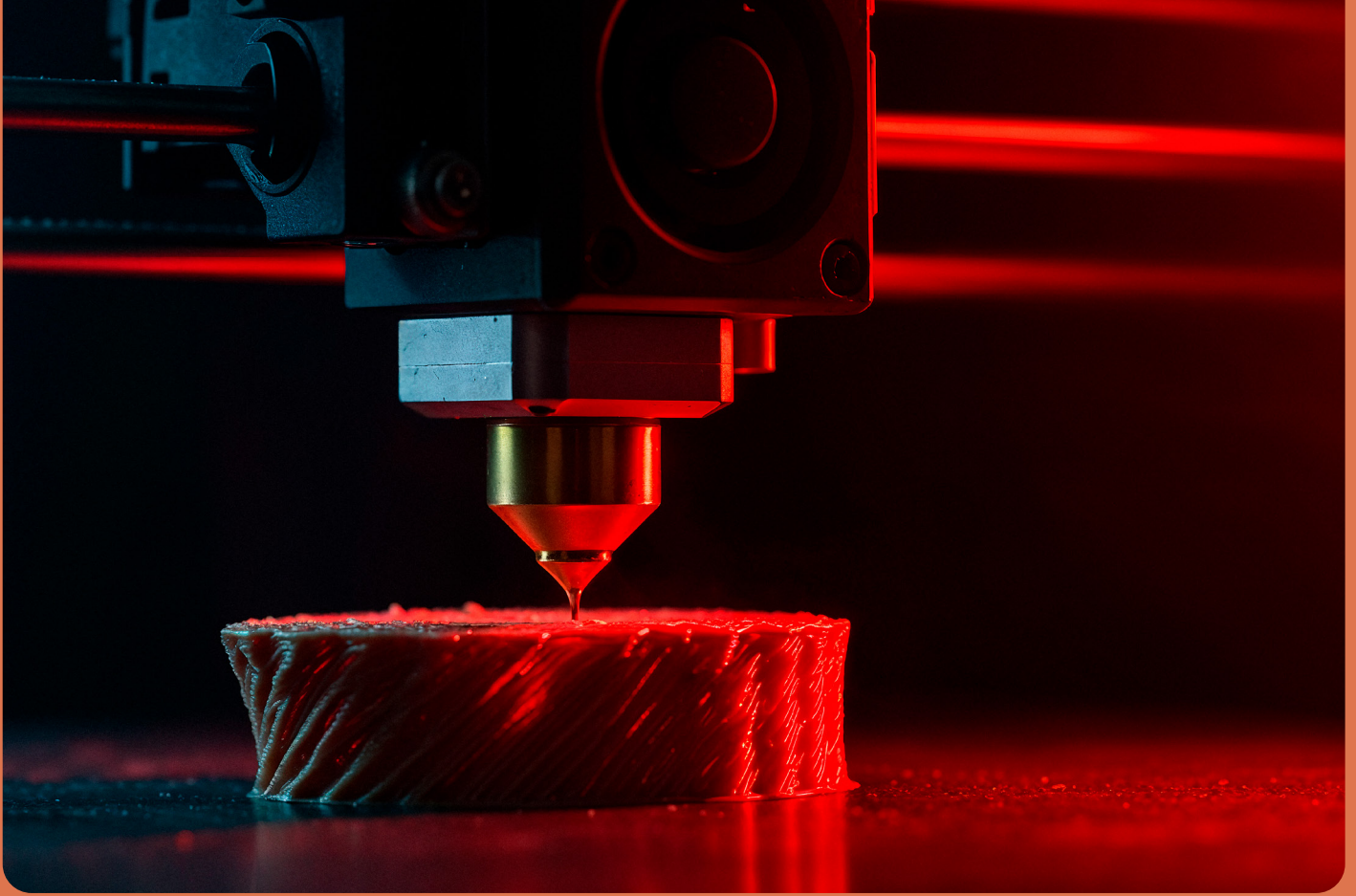


IMPACT REPORT 2025

INFLUENCING DECISIONS,
SUPPORTING INDUSTRY, FIGHTING
FOR UK MANUFACTURERS





Shaping the Future of UK Industry, Together

2025 has been a year that tested the resilience and resolve of UK manufacturing - and once again, our sector has risen to the challenge. Despite persistent economic pressures and global uncertainty, manufacturers have continued to adapt, invest and lead.

From creating high-quality jobs to driving innovation and decarbonisation, our sector has shown that it remains a powerful engine for national growth and prosperity, and with the right support could go even further.

Throughout Make UK's 2025 campaigns, we have worked with members, government and partners to secure progress on the issues that matter most: an Industrial Strategy that delivers for manufacturing, creating good jobs and shared prosperity, unlocking innovation and accelerating digitalisation, and driving decarbonisation and green growth.

As we enter our 130th year, together with our members, we are continuing to shape a stronger, more sustainable future for British industry.



Stephen Phipson CBE

CEO

Make UK





The Backbone of the British Economy

The UK manufacturing sector is a global leader and vital pillar of our economy:



11TH LARGEST
Manufacturing Economy
Globally (By Output)



Contributing
£220 BILLION
to GDP

Providing 
2.6 MILLION JOBS,
which pay wages, on average,
8% HIGHER
than the whole economy 

Accounted for 
**48% OF UK
BUSINESS R&D**
and
**17% OF TOTAL
INVESTMENT** 

Represented 
**42% OF
ALL GOODS**
exported from the UK

A sector brimming with potential — 
**46,000 ROLES
READY TO GROW**

A Breakthrough Year for UK Manufacturing

2025 marked a milestone for UK manufacturers. After nearly a decade of Make UK campaigning, the Government delivered its first Industrial Strategy since 2017 — promising to tackle long-standing challenges in skills, energy and access to finance.



“Make UK has long called for ‘a funded and joined-up long-term vision as a matter of urgency for stability and investment’ — I could not have put it better myself.”

Then-Business Secretary **Jonathan Reynolds MP**, launching the Industrial Strategy in the House of Commons, 23 June 2025.

WE SECURED 28 WINS IN THE INDUSTRIAL STRATEGY ON:

Energy Costs: Through a new British Industrial Competitiveness Scheme to reduce electricity costs by up to 25% - or c.£35-40/MWh - for key manufacturing industries, from 2027. In addition, a further boost to the British Industry Supercharger with Network Charging Compensation rising from 60% to 90% for the most energy-intensive industries.

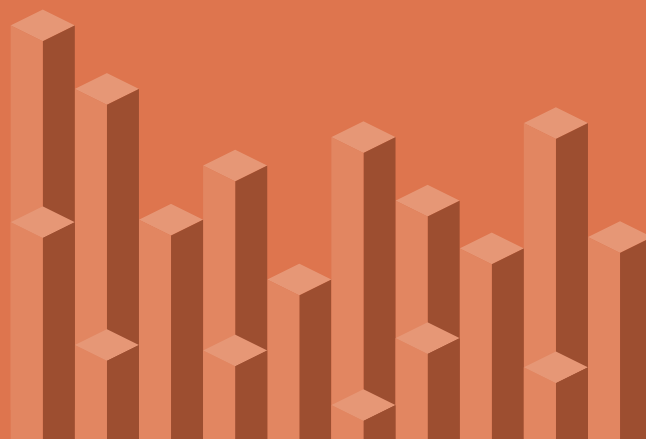
Skills: Apprenticeship funding bands set to be reviewed by Skills England; a potential sector-wide Skills Passport and other initiatives proposed by Make UK's Skills Commission; Growth and Skills Levy to fund short courses for Advanced Manufacturing from April 2026; and a £184m funding boost over four years for engineering skills.

Access to Finance: Up to £4.3bn in funding for the Advanced Manufacturing sector, including up to £2.8 billion in R&D funding; more support for scale-ups, with £4bn of additional capital funding for the British Business Bank.

Digital Adoption: Expansion of the Made Smarter Adoption programme for SMEs and initial funding of £40m for a new network for Robotics Adoption Hubs across the UK.

And much more!

[Click here to see the rest of our Industrial Strategy wins](#)



Your Voice, Our Impact

Our successes this year weren't just limited to the Industrial Strategy.

Our campaigning, driven by your insights and engagement with our surveys, regional advisory boards and other events, helped us secure a number of wins in key areas for UK manufacturing this year.

AI:

The introduction of regulatory sandboxes to support product testing in a safe environment with agile regulation.

Apprenticeships & Skills:

Greater flexibility on length of apprenticeships and removal of English and maths requirements for adult learners. Post-16 education goals to place vocational routes on equal footing with university. Free apprenticeship training for u25s at SMEs under new Youth Guarantee scheme.

Business:

Small Business Plan – tackling late payments by giving the Small Business Commissioner stronger enforcement powers, introducing tighter payment deadlines, and requiring large companies to report more transparently on their payment practices, as well as creating 69,000 start up loan opportunities.

Data:

UK alignment with international frameworks on the classification of industries, making it easier to track and compare UK manufacturing data against international competitors.

Employment Rights Bill:

Plans for day 1 protections against unfair dismissal scrapped, in favour of a six-month qualifying period. Confirmation that the Right to Switch Off proposal will be excluded from the Employment Rights Bill.

Energy:

Plans for zonal pricing dropped, avoiding unfair regional disparities in costs.

Infrastructure:

Commitment from Government for a third runway at Heathrow.

Net Zero:

Linking of UK and EU emissions trading schemes, bringing carbon prices in line with the EU and giving manufacturers a bigger and more liquid market to interact with. This should also help simplify incoming CBAM legislation.

Regulation:

The publication of Government's new Regulatory Action Plan which includes several asks from Make UK's policy report on better regulation.

Tariffs:

Announcement of a trade deal between the US and the UK which included the removal of the 25% tariffs on steel and aluminium goods and rates on UK car exports to the US cut from 27.5% to 10% for the first 100,000 vehicles.

Zero Emission Vehicles:

Confirmation of a series of changes to the Zero Emission Vehicle Mandate, giving manufacturers greater flexibility in meeting the 2030 deadline, including small manufacturers now exempt from some regulatory targets.



Influencing Decision-Makers



Provided input to 30+ Government consultations - official requests for evidence and opinions - using detailed research and the lived experiences of our members.



7 appearances before Parliamentary committees giving evidence on industrial strategy, skills, energy costs, finance, and home-based working.



Hundreds of high-level national and international meetings including policy briefings; regular discussions with secretaries of state; and diplomatic engagements with ambassadors and officials.



27 Parliamentary mentions including by the Chancellor, Business Secretary, Financial Secretary to the Treasury, and leading opposition politicians.



Delivered 60 events with more than 7,500 attendees, including workshops on everything from health & safety to HR and employment law; networking and showcasing events; awards dinners; policy roundtables and briefings; and, of course, our flagship National Manufacturing Conference.



Helped more than 300 companies take part in National Manufacturing Day and welcome thousands of schoolchildren, college and university students, and members of their communities in to their facilities to see first-hand the skill, talent and opportunities in UK manufacturing.

“We are taking forward our commitment to slash electricity prices for thousands of manufacturing businesses, as Make UK and many others have called for.”



The Chancellor of the Exchequer, Rachel Reeves MP, presenting the Autumn Budget to the House of Commons, 26 November 2025



“I pay tribute to Make UK for the work that they do. Clearly, the skills conversation is vital in that [manufacturing] sector... Make UK always makes the point to me about the vital importance of engineering skills.”

Lord Livermore, Financial Secretary to the Treasury, UK Infrastructure:
10-year Strategy debate, 19 June 2025.

Research That Drives Action

Our industry-leading reports - powered by the support of partners and insights of members - have landed on the desks of the most senior decision-makers in government and business.

Executive Survey 2025

Energy Procurement: The Cost of Complacency

Manufacturing Salary Guide 2025

UK Manufacturing: The Case for Effective Regulation

The Growth Mission: A Blueprint for Scaling
Up SME Manufacturers

Absence Benchmark Report 2025

Labour Turnover Report 2025

Manufacturing Outlook 2025*

HR Bulletin 2025*

Skills for Success: The Reforms Essential
to our Economic Future

Benefits & Leave Entitlements 2025

Local Levers, National Growth: Powering

Manufacturing Through Devolution

Tackling Electricity Prices for Manufacturers

The Case for Increased RAS Adoption within
the West Midlands Production Industry

Regional Manufacturing Outlook 2025

From Road to Rail: Optimising Goods Transport
in UK Manufacturing

Making it Smarter: Global Lessons for Accelerating
Automation & Digital Adoption in UK Manufacturing

Shift Patterns & Pay Premia 2025

UK Manufacturing: The Facts 2025

Manufacturing a Sustainable Future: Capitalising
on Green Technologies

Manufacturing Investment Monitor 2025




Inspired Net Zero Report

*Published quarterly




Leading the Conversation

DURING 2025, IN THE PRESS:

-  We landed **8,300** pieces of news across national, regional and trade publications.
-  Featured in leading titles like The Financial Times, The Times and The Telegraph, and appeared on the TV and radio news programmes of the BBC, Sky, LBC and others.
-  Gained coverage worth **£51m** had we paid for it, reaching tens of millions of people in the UK and beyond in the process.

MEANWHILE, ON SOCIAL MEDIA:

-  We reached more than **450,000** of you through our LinkedIn channel this year, generating nearly **950,000** impressions.
-  Generated over **100,000** meaningful interactions with users through our online campaigns around Industrial Strategy, National Manufacturing Day and more.
-  Received tens of thousands of likes, shares, and comments from our smallest members right up to secretaries of state in government.

**JOIN THE CONVERSATION
ONLINE, FOLLOW US!**



Make UK



From Defence to Electrification: Delivering Impact Across Industry



“Make UK Defence are the UK’s leading champion of the defence supply chain and SME community. We represent nearly 800 UK-based businesses working in critical sub-sectors of the defence sector, including submarines, uncrewed systems, military aerospace and land vehicles - capping fees for the largest companies so that we can fully represent the interests of companies no matter their size.

We also run the UK’s largest defence-focussed ‘Meet the Buyer’ event because our dedicated team is driven by our central aim: helping innovative UK businesses to win work in Defence.”

Andrew Kinniburgh, Director-General, Make UK Defence

Our year in numbers:



231 NET GROWTH IN MEMBERSHIP THIS YEAR:

With six new strategic partners and an all-time-high renewal rate for existing members, we’re demonstrating the clear value to British businesses working in Defence.



63 EVENTS DELIVERED WITH MORE THAN 2,200 ATTENDEES:

Including member BBQs, expert-led webinars, and networking receptions.



600 ATTENDEES AT A SOLD-OUT ANNUAL SUMMIT:

With speeches delivered by the Minister for Defence Readiness and Industry, MOD Director-General of Commercial & Industry and key industry figures.



100 COMPANIES EXHIBITING AT MAKE UK DEFENCE TRADE PAVILIONS:

Including our most successful DSEI
and DPRTE trade shows yet.



1,400 'MEET THE BUYER' MEETINGS DELIVERED:

Across events held in-person and virtually in
2025 to support the development of the UK
supply chain.

Driving change

With our Director-General, Andrew Kinniburgh, selected by the Defence Secretary
to join the new Defence Industrial Joint Council (DIJC) this year, Make UK
Defence's advocacy work achieved big wins for the UK defence industry:



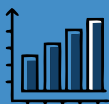
£2.5BN BOOST FOR DEFENCE SME SPENDING:

The MOD will significantly boost spending with
SMEs directly and within the supply chain by
May 2028 to ensure they're given a fair shot at
winning work in the sector.



DEFENCE OFFSET:

UK-based businesses will benefit even
when the MOD buys from abroad by placing
requirements on foreign companies to invest
back into the UK, providing more opportunities
for British businesses in supply chains.



A NEW DEFENCE OFFICE FOR SMALL BUSINESS GROWTH:

The MOD will launch a new dedicated SME
Office to act as the front door for SMEs, deliver
the new SME spending target, improve supply
chain behaviours and drive culture change.



£182 MILLION FOR DEFENCE SKILLS:

Delivering new Defence Technical Excellence
Colleges (DTECs), new funding for defence-
focussed university courses, and support to
upskill existing staff.



Electrify Industry

Launching at the start of 2025, and doubling its membership since, Electrify Industry has focused on central issues that are of great concern to UK's manufacturers:

1. Reducing the cost of electricity for industry
2. Further enabling flexible energy solutions and markets
3. Campaigning for policies that are accessible to both SMEs and larger businesses



SPEAKING UP IN PARLIAMENT AND WITH MINISTERS:

Launched Electrify Industry in the Houses of Parliament; engaged with Ministers for Industry (Sarah Jones MP and Chris MacDonald MP) and the Minister for Energy (Michael Shanks MP); and provided evidence to Parliamentary expert groups on industrial energy costs.



SHAPING NATIONAL POLICY AND ENERGY REGULATION:

Founding member of the Department for Energy Security and Net Zero Working Group on industrial electrification costs; contributed to the Energy Networks Association expert group on statutory voltage limits; and worked directly with Ofgem and the Energy Systems Catapult on future systems innovation.



WORKING WITH GRID OPERATORS TO IMPROVE CONNECTIONS:

Engaged with National Grid Electricity Distribution, National Grid Electricity Transmission, and wider grid stakeholders to address system and connection challenges.



SUPPORTING INDUSTRY AND REGIONS ACROSS THE UK:

Visited member-led projects in the North-West and North-East of England and collaborated with the Black Country Industrial Cluster and South Wales Industrial Cluster on shared decarbonisation issues.



BACKING RESEARCH AND INNOVATION:

Participated in and supported the Industrial Decarbonisation and Innovation Centre (Heriot-Watt University) and contributed to academic-led research projects.

“Electrify Industry sees the British Industrial Competitiveness Scheme as a good ‘starter for ten’ when it comes to addressing energy costs. However, in 2026 we want to see more robust action on the industry-wide question of long-term competitiveness and affordability.”



Daniel Paterson, Director of Policy & Government Affairs
– Sector Specialisms and Electrify Industry
Lucy Adams, Policy Adviser – Electrify Industry

We just wanted to say...

Thank you to our members and partners!

Together, We're Making UK Manufacturing Stronger

2025 has brought fresh challenges for UK manufacturing, but our members have once again shown remarkable resilience and commitment. We've achieved real progress for the sector - progress made possible by the insight and engagement of thousands of members and the support of more than 30 partner organisations.

As we look ahead, we remain focused on championing and strengthening UK manufacturing for the future.

**VIEW OUR
2025 PARTNERS
HERE**



Building a Better Future in 2026 and beyond

2025 has been a landmark year for UK industry, with the Government publishing 18 separate strategies that set a clear direction of travel and outline a long-term vision for the country and for business. **But the real test begins now.**

As we look ahead, 2026 will be the year Make UK pushes for these commitments to be translated into action - holding Government to account and ensuring manufacturers can realise the benefits of the strategy work completed this year.

Against this backdrop, our campaigns will focus on the practical steps needed to turn ambition into delivery, with **three key priorities:**



MAKING THE UK A COMPETITIVE PLACE TO DO BUSINESS

By tackling the challenges that are currently causing pain to manufacturers - like high energy costs, skills shortages, tricky regulation, and barriers to trade.



MAKING THE INDUSTRIAL STRATEGY A REALITY

Ensuring that the Government delivers on its Industrial Strategy promises and measures its success.



MAKING THE LONG-TERM VISION A REALITY FOR UK MANUFACTURING'S FUTURE

In Make UK's 130th year, we'll shape the agenda for what UK manufacturing will look like by our 140th. Leading the conversation, setting direction and priorities, and ensuring UK manufacturing remains a driving force for national growth.





Make UK is backing manufacturing – helping our sector to engineer a digital, global and green future. 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. The 20,000 manufacturers we represent have created the new technologies of today and are designing the innovations of tomorrow. By investing in their people, they continue to compete on a global stage, providing the solutions to the world's biggest challenges. Together, manufacturing is changing, adapting and transforming to meet the future needs of the UK economy. A forward-thinking, bold and versatile sector, manufacturers are engineering their own future.

www.makeuk.org
@MakeUKCampaigns
#BackingManufacturing

For more information, please contact:

MakeUKCentralPolicy@makeuk.org
