

INSIGHT, INFLUENCE AND IMPACT



A YEAR OF CAMPAIGNING SUCCESS FOR MAKE UK AND ITS MEMBERS

We are delighted to share our work and the impact we have had throughout 2023, a year of opportunities but also challenges for the UK manufacturing sector.

UK manufacturers faced significant setbacks in 2022, some of which carried into 2023, and Make UK has worked tirelessly to help the industry overcome these. From the energy crisis to the continued impacts of Brexit, from record high labour shortages to escalating operational costs and a volatile supply chain. It was our job to help your businesses every step of the way.

We were determined to champion the manufacturing sector's central role in creating good quality jobs, transitioning to a net zero economy, producing goods and services to keep the economy moving, and building resilience. We are proud to say we succeeded.

Our impactful campaigns that unfolded over the past 12 months included launching a game-changing Industrial Strategy paper and rallying all decision makers for a long-term vision to give our industry the certainty and stability it needs to make long-term investment decisions in people, capital and innovation for the future.

By involving key leaders and participating in the influential taskforces established by the government and other policymakers, our actions resulted in the Chancellor stating that Advanced Manufacturing would be one of the Government's strategic growth sectors of the economy.

Since then, we have secured significant wins for our members and the wider industry. Most recently, we secured a £4.5 billion boost for clean growth in manufacturing announced during the Autumn Statement through the Advanced Manufacturing Plan. It may not be an Industrial Strategy just yet, but it's the basis of a plan that we can work to evolve.

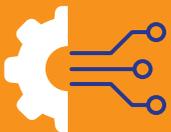
Underlying the pivotal role we played, Make UK was mentioned twice in the Chancellor's speech, enhancing our profile, and cementing our role as the go to authority for manufacturing growth.

Our evidence-based approach took the insight and intelligence provided by our members through approximately 60 surveys, 35 policy papers, 400 high-level engagements, and collaboration through 50 advisory boards to make a real difference.

Through our targeted 2023 campaigns, we secured remarkable policy wins, creating a future pathway where UK manufacturing stands resilient and poised for unprecedented growth.



POLICY WINS: THE HIGHLIGHTS



ROLL OUT OF MADE SMARTER TO THE REMAINING FOUR REGIONS.



REQUESTED MORE FUNDING FOR APPRENTICESHIPS AND ACHIEVED £50M TO INCREASE THE AVAILABILITY OF APPRENTICES IN ENGINEERING OVER THE NEXT TWO YEARS.



FULL EXPENSING OF CAPITAL ALLOWANCES ON QUALIFYING PLANT AND MACHINERY INVESTMENTS WAS MADE PERMANENT.



REMOVAL OF RETAINED EU LAW SUNSET CLAUSE.



EXTENSION OF THE CE MARKING RECOGNITION FOR BUSINESSES INDEFINITELY, BEYOND DECEMBER 2024.



REJOINING HORIZON EUROPE PROGRAMME.

MAKEuk



MAKING YOUR VOICE HEARD IN 2023



Over **20** government consultation responses



Delivered **30** member events



Hosted **2,900** manufacturers across our events

Published around **35** influential policy papers and reports

Engaged in around **400** political and policy meetings and events



Secured **17** policy wins

THE  TIMES

Warning of digital skills shortage as AI take-up booms

Business groups welcome permanent UK tax break on capital investment

'Full expensing' regime to be extended beyond the initial three-year period announced in March

FT

UK manufacturers urge ministers to draw up an industrial strategy

Trade body calls on government to stop 'flip-flopping' and set up a Royal Commission to develop a long-term plan

FT

The Telegraph

Hunt urged to slash tax and red tape to fix 'worse system than China'

Calls for 'urgent MOT' to boost investment and growth following net zero and HS2 U-turns

UK manufacturers face EU trading hurdles 3 years after Brexit

Trade body finds 'little improvement' in ability of businesses to export to the bloc

theguardian

'Flip-flopping' has cost UK billions in investment cash since 2010, says report

Before autumn statement, industry bosses say more consistency is needed after more than a decade of instability

theguardian

UK manufacturers call for 'major MOT' of business tax and regulation system

Report says many aspects make companies uncompetitive, as chancellor Jeremy Hunt is urged to make reforms

Make UK Campaigns
@MakeUKCampaigns

Promote ...

Make UK's @FhaheenK spoke to BBC News this morning about the difficulties continuing to plague #UKmfg in the three years since the post-Brexit Trade and Cooperation Agreement between  and  was signed.



IN THE MEDIA SPOTLIGHT

We consistently secured coverage in national, regional and trade newspapers, that ran our stories in both print and online, resulting in a total of 7.1K articles, ensuring that manufacturing remained firmly in the media spotlight. The Times and Financial Times gave us considerable coverage, as well as the key trade title The Manufacturer, securing reach far and wide.

- The Times: **193 items.**
 - Financial Times: **165 items.**
 - The Daily Telegraph: **69 items.**
 - The Guardian: **64 items.**
 - The Sunday Times: **32 items.**
 - The Sunday Telegraph (print): **6 items.**
 - The Manufacturer: **176 times.**
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- LBC: 44 broadcast items (radio) and 9 online news items.
 - BBC: 14 broadcast items across regional/national radio, and 2 online news items.
 - Sky News: 8 broadcast items (TV) and 18 online items with Sky News Politics.
 - Channel 4: 20 online items (Channel 4 news).
 - ITV: 1 broadcast item and 1 online item.

INSIGHT

INSIGHT

We gain insight from our members and the wider manufacturing industry. This is achieved through our membership colleagues, whose knowledge of the manufacturing sector is second to none. They are the ones speaking to and meeting with our members daily and feeding back all the key issues that manufacturers are facing. We take this, together with evidence from our surveys, our Policy Committees and from our Regional Advisory Boards (RABs) to understand what matters to manufacturers.

This year we held:

- 50 Regional Advisory Boards bringing together 275 senior manufacturing leaders. 20 gatherings of Policy Committees to bring together specialists across HR, sustainability, health and safety, technology and innovation.
- Ran 22 surveys and 40 snap polls to sense check what was on manufacturers' minds.
- We responded to over 20 government consultations.

We turned this insight into real policy thinking, producing proactive reports aligned with our campaigns.

JANUARY

- Executive Survey 2023: Cost, Competitiveness and Confidence
- Manufacturing Salary Guide

FEBRUARY

- Absence Benchmark Report 2023
- Labour Turnover
- Q1 HR Bulletin

MARCH

- No Weak Links: Building Supply Chain Resilience
- Make UK Modular Impact Report
- Manufacturing Outlook Q1 2023
- Who will be the builders? Modular's role in solving the housing labour crisis.
- Make UK submission to Spring Budget 2023

APRIL

- Shift Premia and Benefits Benchmark

MAY

- Industrial Strategy: A Manufacturing Ambition

JUNE

- Q2 HR Bulletin
- Manufacturing Outlook 2023 Q2
- Regional Manufacturing Outlook 2023

JULY

- Digitalise to Decarbonise

SEPTEMBER

- Manufacturing The Facts
- Manufacturing Outlook 2023 Q3
- Makers' Manifesto 2024
- Manufacturing: Perception vs Reality

OCTOBER

- Manufacturing Growth: Building a Competitive Business Environment
- Demystifying Digitalisation
- Q3 HR Bulletin
- Manufacturing and Automation: Opening the gates for productive and efficient growth
- Make UK's Autumn Statement Submission

NOVEMBER

- Make Modular Green Shoots Report 2023
- Driving Industrial Energy Efficiency

DECEMBER

- Trade Bulletin, three years on from the trade and cooperation agreement
- Manufacturing Outlook Q4
- Q4 HR Bulletin
- Make UK Impact Report 2023

INFLUENCE

We form policy positions, backed by our members, to influence Government and wider policymakers. The policy team's work, whether a report, a policy position paper, a fact card, or a digital campaign, is then taken by our external affairs team to influence key audiences. Our media team engage with the press, our government affairs team influence the parliamentarians, and the policy unit works closely with officials and wider stakeholders to make sure our message is heard.



WESTMINSTER AND WHITEHALL:

- We regularly met with and briefed Secretaries of State and Ministers across multiple Government Departments.
- We spoke directly with the Chancellor and his team ahead of each fiscal statement to ensure that manufacturing was firmly on No. 11's agenda.
- We also entered the doors of No. 10 celebrating the Prime Minister's receptions and meeting with his Special Advisers.
- Overall, we engaged with 70 senior ministers and shadow government officials.
- Make UK was cited by MPs 33 times in Parliamentary debates in 2023.



INFLUENCING POLICY MAKERS

We have delivered a series of roundtables and facilitated meetings between our members, key politicians and government officials. For example we:

- ▶ Held a roundtable with the then Department for Business and Trade Select Committee Chair Darren Jones MP to discuss the key challenges and opportunities for the sector.
- ▶ Invited local members to a roundtable with West Midlands Mayor Andy Street to understand regional issues and how Mayors can play a more active role in supporting industry.
- ▶ Hosted a roundtable with Investment Minister Lord Johnson and Lord Harrington to discuss the impact of the Inflation Reduction Act (IRA) and fed in directly to the Harrington Review on FDI.
- ▶ Held a joint roundtable with Treasury, DfE and DBT on apprenticeships bringing together relevant departments to ensure there was joined up thinking.
- ▶ Launched our Industrial Strategy report with former Business Secretary Greg Clark MP, Chi Onwurah MP, and Andy Haldane.
- ▶ Met with influential backbenchers on the issues that matter, including Paul Blomfield MP to discuss Horizon Europe and its impact on the manufacturing industry.
- ▶ Were present at all three main political parties' Party Conferences with roundtable events with Sarah Olney MP at the Liberal Democrat Conference, DBT Minister Kevin Hollinrake at the Conservative Party Conference, and Shadow Industry Minister Sarah Jones, using our Manifesto as a basis for our messaging.
- ▶ At the Labour Party Conference, we held a standing room only event with Shadow Business and Trade Secretary of State Jonathan Reynolds MP.



GOING GLOBAL

As part of being Britain's premier voice for manufacturing, we continue to influence and impact all the places where our members work and do business. Over the years, we have had a presence in Brussels through Make UK's Brussels office, across the wider EU, and in markets like Australia and Turkey through our continually active membership of the manufacturers group CEEMET.

We also prioritise North America, where the US is the largest single country market for British manufacturing exports and Canada, where we have long stood in deep commercial engagement. In May, our CEO Stephen Phipson led a delegation to these countries to ensure the needs of UK manufacturers are at the heart of the debates around trade agreements, net zero and government intervention.

The visit focused on the potential impact of the US Government's Inflation Reduction Act, injecting billions into US manufacturing. Discussions with Representative Adrian Smith centred on enhancing the US UK trading partnership, exploring opportunities like friend shoring and supply chain realignment.

The Canada visit focused on strong ties with CME, UK Canada trade deal negotiations, and shared concerns and optimism about the US Inflation Reduction Act. Discussions with the British High Commission centred on collaboration opportunities, especially in achieving net zero targets.

The visit concluded with a constructive meeting with Minister Ng in Canada, emphasizing the importance of a growth oriented and collaborative manufacturing focused free trade agreement.

IMPACT

We deliver impact and make a real difference for our members. Over the last few years, we've learnt to respond quickly and flexibly to ensure that UK manufacturing has everything it needs to keep its businesses afloat, and its employees at work. We didn't want manufacturers to just survive in 2023, we wanted them to thrive. And thanks to our work, we secured major policy wins that will support the sector to grow.



BUILDING RESILIENT WORKFORCES: TACKLING LABOUR SHORTAGES

The cost of lost productivity due to unfilled vacancies in the manufacturing sector in 2022 amounted to £7.7 billion, or approximately £21 million a day in lost output for UK GDP. Recruiting, retaining and training talent was crucial to the success of any manufacturer in 2023.

£50M TO INCREASE THE AVAILABILITY OF APPRENTICES IN ENGINEERING AND 'OTHER KEY GROWTH SECTORS' OVER THE NEXT TWO YEARS.

This boost in funding will increase the availability of apprentices in engineering and other key growth sectors. It will provide the right support for the many manufacturers who have long called for better support from the Government to invest in training.

> **IMPACT:**

Allocating funding to apprenticeships will help manufacturers address labour and skills shortages and hopefully funnel the new stream of talent to help increase productivity and raise competitiveness.

NEW MEASURES TO SUPPORT OCCUPATIONAL HEALTH, INCLUDING A REVIEW OF TAX RELIEFS TO SUPPORT EMPLOYER INVESTMENT IN HEALTH AND WELLBEING AT WORK.

In 2022, the rate of sickness absence and the proportion of the manufacturing workforce leaving due to ill health increased. Ahead of the Spring Budget, Make UK called for the expansion of existing tax reliefs on employer provided health and wellbeing services to help people back into work, and prevent more people from leaving work due to ill health. The Government has consulted on implementing the changes we called for and has introduced a range of measures to support increased occupational health coverage.

> IMPACT:

Expanding tax reliefs on occupational health services will address one of the main barriers to manufacturers investing more in the health and well being of their workforce. Taking voluntary measures to implement employer standards on health, will help firms to support their employees on physical and mental ill health and retain a greater proportion of skilled staff.

SECTOR BASED WORK ACADEMY PROGRAMMES AND SKILLS BOOTCAMP EXPANSIONS.

Make UK influenced Government to help businesses train their workforce. These expansions were developed to support 'Returnships', (a new offer to promote existing skills interventions to the over 50s, focusing on flexibility and previous experience to reduce training time).

> IMPACT:

These wins recognise the value of the sector's knowledgeable workforce and grant businesses the ability to reward experienced employees by investing in their talent, adding more skilled expertise to business, promoting growth.

EXPANSION OF CHILDCARE TO SUPPORT WORKING PARENTS BACK INTO WORK AND OPEN UP THE LABOUR MARKET.

Free childcare for working parents in England will be expanded to cover all children under five by September 2025, as the chancellor looks to get more parents back to work. The move could allow 60,000 more parents of young children to enter the workforce, according to the government's independent forecaster.

> IMPACT:

This impactful change is poised to inject fresh skills and a significant number of prospective employees who could fill the labour shortages that the manufacturing sector is currently battling.

BUSINESS VISITOR VISA REFORM TO ALLOW BUSINESS TRAVELLERS TO ENGAGE IN A WIDER RANGE OF PERMITTED ACTIVITIES AND PAID ENGAGEMENTS, EFFECTIVE FROM JANUARY 2024.

The business visitor rules allow businesspeople to engage in a wider range of work related activities and paid engagements. The government will also explore further reforms to the business visitor rules, during 2024.

> IMPACT:

The reforms aim to make the UK more attractive and competitive for business travellers, especially after Brexit and the end of free movement with the EU. This will better enable manufacturers to allow overseas employees to undertake projects and tasks during time working in the UK.

TRANSITION TO NET ZERO: DRIVING ENERGY EFFICIENCIES

Manufacturers accelerated their net zero journey and kickstarted it with a focus on energy efficiency. With nearly half already in the decarbonisation game, sustainability is now driving business growth. Now, it's time to ramp up the pace and go all in to unlock the full benefits of a net zero economy.



EXTENSION OF CLIMATE CHANGE AGREEMENTS (CCAS) UNTIL 2030.

In March 2023, the Government announced a further 2 year extension to the Climate Change Agreements (CCA) scheme, adding a reporting period between 1 January 2024 to 31 December 2024, and another certification period ending on 31 March 2027.

> IMPACT:

Businesses of all sizes conducting a wide range of qualifying energy intensive activities and meeting their obligations under the Agreement may benefit (until 31 March 2033), by getting a substantial discount on the Climate Change levy, a tax paid by all businesses through electricity and fuel bills.

MAKING THE INDUSTRIAL ENERGY TRANSFORMATION FUND MORE ACCESSIBLE TO MANUFACTURERS.

We worked with the Government to ensure that the IETF was fit for purpose and accessible to manufacturers. The Government announced the lowering of the minimum grant threshold from £100,000 to £75,000 for Small and Medium Enterprises (SMEs) as well as a simplification of the application process.

> IMPACT:

Lowering of the minimum grant threshold by 25%, and the simplification of the application process for SMEs means that the initial outlay is lower, the fund should be more accessible and easier to apply for, and more SMEs can benefit from the fund and transition to cleaner energy technologies.

A 12 MONTH INITIAL BUSINESS RATES RELIEF FOR ONSITE GENERATION TECHNOLOGY, AND ELECTRIC VEHICLES (EV) CHARGING INFRASTRUCTURE AVAILABLE UNTIL 2035.

Green investments in onsite renewable energy generation will be exempt from business rate valuations until 2035. We advocated for considering the payback period of these investments, and we're pleased to see this change. While initially delayed by a year, the relief is now in effect from April 2023.

> IMPACT:

No business rates on onsite renewable energy investments until 2035 for a 12 month period eases financial burdens, encouraging green practices without immediate costs. It's a win for both the environment and businesses' bottom line.

A SUCCESSOR TO THE ENERGY BILLS DISCOUNT SCHEME WAS PROPOSED FOR HIGHLY ENERGY INTENSIVE INDUSTRIES.

Make UK urged the expansion of EETF and influenced the Department for Energy Security and Net Zero (DESNZ) to create a new scheme focused on enhancing energy efficiency for manufacturing companies. Emphasising support for SMEs and mid market manufacturers, this effort resulted in the West Midlands regional pilot for Business Energy Advice Service (BEAS), funded by the Government. The expanded scheme covers all 400 manufacturing businesses in the West Midlands, with ongoing urging for the inclusion of finance support.

> IMPACT:

If this pilot is a success, it could be expanded at the national level, which would be a significant kick start for many businesses.

SPEEDING UP GRID CONNECTIONS AND MOVING AWAY FROM A FIRST COME FIRST SERVED APPROACH.

Make UK have been calling to invest in and increase the pace of expanding the capacity and flexibility of the national grid. A sentence used by the PM about grid connections was taken literally from one of our consultation responses on grid flexibility.

> IMPACT:

Members have highlighted not being able to access the electricity grid (both to obtain power from it, and to feed power into it) as being one of the major, if not the main hurdle, to their decarbonisation. Moving to a more strategic approach on Grid connectivity will support them on their decarbonisation journey.

MAJOR AUTUMN STATEMENT WIN!

THE FULL ROLLOUT OF THE MADE SMARTER ADOPTION SCHEME TO ALL OF ENGLAND IN 2025, BEFORE WORKING WITH THE DEVOLVED NATIONS TO EXPLORE MAKING IT UK WIDE FROM 2026/7.

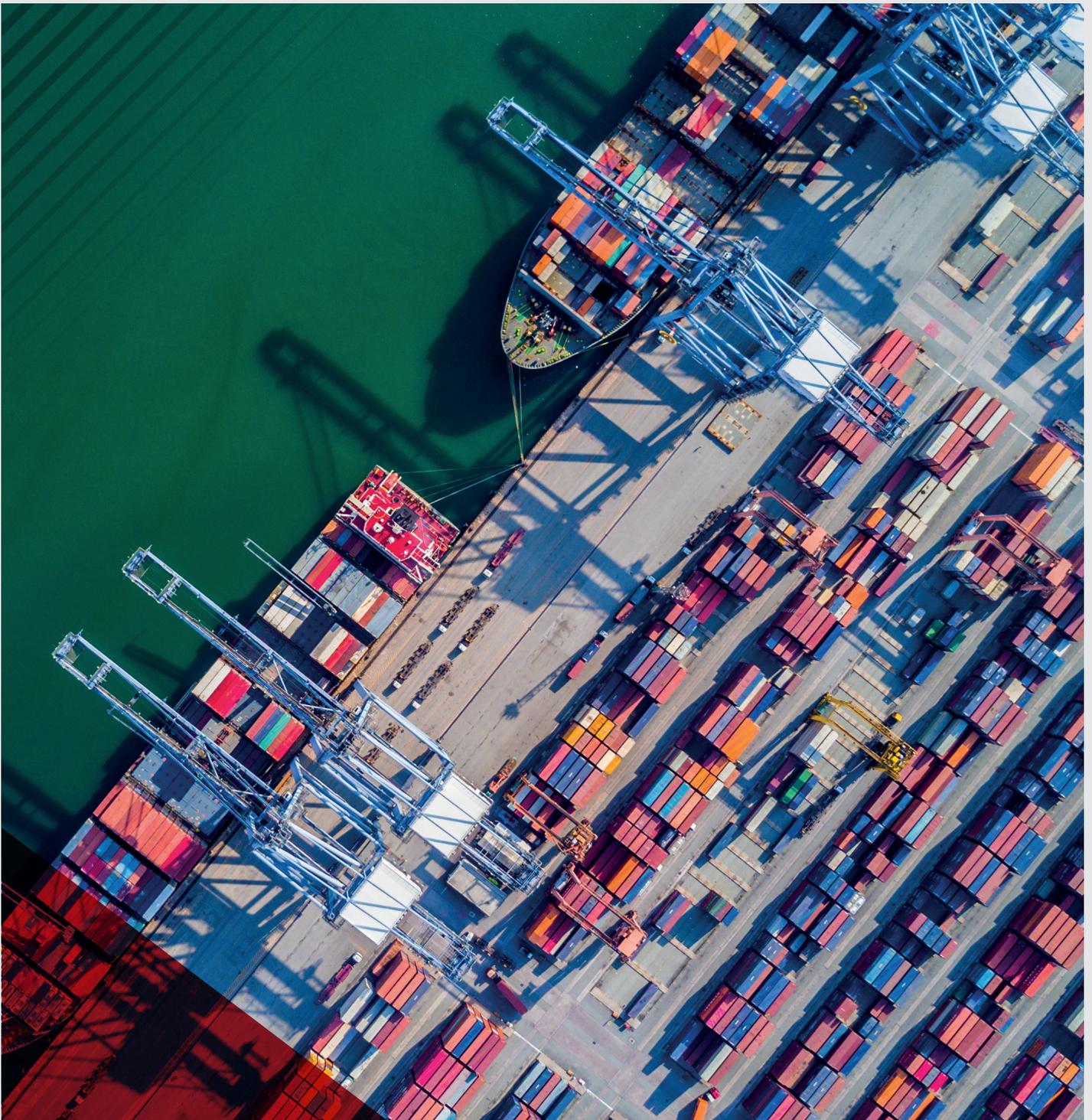
The government is set to allocate £16 million in 2025-2026. Our advocacy also secured the inclusion of digital internships in this expansion.

> IMPACT:

The program has demonstrated its effectiveness in boosting SMEs' productivity and efficiency by promoting digitalisation and adopting cutting edge technologies like robots, 3D printing, AI, and more. It encompasses accessing funds and impartial advice, aiding in the creation of a digital roadmap for businesses. This substantial victory for the sector provides the necessary support for the digitalisation of manufacturing and sustainability.

BOOSTING TRADE AT HOME AND ABROAD

Manufacturers have faced unprecedented disruption, from leaving the EU, a global pandemic, to rocketing transport and raw material costs. Remaining globally competitive meant ensuring manufacturers could overcome these challenges and for the UK to remain one of the top 10 largest manufacturers. UK manufacturers overtook France and are the 8th largest manufacturing nation in the world.





AUTUMN STATEMENT:

200+ COMPANIES & TRADE ASSOCIATIONS BACK MAKE UK-CBI CALLS FOR FULL CAPITAL EXPENSING

MAJOR AUTUMN STATEMENT WIN!

FULL EXPENSING OF CAPITAL ALLOWANCES ON QUALIFYING PLANT AND MACHINERY INVESTMENTS WAS MADE PERMANENT.

This tax relief allows businesses to offset (reduce) the corporation tax they owe against the investments they've made in plant & machinery. Businesses can claim 100% of capital expenditure on qualifying plant and machinery investments in the first year. This means for every £1 a business invests in IT, machinery, and equipment, they can claim back 25p in corporation tax.

> IMPACT:

This will drive further investment in plant and machinery, generating more growth for the sector and enabling UK manufacturers to develop products and processes which can compete with other leading manufacturing nations.

REMOVAL OF RETAINED EU LAW SUNSET CLAUSE.

After continued engagement with Make UK and others, the government decided to change its approach from sunsetting all retained EU law (REUL) by the end of 2023, to revoking a specific list of REUL that it considers unnecessary or burdensome for the UK. This largely applies to regulations that have become redundant since EU withdrawal.

> IMPACT:

The elimination of the sunset clause from the Retained EU Law Bill has been well-received by UK manufacturers. This change removed the risk of uncertainty and disruption linked to the possible expiration of numerous important regulations by the end of 2023. The UK manufacturing industry contended that the sunset clause posed a potential "cliff-edge" scenario for businesses, leaving them uncertain about which rules would govern them beyond 2023 in key areas such as employment, health and safety, and environmental regulations.

EXTENSION OF THE CE MARKET RECOGNITION FOR BUSINESSES INDEFINITELY, BEYOND DECEMBER 2024.

We pushed the government to secure indefinite recognition of CE markings. This move reduces trade barriers and operating costs for UK businesses, allowing them to use either CE or UKCA markings to sell products in Great Britain without navigating different regulations.

> IMPACT:

This safeguards the competitiveness of UK manufacturers and ensures the UK remains an attractive destination for investors, generating business confidence and recognising the reality of doing business. The extension will also benefit consumers, as they will have more choice and access to safe and high quality products.

INVESTMENT ZONES ARE EXPANDED TO NEW AREAS AND TAX RELIEFS ARE EXTENDED TO 10 YEARS.

The Chancellor confirmed new investment zones in Greater Manchester, the West Midlands, and the East Midlands, doubling the flexible funding for each from £80 million to £160 million. The program and tax reliefs are extended from five to ten years. A new zone is planned for Wrexham and Flintshire in Wales.

> IMPACT:

Make UK's call for an extension of incentives was heard, enhancing the effectiveness of place-based incentives. This will provide confidence and consistency for the long term investment that manufacturers need.

THE UK REJOINED HORIZON EUROPE, THE EU'S KEY FUNDING PROGRAMME FOR RESEARCH AND INNOVATION THAT SUPPORTS THE CREATION AND DIFFUSION OF EXCELLENT KNOWLEDGE AND TECHNOLOGIES.

The UK has been excluded from the European research program since January 2020, leaving some projects stranded and scientists' research in limbo without the ability to collaborate with peers across Europe, with a knock on effect on the UK's access to global supply chains and international market. Returning to Horizon Europe provides UK Manufacturers with the funding needed to pioneer groundbreaking research, build new technologies and compete on a global scale. We have launched a strong campaign to rejoin Horizon Europe for its broad collaborative opportunities, crucial for innovation in people, skills, data, equipment, and diverse thought.

> IMPACT:

Rejoining this major EU research and innovation funding program is a policy win, providing significant R&D funding, collaborative partnerships, and the ability to address societal challenges while attracting global talent amid labour shortages in science and technology roles.

THE EXTENDED PRODUCER RESPONSIBILITY SCHEME FOR PACKAGING WAS DEFERRED.

This is a new policy that will make packaging producers pay for the full cost of recycling their packaging waste. This scheme is part of the UK government's plan to reduce waste and increase recycling, and to align with the EU's Circular Economy Package. However, the government has recently announced that it will defer the implementation of the scheme by one year, from October 2024 to October 2025.

> IMPACT:

Make UK actively campaigned and participated in a government consultation, urging consideration of the economic impact stemming from the COVID 19 pandemic and inflation. In response, the government has extended the timeline to allow for further refinement of the scheme's design, with a focus on minimizing costs for both businesses and consumers.

CHAMPIONING MANUFACTURING

DELIVERING END-TO-END CAMPAIGNS

This year we have continued to turn our policy work into practical support for our members, delivering end-to-end campaigns.

THIS YEAR WE PUBLISHED:



Quarterly HR Bulletins

Containing data on pay settlements, recruitment trends and topical employment and skills themes, providing key insights for our policy work and valuable benchmarking data for members.



Manufacturing Salary Guide

Our guide covers a range of workforce, professional and leadership roles across the sector, showing median salaries according to job type, region and business size, as well as the typical recruitment lead time. This has supported our policy engagement on addressing key labour shortages and is an essential guide for members during pay negotiations.

THIS YEAR WE PUBLISHED:



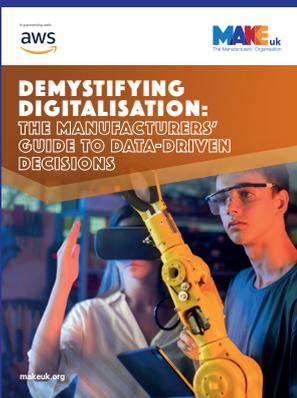
Labour Turnover and Absence Benchmark reports

These have provided a useful benchmarking tool for members to measure their work on retention and managing sickness absence and have supported our engagement with the government on addressing causes of economic inactivity and how to support businesses to keep people in work.



Shift Premia and Benefits Benchmark report

Our data on payments for different shift patterns plus remuneration and reward for overtime, maternity/paternity leave, sickness absence and well-being benefits helps members to understand sector-wide best practices and has supported our policy work on pay and wellbeing.



Demystifying Digitalisation - The Manufacturer's Guide to Data-Driven Decisions

This guide includes a practical, five step process to digitise your factories, from vision to optimisation. To illustrate, this guide includes a case study featuring NGF Europe Limited, supported by Amazon Web Services (AWS). Learn how they achieved success through digitalisation.

OUR MEMBERS ARE THE BACKBONE OF OUR CAMPAIGNING EFFORTS

It is only with the insights and intelligence from our members that we can deliver impactful campaigns on behalf of the industry.

Members' contributions through our survey work, Regional Advisory Boards, Policy Committees and our National Membership Board have been the backbone of our campaigning efforts.

We are proud to say that Make UK continues to be the largest community of manufacturers in the UK. In 2023, our member events and regional membership teams connected companies directly with peers from like minded member companies and wider stakeholders across the UK.

Our Member Connect events were a huge success story this year with companies sharing leading practices and showcasing the very best the sector has to offer.

We are grateful to every single member who has been part of 2023, and we look forward to working with you all as we enter 2024.



“Make UK became an invaluable support for Olympus Technologies during and since Brexit, particularly in lobbying the government to give European and UK suppliers more time to adjust to the diverged CE/UKCA marking requirements. They listened to the issues we were facing and even invited me down to Westminster to put my questions to the Brexit Secretary. This has ultimately led to the decision to defer indefinitely the point at which the CE Mark would cease to be valid in the UK. They continue to try and improve trade issues between the UK and the EU and have helped Olympus by raising ongoing delays in customs with the relevant UK and overseas bodies. Make UK offered invaluable practical support to our business during Covid and helped us navigate the challenges when optimism was in short supply. Since then, I have had the privilege of joining the Make UK Regional Board meetings in Yorkshire and the Humber where we discuss issues facing local businesses and use the platform to lobby the national Make UK team who in turn lobby the government to better target their support for UK manufacturing.”

Adam Swallow, Director, Olympus Technologies



“Thanks to Make UK for giving us the opportunity to host the recent ESG & Q4 Regional Advisory Board (RAB) at Thomas Broadbent & Sons Limited, as well as allowing us to showcase our proud 160 year heritage in manufacturing large scale industrial equipment. The ESG speakers were able to explain ESG in layman’s terms and offer a practical path towards integration into the business process. As always, the Q4 RAB was an excellent forum to discuss upcoming policy changes which will shape future business decisions. Hearing fellow business leaders’ approaches to strategic hurdles and solutions is a great way of sharing best practices among industry associates.”

Charlotte Ilkiw, Global Head of HR, Thomas Broadbent & Sons Ltd



“Thank you very much for your invaluable contributions at yesterday’s Manufacturing Connect conference. The event was extremely successful as reflected in the quality of the content presented, the buzz in the exhibition and tech demo areas, the amount of networking taking place between delegates, and the numbers involved in the engineering and robotics showcase tours. It was a great team effort and a pleasure working with everyone to deliver such an exciting and productive event. We look forward to developing the UWE/MAKE UK relationship and collaborating on many more initiatives.”

David Lennard of University West of England, Bristol





NATIONAL MANUFACTURING DAY

Following the overwhelming success of last year's National Manufacturing Day, in September 2023 even more manufacturers (around 200) throughout the UK threw open their doors. Students, MPs and the general public visited factories up and down the country for a behind the scenes look at how manufacturers' facilities work to deliver a very diverse range of goods.



THANK YOU TO OUR PARTNERS

This year's 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 National Manufacturing Conference and National Manufacturing Awards to influential industry reports and member engagement, leverage our brand, for the benefit of yours.

To find out about current opportunities contact Carolee Summers Sparks at csummers-sparks@makeuk.org



2024: A PREVIEW...

Next year all of the collaborative work will support our main goal of growing the manufacturing sector from **10% of UK GDP to 15%**. If we achieved this we could add £142bn to the UK economy.

To help us succeed we will be running four main proactive campaigns:

CAMPAIGN 1:
**DEVELOPING AND DELIVERING A ROBUST,
LONG TERM INDUSTRIAL STRATEGY,
FOCUSING ON BOTH REGIONAL AND
NATIONAL MANUFACTURING.**

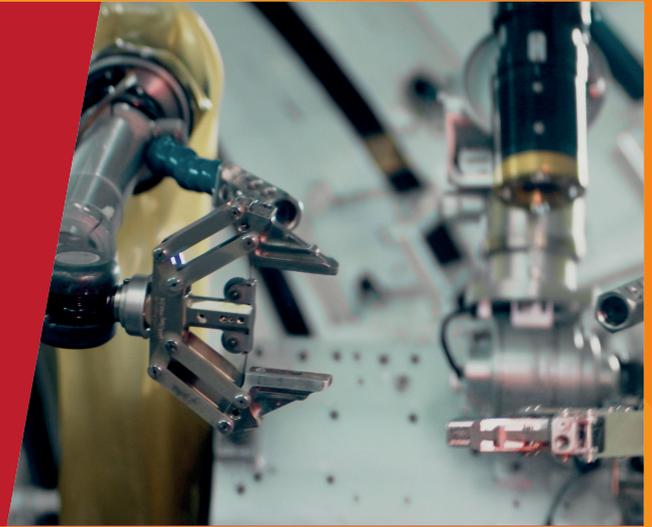
Ambition:

Moving up the global rankings from 8th most valuable (output) manufacturing nation to the 7th



**CAMPAIGN 2:
UNLOCKING INNOVATION
AND DRIVING TECHNOLOGY.**

Ambition:
Increasing the UK's robotics density
to move from 25th place into the top 10.



**CAMPAIGN 3:
CREATING A SUSTAINABLE WORKFORCE.**

Ambition:
Reducing the number of unfilled vacancies
from 3 in every 100 to 1.6 in every 100.



**CAMPAIGN 4:
MAXIMISING THE OPPORTUNITIES
OF A NET ZERO ECONOMY.**

Ambition:
Halving industry carbon emissions by 2030.



Cutting across these four campaigns will be a campaign to reduce the costs and barriers to business and trade so we can make it easier for your company to do business here in the UK as well as across the globe.

With 2024 being a major year with a General Election pending we are focused on delivering the very best for our members and the wider manufacturing industry. We will be clear, concise and consistent in our communications and we will strive to create the best possible environment for you to grow your business.

MEET THE TEAM

Alfie Reynolds

Communications and Campaigns

Anna Machala

Research and Intelligence Manager

Brigitte Amoruso

Senior Energy and Climate Change Specialist

Celia Charlwood

Head of Government Affairs

Faye Skelton

Head of Policy

Fhaheen Khan

Senior Economist

Harvey McCabe

Government Affairs Adviser

Hilary Douglas

Head of Corporate Affairs

James Brougham

Senior Economist

Jamie Cater

Senior Policy Manager

Mark Swift

Head of Communications

Nina Gryf

Senior Policy Manager

Rose Sargent

Policy and Campaigns

Seamus Nevin

Chief Economist

Tessa Neal

Communications and Policy Executive

Tom Burdon

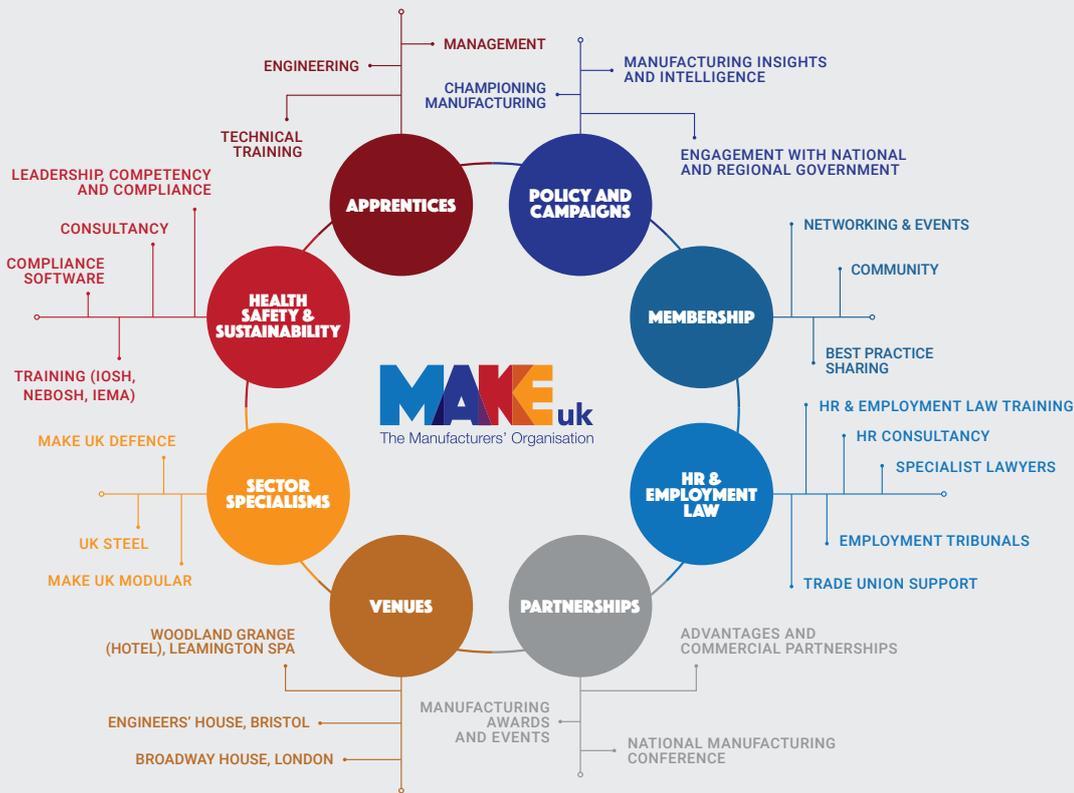
Stakeholder Engagement Adviser

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