

Kent:
a great
investment.



Join us in Kent

Kent is a business location like no other, on London's doorstep, directly connected by rail to Europe with fast links to five international airports including Heathrow and home to six sea ports handling over £100 billion of trade each year.

Its strategic importance in the South East corner of England has made the county a key region for commercial investment. Global brands including **Pfizer, Coty, BAE Systems, Amazon, TPS Global Logistics, Dovetail Games, Jubilee Clips, Kimberly-Clark, Mazda, Saga, Bose** and **Pacadar** have made the county their home.

With continued success in a range of sectors key to the growth of the UK's economy, Kent is not just a place to watch. This gateway county is already an attractive and desirable location where businesses are set up for success today and geared up for the future.

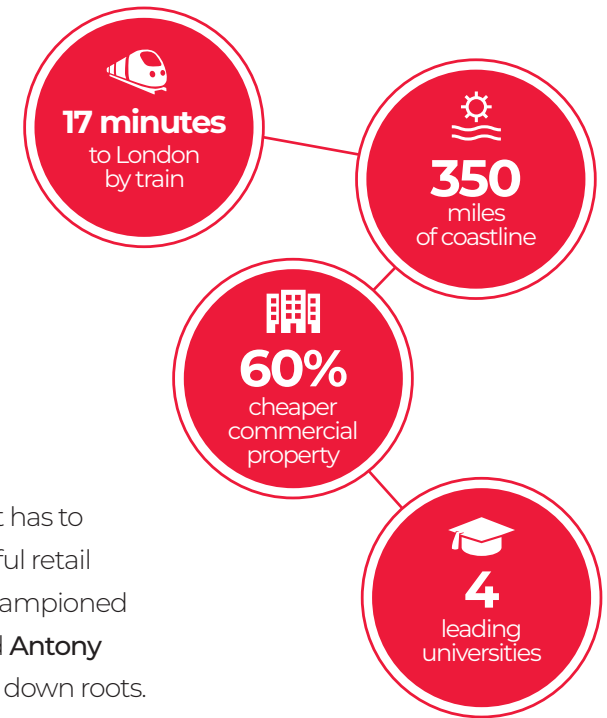
That ambition, supported by a business-friendly political environment, has attracted millions of pounds from some of the world's leading investors, companies and developers.

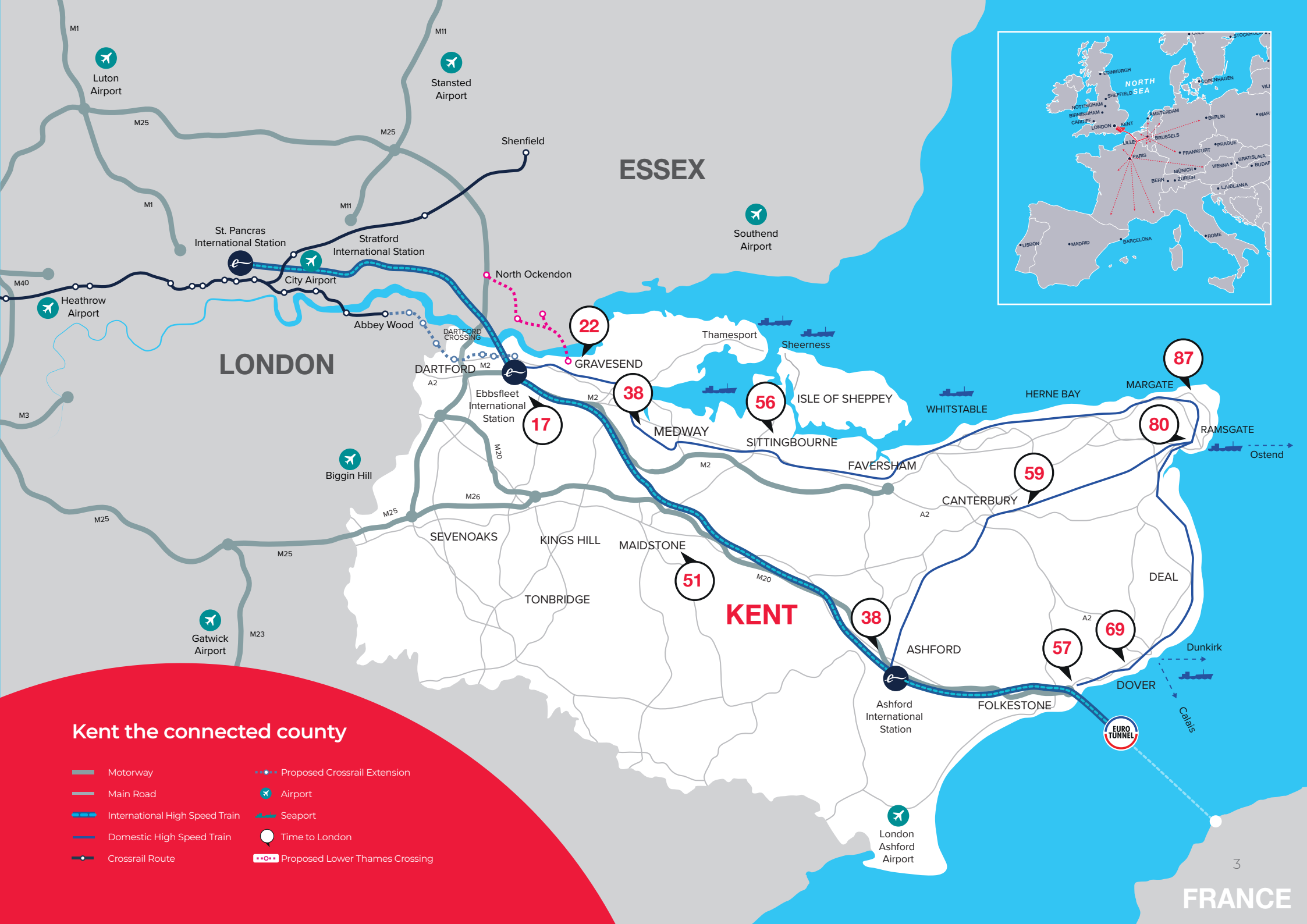
The vibrant commercial environment is not all Kent has to offer – high spec homes, some of the most successful retail areas outside of London and a cultural agenda – championed by creatives such as **Tracey Emin, Danny Boyle** and **Antony Gormley** – make the county a natural choice to put down roots.

It's a place steeped in history, where the Romans first landed, and Pilgrims travelled and told their tales. It's now a place where some of the UK's most exciting companies have their own story to tell, delivering the jobs and industries of tomorrow.

“ Being headquartered in Kent is a key part of who we are. With great connections to London and mainland Europe, the county offers all the benefits of a vibrant business community while also providing an excellent quality of life – an invaluable combination which attracts talented professionals seeking an inspiring place to live and work. ”

Gavin Tyler, Managing Partner, Cripps Pemberton Greenish





Kent the connected county

- Motorway
- Main Road
- International High Speed Train
- Domestic High Speed Train
- Crossrail Route
- Proposed Crossrail Extension
- Airport
- Seaport
- Time to London
- Proposed Lower Thames Crossing

Why Kent?

Primed for business

Over 70,000 companies, from leading-edge start ups to global superbrands. Great connections, thriving sectors. Kent has it all.

CREATIVE & DIGITAL

Over the past five years Kent's creative and digital sector has grown by up to 150%, from award winning advertisers to gaming software innovators and film pioneers.

The future starts in Kent.



The UK's top
specialist creative
university

FOOD & DRINK

Kent's food and drink sector is worth £2.6bn to the UK economy. It's already home to leading manufacturers, producers and distributors.

Have a taste for success? Come and join us.



Home to the
Wine Garden
of England

“ Kent has allowed us to triple the size of our business. From being a hub for manufacturing, it makes it very easy for us to get materials, recruit skilled staff to join the team, and grow our business. ”

Troy Barratt, Managing Director, Contracts Engineering

LIFE SCIENCES

Kent is a centre of excellence for life science innovation thanks to world class facilities and industry leading talent. Almost a fifth of businesses here are within the professional, scientific and technical sectors.

It's a winning formula.



Award-
winning life
science hubs

ADVANCED MANUFACTURING

The world's leading manufacturing, engineering and pharmaceutical companies are growing in Kent, generating more than £3.2bn for the UK economy.

You can build your success with us.



Specialists
in advanced
engineering

Creative and Digital

The creative industries are the fastest growing sector in the UK economy, with Kent and Medway the perfect showcase for a diverse and vibrant sector shaping all our futures.

One in eight UK enterprises are creative enterprises, collectively responsible for generating **£101.5bn** Gross Value Added (GVA) to the UK's economy, with Kent and Medway a growing part of this success.

From large household names through to small creative enterprises an ecosystem of expertise is emerging here; a position that will only grow with the recent government decision to award **£4.3m** to develop the region into a world leader for the creative industries. The **Thames Estuary Production Corridor** will unlock long term growth across North Kent and beyond with an ambition to deliver a share of **50,000 new jobs**, and an extra **£3.1bn** to the UK economy.

Kent, partly rural, extensively coastal, with internationally important arts and heritage, post-industrial estuary towns and inspirational landscapes, has a distinctive offer for creative and digital businesses.

In towns across the region from **Tunbridge Wells**, **Maidstone** and **Chatham** to **Canterbury**, **Folkestone** and **Margate** more and more innovative companies are seeing the benefits of being located in Kent. **The University for the Creative Arts** based in Kent, completes the circle, one of a number of further and higher education providers delivering a growing pool of creative talent with the skills that existing and future businesses can tap into to support their growth.



9,000

Creative industry
employees in
Kent and Medway



Food and Drink

Food and drink is the largest manufacturing sector in the UK. It accounted for **16%** of total manufacturing output and generated **£27bn** in Gross Value Added and £79 billion in sales in 2016. The sector has grown its output by **21%** since 1990.

Kent, unsurprisingly given its history and reputation as the **Garden of England**, is an established cluster with **2,485** food and drink related companies, employing **18,000+** people.

The UK is the 2nd largest exporter of beverages in the world. Britain's oldest brewer **Shepherd Neame**, first set out Kent's position as a leading food and drink brand in 1698. Today they're one of a growing number of award-winning breweries, distilleries and winemakers, including **Copper Rivet** in Chatham Maritime and **Chapel Down**, England's leading wine producer in Tenterden. French brand **Taittinger** is one of the latest beverage companies to recognise the opportunity for success in Kent.

The quality of Kent's natural assets – with some of the most productive agricultural land in Britain – is also bolstered by a reputation for innovation that has created a thriving ecosystem for food manufacturing, production and distribution, including

Thanet Earth, the largest greenhouse complex in the UK, covering 220 acres of land and growing produce for some of Britain's biggest retailers.

The **National Institute of Agricultural Botany at East Malling Research Centre**, often shortened to **NIAB EMR**, first opened in 1919. It remains one of the world's leading horticultural innovation and research establishments. Along with land-based course provider **Hadlow College**, it has contributed to Kent and Medway's long standing reputation as a centre of excellence.

Excellent connections, a strong supply and distribution infrastructure and access to support and guidance from **Locate in Kent**, trade organisation **Produced in Kent** and sector champions **Rural PLC (Kent)** have all contributed to this sector's ongoing success.



100 years
of leading
horticultural research
and development



Manufacturing

Kent and Medway has an enviable manufacturing and engineering heritage, from **Chatham Dockyard** and the **Royal Engineers** to aviation pioneers **Short Brothers**. This well-established and growing manufacturing base remains among the most dynamic and innovative in the South East.

The UK is the 9th largest manufacturing nation in the world, with manufacturers contributing **10%** of the country's total output and **45%** of UK exports totalling some **£275bn**. Kent and Medway are a key part of this success, generating an estimated **£3.2bn** GVA in 2016.

Across the region, businesses large and small, from producers of **electronics and medical devices** to **precision engineering, fabrication and manufacturing construction** projects have seen the benefits of the county as a location.

Companies like **ITL Group**, an award winning medical device design, development and manufacturing partner supporting clients around the world; and **Fuji Seal Europe Ltd**, global packaging experts for a range of sectors from food and personal care to pharmaceutical products.

With half of all manufacturing businesses in the county involved with **advanced engineering**, this well-connected part of the South East looks certain to make a vital contribution to the jobs of the future with **Medway, Ashford, Swale** and **Maidstone** leading the way.

The University of Kent's **School of Engineering** and Digital Arts in Chatham Maritime and Canterbury Christ Church University's **Kent and Medway Engineering, Design, Growth and Enterprise Hub** will help to produce the talent that existing and the next generation of businesses can tap into to support their future growth.



251,000

The number of people employed in manufacturing in the South East, accounting for 12% of all UK manufacturing jobs



Life Sciences

The life sciences sector in Kent is the heartbeat of innovation in the county, with a rich heritage of exciting research and a deep talent pool of scientific expertise built through decades of heritage as a world centre for drug discovery and research.

It is a fast-evolving space, with large companies like **Pfizer** today sharing the global stage with exciting SMEs like **Genea Biomedx**, **AbBaltis** and **Centauri Therapeutics**. With access to funding, including the **Kent Life Science Fund**, a £50m venture capital fund backed by Kent County Council, these scientific pioneers are given every opportunity to grow. Kent's unrivalled connectivity to the life science research community across London and the South East make it the ideal location.

Kent is firmly on the map as a key location in the South East for a range of life science businesses from **bio-tech**, **pharmaceuticals and diagnostics** to global science logistics, med-tech manufacturers and contract research organisations.

Companies in this region have been responsible for creating some of the most world-renowned, life changing medicines, including Viagra, Diflucan, Aviax, Istin, Paratect, Darifenacin, Draxxin, Revatio, Cardura, Dectomax, Relplax and Norvasc.

Canterbury Christ Church University's School of Life Sciences and the University of Kent's School of Biosciences, provide students with access to real-life laboratory experience, including a purpose built industrial facility at **Discovery Park**. This collaboration gives life science businesses across Kent and Medway a direct link to the next generation of scientists, building the skills for the region's continued success in this sector.

Kent and Medway's first medical school, a collaboration between Canterbury Christ Church University and the University of Kent, will offer high quality medical education and research when it opens in 2020.

2020

First class medical education and research launches at Kent and Medway Medical School



North Kent Enterprise Zone (NKEZ)



Kent Science Park, Sittingbourne



Kent and Medway Medical School, Canterbury



Discovery Park, Sandwich

The Locate in Kent Service

Locate in Kent is the official inward investment agency for Kent and Medway. We have helped more than 1,100 companies to succeed in the county. We provide free, confidential support to businesses setting up, expanding or relocating.

Whether you are starting your first business in the UK, scaling up from a base nearby or relocating from overseas our in-depth commercial and local knowledge means we can meet your business needs every step of the way.

“ The team at Locate in Kent spent a good few months searching for the right premises for us, making sure they met all of our requirements. They also helped us secure funding that we didn't realise we were entitled to. ”

Nimisha Raja, CEO, Nim's Fruit Crisps

**FIND THE IDEAL PLACE TO GROW
YOUR BUSINESS AT
[LOCATEINKENT.COM/PROPERTY-SEARCH](https://locateinkent.com/property-search)**

Our highly trained delivery team will:

- ▶ Help you find the right location for your business via extensive local property knowledge as well as connections to leading property developers, landowners and public sector partners via Kent Developers Group.
- ▶ Work closely with recruitment specialists, higher education providers and the skills sector to source the staff you need now and in the future.
- ▶ Help you access funding to support your growth plans as well as guide you through the application process.
- ▶ Provide a bespoke package of support from our sector experts based on the challenges and opportunities in your industry.
- ▶ Connect you into our specially selected network of over 50 legal advisors, accountants, marketing experts, property professionals and more to offer a bespoke business support service.



The right funding?

Grow your business with us.

When it comes to organisational growth, it's good to know financial support is available to help your business get to where it needs to be. Locate in Kent can help you find the best match from the range of funding streams available and support you through the application process.

There are a range of funding streams and financial incentives available in the UK, including:

£ INNOVATE UK GRANTS

Funding of between £25,000 and £10 million for the development of an innovative product, process or service by a UK-based company.

£ RESEARCH & DEVELOPMENT TAX RELIEF

A government incentive designed to reward UK companies for investing in innovation. Companies can receive a tax reduction or a cash credit.

£ PATENT BOX

10% Corporation Tax rate applicable to business profits attributed to patents and intellectual property registered in the UK.

£ BUSINESS GROWTH FUND (BGF)

The world's most active investor, backed by five of Britain's biggest banks. Investment in businesses across the UK and Ireland with high growth potential.

£ INNOVATION LOANS

A total of up to £50 million is available for business innovation projects from Innovate UK.

£ START UP LOAN & 12 MONTHS MENTORING

A government-backed personal loan and specialist support available to individuals looking to start or grow a business in the UK.

“ Kent is a region open for business, providing a supportive environment for companies to grow. We won't just help you find the right location and commercial property to make your investment opportunity a reality; we have the expertise in place to help your business achieve its long term goals. ”

Gavin Cleary, CEO, Locate In Kent



Funding sources are subject to eligibility and availability.

Businesses and investors can benefit from an array of Kent and South East specific funding streams and financial incentives, including:

€ KENT AND MEDWAY BUSINESS FUND

0% loans of between £50,000 and £500,000 available to SMEs developing or expanding products, services or processes.

€ INNOVATION INVESTMENT LOANS

The scheme offers 0% loans between £200,000 and £999,999 to SMEs with the potential for innovation and high growth.

€ KENT LIFE SCIENCE FUND

The Kent Life Science Fund is a new £50m venture capital fund backed by Kent County Council supporting small high-growth companies active in life sciences.

€ ENTERPRISE ZONE RATE RELIEF

North Kent Enterprise Zone, made up of five sites across Ebbsfleet, Medway and Maidstone offers business rate relief of up to £55,000 a year for five years – a total of up to £275,000.

€ LOW CARBON ACROSS THE SOUTH EAST (LOCASE)

Business development, growth and competitiveness initiatives for SMEs in the Low Carbon and Environmental Goods and Services sector. £1,000 – £20,000 match-funded grants to cover 40% of energy efficiency project costs.

€ SOUTH EAST BUSINESS BOOST

Growth grants of £1,000 to maximum of £10,000 for SMEs in Kent. The programme can fund up to 30% of the costs of qualifying projects, with the remaining 70% being met by the business.

€ KENT LEADER PROGRAMME

Kent LEADER is a source of funding available to farmers, growers, foresters, rural businesses and communities. The fund has a minimum grant award of £2,500 and a maximum of usually £50,000. SMEs only.

€ KENT INVESTOR NETWORK

An angel investor network that welcomes applications from businesses in any sector with investments of £50k to £2m considered. Products must be beyond proof of concept stage. Business model is key.

€ EIRA PROJECT (ENABLING INNOVATION: RESEARCH TO APPLICATION)

Supporting business innovation via access to research expertise from universities and colleges as well as grants of up to £50,000 for substantial R&D projects.

€ KEEP+

Providing a range of match funded grants of up to £59,500 to assist the development of innovative new products or services.

**FIND THE LATEST FUNDING OPPORTUNITIES AT:
[LOCATEINKENT.COM/FUNDING-ADVICE](https://locateinkent.com/funding-advice)**

Funding sources are subject to eligibility and availability.



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