on Digital & Creative sectors – especially Immersive Tech & VR, AI & Data and Cyber Security.*

*In addition, intelligent energy /nuclear energy. **“There is an inward investment program in this sector that we are engaged with, supporting foreign firms and those from outside the South West of England to locate and grow their operations in the area, thus any Irish companies looking at setting up in the region could benefit from support.”** In conjunction with this, there are potentially opportunities for Irish companies to bid in to the £50B Hinkley C supply chain (3.2 GW nuclear power plant).*

***We are happy to facilitate any groups or individuals, missions or visits to further enhance collaboration.”***

Chris Lyons - Enterprise Europe Network, Sector Lead, Business West, Bristol

*“Our organisation is taking a number of steps to enhance and consolidate our international relationships in order to ensure that we can maintain our international supports for our members in the future. We have signed informal MOUs with Chambers of Commerce in around 20 countries and look to work with these Chambers as closely as possible on our international activities. In relation to the Irish market, many of our members approach Ireland as their first export market, however all parties could do more to raise awareness of opportunities outside the Dublin region.”*

David Pearson - Director of Partnerships, East Midlands Chamber (Derbyshire, Nottinghamshire, Leicestershire)

## **Geography & Connectivity**

*“Many businesses are reactive and are not engaged in forward planning in looking for new markets. If you’re a new exporter then Ireland is a great place to start. It’s always a good place to practice and test potential marketability and systems. It is also a very accessible geography. So there is a very strong opportunity to forge partnerships on that basis.”*

David Attia - Senior Associate, West and North Yorkshire Chamber/Chamber International



*Lack of awareness around sector-specific opportunities in the Irish market can be an issue. Although some companies look to Ireland as an obvious ‘test bed’ for their first international sale, in my experience many will not consider Ireland but will look straight to the established markets such as Germany, France etc., that have a larger perceived customer base.”*

Sunny Claire - Business Advisor, Enterprise Europe Network, The Greater Birmingham Chambers of Commerce (GBCC)

***“The Northern Powerhouse is a logical geography to focus on. It has scale, brand, credibility and government support as an entity. We must be mindful of the links between trade and infrastructure. Practicality is an immeasurable factor for success and focus should be on areas with strong access. As such, Manchester Airport Group, Peel Ports, ABP, Leeds Bradford Airport, Doncaster-Sheffield Airport are logical gateway locations for businesses to access. The Northern Powerhouse Independent Economic Review demonstrated that the north of England has global significance in advanced manufacturing (such as the University of Sheffield’s AMRC in Sheffield), digital clusters across each of the cities, health innovation running through the hospitals and wider pharma and medical device centres and energy with renewables and nuclear at its core. This capability presents a strong basis for dialogue with a global spread of partners.”***

Simon Collingwood - Director of the North, Quatro PR / Sheffield City Region, Trade and Investment Advisory Board

*“The broader economic issues must not be forgotten while Brexit negotiations continue. Chambers could be a force for good, drawing both sides together. There is strong connectivity via air with Doncaster airport and Manchester airport connectivity to Cork and Dublin. This makes business opportunities very real. ”*

Martin Mc Kervey - Partner CMS Cameron McKenna Nabarro Olswang LLP, Sheffield Local Enterprise Partnership and Board of Transport for the North

*“As part of MIPIM 2018 (world leading property market event), the Sheffield Property Association hosted a Tier 2 cities dinner drawing together representatives from Belfast, Brussels, Edmonton, Dortmund, Copenhagen, Lisbon, Mannheim and Gdansk. The Association proposed the idea of forging an international network of Tier 2 Cities and would be interested in hearing any proposals on collaboration.”*

Alexis Krachai - Chief Executive, Sheffield Property Association

## Finance

*“Accessing funding and finance, at the right time is crucial in helping businesses develop Internationally. Exploring new opportunities via attending brokerage events organised by the EEN is a great mechanism to develop new contacts and partnerships. In my experience many smaller companies do not have the resources to cover international activities, whether that be financial and/or personnel.”*

Sunny Claire - Enterprise Europe Network Business Advisor, The Greater Birmingham Chambers of Commerce (GBCC)

*“There could be an appetite for forums and engagement. Although they are good channels, funding for trade engagement is not what it once was. We would be happy to be part of the right initiative, there could be good sponsorship opportunity for the right company too.”*

David Attia - Senior Associate West and North Yorkshire Chamber/Chamber International

## Diaspora

*“The Southwest of Ireland could do a much better job of marketing what they are good at as there is low awareness in Liverpool. The exceptional cultural and genealogical ties could also be leveraged.”*

Elena Enciso - International Trade Manager, Liverpool Chamber of Commerce

*“There should be two parts to any approach, informing people and bringing people together. As an Irish person in the UK and as a business person, I would be very supportive of future actions. ”*

Martin Mc Kervey - Partner CMS Cameron McKenna Nabarro Olswang LLP, Sheffield Local Enterprise Partnership

## Opportunity

*“Liverpool is regarded as having a strong financial sector, insurance and ICT presence that continues to grow. There is a strong creative industry supported by the Baltic Triangle- Liverpool’s digital and creative quarter. **There is also commonality in terms of the strength of pharmaceuticals with Novartis and Lilly having sites in Liverpool and exporting globally. There is great ease of access with multiple flights to Ireland and Cork via John Lennon Airport. A structured approach to the sharing of knowledge between Chambers and Chamber members would be a very practical step.***

*In light of Brexit there is an onus on Chambers to improve the flow of information between businesses in both locations.”*

Elena Enciso - International Trade Manager, Liverpool Chamber of Commerce

*“There is certainly scope for deeper engagement which would mutually benefit Ireland and the UK. For example, the Humber has hosted eight trade delegations from the US, working closely with the Embassy in Washington with the renewable industry (of which the Humber is an undisputed global leader) as the focal point. There is great wealth to be created by supporting the blue economy and it is a naturally complementary area for the Humber and Cork.”*

Mark O'Reilly - CEO & Chairman of Team Humber Marine Alliance

*“Cybersecurity is significant for our region and Gloucestershire’s Local Enterprise Partnership (GFirst LEP) has received £22m to create the country’s first dedicated cybersecurity park in Cheltenham to complement the Government Communications Headquarters (GCHQ). Currently there is not a great deal of collaboration between Gloucestershire and South West Ireland, but we would be interested in developing a stronger relationship. We are looking to strengthen our inward investment team in the coming months to be more proactive, this would include running FDI trade missions and perhaps South West Ireland could feature in this.”*

Dev Chakraborty - Deputy Chief Executive, GFirst LEP – Gloucestershire’s Local Enterprise Partnership

*“ICT also sees innovation and development unique to North Wales, software for processing and compressing 5G data is being pioneered, while gaming, security, and financial transactions are all areas of speciality. There is not a huge level of engagement with Irish universities unless where programmes facilitate it. The Ireland Wales Fund is a prime example of this with two forthcoming projects in digital tourism that include UCC and Dublin City University. As a regional stakeholder Bangor University can engage on these.”*

James Goodman - Structural and Regional Development Funds Manager, Bangor University

*“In light of Brexit, even more focus on openness and education can help to develop a new breed of entrepreneurs that “walk the talk” and internationalise their business no matter what.*

*Irish companies are and will increasingly want to set their business up in the UK to ensure access to the UK market. There are a lot of positive things happening for the Midlands Region that companies in South West Ireland could also benefit from, providing they formalise their UK business. We have worked with a number of companies from Cork and the surrounding areas amongst others through our relationship with the Rubicon Centre*

*and CIT. Also, Cork and Coventry are twinned. This relationship could be used more to the advantage of both and it could be a contributing factor to boosting the trading relationship.”*

Dirk Schaefer - University of Warwick Science Park

*“It is essential that we don’t close the door due to Brexit. Regional economies most of all, need to keep making new relationships”.*

Colin Brew - CEO Wales and North West Cheshire Chamber & Vice Chair of the North Wales and Mersey Dee Business Council.

*“Innovation Point is set up to offer funding and growth support services to Tech businesses and organisations across Wales and we work at the heart of the Welsh tech community. We know where to find the very best in tech innovation and how to bring it together with funding and partnership opportunity.*

*As an international innovation partner, we provide the services required to support the development of business, government, financial and academic collaborations with new and disruptive technology ideas for growth.*

*Innovation Point is working on a number of projects and longer-term opportunities within which we would welcome involvement from Irish tech organisations. From global 5G, MedTech, FinTech and AgriTech opportunities to business collaboration with academic excellence in Cardiff University’s National Software Academy and University of South Wales National Cyber Security Academy, we would welcome your participation.*

*We also play host to a number of successful tech events across Wales including Wales’ most successful annual tech conference ‘Digital Festival’ – which attracts over 2,000 delegates each year, and the monthly Digital Tuesday meetings.*

*Innovation Point is the home of tech accelerators in Wales. As such, we are keen to speak with those interested to work with tech in Wales.”*

Simon Renault - Head of Special Projects, Innovation Point Wales

*“Ireland and Cork need to be better promoted from a Manchester perspective. There are 267,000 financial business and professional services employees in Manchester making it the largest such centre outside of London. With 20,000 in the newly developed Spinningfields area alone there is great critical mass and potential.”*

Sam Booth - Deputy CEO, Pro Manchester

## South West Ireland Insights

### Network

*“Tyndall has a strong track record of collaborating with UK-based industry and academic partners and has redoubled its efforts in these uncertain times. A great example of this is CALIN (Celtic Advanced Life Science Innovation Network) which is a network launched to assist Irish & Welsh life science businesses to innovate through collaboration by offering open access to a unique strategic international partnership involving 6 world leading higher educational institutions and global healthcare leaders Unilever and GE Healthcare.”*

Hugh Smiddy – Head of Business Development, Tyndall National Institute

*“There are practical advantages to finding UK partners but there has been more of a trend in finding non-UK partners in recent years. There were very good links with Wales in particular with strong exchange programmes. A lot of effort in Cork is focused on the East Coast of the US but not on the UK.”*

Gerard O'Donovan - Head of Faculty of Business and Humanities, Cork Institute of Technology (CIT); Dr Helen Mc Guirk- Head of Hincks Centre for Entrepreneurship Excellence, Cork Institute of Technology (CIT)

*“Cork and the South West need to do a better job of promoting itself in the UK. On the flip side, we also need people from the UK to be visible in Ireland, speaking to local businesses and letting them know that the UK is still open for business.”*

Siobhán Finn - Cork Innovates Partnership

*“The private sector must step in to be practical and to create linkages. We all have a role to play in conjunction with the state agencies. In times of uncertainty, it's what government would expect.”*

Niall Mac Carthy - Managing Director, Cork Airport

### Geography and Connectivity

*“Cork has a track record of development and in maritime finance and insurance and a strong existing trade between Ireland and the UK. London is a global hub for shipping services but companies there are making expansion decisions for locations outside of London. Combined with the unique availability of land in Cork city, there is a real opportunity for Cork as an international trade hub with immense potential. It has strong road links and it is complemented by the National Maritime College specialising in seafarer training with companies such as Chevron using the facilities.”*

Liam Lacey - Director, Irish Marine Development Organisation



*“Overall, there is a low level of awareness of the USPs of the regions in the UK, and the potential there. It was suggested that a point of contact, or signposting of organisations to contact and/or facilitated introductions would be beneficial as it is such a large area.”*

Fiona Leahy - Business Advisor & Training Co-ordinator, Kerry Local Enterprise Office (LEO)

*“Cork city has longstanding links with Coventry and was in fact the first city to twin with Cork largely as a result of the number of Irish settled in the city due to economic emigration. In addition, Cork has been twinned with Swansea, Wales since 1991. Good relations with both cities provide an obvious place from which to boost the exchange of best practices in economic development. The City Council is evermore keen to build on close cultural ties with such UK cities, be it in the form of cultural activities or more specifically supporting business and trade relations into the future.”*

Seamus Coghlan - Head of Economic Development, Cork City Council

*“xSellco’s success at the Ludgate Hub in Skibbereen South West Cork has proven that location is irrelevant once high-speed connectivity is available. Ludgate is also home to the first satellite office of xSellco, the Dublin-based e-commerce support company. xSellco opened its Ludgate office in May 2017 with four staff, with a target of doubling within the year. It has doubled by October 2017; went 24/7 in November 2017; expanded its footprint during Summer 2018 and is recruiting again.*

*We’ve long held the belief that connectivity holds the key for Ireland, allowing for a distributed workforce that can live locally and support local economies. This privately funded, community led initiative means our newest staff members get to live in glorious West Cork rather than relocate to high-rent cities or face long commutes. It’s a win for us, a win for them, and a win for the town of Skibbereen.*

*We hope that others will follow us south, and that soon the Ludgate Hub becomes a blueprint that other towns across Ireland can follow. A deep well of locally available talent is opened up, and Irish companies should be first dive in to take advantage!”*

Ray Nolan - CEO, xSellco

## Finance

*“The smarter companies have been looking towards mergers and acquisitions with UK companies to future proof against Brexit. There are huge challenges such as the need for more working capital to deal with currency fluctuations and credit terms but also for pressing matters such as potential regulatory divergence and tariffs.”*

Gerard O’Donovan - Head of Faculty of Business and Humanities, Cork Institute of Technology (CIT); Dr Helen Mc Guirk, Head of Hincks Centre for Entrepreneurship Excellence, Cork Institute of Technology (CIT)

*“Ireland has a number of challenges in relation to our own tax regimes that can make the UK an attractive location for Irish companies looking for investment or a more favourable tax structure.”*

Caroline O’ Driscoll - Chair, IT@Cork

## Opportunity

*“It would be interesting to look for opportunities to collaborate on smart city/digital city initiatives with UK cities.”*

Siobhán Finn - Cork Innovates Partnership

*“The UK is one of the target markets in the new CIT Entrepreneurship strategy, that puts emphasis on internationalisation. We already work closely with Warwick University on soft landing programmes for Cork companies looking to enter the UK market. We would be interested in running another event in partnership with UK Embassy and Chamber, as the last event was very successful.*

*Three areas where Irish SMEs could benefit from supports to access UK market include:*

- o Help to get in front of early-stage investors*
- o Help to get in front of some of the bigger companies, that are possible more interested in being approached or getting a pitch from SMEs that have niche products and services that may be of interest*
- o Help to access the public procurement market”*

Paul Healy - Rubicon Centre, Cork Institute of Technology (CIT)

*“Under the Horizon 2020 programme, UCC currently collaborates with 94 organisations in the United Kingdom on 58 research projects.*

*A lot of our knowledge comes from existing contacts and what is currently happening in the UK. Most of the time these connections and contacts yield the development of projects and collaborations.*

*However, as a result of this there may be areas of collaboration that we are missing. For example, our mid-level researchers don’t have the access to networks that our senior researchers have. Events around themes that are aimed at professionals at this level could be really appealing and lead to new collaborations. A series of curated engagements could be of interest and the more commercially minded would immediately see the benefits.*

*Over the last ten years there has been a major step change in the carrying out of research, with both increased opportunity and increased pressure to work with industry.*

*We have participated in numerous trade missions overseas in locations such as Asia, Africa, Australia, China and the US, but most notably, not with the UK (to my memory)."*

Dr Jill Haynes - EU Grants Manager, University College Cork APC Microbiome Ireland

*"The Food Academy initiative is underway with the manufacturing (food) sector that links with regions across the UK. The training programme aimed at supporting and nurturing start-up food businesses. Bord Bia, SuperValu and the Local Enterprise Offices have joined forces on this initiative to provide a consistent level of food marketing knowledge to new and early-stage food business owners. Via this, food tours are organised to locations within the UK, most recently in Bristol."*

Fiona Leahy - Business Advisor & Training Co-ordinator, Kerry Local Enterprise Office (LEO)

*"Enterprise Ireland is actively supporting Irish companies to respond to the challenges and opportunities posed by Brexit. While we are focused on encouraging businesses to have a more diversified market strategy, the UK is Ireland's most significant export market and in parallel, we are focused on supporting Irish companies to consolidate and grow their exports to the UK and diversify in the UK market, seeking opportunities beyond the traditional regions and sectors.*

*The opportunities set out in the Northern Powerhouse report, which was recently completed by Enterprise Ireland, play to the strengths of a large cohort of Irish companies, particularly in the construction, life sciences, and digital sectors along with collaboration on scientific research and innovation projects. We have increased our resources in the UK to help exporting Irish companies to navigate and seize the potential, and we will play a central role to support Irish companies to achieve their export potential and a more diversified approach to the UK."*

Martin Corkery - Regional Director, Enterprise Ireland

*"International Security Accelerator Cork is a world class security accelerator that invests in early stage, disruptive companies in the security industry including, Cybersecurity, Internet of Things (IOT), Health & Bioinformatics, Defence, Critical Infrastructure, Financial Services & Logistics.*

*The security accelerator is privately funded and is very much a commercial operation, working on high-intensity development and building networks. Primarily what the security accelerator can offer to client companies is the networks in Cork – a tight-knit community of professionals in the security area that all know one another and know who to refer the accelerator teams to."*

Derek Gallagher - Programme Manager, International Security Accelerator Cork

*“From a marine and maritime perspective there is certainly more that can be done. For example, an International Shipping Services Centre for Cork can replicate the success in aviation leasing and the financing of mobile assets in a sector much larger than aviation.*

*Protection and indemnity funds may be an area for exploration. These funds manage acceptable risks in shipping often accumulating billions. Marketing and telling the story in the UK will be critical. ”*

Liam Lacey - Director, Irish Marine Development Organisation

*“The LEO, Cork City enables clients to explore and develop potential new market opportunities through a number of EU funded programmes and supports.*

*The LEO specifically works with smaller businesses and start-ups with the focus of these businesses usually on firstly strengthening their business presence in their home market. However, there are collaborations ongoing, with a number of these businesses taking part in Food tours and Food Expo events in the UK through the Taste Cork initiative. This provides up-and-coming Cork producers the opportunity to either showcase their product, or to explore the potential of the market by meeting with producers in the UK.*

*The potential of digital and ecommerce with the UK was also highlighted by the LEO, Cork City. As there is no language barrier and currently there is a clear and developed route to market, LEO, Cork City believe that there is strong potential here for market access and/ or collaborations.*

*The lower level of awareness in general of the UK regions and their sector strengths could be an area for exploration. Added to this, Brexit is having somewhat of an impact with some producers deciding to delay in approaching the UK market, however others are undeterred. More certainty in this space would make a big difference for businesses in considering the UK market.”*

Adrienne Rogers - Head of Enterprise, Local Enterprise Office, Cork City

## Conclusions

1. It is evident that the policy context is positive for inter-regional collaboration and synergy generation between the South West of Ireland and the UK. Such relevant policies include, IFS2020, Ireland 2040, the theme of Tier 2 cities, TheCityUK report on geographic diversity, and enabling growth across the UK (2018) the launch of the Financial Centres of Excellence initiative. The industrial compatibility context is also positive (ICT and Financial services, imports and exports) as highlighted in this report.

The technological backdrop is also positive for collaboration (e.g. disruptive technologies, Ludgate Hub in South West Cork). Countrywide e-connectivity improvements with progress on the roll out of high speed broadband on a phased basis.

2. The above is coupled with a real appetite among stakeholders to pursue inter-regional collaboration. However, despite the close proximity, a low level of awareness remains among stakeholders about each other's region.
3. The power to convene and bring stakeholders together needs to be exercised. This report highlights disparate stakeholder groups but these are connected with the same common interest of building and maintaining strong relations between South West Ireland and the UK regions.

Local linkages of Chambers of Commerce and networks such as Enterprise Europe Network and others are in place throughout South West Ireland and the UK regions. The Irish diaspora in the UK can play a positive role in facilitation of building relationships.

Better leveraging of such interests would be welcome. For example, funding for collaborations/ convening could be improved and worked upon through the programme of actions identified in this report.

4. While stakeholders need to focus on the practicalities of Britain's exit from the EU, progress towards more impactful collaboration should go hand in hand. Productive collaborations should come to fruition with the right supports in place.





# Recommendations

## Now 0-12 months: Approach

This report should be leveraged in its own right, as a catalyst for an initial round of discussion and engagement. The starting point for an enhanced programme of collaboration must be to introduce companies from both sides to their counterparts abroad via a programme of events. Events to support this discussion can be created for the sole purpose of this facilitation or take advantage of existing conferences, forums, exhibitions or trade shows.

In this context, a new working group should be formed. This group would comprise relevant stakeholders, whose aim would be to drive the programme forward and ensure that momentum is sustained beyond the publication of this report.

A select geographic and sectoral approach should be the starting point. We identify Manchester City Region, Liverpool City Region & North Wales, Leeds and Sheffield City Region and Midlands as our start point, followed closely by Bristol & South Wales. In this phase we look through the prism of Financial Services and ICT. An attainable series of events designed to yield valuable connections through collaboration with selected partners would also provide opportunity for learnings that can be used to inform the ongoing approach.

Taking a lean approach, even when looking through a sectoral lens, every effort should be made to ensure that academic, business and local government including Cork City and County Council, Kerry County Council and stakeholders and practitioners are catered to in the facilitation of events. The exchange of best practices and review of common challenges such as training, upskilling and sourcing talent in areas where there is a global shortage could provide themes that would be compelling for both groups. Ultimately, the events must be appealing and bring value for the audience.

To maximise the benefit, the initial focus should be on stakeholders that are naturally aligned and interested in both geographies. For example, the diaspora and stakeholders who engaged proactively in this research offer a good starting point. Specifically, the network can be developed to best advantage by focussing on sectors and companies of comparable scale that are aligned with similar interests and goals.

The series should be branded as a programme so that stakeholders are brought on a journey with continuity. Even with initial agreement on issues and a common agenda, it may take considerable time for relationships to yield positive results and bear fruit.

The events programme should blend elements of the following:

- An annual sector-focused exchange, between the specific UK regions, Wales and South West Ireland.
- A speaker series bringing experts in relevant sectors to different locations to speak and exchange best practices.
- Fact-finding missions or reciprocal trade visits between the South West and a few select areas in the UK.

## Now 0-12 months: Geography & Sector

Desk-based and primary research through survey and interview indicated that International Financial Service (IFS) and Information Communication Technology (ICT) represent an important part of the economy in each of the relevant areas. Other sectors such as Agriculture and Construction also featured prominently. They are well mobilised and have emerged as areas of strategic focus in the first phase of engagement.

### Manchester City Region

- Focal point of the Northern Powerhouse and internationally recognised City Region
- Strong connectivity and dynamic business community
- Opportunity for mutual exchange of best practices and learnings on the development of second city regions as a counterbalance to the capital
- Exceptional strength of IFS & ICT

### Liverpool City Region & North Wales/Cheshire

- Strong connectivity and dynamic business community of very similar scale
- Strong diaspora links
- Opportunity for mutual exchange of best practices and learnings on the development of second city regions as a counterbalance to the capital
- Strength of IFS & ICT with a comparable operating environment

### Sheffield and Leeds City Region

- Medium level of connectivity but comparable size of business and academic community
- Opportunity for mutual exchange of best practices and learnings on the development of second city regions as a counterbalance to the capital
- Strong connections and appetite among stakeholders

### South Wales

- Medium level of connectivity despite close proximity but comparable size of business and academic community
- Opportunity for mutual exchange of best practices and learnings on the development of second city regions as a counterbalance to the capital
- Strong connections and appetite among stakeholders

### Birmingham City & Midlands Region

- Opportunity for mutual exchange of best practices and learnings on the development of second city regions as a counterbalance to the capital

## Northern Ireland & Scotland

- The potential for impactful links to Northern Ireland and Scotland should be specifically explored during this phase.

See an outline flight connections to the above destinations in Annex 5.

## Next 12-36 months: Approach

A consistent thread through one to one interviews was the lack of knowledge about one another's sectoral strengths and the nuances of geography and connectivity. There is a richness of activity across each of the studied areas that is unknown.

The British Embassy should collate and make available existing geographic collateral that provides information in an accessible and useful format. Stakeholders should be kept updated on a rolling basis via a newsletter or similar.

This should include:

- Basic geographical insights
- Sectoral strengths
- Connectivity
- Economic performance indicators
- Partnership opportunities
- Development opportunities

The potential for second tier city collaboration should also be explored. For example, bringing together stakeholders at a second cities or urbanism conference, or together in the promotion of second city opportunities at a platform such as the global property exhibition MIPIM could be catalytic for long term relationship building based on mutual understanding and goals.

To boost strategic and ongoing activity, the introduction of a full or part-time resource, based in the region, dedicated to supporting the UK-SW Ireland relationships should be explored . This resource would work closely with existing networks, such as the Chambers, Enterprise Europe Network, it@cork and other local stakeholders, to identify opportunities and manage a programme to support and grow the relationships via targeted activities.

## Next 12-36 months: Geography & Sector

In this timeframe the following areas should be further explored by virtue of there being some existing legacy relationships and/or their economic compatibility.

**Birmingham** – Existing Joint Smart Cities initiatives in place

**Coventry** – Existing twinning relationship to be developed

**The Humber Region** – Strong marine economy parallels but limited access and less practical geography

## Agri-food sector

Ireland's agri-food sector has deeply entwined business and trade relations with the UK. The UK market is by far Ireland's most important export market even despite growth in new markets. In 2017 agri-food exports to the UK totalled € 5.2 billion (38%) while imports were €4.1 billion (48%) with a trade surplus of over €1 billion<sup>15</sup>.

The Irish food sector's exposure to the UK market is larger compared to other sectors of the Irish economy. It is almost always the first export market for SME food and drinks producers in the South West region of Ireland and beyond. This two way flow trade flow between Ireland and UK comprises raw materials, ingredients and finished products and takes place internally within companies as well as between businesses<sup>16</sup>.

Alongside specific measures to manage any change in trading relationships, Ireland's food board - Bord Bia notes that Brexit will demand a nuanced and concerted response from every level of the food industry. It will require new skills, new approaches and new thinking and a deepening and growing of customer relationships<sup>17</sup>.

It is recommended that the food and agri-sector should be actively explored through the networking created in the Now to 12 months window and possibly through a subsequent report commissioned by the British Embassy.

## Construction sector

The construction sector may be explored through the networking created in the Now to 12 months window and actively explored through a subsequent report commissioned by the British Embassy. Worth £125 billion to the UK economy in 2018 and contributing almost 10% of GDP, it is a solid sector employing about 10% of the working population<sup>18</sup>.

Through continued investment in infrastructure post 2007 the sector avoided the dramatic crash seen in Ireland. Conversely in Ireland and the South West the sector is growing to meet pent up demand across all facets of the sector.

The value of construction output across the Republic of Ireland (ROI) rose by circa 18 per cent in 2017 and is expected to increase by 14 per cent to approximately €19.5 billion in 2018<sup>19</sup>. Attraction of talent in the sector is a top priority reflected in the active participation of the Construction Industry Federation on the South West Skills Forum. The sector must continue to scale to sustainable levels of activity in both infrastructure and housing.

## **Future 36 months onwards: Approach**

At the 36 month mark, the most fundamental action is to review all of the previous activity, taking stock of learnings, the geopolitical climate and the appetite for continuation. The recommendations for months 0-36 are sound, based on stakeholder feedback and the knowledge and experience of the Chamber and Embassy but they must be tested and scrutinised due to the rapidly evolving environment in which they take place.

There could be merit in catering for academic and business in a distinct fashion, with a separate approach for each grouping. For example, there could be greater networking support for UK/Irish academic and research institutes to help maintain and stimulate continued collaboration in RDI projects, given that there is already a reduction in the number of EU project applications that are including UK partners.

Beyond R&D this could still tie back to industry through the development of joint teaching programmes between the UK and South West Ireland, whereby sector experts on both side act as visiting speakers/lecturers. The value add of this approach would have to be assessed at this time.

## **Future 36 months onwards: Geography & Sector**

At this phase the success of outreach in each geography and sector to date should be analysed. It may be necessary to pivot to a new areas and industries or to simply reinforce current approaches.



# Recommended Programme of Work

The following programme of work is designed to ensure the recommendations in this report translate into actions. However, it is not definitive and will inevitably evolve to garner further support beyond the agencies and actors listed. There is a strong appetite to deliver a programme that meets the aims of this report, to find efficiencies and opportunities which can be made through ongoing collaboration.

## 2018

**November:** Launch report with Senior Irish Government & British Embassy backing in Ireland. Invite UK stakeholders & relevant leaders from ICT & Financial Services. Also launch programme which follows through on report findings.

Delegate itinerary to include touring of relevant facilities and opportunities.

**Action owner:** Chamber & British Embassy to coordinate

**November:** Appoint a Chair to drive forthcoming UK Irish programme and set up tight working group to drive sustainable stakeholder engagement.

**Action owner:** British Embassy

## 2019

### Q1/2:

Present report to Northern Powerhouse Partner Programme, with combined SW Ireland NP delegation. Use this opportunity for UK PR and outreach.

**Action owner:** Chamber, British Embassy & Irish Government and Agency involvement

Specific event with thought-leading economists, business people and academics discussing the future of ICT & Financial services. This would be in a Northern Powerhouse City Region. Delegate itinerary to include touring of relevant facilities and opportunities.

**Action owner:** Cork Chamber & British Embassy with appropriate supporting partner



**Q3:** Northern Powerhouse Delegation to SW Ireland hosted by Chamber and regional stakeholders. Specific B2B networking opportunities as a focal point.

**Action owner:** Northern Powerhouse UK HM Government with support of Irish partners

**Q3:** Commence work on Cork/SW Ireland prospectus outlining economic value, niches, available supports, opportunities and highlighting what is happening in each region. British Embassy to collect and collate information on UK geographic opportunities.

**Action owner:** Cork Chamber

**Q3:** Identify appropriate platform to launch prospectus such as International Festival for Business 2020 in Liverpool. Ensure there is ample supporting opportunities for meaningful B2B interaction.

**Q3:** Explore permanent appointment in SW Ireland to manage coordinate and drive programme beyond the inception phase outlined.

**Action owner:** British Embassy with Cork Chamber as host organisation

**Q4:** Specific event with thought leading economists, business people and academics discussing the future of ICT & Financial services. This would be in a South Wales/UK City Region such as Bristol.

Delegate itinerary to include touring of relevant facilities and opportunities.

**Action owner:** Cork Chamber & British Embassy with appropriate supporting partner

## 2020

### Q1:

- Appraise and build on existing networks built in 2019
- Commence outreach to geographies beyond the Northern Powerhouse & South Wales/ Bristol
- Commence outreach to sectors other than Financial Services & ICT
- Commission a food & agri specific report
- Commission a piece on Scotland/ Northern Ireland
- Identify best opportunities for programme of ongoing events

# Annex 1

## Profile of South West Ireland

### Cork

Cork is the economic driver of the southern region and home to over 500,000 people. The 2018 National Planning Framework (NPF): Ireland 2040 and the National Development Plan 2018 – 2027 robustly endorse the track record of Cork and confirm the region's economic and social significance as Ireland's second city.

The plans signal Cork as the fastest growing region in the country with a projected 50% growth, including 125,000 inhabitants in Cork city and suburbs by 2040. The National Development Plan focuses on the 10 year periods within the totality of the NPF strategy, assigning €116bn to Ireland's development to 2027.



Testament to the national vision for Cork is a number of infrastructural developments and investments including, the M20 Cork to Limerick motorway connecting Ireland's second and third cities via a fit-for-purpose transport corridor. There also has been commitment to the eastern section of the city with the development of a Northern Ring Road which is of enormous strategic importance to Cork and Munster opening vast lands on the northside of Cork for new residential and commercial activity while vastly improving the connectivity within the region's transport network.

A €200 million Bus Connects project as part of the National Development Plan<sup>2</sup> aims to significantly improving Cork's public transport infrastructure and services and will investigate a light rail option for the city. The National Development Plan also commits to invest in new hospitals, cultural centres, higher education institutes as University College Cork, and Cork Institute of Technology and the Tyndall National Institute for ICT research.

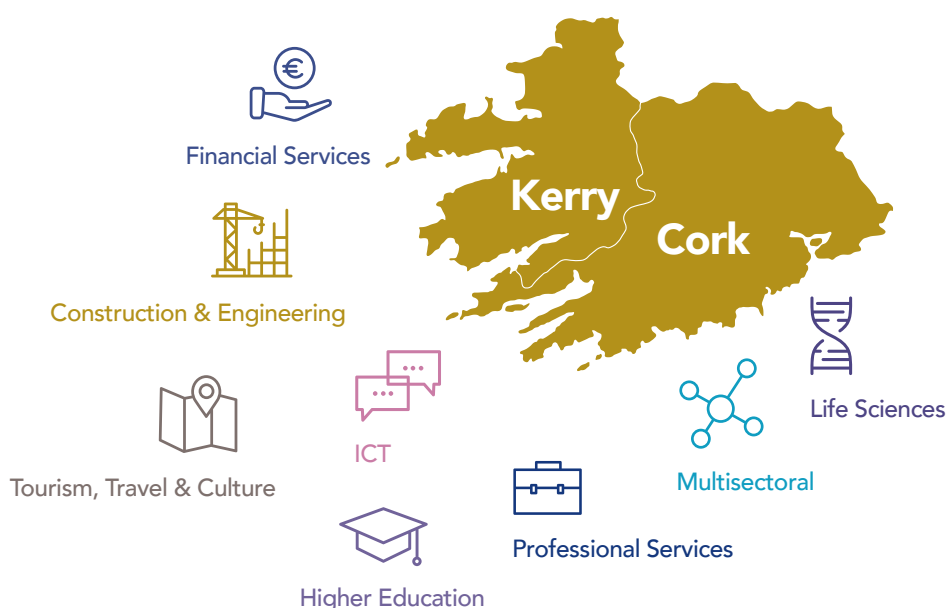
Such projects will further catalyse the growth potential and opportunity of Cork, meeting the needs of a growing and diverse population and business community. Furthermore, Cork has a unique proposition with sizable brownfield sites, the Cork Docklands, within walking distance of the city Centre ready for redevelopment. There are 220 hectares of prime waterfront development sites adjacent to the heart of Cork City. The €2bn urban development fund announced as part of the National Development Plan has the potential to facilitate this redevelopment via the addition of key connectivity infrastructure.

Cork also has an impressive roll-call of ongoing projects including the Dunkettle Interchange, the Lower Lee Flood Relief Scheme, the M28 Cork to Ringaskiddy, and the N22 Cork-Kerry road. Each of these are for delivery and completion within the first 10 year period.

In this context, Cork is ready and open for business and poised to capitalise on infrastructural development and its location in the South West of Ireland. A summary of strengths include:

**Education:** A third-level college population totals almost 40,000 staff and students with high performing institutions such as University College Cork (UCC), Cork Institute of Technology (CIT), Tyndall National Institute and the Cork Education & Training Board.

**Foreign Direct Investment:** Over 150 foreign direct investment companies have chosen Cork for their operations, complementing our thriving indigenous base.



**Clusters:** There are strong, established clusters in ICT, Pharma, Life-Sciences, Cyber Security, Energy, Marine, Agri-Food, and Financial Services.

**Agri- Food:** The Food and Drink sector is of noteworthy strength yet is exposed to potential future tariffs. Cork is well known as the Food Capital of Ireland and as such Taste Cork<sup>20</sup> is an example of a regional branding initiative. It promotes Cork's food sector to deliver a strong Cork regional food brand identity to grow regional food exports and to optimise routes to market for food producers and entrepreneurs.

**Connectivity:** Cork International Airport is growing and currently serves over 50 destinations across the UK, Europe & the US (see page 55).

The Port of Cork is driving an ambitious expansion programme, most recently adding Santander, Spain to a list of ferry destinations.

## Case Study: The Ludgate Hub, Skibbereen, South West Cork

The Ludgate Hub in Skibbereen, Co. Cork is located on the periphery of the South West of Ireland. With a 1GB connection the Ludgate Hub utilises the digital age for job creation and innovation.

The Ludgate board of thirteen operate on a pro-bono basis and all have a connection to and a passion for West Cork. The board has promoted the acceleration of Skibbereen and the digitisation of West Cork. The Hub which is in the centre of Skibbereen town is now a beacon of innovation and has already started to encourage fringe enterprises as a spin off.



The Board was responsible for the 1GB connectivity coming to Skibbereen via SIRO and Vodafone, making it Ireland's first 1GB town. With digitisation of rural Ireland often spoken of as being akin to the electrification of Ireland, the influence of the digital economy will be the driving force in balancing the rural economic environment.

The Ludgate initiative aims to facilitate up to 75 people in a creative co-working environment, with a long-term objective to facilitate the creation of 500 direct jobs and 1000 indirect jobs via a sustainable digital economy for Skibbereen and the wider West Cork area.

Ludgate has been extremely successful to date. In the two years since its establishment, it has facilitated the creation of 100 direct and 140 indirect new jobs in West Cork with persons relocating from Los Angeles, London, Vancouver, New York, Lithuania, Estonia, Germany, Pakistan and South Africa, as well as from across Ireland.

Ludgate itself is now home to 23 entrepreneurs, who run their businesses from its facility. Ludgate and Skibbereen have made location irrelevant for business; the high-speed connectivity allows us to compete on a global scale. Cork-based companies Teamwork and Granite have been attracted by this and the ready supply of talent in West Cork and have developed bases in Ludgate.

Partnership and collaboration has been at the heart of Ludgate's success since our establishment, with partners including a number of state organisations, local authorities, private companies and education institutes in Ireland and beyond.

Conscious of the need to provide the necessary supports to members, Ludgate have recently partnered with the British Embassy to explore how best to deal with the challenges that Brexit brings. This collaboration will see the embassy bring its Investment Clinics to Ludgate, with face-to-face customised advice being made available to Ludgate members on how they can access the UK market.

A privately funded seed fund of €500,000 is available to startups locating in the Hub, with mentoring from Ludgate board members also available to these startups.

The Ludgate Hub currently contributes just under €13m per annum to the local economy. Ludgate's presence is felt not just in Skibbereen but in the dozen or so small, thriving communities such as the villages of Leap, Ballydehob, Glandore, Union Hall and Schull. Ludgate has established a culture and ecosystem of innovation and digitisation in West Cork.

The town has a different story to tell to the many towns and villages across Ireland, where banks, post offices and shops are closing. Ludgate is helping to reverse the brain drain, encourage families to return to and relocate to West Cork and create a sustainable rural community and economy in West Cork.

Ludgate has an international outlook, University College Cork (UCC) hosted a Summer School on Sustainability in May 2018 with visiting academics, students and practitioners from UMass Boston; National University of Colombia; University of El Salvador and students from Cuba, Germany and Ireland. UCC provided the cross-disciplinary theoretical element, with participants then experiencing sustainability at work in the traditional West Cork economic activities of farming, tourism, food and fishing.

Ludgate is committed to working to build a sustainable economy in West Cork, based on a culture and ecosystem of innovation and digitisation, and ultimately making West Cork a hotspot for start-ups, SMEs and multinationals, allowing them to prosper and thrive at a global level.





## Kerry

County Kerry in the South West of Ireland is home to 147,707 inhabitants<sup>21</sup>. Key economic sectors include:

**Agriculture and Agri-Food:** Agriculture in Kerry supports thousands of jobs in the rural economy, both directly in food & drink processing and also in the wider agri industry, including input suppliers, agricultural contractors etc.

The value of Agricultural Exports arising from the agricultural output in the county is €564m<sup>22</sup>.

**Fintech:** Kerry has developed robust and niche expertise in fintech highlighted by the ongoing investment of Fexco in Killorglin. Managing €14billion across €100 million transactions per annum, Fexco employs 2,300 people globally with over 1,000 based in Kerry.

**Tourism and connectivity:** Kerry has a highly regarded and well-established tourism sector supporting approximately 20% of jobs in the region compared to 11% nationally<sup>23</sup>. The profile and strength of the sector continues to rise with The Skellig, Ring of Kerry and Blasket Islands being featured in Star Wars being of significant note.

**Connectivity:** Kerry regional airport currently offers scheduled direct flights to Dublin, London-Stansted, London-Luton and Frankfurt-Hahn with additional flights to Alicante and Faro during the summer months.

**Science & Technology:** Kerry has also been strongly endorsed by Government through the Regional Economic Development Fund as a location for the development of an Agri-Tech Global Centre of Excellence to be located at IT Tralee, the Killorglin Centre of Excellence for Applied Research, Co-Working and Co-Learning, the Dingle Creativity Hub, Sneem Enterprise Centre and Kerry Sci-Tech to grow science and technology jobs in the county.





## Profile of UK Regions

### North

This region has a long tradition in manufacturing with ports of such as Liverpool and Humber serving as a key international transport hub for imports and exports. The region is home to multiple, major global manufacturing companies such as BAE Systems, Rolls Royce, Boeing, Unilever, and Astra-Zeneca. It is also a focal point for significant infrastructural investment with projects such as HS2 and Northern Powerhouse Rail laying the foundations for future economic growth.

The main industries in the North may be classified by<sup>24</sup>:

**Advanced Manufacturing:** From automotive to aerospace, chemicals to sophisticated materials.

**Biomedical:** More than 230 biomedical companies are located in the region, mostly concentrated in Liverpool and Manchester and in some parts of Cheshire.

**Energy and Environment Technology:** The region is excelling in the development of low carbon technologies such as the tidal, micro-hydro and wave systems.

**Creative and Digital Industries:** Media City in Salford represents an exemplary regeneration project now home to the likes of the BBC, ITV, Ericsson, dock10 and Kellogg's, and more than 250 smaller media and digital businesses. Lancaster University's Infolab, the Daresbury Science and Innovation campus and the Liverpool Science park provide world-class research and innovation along with knowledge based business and accommodation for sophisticated technology.

**Financial and Professional Services:** The region has a comprehensive range of legal, property, financial and consultancy firms. The Banking and Financial sector alone in Manchester contributes 11.5 per cent of Northwest region's total Gross Value Added (GVA).

**Food and Drink:** The Northwest region is the largest food and drink producing area in the England. It has also excelled as a leading producer in food hygiene, process innovation, packaging and manufacturing.

**Renewables:** The Humber region has firmly established itself as a global leader in offshore wind, adding to existing energy credentials. The sector is pushing towards subsidy free viability with ongoing leaps in efficiency and attractiveness to investors, and real impact in terms of energy generation capacity.

## East Midlands (Derbyshire and Nottinghamshire)

The Derbyshire and Nottinghamshire local Enterprise Partnership (D2N2)<sup>25</sup> has prioritised eight key sectors for support and to develop competitive advantage. Some of these key sectors include:

**Construction:** The Construction sector employs approximately 51,000 people across the Derbyshire and Nottinghamshire (D2N2 Local Enterprise Partnership) area and plays an important role in generating additional economic activity. For every £1 invested in house-building generation, nearly £3 through various resources such as wages, profits, spending coming from suppliers including the aggregates/minerals industry as well as spending in the wider economy. The construction sector is playing a pivotal role in increasing the economic prosperity of Derbyshire and Nottinghamshire.

**Transport Equipment Manufacturing:** Derbyshire and Nottinghamshire are synonymous with transport equipment manufacturing. Home to a number of large and global Original Equipment Manufacturers and Tier 1 suppliers such as Toyota, Rolls Royce and Bombardier as well as their significant local supply chains. This strength is built on many years of innovation and manufacturing expertise. Derby celebrated 175 years of rail manufacturing in 2014.

**Food and Drink:** Food and Drink Manufacturing as a sector employs over 16,000 people across Derbyshire and Nottinghamshire. The expansion of the agri-food industry has seen employment concentrated in the Peak District, Newark & Sherwood, Bassetlaw and Amber Valley areas continue to grow despite the recent recession. D2N2 is home to many blue chip food manufacturers as well as to some major food distributors that include chocolatiers Thorntons in Alfreton, Hovis bread makers in Watnall, Nestle water factory in Buxton, convenience food developers Greencore in Barlborough and British Sugar manufacturers in Newark.

**Transport and Logistics:** Transport and logistics are the backbone of industry covering land, air, sea, warehousing and courier services. Employing over 28,000 transport and logistics is a key sector for Derbyshire and Nottinghamshire as well as a key employer. The sector supports other priority sectors by providing the means to export/ import goods and services as well as facilitating the transportation locally, regionally and nationally.

**Life Sciences:** The Derbyshire and Nottinghamshire region within the D2N2 Local Enterprise Partnership is home to 56% of the total East Midlands medical technologies cluster, which is the third largest in the UK. This cluster is growing in number through the support of Life Science incubators such as Medilink East Midlands who are the Life Science industry association responsible for the rapid development of growing scientific businesses.

**Creative and Digital:** Creative and Digital Industries encompass a vast sector including video and film production, photography, music, book publishing, radio/TV broadcasting, computer games development, social media, software that supports these industries and the telecommunications sector. This is a fast-growing sector locally, nationally and internationally and interdependent with the growth and development of other sectors. It is crucial that supplying software services and digital technologies for automotive, life sciences, visitor economy and construction sectors encourage innovation and design quality.

## West Midlands (Coventry & Warwickshire)

**Professional Services & Financial:** Coventry and Warwickshire is home to nearly 12,000 companies within the Professional and Business Services sector including Barclays Bank, Coventry Building Society, Santander, Yorkshire Bank, Allied Irish Bank, Handelsbanken, HSBC and RICS. Further growth is expected in the next 5-10 years.

**ICT, Digital and Creative:** The West Midlands' Games Sector is a 21st century growth industry. The area is one of the largest gaming clusters in the country with around 130 of the UK's best games businesses are based in the West Midlands - creating, highly skilled, productive jobs and opportunities throughout the region<sup>26</sup>.

**Advanced Manufacturing and Engineering (AME):** Coventry and Warwickshire are home to 1,500 dedicated automotive suppliers, with 16 of the top 20 global first tier suppliers located within the area. The manufacturing heritage of the region is combined with universities and research facilities with a strong focus on pioneering advances in manufacturing and engineering. AME directly employs 34,000 people in Coventry and Warwickshire, 500% greater than the UK average<sup>27</sup>.

## Birmingham

Birmingham city centre enterprise zone is focussed on Business, Professional and Financial Services, ICT, Creative Industries and Digital Media.

**Professional Services & Financial:** Business, Professional and Financial Services (BPFS) contribute nearly a third of Greater Birmingham's economic output, and are a key source of Foreign Investment. Strengths include insurance, law, support services, Islamic finance and Fintech. Greater Birmingham's growing importance as the UK's largest financial and professional services centre outside London is evident in the location of HSBC's ring-fenced banking HQ in Birmingham and Deutsche Bank's 'front-of-office' activities which were moved from London. The UK headquarters for financial services companies Paragon Finance and Secure Trust Bank are also located in Birmingham.

**ICT, Digital and Creative:** Greater Birmingham's also has creative industry sector strengths and an eco-system for creative agencies, games companies and global technology giants alike. The region is quickly becoming a tech hub for the future, boasting one of the largest tech clusters in the UK with 40,000+ employed in the sector. Key strengths include exploiting and understanding big data, analytics, simulation and modelling and the use of digital technologies, process and service development and commercialisation across the full range of markets<sup>28</sup>.

## Wales

Wales is home to diverse industries including Life Sciences and Tech, Energy, Environment and Tourism and sectors that are currently being developed in the region include: digital, ICT, cybersecurity, AI and medtech. The world's first compound semiconductor cluster is in South-East Wales, linked to Coinnovate, IQE's Open Innovation programme. VC/private equity traditionally focused on London is now beginning to move to the regions, as investors are looking outside the capital which is now a saturated market. The following sectoral insights paint a diverse picture:

**Advanced Materials & Manufacturing:** Wales has a broad range of manufacturing companies with a focus on innovation and collaboration between Government and academic institutions. Wales' productivity in the Advanced Materials & Manufacturing sector is higher than the UK average and includes significant military and automotive players.



**Financial & Professional Services:** The financial and professional services sector is a rapidly growing part of the economy in Wales. There are over 136,000 skilled people working in the sector in Wales across key operational areas including finTech, banking and credit, insurance, shared services, professional and legal services. As well as providing a base for traditional banking, insurance and legal services. Wales is also home to innovative financial technology companies and a wealth of expertise in cyber security, all contributing to the fastest growing F&PS sector in the UK<sup>29</sup>.



**Creative Industries:** The creative industries in Wales employ around 50,000 people, generating a £1.6 billion annual turnover.

**Energy & Environment:** Wales has benefited from investment in sustainable energy and the deep-sea ports of Wales are equipped to support renewable projects in the Irish Sea. The nation is working to eliminate landfill by 2050 and the Welsh Government has pledged to make the country a low carbon economy.

**Life Sciences:** Wales has developed a reputation for leadership in Regenerative Medicine and Cell Therapy with ongoing collaboration between academics, the NHS, Government and centres of excellence.

## South West UK

The South West contains varied economic drivers with the south more dependent on rural activities and tourism while the northern and eastern areas have a more mixed economy including high-technology manufacturing (e.g. aerospace, defence, electronics) and knowledge-based industries (digital media, semi-conductor design, financial services). There are strengths in ICT, Biotechnology and Pharmaceuticals, Environment and Renewable Energy, Creative Industries, Advanced Engineering, Food & Drink, Micro & Nano Technologies.

**Aerospace:** The South West has a large concentration of aerospace industries in the UK. Around 700 companies are engaged in design and manufacturing of parts and systems, and is also known as the EU centre for semiconductor design.

A UK Aerospace 2017 Outlook report, shows the UK aerospace industry employs 120,000 people and supports a further 118,000 jobs indirectly, from very large multinational entities to small entrepreneurial firms and fast-paced start-ups<sup>30</sup>.

**Marine:** The region also has a strong marine industry engaged in ship building and repair services generating a turnover of £1.3 billion.

**Research and Development:** Around 10% of all employees working in R&D in the UK are based in the South West. The region spends 10% more on R&D in comparison to the national average. One example of a research and development led sector includes the instrumentation sector based around Plymouth which accounts for 250 companies and 8,000 jobs<sup>31</sup>.

## South East UK

The South East Local Enterprise Partnership<sup>32</sup> is focussed on moving the region beyond over reliance on public sector, wholesale, retail and accommodation, and construction jobs towards the development of high value, or 'knowledge economy' sectors in favour of high value added manufacturing and services.

Priority sectors for the South East LEP economy which have high growth potential, fit closely with national strategy include Advanced Manufacturing; Life Sciences/Medical Technologies; Transport and Logistics; Low Carbon Environmental Goods and Services, Creative, Cultural and Media and the Visitor Economy.

# Annex 2

## List of one to one interviews

### UK Regions

1. David Attia, Senior Advisor, Chamber International, West and North Yorkshire Chamber
2. Sam Booth, CEO Pro Manchester
3. Colin Brew, CEO Wales and North West Cheshire Chamber and Vice Chair of the North Wales and Mersey Dee Business Council
4. Dev Chakraborty, Deputy Chief Executive, Gloucester Local Enterprise Partnership
5. Sunny Claire, Business Advisor, Enterprise Europe Network, Greater Birmingham Chamber of Commerce
6. Simon Collingwood, Director of the North, Quatro PR, Sheffield City Region
7. Professor Steve Conlan – Professor of Molecular and Cell Biology at Swansea University Medical School and Strategic Director of the Celtic Advanced Life Science Innovation Network (CALIN).
8. Elena Encisco, International Trade Manager, Liverpool Chamber of Commerce
9. James Goodman, Structural and Regional Development Funds Manager, Bangor University
10. Alexis Krachai, Chair, Sheffield Property Association
11. Chris Lyons, EEN Sector Lead, Business West, Bristol
12. Martin Mc Kervey, Partner CMS Cameron McKenna Nabarro Olswang LLP, Sheffield Local Enterprise Partnership
13. David Pearson, Director of Partnerships, East Midlands Chamber (Derbyshire, Nottinghamshire, Leicestershire)
14. Mark O'Reilly, Managing Director, Team Humber Marine Alliance
15. Simon Renault, Head of Special Projects, Innovation Point Ltd, Wales
16. Dirk Schaefer, University of Warwick Science Park



## South West Ireland

1. Martin Corkery, Regional Director, Enterprise Ireland
2. Seamus Coghlan, Head of Economic Development, Cork City Council
3. Siobhan Finn, Project Manager, Cork Innovates Partnership
4. John Forde, Economic Development, Cork County Council
5. Derek Gallagher, Programme Manager, International Security Accelerator, Cork BIC
6. Dr Jill Haynes, EU Grants Manager, UCC APC Microbiome Ireland
7. Paul Healy, Innovation Centre Manager, Rubicon Centre, CIT
8. Prof Mark Hutchinson, University College Cork
9. Dr John Hobbs, Senior Lecturer, VLinc Cluster Performance Measurement, Cork Institute of Technology
10. Siobhan Horan, Programme Manager TTSl, Knowledge Transfer Ireland, Enterprise Ireland
11. Liam Lacey, Director, Irish Marine Development Organisation
12. Fiona Leahy, Business Advisor and Training Coordinator, Kerry LEO
13. Niall McCarthy, Managing Director, Cork Airport
14. Dr Helen McGuirk, Head of the Hincks Centre for Entrepreneurship Excellence
15. Eoin Motherway, Chair, Cork Financial Services Forum
16. Gerard O'Donovan, Head of Faculty of Business and Humanities, CIT
17. Caroline O'Driscoll, Chair, IT@Cork
18. Breda O'Dwyer, Centre for Entrepreneurship Education and Development, Institute of Technology, Tralee
19. Adrienne Rogers, Head of Enterprise, Cork City LEO
20. Hugh Smiddy, Head of Business Development, Tyndall National Institute

# Annex 3

## Summary of interviewed organisations

### Ireland

- **APC Microbiome Ireland** Science Foundation Ireland Research Centre's mission is to link Irish science with industry and society through excellence in research, education and outreach in gastrointestinal health.
- **Cork Airport** is Ireland's fastest growing, best connected and busiest International Airport after Dublin. It provides a gateway to the South of Ireland.
- **Cork City Council** is the authority responsible for local government in the city of Cork.
- **Cork City Local Enterprise Office (LEO)** is the first port of call for anyone wishing to start or expand a business in Cork city. The organisation works closely with companies at every stage of development, from the initial idea stage right through to growth and expansion.
- **Cork County Council** is the authority responsible for local government in the county of Cork.
- **Cork Financial Services Forum** was established in 2008 to drive the advancement of the financial services industry in the region and strengthen partnerships between industry, education and government organisations.
- **Cork Institute of Technology (CIT)** is a third level an Institute of Technology in Ireland, located in Cork. The institute has 17,000 students (both part-time and full-time) in art, business, engineering, music, drama and science disciplines.
- **Cork Innovates Partnership** works with regional stakeholders including local government, state agencies, educational institutions, business support organisations, entrepreneurs and the extended Cork business community to engage in a collaborative and complimentary manner, promoting the Cork story.
- **Enterprise Ireland** is the Irish government organisation responsible for the development and growth of Irish enterprises in world markets.
- **Hincks Centre for Entrepreneurship Excellence** established by Cork Institute of Technology in 2013 to support entrepreneurship in all its forms.
- **IDA** is Ireland's inward investment promotion agency. It is a non-commercial, semi-state body promoting Foreign Direct Investment into Ireland through a wide range of services.

- **Irish Marine Development Organisation (IMDO)** is Ireland's national dedicated development, promotional and marketing agency for the shipping and shipping services sector. The IMDO is the Irish government agency which provides support to national and international maritime businesses in Ireland.
- **Institute of Technology Tralee** is a third-level educational institution with a community of over 3,500 students based on two campuses in Tralee, Co. Kerry.
- **International Security Accelerator Cork** is run by entrepreneurs for entrepreneurs to invest in early stage disruptive companies in the security industry including, Cybersecurity, Internet of Things (IOT), Blockchain, AI, Health & Bioinformatics, Defence, Critical Infrastructure, Financial Services & Logistics.
- **it@cork** is a leading not for profit independent organisation representing the Tech Sector in the South of Ireland.
- **Kerry Local Enterprise Office (LEO)** is a one of a network of thirty one Local Enterprise Offices based nationally through the local authorities that act as a 'one stop shop' to deliver enterprise supports in local regions.
- **Knowledge Transfer Ireland's** mission of Knowledge Transfer Ireland (KTI) is to support business and the research base to maximise innovation from State funded research by getting technology, ideas and expertise into the hands of business, swiftly and easily for the benefit of the public and the economy.
- **Rubicon Centre CIT** focus on developing Ireland's next generation of start-ups. It is as an innovation Centre for entrepreneurs, primarily for companies in software, ICT, medical devices and creative industries.
- **Tyndall National Institute** is a leading European research centre in integrated ICT (Information and Communications Technology) hardware and systems. They are a globally leading institute in core research, specialising in both electronics and photonics – materials, devices, circuits and systems.
- **University College Cork** is a world-class university with over 21000 students which combines a rich tradition of teaching, research and scholarship.

## UK

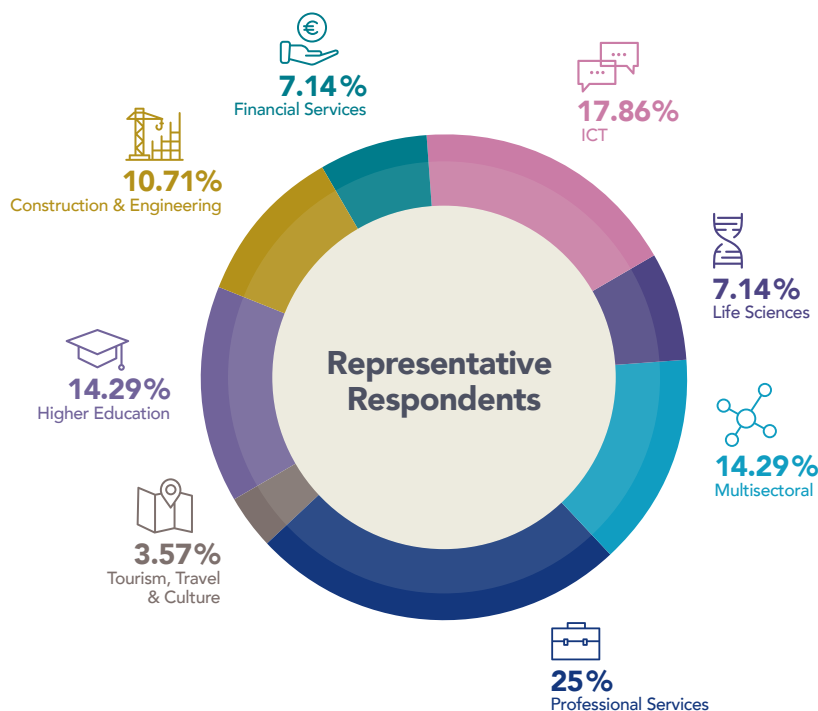
- **Bangor University** has over fifty specialist research centres, enabling the provision of courses spanning the Arts, Humanities and Sciences. It is ranked in the top 40 in the UK for research with more than three-quarters of Bangor's research deemed as either world-leading or internationally excellent by the Research Excellence Framework (REF).
- **Business West – Bristol** is an independent not-for-profit company which aims to make Bristol the best place to live and work. The company helps businesses in the West of England to start, grow, export and innovate.
- **Celtic Advanced Life Science Innovation Network (CALIN)** is a collaborative project led by Swansea University's Medical School and is part funded by the European Regional Development Fund through the Ireland Wales Cooperation Programme 2014-2020. CALIN engages and assists SMEs throughout Ireland and Wales, by supporting develop industry-academia collaborations. The project runs from 2016-2020 and includes six universities across Ireland and Wales including: NUIG; UCD; Tyndall (UCC); Bangor; Swansea and Cardiff.
- **East Midlands Chamber** is the leading business organisation in the East Midlands. With a growing membership of more than 4,000 businesses and 3,000 affiliates, it is the second largest chamber of commerce in the country.
- **Gloucester Local Enterprise Partnership** is led by the business community, in partnership with voluntary, education and public sectors, to help Gloucestershire realise its economic potential. Its mission is to drive sustainable economic growth throughout the county, create jobs and business opportunities for thousands of people.
- **Greater Birmingham Chamber of Commerce (GBCC)** is a membership-based business support organisation. It has connected, supported and grown local businesses since 1813.
- **Greenwich University** is a public and research university located in London, in the United Kingdom. It has three campuses in London and Kent, England.
- **Innovation Point** is an international innovation partner providing services to help companies develop new and disruptive technology ideas to help them grow. Connecting all sizes of private, academic and public sector partners, the organisation acts to identify opportunities and increase investment supporting innovation in Wales.
- **Liverpool Chamber** is committed to ensuring the businesses of the region have access to the knowledge, advocacy and network that enables them to sustain, prosper and grow.
- **Liverpool Local Economic Partnership** brings together businesses and civic leaders to drive private-sector led growth and job creation. It provides strategic advice and guidance on economic development priorities.

- **Pro Manchester** is the largest business development organisation in the North West. Representing the business community across the region and supporting growth and development to promote the north as a place to do business.
- **Sheffield Property Association** brings together property owners, developers, investors and professional advisors to inform policy, legislations, promote investment to create a greater, better and more beautiful city of Sheffield.
- **Sheffield City Region, Trade and Investment Advisory Board** The board has members from public and private sector organisations across the region. Members act in an advisory capacity and lead the development of the international trade and investment offer in the city region, to boost jobs and growth.
- **Sheffield Local Enterprise Partnership** provides the strategic direction for Sheffield City Region. As the custodian of the Strategic Economic Plan, the LEP sets out the economic blueprint for how we will grow our economy. The LEP also supports the public sector decision-making process.
- **Team Humber Marine Alliance** provides expert advice, brings companies together to collaborate on joint ventures and supply chain opportunities, lobbies the government and represents members at key UK and European conference and exhibitions.
- **University of Warwick Science Park** offers office space as well as a range of business support services across Coventry, Warwickshire, and Solihull.
- **Wales and North West Cheshire Chamber** promotes and encourages businesses for their members both nationally and internationally to improve commercial growth and prosperity. Young Chamber is a new initiative from the chamber for colleges and schools, supporting students and advising on career choices.
- **West & North Yorkshire Chamber** works to support member businesses in Bradford Chamber, Leeds Chamber and York & North Yorkshire Chamber.

## Annex 4

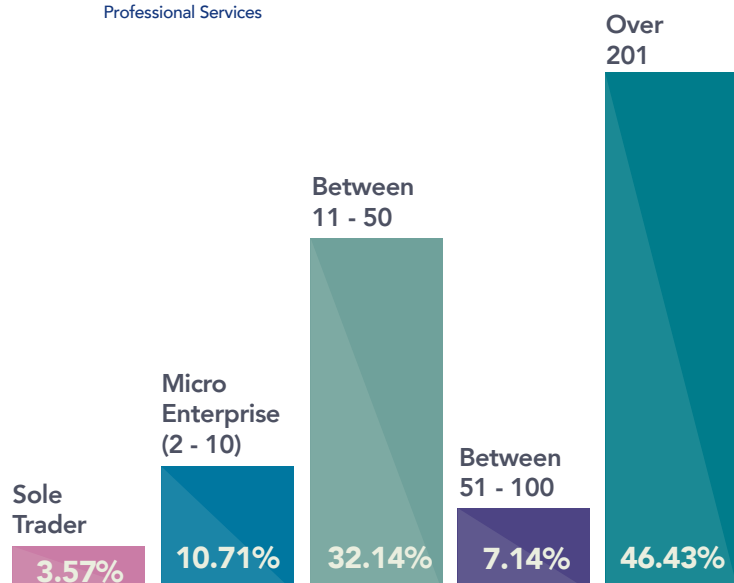
Below is a summary of the results gathered via the 'Future of Trade (UK – Ireland) Economic Survey 2018' issued in March 2018:

- Most respondents are from a Professional Services background, with the next highest response level coming from ICT, closely followed by Multisectoral (i.e. trade associations etc.) and Higher Education sectors.

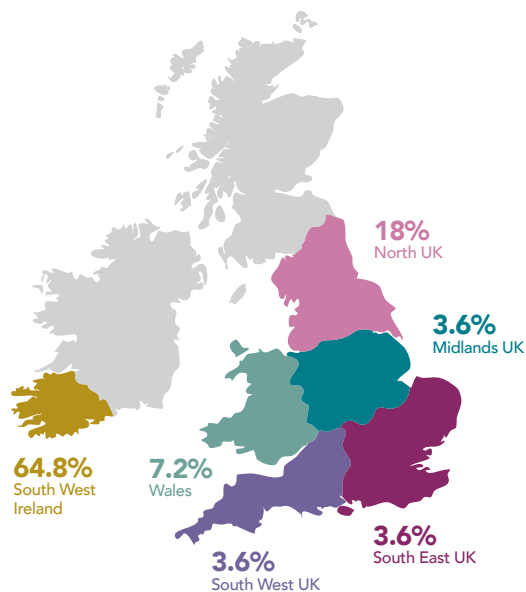
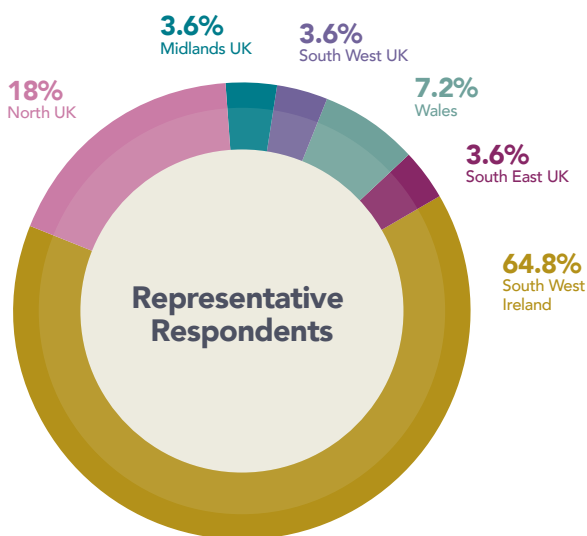


### Size of Organisation

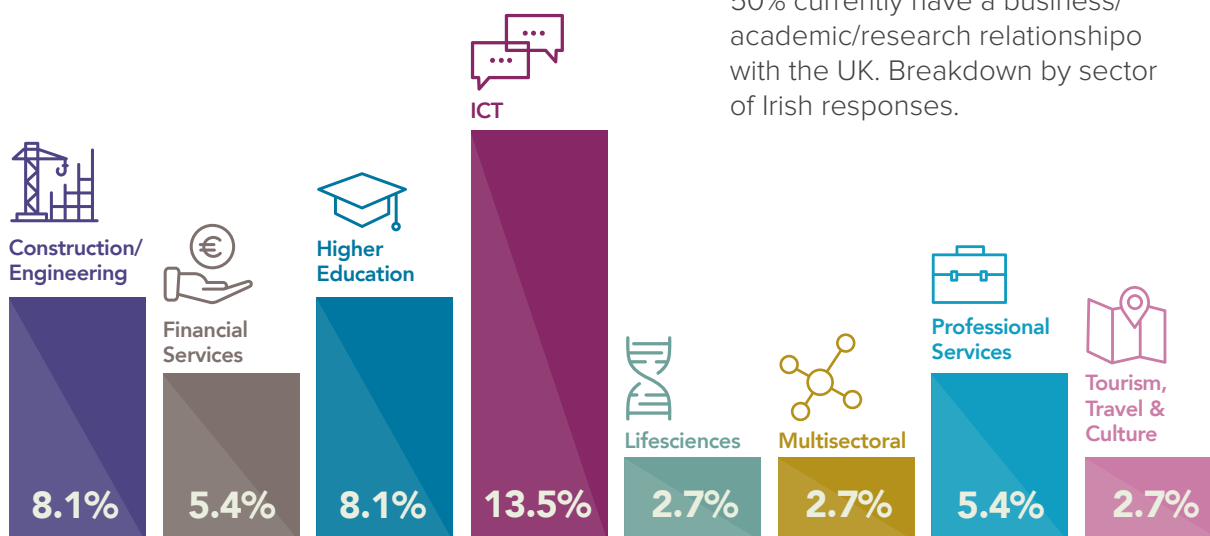
Over 40% of respondents represent organisations that have 201+ employees while the remainder represent SMEs with up to 100 employees.







Among the Irish respondents, over 50% currently have a business/academic/research relationship with the UK. Breakdown by sector of Irish responses.



- Interestingly, amongst the UK respondents, 26% currently have a business/academic/research relationship with Ireland.
- The primary relationship is based around R&D collaboration, and service provision, followed by academic collaboration, and production/ manufacturing. Interestingly, investment received the lowest response as a descriptor of a current relationship.

- As regards key strengths, the most frequent responses listed for the South West of Ireland centred on the availability of talent, and the reputation primarily across the agrifood, ICT, pharma and tourism sectors. Interestingly for the North UK, the foremost response focused on manufacturing as the principal key strength, which interestingly was also the case for the Midlands UK with mentions of connectivity and ICT. Increasingly diverse responses were received in relation to the South West UK with aerospace and tourism being listed as key strengths demonstrating the divergence in focus areas across these neighbouring regions. Finally, for Wales the survey captured the greatest diversity of responses of the UK regions with agriculture, life sciences, tourism and energy highlighted.
- Of note, when posed with a number of possible constraints to collaboration, the threat of Brexit was listed as the number one serious constraint including possible tariffs and regulatory divergence. The moderate constraint of most concern amongst respondents was surveyed as the lack of networks between the UK/ South West of Ireland.
- Confidently, a resounding 93% of respondents determine future potential for expanded collaboration between the UK and Ireland, with the opportunity associated with addressing the lack of networks and knowledge gap between the UK – Ireland regions as being instrumental in developing these connections/collaborations.
- In delving further into the scope for future collaborations those 93% of responses centred on the potential for investment opportunities, cluster-to-cluster collaboration and R&D, closely followed by trade missions/ relationship building.
- Of great interest, when asked what type of support(s) would be of most value to respondent organisations in maintaining/ developing Ireland - UK ties, 68% of respondents highlighted facilitated introductions as a key support for growing future potential.

## Annex 5

### Air connectivity

between the South West  
of Ireland and the  
UK regions



### Via Cork

|                        |            |            |   |
|------------------------|------------|------------|---|
| <b>Birmingham</b>      | Aer Lingus | Year Round | Daily (13 weekly)                       |
| <b>Bristol</b>         | Aer Lingus | Year Round | Daily                                   |
| <b>Cardiff</b>         | Flybe      | Year Round | Tues/Thur/Sun                           |
| <b>Edinburgh</b>       | Aer Lingus | Year Round | Daily (9 weekly)                        |
| <b>Glasgow</b>         | Aer Lingus | Year Round | Mon/Tues/Thurs/Fri/Sun                  |
| <b>Liverpool</b>       | RyanAir    | Year Round | Mon/Wed/Fri/Sat/Sun                     |
| <b>London Gatwick</b>  | RyanAir    | Year Round | Daily                                   |
| <b>London Heathrow</b> | Aer Lingus | Year Round | Daily (28 weekly)                       |
| <b>London Stansted</b> | RyanAir    | Year Round | Daily (20 weekly)                       |
| <b>London Luton</b>    | RyanAir    | Year Round | Oct 28 - Mar 29<br>Mon/Wed/Thu/Fri/ Sun |
| <b>Manchester</b>      | Aer Lingus | Year Round | Daily (18 weekly)                       |
| <b>Southampton</b>     | Aer Lingus | Year Round | Mon/Thurs/Fri/Sun                       |

### Via Kerry

|                        |         |            |                   |
|------------------------|---------|------------|-------------------|
| <b>London Luton</b>    | Ryanair | Year Round | 6 days except Wed |
| <b>London Stansted</b> | Ryanair | Year Round | Mon/Wed/Fri/Sun   |

# Footnotes

- 1 <http://npf.ie/>
- 2 <https://www.per.gov.ie/en/national-development-plan-2018-2027/>
- 3 <https://www.cso.ie/en/media/csoie/releasespublications/documents/statisticalpublications/Brexit.pdf>
- 4 <https://www.copenhageneconomics.com/publications/publication/ireland-the-impacts-of-brexit>
- 5 <https://group.aib.ie/content/dam/aib/group/Docs/Press%20Releases/2018/brexit-sentiment-index-q2-2018-press-release.pdf>
- 6 <https://www.enterprise-ireland.com/en/Publications/Reports-Published-Strategies/Export-Market-Watch/Export-Market-Watch-March-2018.pdf>
- 7 <https://35z8e83m1ih83drye280o9d1-wpengine.netdna-ssl.com/wp-content/uploads/2018/05/Tech-Nation-Report-2018-WEB-180514.pdf>
- 8 <https://www.parliament.uk/documents/commons-committees/Exiting-the-European-Union/17-19/Sectoral%20Analyses/36-Technology-ICT-Report%20FINAL.pdf>
- 9 <http://www.techuk.org/insights/opinions/item/10530-tech-nation-shows-tech-is-the-beating-heart-of-the-uk-economy>
- 10 <https://digitalcityindex.eu/>
- 11 <https://www.parliament.uk/documents/commons-committees/Exiting-the-European-Union/17-19/Sectoral%20Analyses/36-Technology-ICT-Report%20FINAL.pdf>
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## Notes

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