

Coast to Capital Board Meeting No. 31 22 September 2016	Ref No. 31.15
Report Title: International Advisory Committee	
Report by: Malcolm Brabon	
Presented by: Mike La Rooy	

Recommendation

The Board is asked to **note** this update

1. Introduction

- 1.1 This paper identifies some of the key opportunities and potential areas for focus moving forward following the EU referendum result.
- 1.2 The last meeting of the International Advisory Committee, chaired by Mike La Rooy took place on 6 June 2016. The next meeting is due to be held on 26 September 2016.

2 Foreign Direct Investment

- 2.1 Last year's inward investment successes for Coast to Capital have been announced by DIT. There were a total of 47 successful FDI projects accounting for 887 new and 38 safeguarded jobs. This means that Coast to Capital has achieved a highly successful year by doubling the number of investment project successes over the previous year. The success has been due to a combination of global profile of Brighton's CDIT sector and improved engagement with area partnerships.
- 2.2 The following tables detail some of the key investment data:

Total Project Information

	FY15/16			FY14/15		
	New Jobs	Safeguarded Jobs	# Projects	New Jobs	Safeguarded Jobs	# Projects
Involved	847	30	32	558	6	21
Non-Involved	40	8	15	10	0	3
TOTAL	887	38	47	568	6	24

Non involved are project identified by Coast to Capital that did not come through DIT.

Expansions, M&A, Retentions and New Investments

Type of Investment	FY15/16
Expansions	32%
M&A	30%
Retentions	0%
New Investments	38%

Sectors

Key Sectors	Project #s
	FY15/16
Software & computer services	7
Aerospace	5
Electronics & IT Hardware	5
Renewable Energy	4
Creative & Media	4
Biotechnology & Pharmaceuticals	3

A significant amount of merger and acquisition activity was identified by Coast to Capital.

- 2.3 FDI enquiries continue to be greatly diminished following the BREXIT decision.

3 BREXIT and Coast to Capital Response

- 3.1 Coast to Capital continues to engage with business membership organisations and businesses to gauge the business reaction to the BREXIT decision and report its findings in to Government departments and MPs.
- 3.2 There is increasing encouragement for businesses to explore new global markets. Those importing materials from overseas are experiencing higher stock replacement costs which has cashflow implications which may need to be supported by financial institutions.

4 Other Activity

- 4.1 Coast to Capital is working with the Department for International Trade (DIT) and local stakeholders to promote the opportunities of international trade for Coast to Capital SMEs. There is an event in Brighton in September and an event in Crawley in October, both being organised by DIT.
- 4.2 Coast to Capital and partners are engaging with Gatwick to support international trade and take advantage of the new flights paths.

Malcolm Brabon – Business Support Manager, Coast to Capital
Presented by Mike La Rooy – Chairman, International Advisory Committee