

Financial Services in Kent & Medway

- Many leading blue chip companies, both on a global and national level, enjoy the benefits of being located in Kent & Medway. Companies such as **Royal Bank of Scotland, Scottish Widows, AXA PPP, Lloyds of London, Fidelity International and Saga Financial Services** are only a few of the top financial institutions shaping the financial services sector in Kent.
- With an existing cluster of over **1,300 companies**, employing more than **20,000 people**, Kent & Medway accounts for **11% of the financial services workforce of South East England**. Banking and Insurance are significant to the area, with over 600 companies ranging from retail to back office.
- There are some **7,000 current students** with business studies skills including Finance, Accounting, Marketing and Human Resources Management, with a further **2,500 with language skills**. This makes Kent & Medway a prime catchment area for establishing back office and call centre operations for financial services. In fact, **over 20% of all call centre capacity in the county is in financial services sector operations**, with over 130 CRM operations.
- The **ifs** School of Finance is based in Canterbury in Kent. Recognised as a world-class provider of financial learning, it has more than 50,000 students in over 90 countries. It offers formal qualifications from GCSEs through to undergraduate degrees and works closely with the industry to provide tailored learning for some of the world's best-known financial services providers.
- In addition to the local graduate pool, almost **20,000 people commute** daily to London to work in the financial services sector, many of whom would rather work closer to home if given the option, thereby representing a significant potential workforce.
- Kent offers **immediate access** to the leading international financial centre of **London** (currently the most important location in Europe for Financial Services projects) whilst offering **property prices up to 60% lower** than in the capital. A highly developed and unique infrastructure ensures fast and easy access to Europe, with hi-speed train links from Ashford and Ebbsfleet.

- Locate in Kent has secured 24 projects within Financial Services during 2002-06 and continues to show strong growth. The Financial Services sector in Kent responds well to global and domestic market opportunities, building its success on innovation and openness.
- The past couple of years have seen a number of financial projects within Kent:
 - **Saga Services** is the insurance and financial service part of Saga and is based in Folkestone.
 - **Fidelity International** is based in Tonbridge and employs around 300 people.
 - **Royal Bank of Scotland** has moved into a purpose built customer service centre at Chatham Maritime where it employs around 400 people.
 - **Cabot Financial** has moved a second call centre to Kent, located at Kings Hill.
- Other significant recent expansions within Kent include Sales & Admin operations for **Svenska Handelsbanken AB**; back office HQ for **Gallagher Associates**; expansion of back office operations for **Sterling Insurance Group** and back office HQ for **Fidelity Investment Services**.
- For further information on the financial services sector in Kent and its company base, please visit www.locateinkent.com or contact us on 00 44 1732 520700 / enquiries@locateinkent.com.