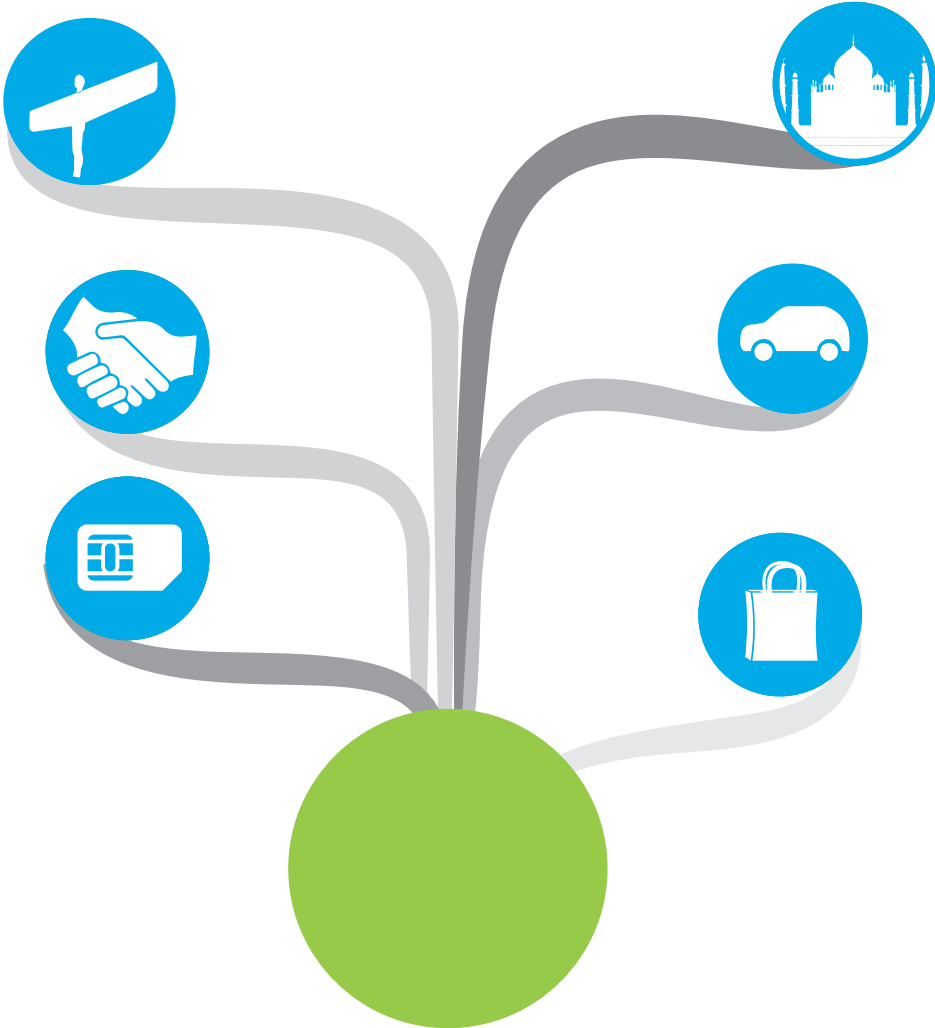


Britain is open for business
Regional opportunities for
Indian businesses



Britain is open for business

India is ready and open for business and so is the UK. Between the Indian and UK Governments there is a clear intent to develop a deep partnership and foster new business opportunities for both Indian and UK businesses in their respective markets.

It is therefore an opportune time now for Indian businesses to consider expanding into the UK and in particular the UK regions, home of a number of vibrant business centres located outside of London.

The UK is regularly cited as the number one investment destination in Europe and is one of the most competitive economies globally. Indian companies are therefore increasingly considering the UK as a prime destination, both for capital raising and investment, as well as a hub for global expansion, particularly in Europe.

For many Indian businesses, the regional business centres outside London provide compelling commercial opportunities. Below we outline some of the benefits of settling into the UK regions:

Lower cost base

The regions offer effective cost savings in wages and real estate for establishing a business compared with London. The UK's relatively small size and highly developed transport and logistics network make it easier to locate outside of the capital.

Government support to regional UK

There are a range of cash grants and incentives available to support investment in R&D, capital, employment and training.

High regional growth

Across a broad range of industries, the regions boast a high degree of entrepreneurial activity, particularly in fast-growing, export-focused firms and in R&D among high tech businesses.

Dedicated Enterprise Zones

Enterprise Zones are dedicated areas in the UK regions that support new and expanding businesses. They provide optimal facilities such as high-speed broadband and good transport infrastructure such as motorways, railways, airports and ports.

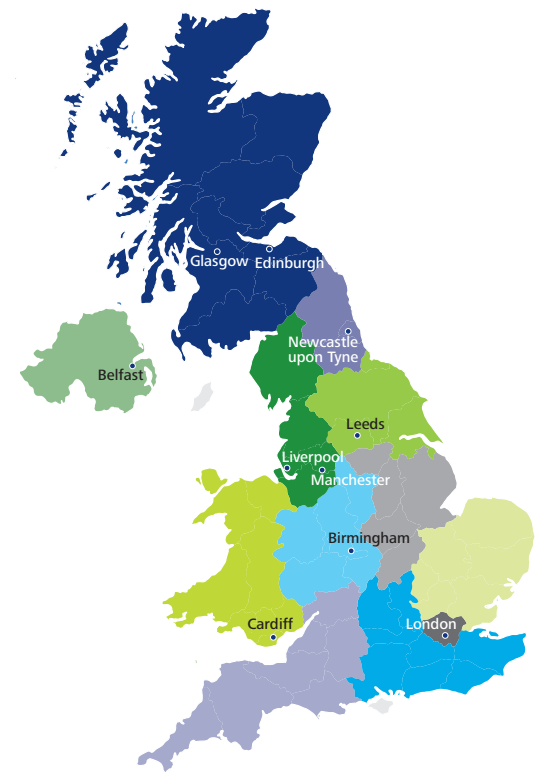
There are over 30 Enterprise Zones in the UK regions. By locating your business in one of these zones, you may qualify for:

- up to 100% Business Rates relief (worth up to £275,000) over a 5-year period; or
- up to 100% capital allowances for investment in plant and machinery.

Access to London, a world leading financial centre

A large cluster of global financial service institutions based in London provide ready access to deep pools of capital and finance.

Major cities in the UK



Deep pools of local expertise

Indian businesses expanding into the UK regions are increasingly transferring only senior management from India, as they can source the majority of their skilling requirements locally.

To fill the remaining positions, businesses are hiring locally from the deep pool of highly-educated and skilled staff available in the UK. These staff can be sourced effectively due to the UK's mature recruitment industry.

Major cities in the regions have large numbers of residents within a one-hour commute; for example, seven million people live within the Manchester commuter band, and eight million live within one hour of Birmingham Airport.

Cosmopolitan and welcoming environment

The regions have a reputation for their welcoming nature, cosmopolitan lifestyle and safe environment for business leaders, their teams and families. Business leaders who have been based in the UK for a number of years often comment that its increasingly cosmopolitan nature has a significantly positive impact on their lives in the UK.

Key considerations for Indian businesses planning their expansion into the UK:

1. The UK is a rewarding marketplace for new entrants that have a clear business imperative to come to the UK;
2. Indian businesses can benefit from the global reputation of the Great Britain brand, which is a key competitive advantage when exporting into growth markets;
3. Location, location, location. Choosing the most appropriate location is crucial: adequate research can offer significant cost savings for your business and provide the right launch pad for further expansion into the rest of Europe, the Middle East and Africa;
4. Indian businesses can leverage a skilled workforce locally in the UK;
5. Businesses must implement an effective plan to adhere to the UK's immigration regulations;
6. Businesses must control their expenditure, as it is a costly exercise to set up business in the UK. However, recent low interest rates and declining corporate taxes have helped offset the impact of costs and inflation;
7. The UK's vibrant technology sector is considered by many the leading tech hub in Europe;
8. The UK is globally recognised for its independent and robust legal and regulatory systems, which provides a stable and reliable framework for growing a business; and
9. Home away from home: the UK is seen as a welcoming and cosmopolitan country, providing an attractive and safe environment for business leaders, their teams and families.

Britain has one of the largest and most sophisticated economies in the world. It is a global leader across many industries and an attractive destination for foreign investors



The UK is a powerhouse for **software** development attracting £930m annually in R&D investment from international businesses

90% of the world's top **automotive** suppliers have a presence in the UK, with 1.58m vehicles produced in 2012



As the largest market of high end Smartphones users, the UK is most important market in Europe for **mobile** content



Nearly £1 in every £5 of sales in the UK takes place **online** or through electronic means



Life sciences is the 3rd largest contributor to UK economic growth. The UK is a prime location to commercialise R&D and scientific discoveries into innovative products and services

Source: UKTI; ICT activity of UK businesses; Office of National Statistics

Deloitte UK's India Services Group

Deloitte UK's India Services Group has guided and advised clients in the UK and India for over two decades. The group uses its links across the Deloitte network of member firms to co-ordinate and deliver services to Indian clients investing and trading abroad, and international clients investing and trading in India.

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