

# 2020

## INSIGHT, INFLUENCE AND IMPACT

# SUMMARY

At Make UK we know the value the UK manufacturing sector has in creating jobs, boosting productivity, powering economic growth and delivering shared opportunity in every region of the UK.

The UK manufacturing sector has yet again demonstrated its importance to our economy in 2020. Throughout the Covid-19 pandemic the sector has risen to the immediate challenges and responded - staying operational and protecting as many jobs as possible, all while continuing to lead from the front on the big issues impacting us all like digitalisation and climate change.

And this has rightly been recognised by Government, MPs and the public alike.

**“At this unprecedented time for the UK I want to pay tribute to you for the work you are doing to keep the UK economy going. Our country needs your support to keep supply chains moving and key workers mobile, as well as to protect the economy as much as possible. I would like to give you all my personal thanks for everything you are doing.”**

Rt Hon Alok Sharma MP,  
Secretary of State Department  
for Business, Energy & Industrial  
Strategy, April 2020



This year we set out our ambition to support manufacturers in building a digital, global and green future. By backing manufacturing and making your voice heard, we have shown that it is manufacturers who are leading the charge in adopting digitalisation, it is manufacturers who are developing the green technologies and innovations to protect our planet, and it is manufacturers who are recruiting and training the next generation of talent to lead our businesses. Whilst the pandemic may have temporarily slowed the progress we have made on these generational issues, our sector is moving in the right direction and importantly pressing ahead.

But we cannot shy away from the fact we are now faced with a triple threat in 2021: responding to the continued threat of Covid-19, adapting to a new relationship with our biggest trading partner the EU, and a growing challenging domestic environment. Never has it been so important that the voice of UK manufacturing is both heard, and supported.

Collectively we must build on the insight, impact and influence we have had in 2020 to create a business environment where manufacturers and the manufacturing sector can, not just survive but thrive in 2021.

**“A new digital, greener and more sustainable economy will emerge from this, with an opportunity to catapult manufacturing, science and engineering once again to centre stage in the UK.”**

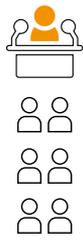
Stephen Phipson CBE,  
Chief Executive, Make UK,  
June 2020



# MAKING YOUR VOICE COUNT

Our nine Regional Advisory Boards, four Policy Committees, three Stakeholder Steering groups, and one National Membership Board means our work is driven by the views of over 200 manufacturing leaders<sup>1</sup>.

**REPRESENTING THE VIEWS OF MANUFACTURERS ON 11 BOARDS IN GOVERNMENT**



**350 POLITICAL ENGAGEMENTS INCLUDING 160 WITH GOVERNMENT**



**11 MEMBERSHIP BOARD MEETINGS WITH MANUFACTURING LEADERS**



**OVER 8,476 MENTIONS IN THE MEDIA, WITH 59 BROADCAST INTERVIEWS**



**17,500 COVID-19 QUERIES SOLVED**



**OVER 2 MILLION VIEWS ON OUR DEDICATED POLICY AND CAMPAIGNS TWITTER ACCOUNT @MAKEUKCAMPAIGNS**



**15 MEETINGS WITH KEY EU MEMBER STATES AND THE EUROPEAN PARLIAMENT INFLUENCING UK-EU NEGOTIATIONS**



**“This crisis has reminded us of the importance of manufacturing as an economic security issue.”**

Rt Hon Ed Miliband MP, Shadow Secretary of State Department for Business, Energy & Industrial Strategy, May 2020

<sup>1</sup>All data from Jan 2020 to December 2020. Includes Affiliate Partners, Manufacturing Alliance Group, and Make UK Government Affairs Group.

# PROUD TO BE BACKING MANUFACTURING

2021 will mark 125 years of Make UK (formerly EEF) championing the manufacturing industry. We are proud to represent a sector who make the things we love, train the next generation, and continue to provide solutions to the world's biggest challenges.

**NOT ONLY IS THE MANUFACTURING SECTOR THE UK'S ECONOMIC ENGINE, IT IS ALSO THE WORLD'S WORKSHOP.**

2020 has been a year in which the contribution of the UK manufacturing sector, your contribution, has been so critical. We have, and continue to make this known across the political and public spheres, through our unrivalled sector intelligence and policy work.

**UK MANUFACTURING ACCOUNTS FOR 9% OF THE UK'S GDP**

**16% OF ALL BUSINESS INVESTMENT MADE IN THE UK**

**PROVIDING EMPLOYMENT FOR 2.7 MILLION PEOPLE**

**COUNTING FOR OVER HALF (53%) OF THE UK'S TOTAL EXPORTS TO THE WORLD**

**EVERY ONE JOB IN MANUFACTURING SUPPORTS A FURTHER 1.4 JOBS ACROSS OTHER INDUSTRIES**

**YOUR IMPACT ON THE UK ECONOMY**

## MAKING YOUR MARK ON LOCAL COMMUNITIES AND PEOPLE

### OUR MANUFACTURING HEROES CAMPAIGN

REACHED OVER  
**150,000**  
PEOPLE ON TWITTER

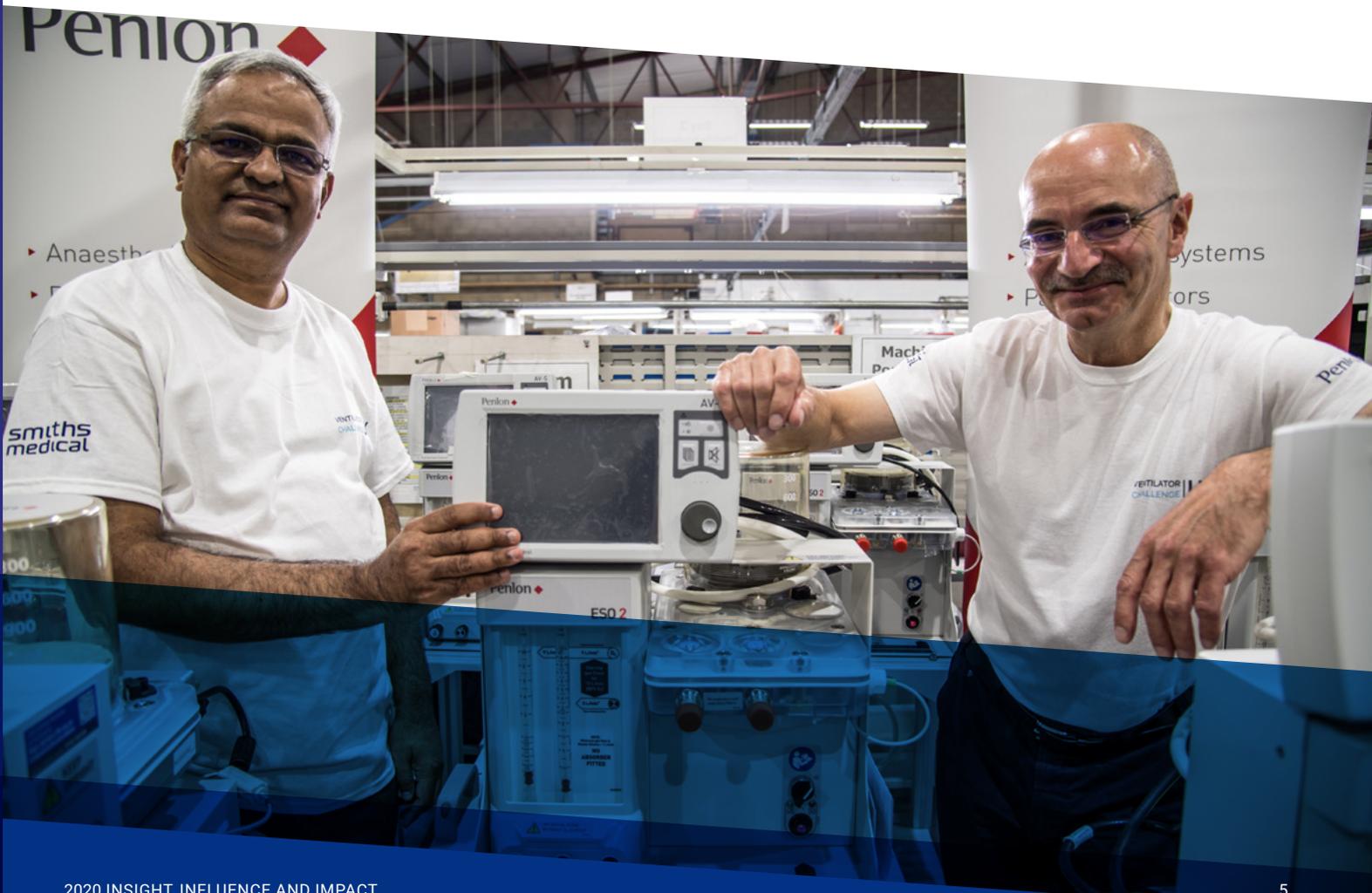
ALMOST 1,000  
INTERACTIONS

OVER 100  
MANUFACTURERS  
INVOLVED

The #ManufacturingHeroes campaign we launched in April celebrated the sector's ability to adapt, innovate and deliver in a time of crisis. The campaign helped to change the narrative of businesses stepping up to the plate and supporting communities. As one of only a few sectors able to continue working through the pandemic, manufacturers took it upon themselves to repurpose production lines, ramp up production to meet PPE demands and even donate their existing PPE.

Hundreds of manufacturers also contributed to the Ventilator Challenge, led by the High Value Manufacturing Catapult to produce medical ventilators for the UK during the peak of the pandemic. In 12 weeks over 13,000 ventilators were produced, demonstrating the UK's industrial, technological and manufacturing prowess.

In 2021 sharing the story of UK manufacturing, our story, to a domestic and international audience will be central to our campaigning work.



# RESPONDING TO COVID-19

## SUPPORTING MANUFACTURERS THROUGHOUT THE PANDEMIC



**“The UK is home to world-leading, innovative companies which will be crucial to helping our economy recovery.”**

Rt Hon Sir Keir Starmer  
Leader of the Opposition,  
July 2020

# SUPPORTING YOU THROUGHOUT THE PANDEMIC

The pandemic has hit manufacturers hard. Quickly responding, adapting, yet continuing to stay operational from early March onwards has been a real achievement. The priority was to ensure manufacturers could continue to operate and where required, additional support was provided. This has included:

- **Launching and publishing seven Manufacturing Monitor reports**, which became the barometer for tracking trends on sales, orders, furlough of staff, redundancy plans, operating levels and more for the UK manufacturing sector throughout the pandemic. The reports have become a staple for Government, the Opposition and MPs to understand the impact of Covid-19 on UK manufacturing.
- **Setting out our Covid-19 asks early to Government through our 3 Point Plan, Manufacturing Our Road to Recovery**. Changing Government policy to ensure a tapered approach to the Job Retention Scheme, greater flexibility for Government loan schemes, clarity on return to work guidance, and a boost to cycle to work scheme.
- **Leading Government in our 3 Point Action Plan to prepare, implement, lead**, as we moved into a second lockdown, and how we can manufacture a proper recovery, ready to stimulate demand and fire-up the economy.
- **A thought leadership piece to map out our recovery, through our Responding, Resetting, and Reinventing report** in partnership with Santander. The report scoped out our call for a National Skills Taskforce to protect workers as well as providing crucial subsector forecasting revealing the need to a more sectoral approach to support for critically importance sectors such as automotive and aerospace.
- **Making your voice heard in Parliament through select committees and evidence sessions**. Providing two written submissions to the Treasury Select Committee on the value of Government interventions, giving oral evidence to the BEIS post-Covid Industrial Strategy session and feeding into five BEIS economic taskforces on the issues that matter the most.
- **Joining forces with Trade Unions, Industry leaders and Businesses**. Making a joint call to the Secretary of State of Education alongside the TUC, Enginuity and other trade bodies setting out the need for a National Skills Taskforce to retain skills within the sector as well as call for greater flexibility and support on apprenticeship policy.



# HOW WE'VE INFLUENCED GOVERNMENT POLICY



## Recognition of the critical importance of UK manufacturing

- Two letters from the Secretary of State for Business addressed to the manufacturing industry thanking companies for their efforts and reiterating that businesses in manufacturing can stay open. The pandemic remains a live issue and Make UK will be continuing to push for sector-specific support for the UK manufacturing sector as we recover and rebuild 2021.



## Direct Government financial support for your business

- Introduction of loan schemes to support manufacturers in accessing finance and staying operational during the Covid-19 pandemic, including Coronavirus Business Interruption Loan Scheme (CBILS), Covid Corporate Financing Facility (CCFF), and Business Bounce Back loans for SMEs.
- Introduction of the Pay as You Grow scheme for those that have taken out Bounce Back Loans. Allowing manufacturers an extended repayment timescale for companies that took out these loans.



## Schemes to support your workforce

- Guaranteed an extension to the Coronavirus Job Retention Scheme (CJRS) until October, as well as a tapered approach to the closure of the scheme.
- Introduction of 'flexible furlough', allowing companies to bring furlough workers back on a part time basis, as demand and operational slowly increased.
- Introduction of the Job Support Scheme in lieu of the JRS, followed by a softening of the JSS to make it more accessible for manufacturers. The reintroduction of the JRS as we moved into a second national lockdown.



Growing and retaining talent, inspiring the next generation.



# FUTURE MAKERS

## GROWING AND RETAINING TALENT, INSPIRING THE NEXT GENERATION

# OUR #FUTUREMAKERS CAMPAIGNING WORK THIS YEAR

People are central to UK manufacturing, driving change and powering growth. This year, manufacturers have done everything in their power to retain and protect people in their business, as well as continue to upskill and retrain where possible.

Embracing technological change has supported and accelerated this drive, and is also helping manufacturers to attract the next generation of creators, makers and innovators. To support this Make UK has:

- **Published a Digital Skills for a Digital Manufacturing Future report** in partnership with Sage. This report showed that investment in digital skills was powering the UK manufacturing through Covid-19 crisis, boosting productivity and production.
- **Joined forces with Trade Unions, Industry leaders and Businesses to call for a National Skills Taskforce.** Leading a joint letter with TUC and Enginuity, and other Trade Bodies to the Secretary of State for Education on the

need for Government to create a National Skills Taskforce to protect and retain skills.

- **Hosted a joint Skills Summit with TUC and Enginuity** to discuss next steps for our calls for a National Skills Taskforce and critical reforms needed to the apprenticeship system support young people to determine what role industry itself can play.
- **Formed part of the Manufacturing Apprenticeship Steering Group** led by the Department for Education to explore how we can increase the number of apprenticeship starts in manufacturing – a task commissioned by the Minister for Apprenticeships & Skills.

## HOW WE'VE INFLUENCED GOVERNMENT POLICY



Make UK is now an intermediary for the Government's new KickStart Scheme, giving manufacturers the opportunity to take on a 16-24 young people in their business – 49 businesses have signed up.



Secured an additional £110m to pay for industry standard equipment in the delivery of T Levels and teacher training, as well as £750 per T Level learner to support providers and employers offer 3 month work placements.



Fed into design and delivery of Higher Technical Qualifications to help meet the growing demand for skilled workers in the UK manufacturing sector at Levels 4 and 5.

Minimising risk, maximising growth and opportunity through global trade



# MAKE IT GLOBAL

**MINIMISING RISK, MAXIMISING  
GROWTH AND OPPORTUNITY  
THROUGH GLOBAL TRADE**

# OUR #MAKEITGLOBAL CAMPAIGNING WORK THIS YEAR

With a rapidly changing trading environment around the corner, manufacturers are taking steps to expand their global ambitions. Many are seeking new markets and developing new export strategies, however big challenges and uncertainty remains around what this new environment looks like and how best to prepare for this.

To support manufacturers, Make UK has:

- **Published an International Trade report** in partnership with HSBC UK, reiterating the importance of frictionless trade with the EU, and the global nature of manufacturing supply chains. The report launch was supported by 3 webinars to share findings and inform manufacturers of the changes and challenge that lay ahead.
- **Continued to engage with international and diplomatic audiences** on the UK manufacturing sector's response to Covid-19 and our EU exit. Sharing the work from our Manufacturing Monitor as well as our unrivalled economic intelligence to inform stakeholders and partners.
- **Provided written and oral submissions to Parliament** on the Government's strategic advice and trade policy engagement with UK manufacturers. Ensuring improvements to transparency and technical analysis in UK trade policy.

## HOW WE'VE INFLUENCED GOVERNMENT POLICY



Joint UK and European intervention to restart UK-EU trade talks. Collaborating with our European partners CEEMET, as well as UK manufacturing partners to make a public call to restart negotiation immediately and seek a good trade deal.



Additional financial and practical resources to be provided by the Government to boost skills and advisory services for UK manufacturers as part of an export support growth plan.



Joint letter from Make UK, London First and leading business groups to the Prime Minister on recovery actions, in particular the need to establish travel corridors between the UK and low-risk countries to ensure businesses can continue to operate.

# MAKE IT SMART

## MAKING A DIGITAL FUTURE A REALITY

# OUR #MAKEITSMART CAMPAIGNING WORK THIS YEAR

Throughout the Covid-19 pandemic, manufacturers quickly adapted to new, digital ways of working. Many are already redesigning workplaces to incorporate this new technology, making the changes we've seen during the pandemic permanent. They are using smart data and insights to drive efficiency through digitalisation, making a digital future, reality.

This year was a break-through for our Make it Smart campaign, our work included:

- **Launching Bouncing Back Smarter: Innovation Monitor at the national Manufacturing Technology Conference.** This report in partnership with Infor found that manufacturers had taken significant steps towards digitalisation. The report was launched with keynote addresses from CEO Stephen Phipson and Make UK colleagues at the conference, attended by over 500 people.
- **A digital campaign on manufacturing smart supply chains in partnership with Oracle.** This campaign of six blogs and two webinars focused on what impact geopolitical events including Covid-19 had on manufacturing how best we can build resilience in manufacturing supply chains.
- **Five practical, regional digitising manufacturing workshops** held across the country to encourage a conversation on digitising in manufacturing, attended by 200 manufacturers. This was support by a Digitising Manufacturing policy paper focusing on the barriers to digital adoption, particularly amongst SMEs.

## HOW WE'VE INFLUENCED GOVERNMENT POLICY



Hosted a 4IR All Party Parliamentary Group session on our Innovation Monitor report findings led by the Shadow Chancellor of the Exchequer Annalise Dodds and Alan Mak MP, discussing how the recommendations of the report can be taken forward.



Safeguarded match-funded programme through the Made Smarter Technology Accelerator worth £147 million, set to drive adoption & digitalisation addressing resilience and competitiveness of manufacturing base across the country.



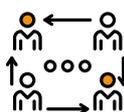
Successfully campaigned on increasing the rate of the Research and Development Expenditure Credit (RDEC) from 12% to 13% to support to businesses that are embracing innovation.



Secured additional Government funding to support work towards an industrial research project in digital technologies to transform supply chains in UK manufacturing, via the Industrial Strategy Challenge Fund.



Worked in partnership with UK Research and Innovation to develop and feed into their 'Strategy 2021-2026'.



Secured £14.6 billion R&D funding in the Spending Review, including funding to improve SME productivity through leadership, management and technology adoption.

Leading the UK's green revolution and building a sustainable future



# MAKE IT GREEN

**LEADING THE UK'S GREEN  
REVOLUTION AND BUILDING  
A SUSTAINABLE FUTURE**

# OUR #MAKEITGREEN CAMPAIGNING WORK THIS YEAR

The climate change crisis is going nowhere. This year manufacturers have begun to lay the foundation and building blocks to a sustainable future. They have played their part in the transition to net zero, from improving process efficiency to designing environmental technology.

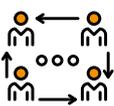
Despite the multitude of challenges faced, manufacturers' are leading the UK's green revolution. To support this work, Make UK has:

- **Launch our Towards a Net Zero Carbon UK Manufacturing Sector report** published in partnership with Eon. The report provides a blueprint for how manufacturers can transition to net zero and make it green.
- **Joint letter to the Prime Minister with 200 leading businesses** urging the UK Government to deliver clean, inclusive and resilient recovery plan.
- **Working in partnership with the All Parliamentary Commission** to host a session on a post-Covid sustainable recovery chaired by Lord Bilimoria. Make UK now sits on this Commission, and is inputting into the scope and content of the report.
- **Newly formed dedicated Policy Committee** for members to steer policy work going forward on the green agenda, especially ahead of COP26 in November 2021. With new business support webinars for manufacturers to support them through their green journey.
- **Joint Business Group report** on a just transition to net zero, outlining the five core principles to meeting this goal and how policy makers can ensure regulatory policy frameworks prioritising the green investment business needs.

## HOW WE'VE INFLUENCED GOVERNMENT POLICY



Attended and fed into the Climate Assembly weekends hosted by BEIS and led by Secretary of State Alok Sharma.



Sustained regular engagement with Department for Environment, Food & Rural Affairs through the REACH Cross-Sector Group to feed into preparation ahead of changes post-Brexit.



Joint B5 Alliance report on 'A Just Transition to Net Zero', outlining Fairness Principles to support businesses role in our transition to net-zero. This included writing to the Prime Minister to outline the plans ahead COP26 conference next year.



Secured the publication of the National Infrastructure Strategy, and a supporting levelling up fund worth £4bn to aid the rebalancing of regions, and support manufacturers meet net zero targets.



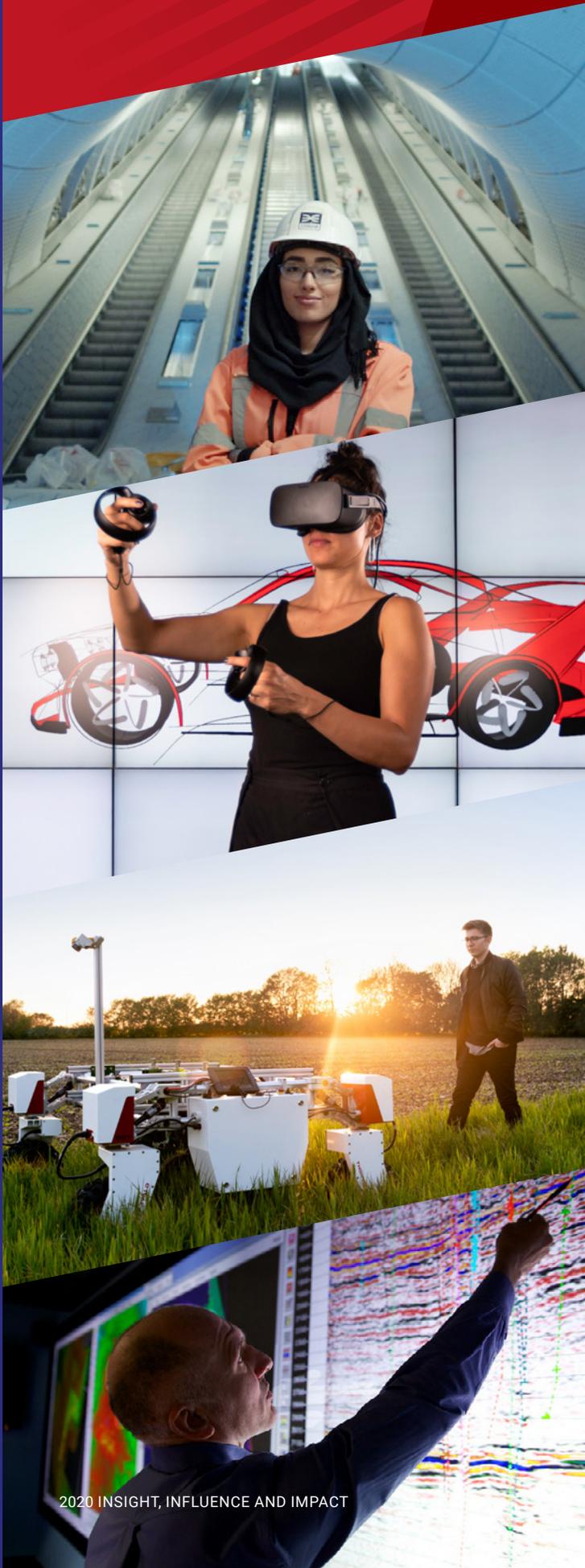
# THANK YOU TO OUR SPONSORS

This year's policy and engagement work has been produced in partnership with our sponsors.

## ALIGN YOUR BRAND WITH OURS

Raise your profile and reach the right audience by partnering with Make UK. From the flagship National Manufacturing Conference and National Manufacturing Awards, to influential industry reports and regional events leverage our brand for the benefit of yours.

To find out about current opportunities contact [csummers-sparks@makeuk.org](mailto:csummers-sparks@makeuk.org)



# 2021 CAMPAIGNS

In 2021 we will continue to back UK manufacturing to engineer the future, and ensure the sector is central to the Government's agenda. Our new 2021 policy campaigns will focus on:

## **BUILDING A STRONG INDUSTRIAL BASE**

Why? A strong industrial base can boost productivity and deliver shared economic growth across the UK.

How? By putting the UK manufacturing sector once again at the heart of our economy through a refreshed Industrial Strategy.

## **START UP TO SCALE UP**

Why? Harnessing the power of the UK manufacturing sector can help to revive and rebalance our regions.

How? Creating a business environment where manufacturers can grow and thrive to support regional communities and create good jobs.

## **DIGITAL AND GREEN**

Why? A digital and green future goes hand in hand as we transition towards a more sustainable economy.

How? Supporting plans to accelerate investment in digital and green technologies and tackling the barriers to achieving this, from finance to skills to cultural change.

## **NAVIGATING OUR NEW PARTNERSHIP**

Why? Manufacturers will need to adapt to a new global trading environment.

How? Supporting manufacturers to put trade trends into practical terms for business success, and ensuring UK manufacturing can compete on the global stage.

# JOIN MAKE UK AND UNLOCK THE POTENTIAL OF YOUR BUSINESS

From the first industrial revolution to the emergence of the fourth, the manufacturing sector has been the UK's economic engine and the world's workshop. For almost 125 years, Make UK has represented manufacturers who are creating the new technologies of today and designing the innovations of tomorrow.

We have championed manufacturers who have invested in their people, allowing them to compete on a global stage, and provide the solutions to the world's biggest challenges. More than ever before, the UK economy needs manufacturers to step up and boost productivity, power economic growth, and deliver shared opportunity in every region of the UK. That's why this year we have a clear, coherent message to Government – work with us to back UK manufacturing, and help us engineer a digital, global and green future.

## INSIGHT

Make UK members receive exclusive access to insight and analysis tailored for manufacturers.

Our comprehensive industry intelligence allows you to identify trends that shape your business strategy, so you can plan your operations with confidence, support your workforce and strengthen your bottom line.

Find out more:

[www.makeuk.org/backingmanufacturing](http://www.makeuk.org/backingmanufacturing)

## INFLUENCE

We create a supportive environment for UK manufacturing growth and success representing the issues that matter to our members, working hard to ensure UK manufacturing remains in the Government and media spotlight. Our unrivalled knowledge of manufacturing means we are able to influence policy-making at local, national and international levels.

We push for the policy change our members want to see. Together, we help our members to achieve more.

## GROWTH

Make UK members can connect with buyers, suppliers and decision makers via a comprehensive events programme and an unrivalled network of businesses. Build connections, grow your profile and take your business to new heights with direct access to a community of professional who share a passion for manufacturing.

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For more information, please contact:

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**@MakeUKCampaigns**

**#BackingManufacturing**

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