UK MANUFACTURING: COMPETITIVENESS IN THE GLOBAL ECONOMY

Queen Elizabeth II Conference Centre, London
Tuesday 06 March 2012 (10.00 - 16.45)

CHALLENGE LEADING POLITICAL DECISION-MAKERS
SHARE BEST PRACTICE
STIMULATE DEBATE
SOLVE PROBLEMS
GAIN INDUSTRY INSIGHTS AND CONNECTIONS

Reserve your place now. Limited spaces available.
Call 020 7401 6033 or visit www.manufacturingconference.co.uk to book your place.
UK MANUFACTURING: COMPETITIVENESS IN THE GLOBAL ECONOMY

A warm welcome to EEF’s National Manufacturing Conference delivered in association with The Manufacturer.

Manufacturing faces one of its biggest challenges to date. All eyes are on our industry to lead our nation’s economic recovery and restore balance. This requires renewed commitment and stronger support from government combined with a single-minded assault on international expansion from businesses.

At today’s conference, we set out a renewed direction for industrial growth by challenging our political leaders competitiveness and indeed ourselves to sharpen focus in charting our business.

With keynote addresses, panel discussions and best practice workshops, we discuss the critical issues that need to be addressed in order for the UK to remain and grow as a hub for manufacturing investment. I urge you to seize the opportunity to influence, network and make new business connections.

Thank you to our conference partners and sponsors, our speakers, and delegates for supporting this year’s National Conference.

I look forward to joining you for what promises to be a fascinating day that will raise the profile of UK manufacturing and provide plenty of inspiration and insights to assist your continued quest for growth.

Terry Scuoler, Chief Executive,
EEF, the manufacturers’ organisation
ABOUT THE CONFERENCE

Join the stimulating debate among the UK’s exemplary manufacturing leaders and politicians, where we will examine the crucial challenges facing our manufacturing industry, make our collective voice heard at the highest levels of government and plan our routes to competitiveness and growth.

This conference provides a rare opportunity to share best practice, stimulate debate, solve problems, and gain industry insights and connections.

Through a combination of keynote presentations, panel debate and your choice of best practice workshops, we discuss;

— How do we promote and maintain growth?
— How do we exploit international trade opportunities?
— What support do we require from government?
— What more can be done to improve competitiveness in key areas such as tax, skills, regulation and energy?
— How do we access finance and unlock investment?
— How do we build, manage and leverage best value from global supply chains?

WHY YOU SHOULD ATTEND

If you’re a director or senior manager of a manufacturing business, the EEF National Manufacturing Conference is a must attend event:

— Make your voice heard in government and influence industrial policy
— Be inspired by industry’s figureheads, political leaders and strategic thinkers
— Gain personal insights from best practice manufacturers
— Build contacts with other senior figures from industry and politics
— Participate in stimulating debates
— Sharpen and energise the strategic direction of your business
— Gain expert advice on building global trade and hear how your peers are expanding internationally
— Discover new ways of accessing finance and unlocking investment
— Explore proven strategies for improving competitiveness
— See how manufacturers are using product and process innovation to compete globally
— Discover what business support and finance is available to your business
— Discuss your challenges with speakers and fellow delegates to gain fresh perspectives
KEYNOTE SPEAKERS, PANELISTS AND WORKSHOP PRESENTERS INCLUDE

Rt Hon Ed Miliband MP  
Leader of Her Majesty’s Opposition

Rt Hon Dr Vince Cable MP  
Secretary of State for Business, Innovation and Skills

Dick Olver  
Chairman, BAE Systems plc

Alexander Baldock  
Managing Director, Lombard

Sir Richard Needham  
Director, Dyson

Jan Ward  
CEO, Corrotherm International Ltd

Maggie Pagano  
Business Editor, Independent on Sunday

Terry Scuoler  
Chief Executive, EEF, the manufacturers’ organisation

Declan Curry  
Business Journalist and Presenter

Professor Steven Evans  
University of Cambridge

Charles Purkess  
ITM Power

Darren Murray  
CIO, Promethean

Robin Wilson  
Lead Technologist, High Value Manufacturing, Technology Strategy Board

Andrew Kinder  
Product Marketing Director, Infor

Martin Temple CBE  
Chairman, EEF, the manufacturers’ organisation

Irene Graham  
Managing Director, Business Finance & Strategic Initiative, British Bankers Association

Stephen Welton  
Chief Executive, Business Growth Fund

Richard Hepper  
Deputy Chief Executive, Capital for Enterprise Ltd

Paul Calver  
Global Value Chain Specialist, UKTI

Rhydian Pountney  
General Manager of ROW Sales, Renishaw plc

Steve Roberts-Mee  
Director of Communications, UKEF

Rob Keller  
Head, UK and Ireland Region, Global Trade Finance, Global Transaction Services, RBS

Book now: Call Benn Walsh on 020 7401 6033 or book on line @ www.manufacturingconference.co.uk
## Conference Programme

<table>
<thead>
<tr>
<th>Time</th>
<th>Event</th>
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<tbody>
<tr>
<td>10:00 – 10:30am</td>
<td>Registration, refreshments and exhibition</td>
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<tr>
<td>10:30am</td>
<td>Welcome by Conference Chair Declan Curry, Business Journalist, followed by address from Terry Scuoler, Chief Executive, EEF, the manufacturers’ organisation.</td>
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<td></td>
<td>Rt Hon Ed Miliband MP, Leader of Her Majesty’s Opposition</td>
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<td></td>
<td>Mr Miliband will outline his Party’s vision for the economy. There will be an opportunity for questions from delegates.</td>
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<td>Dick Olver, Chairman, BAE Systems plc</td>
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<td></td>
<td>Mr Olver will outline his view on the challenges facing UK manufacturing and the attractiveness of the UK as a place to do business.</td>
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<tr>
<td>11:25am</td>
<td>Tea, coffee and exhibition</td>
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<tr>
<td>11:45am</td>
<td>Rt Hon Dr Vince Cable MP, Secretary of State for Business, Innovation and Skills</td>
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<td>In the run-up to the 2012 Budget, the Business Secretary will discuss the government’s approach to supporting manufacturing, followed by questions from the audience.</td>
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<td>Manufacturing Questions Time</td>
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<td>Reflecting and building on what we have heard from our earlier speakers, we will debate some of the key issues affecting manufacturing competitiveness, with delegates invited to participate, ask questions and share their views and experiences.</td>
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<td></td>
<td>Panelists: Declan Curry, BBC (Panel Chair)</td>
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<td>Maggie Pagano, Business Editor, Independent on Sunday</td>
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<tr>
<td>1:00pm</td>
<td>Lunch and exhibition</td>
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<tr>
<td>1:55pm</td>
<td>Breakout Session 1: Innovating Products &amp; Processes for Growth Chair: Prof. Steve Evans, University of Cambridge</td>
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<td>Sponsored by Infor</td>
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<td>Breakout Session 2: Manufacturing Growth through Export Chair: Paul Calver, Global Value Chain Specialist, UK Trade &amp; Investment (UKTI)</td>
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<td>Supported by RBS, UK Trade &amp; Investment (UKTI), Lombard</td>
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<tr>
<td>3:25pm</td>
<td>Breakout Session 4: Innovating Products &amp; Processes for Growth Chair: Prof. Steve Evans, University of Cambridge</td>
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<td>Sponsored by Infor</td>
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<tr>
<td>4:25pm</td>
<td>Transfer to the auditorium</td>
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<tr>
<td>4:30 – 4:45 pm</td>
<td>Terry Scuoler, Chief Executive, EEF, the manufacturers’ organisation Closing remarks and reflections on the day’s discussion.</td>
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## Exhibitors

The exhibition in the Pickwick Suite, from 10:00am – 4:30pm, is supported by:
WORKSHOPS

INNOVATING PRODUCTS AND PROCESSES FOR GROWTH

Sponsored by

Chaired by Professor Steve Evans, University of Cambridge

The session draws on the experiences of those manufacturers which are using innovation to compete globally and drive growth. Hear from successful manufacturers about how they are innovating their products, services and processes for growth. Also find out about how to tap into a UK manufacturing support network helping you to fund new opportunities and technology solutions.

This session features

Case study: Product innovation
Charles Purkess, ITM Power
Charles explores the product development and commercialisation pipeline, offering his experiences of some the challenges and opportunities that can be derived from investing in product innovation.

Case study: Process innovation
Darren Murray, CIO, Promethean
Darren shares his experience of implementing innovation and some of the considerations that must be made in terms of resources, people management and skills.

Supporting innovation
Robin Wilson, Lead Technologist, High Value Manufacturing, Technology Strategy Board
Robin demonstrates the TSB approach to high value manufacturing and signposts to a broader network of support which is available.

Supporting process innovation
Andrew Kinder, Product Marketing Director, Infor
Drawing on research produced by IDC, Andrew will discuss how technology plays a major role in furthering innovation; generating big wins for the bold companies adopting and investing in technology solutions.

Panel Q & A session

ALTERNATIVE FINANCE FOR INVESTMENT

Sponsored by

Chaired by Martin Temple CBE, Chairman, EEF; the manufacturers’ organisation

External finance is a key support to internal funds to help businesses expand and grow. This workshop will discuss different external finance options commercially available to manufacturers to support their businesses’ growth. This session will focus particularly on sources of finance outside traditional bank debt products and features a new web-based ‘roadmap’ product developed by the British Bankers’ Association (BBA) which sets out the different sources of finance available to businesses and when they are appropriate.

This session features

Overview of different non-bank finance options
Irene Graham, Managing Director, Business Finance & Strategic Initiative, BBA
The BBA has launched a variety of initiatives to improve access to finance for UK businesses under the Business Finance Taskforce. Irene will highlight a new web-based ‘roadmap’ tool being developed to help companies find alternative sources of finance.

Case Studies: Alternative finance solutions

1: Asset Finance
Alexander Baldock, Managing Director, Lombard

2: Business Growth Fund
Stephen Welton, Chief Executive, BGF
Funded by the major UK banks, BGF has £2.5bn to make long term equity investments in small and medium sized fast growing British businesses.

3: Capital for Enterprise
Richard Hepper, Deputy Chief Executive Capital for Enterprise
Capital for Enterprise Ltd is the UK Government’s principal centre of knowledge and expertise in SME finance. It oversees a wide range of programmes, including the Enterprise Finance Guarantee and the Enterprise Capital Funds. Schemes under CIEI’s oversight provide over £4billion in finance to UK SMEs.

Panel Q & A session

Book now: Call Benn Walsh on 020 7401 6033 or book on line @ www.manufacturingconference.co.uk
WORKSHOPS CONTINUED

MANUFACTURING GROWTH THROUGH EXPORTS

Supported by

Chaired by Paul Calver, Global Value Chain Specialist, UKTI

Exporting is vital for the prosperity of UK-based manufacturers. Hear from successful manufacturers about their strategies for breaking into new markets. Also find out about how to tap into export funding, advice and guidance.

This session features

Case Study

Entering emerging markets with help from UKTI
Rhydian Pountney, General Manager of ROW Sales, Renishaw plc

Financing export growth with UK Export Finance
Steve Roberts-Mee, Director of Communications, UKEF
UKEF offers export finance support and is increasing the number and range of companies eligible for support. Find out more about the support available and hear about the experiences for companies which have accessed this support.

Intelligence
Rob Keller, Head, UK and Ireland Region, Global Trade Finance, Global Transaction Services, RBS

Manufacturing Focus: New Markets
A preview of EEF’s forthcoming Manufacturing Focus: New Markets report, in partnership with RBS.

Panel Q & A session

BOOK YOUR PLACE AT THE ESSENTIAL MANUFACTURING EVENT OF 2012

If you attend just one manufacturing conference in 2012, make sure it is: UK Manufacturing: Competitiveness in the global economy, 6 March 2012, QEII Conference Centre, Broad Sanctuary, London SW1P 3EE
10:00–16:45

HOW TO BOOK
Call Benn Walsh on 020 7401 6033 or book online at www.manufacturingconference.co.uk

Tickets are available for the EEF National Manufacturing Conference. Hurry, places are limited.

PRICES

- Full-day conference delegate pass, including lunch and refreshments £195 + VAT (EEF members)
- Full-day conference delegate pass, including lunch and refreshments £250 + VAT (non-members)

A WORLD CLASS VENUE AT THE HEART OF WESTMINSTER AND LONDON

This year’s EEF National Manufacturing Conference will be staged at the Queen Elizabeth II Conference Centre in the heart of Westminster, uniquely situated in the shadow of Big Ben, Westminster Abbey and the London Eye.

Queen Elizabeth II Conference Centre is within walking distance of three mainline and two underground stations.

Book now: Call Benn Walsh on 020 7401 6033 or book on line @ www.manufacturingconference.co.uk
THANK YOU TO OUR SPONSORS AND PARTNERS

Our thanks go to our conference sponsors and partners, our speakers, and delegates for supporting EEF’s National Manufacturing Conference.

HEADLINE SPONSOR

Lombard

Securing funding for capital equipment can present a challenge to businesses, particularly during times of economic uncertainty. However, there is a solution in the form of asset finance, which enables companies to unlock working capital and improve their cash flow simultaneously.

As the UK’s leading and most experienced provider of asset finance, we at Lombard believe that asset finance has a pivotal role to play in the economy. Whether yours is an established business, or a new enterprise, asset finance is an accessible and flexible form of funding that will support profitable growth.

We use the strength and flexibility of asset finance to develop tailored funding solutions to help businesses of any size, from SMEs to large multi-nationals, identify and capitalise on opportunities, improve productivity, reduce risk and manage their cash flow. With our first-hand and extensive cross-sector experience, we are able to use our financial expertise to provide the right support and appropriate solutions to help clients achieve their business goals.

Security may be required and product fees may apply.
lombard.co.uk

PARTNER

Infor

Infor is a leading provider of business software and services, helping more than 70,000 customers in 164 countries improve operations and drive innovation and business growth.

We offer solutions purpose-built for specific industries, that support the need for innovation in both product and processes and help manufacturers respond to the increasing rate of business; speed is now the new competitive differentiator. We believe generic software can no longer meet the wide array of demands in our unique manufacturing organizations. IT complexity, cost and inflexibility all play a part in restricting business growth and stifling innovation. Infor’s quest, therefore, is to help change the way manufacturers work and think about manufacturing solutions, by providing software that enables flexibility, drives greater insight into performance and productivity throughout the supply chain, and delivers complete solutions tailored by industry that deliver maximum value quickly.

EEF members can take advantage of a dedicated Business Solutions Review and competitive rates from Infor through the EEF advantages programme. This offer will continue to be available throughout the conference.

www.infor.co.uk

PARTNER

UK Trade & Investment

UK Trade & Investment (UKTI) works with UK-based businesses to ensure their success in international markets, and encourage the best overseas companies to look to the UK as their global partner of choice.

www.ukti.gov.uk

PARTNER

RBS

At RBS, we are committed to supporting your business through our extensive range of banking, financial solutions and risk management products and services. We can provide you with a tailored solution to suit your specific business needs, however simple or complex they are, both in the UK and when you’re trading internationally.

Your dedicated relationship director will maintain a thorough understanding of your organisation and always strive to provide you with the support you need to achieve your strategic goals. Our relationship directors also coordinate the skills and expertise of product specialists across the RBS Group to help your organisation succeed.

www.rbs.co.uk
We are dedicated to the future growth and development of UK manufacturing.

We help manufacturers to compete better, innovate harder and grow faster through the delivery of our unique combination of government representation, business services, networking and intelligence.

Add your voice to ours by joining EEF and the thousands of UK manufacturers which benefit from our influence, advice, guidance and support.

www.eef.org.uk