

Invest in Bournemouth, Christchurch and Poole

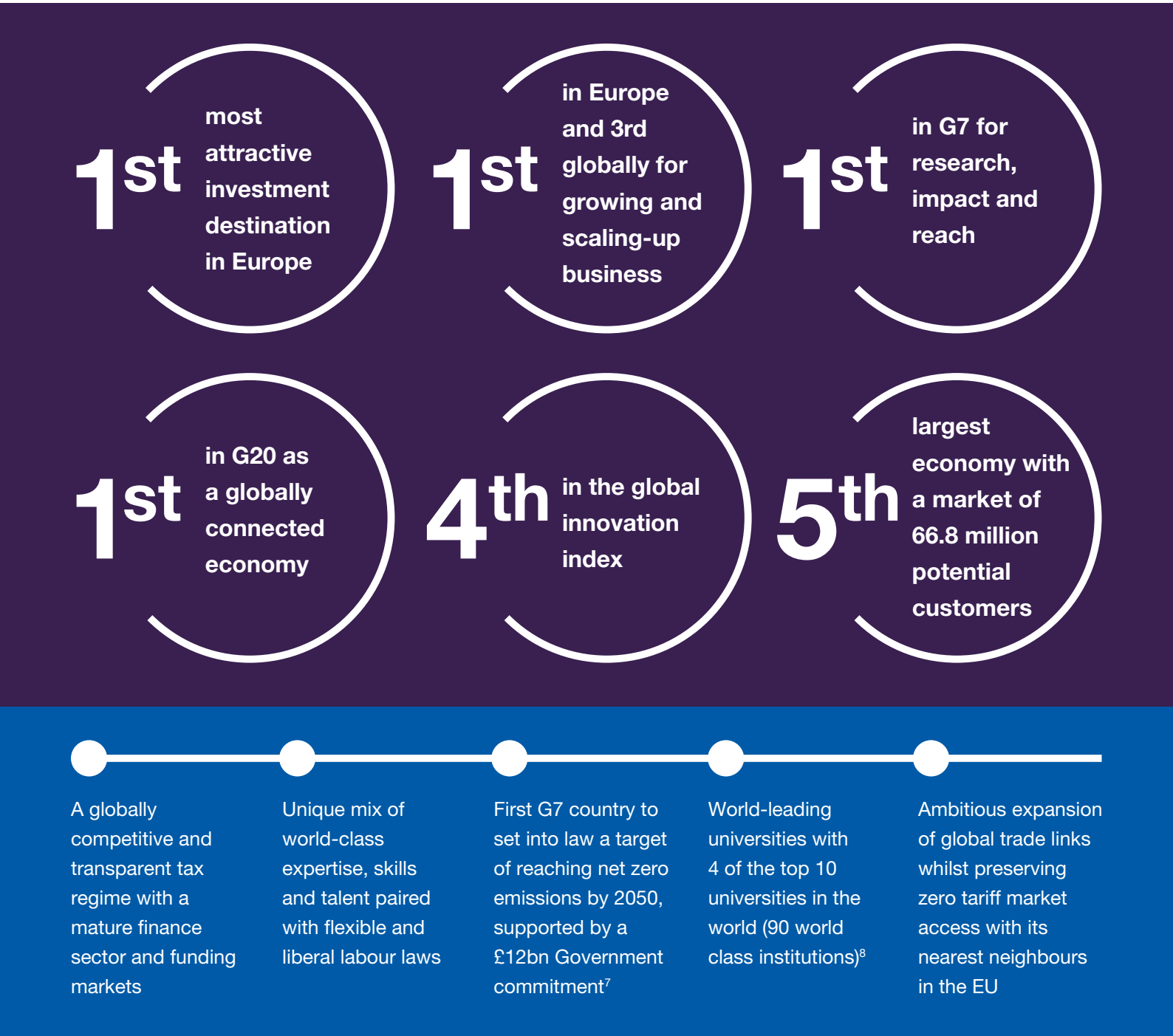
Financial Services



bcpcouncil.gov.uk



Reasons to invest in the UK



- Globally Competitive Tax Offer
- Business Friendly Environment
- Investment Finance
- Global Trade
- Open to Global Markets
- Talent
- Science, Technology & Innovation
- Clean Growth

Source: Department of International Trade; Why UK? Global Britain's new story – issue 2, September 2021

The UK is a major global hub for international wholesale finance, and as such, the financial and related professional services industry is a strategic national asset for the UK.



¹ Source TheCityUK
Infographics sourced from TheCityUK Key facts about UK-based financial and related professional services 2022 - 29 June 2022

Bournemouth, Christchurch and Poole

The towns of Bournemouth, Christchurch and Poole (BCP) within Dorset make up one of the leading business growth areas on the South Coast.

It is a place where culture and heritage meet innovation and modernity, village meets town, country meets coast, creativity meets digital, businesses flourish and people thrive.

BCP Council is the tenth largest urban local authority in England and our communities are vibrant and diverse, with an outstanding quality of life, where everyone plays an active role - a globally-recognised coastline of opportunity, where people love to live, learn, work, explore, invest, relax and play.

There is a highly skilled talent pool: a unique blend of experienced professionals and exceptional new talent. In addition, a robust and efficient high-speed infrastructure and an exceptional location which combines outstanding natural beauty with cosmopolitan, cultured lifestyle, make Bournemouth, Christchurch and Poole a great place to do business.

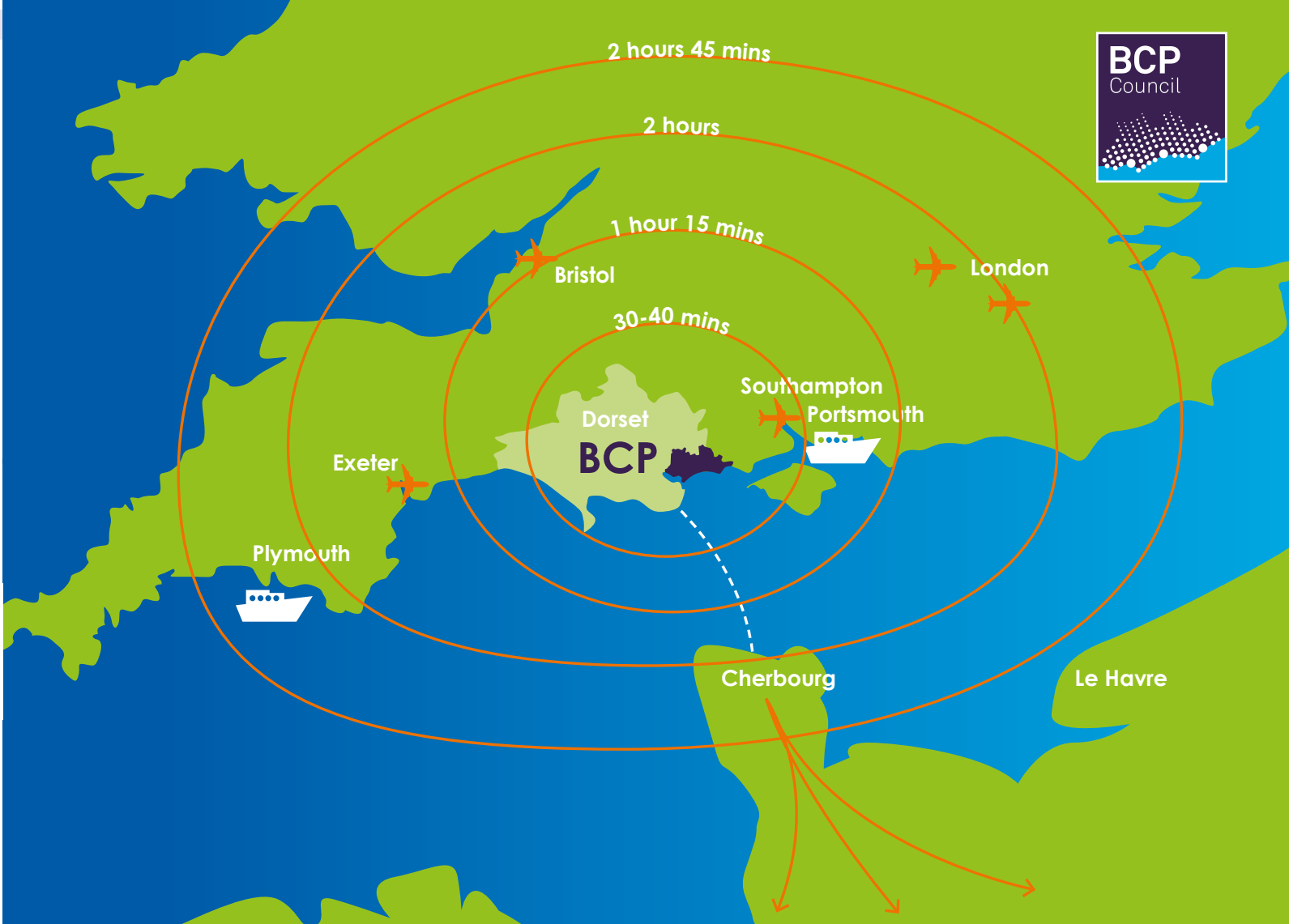
The ecosystem within Bournemouth, Christchurch and Poole offers an open interactive business environment with vibrant networking opportunities, including an extensive festival season. The proximity to leading organisations from other sectors, such as creative, digital tech, advanced engineering & manufacturing, marine, sustainable technologies and healthcare, provide extensive cross-sector collaboration opportunities.



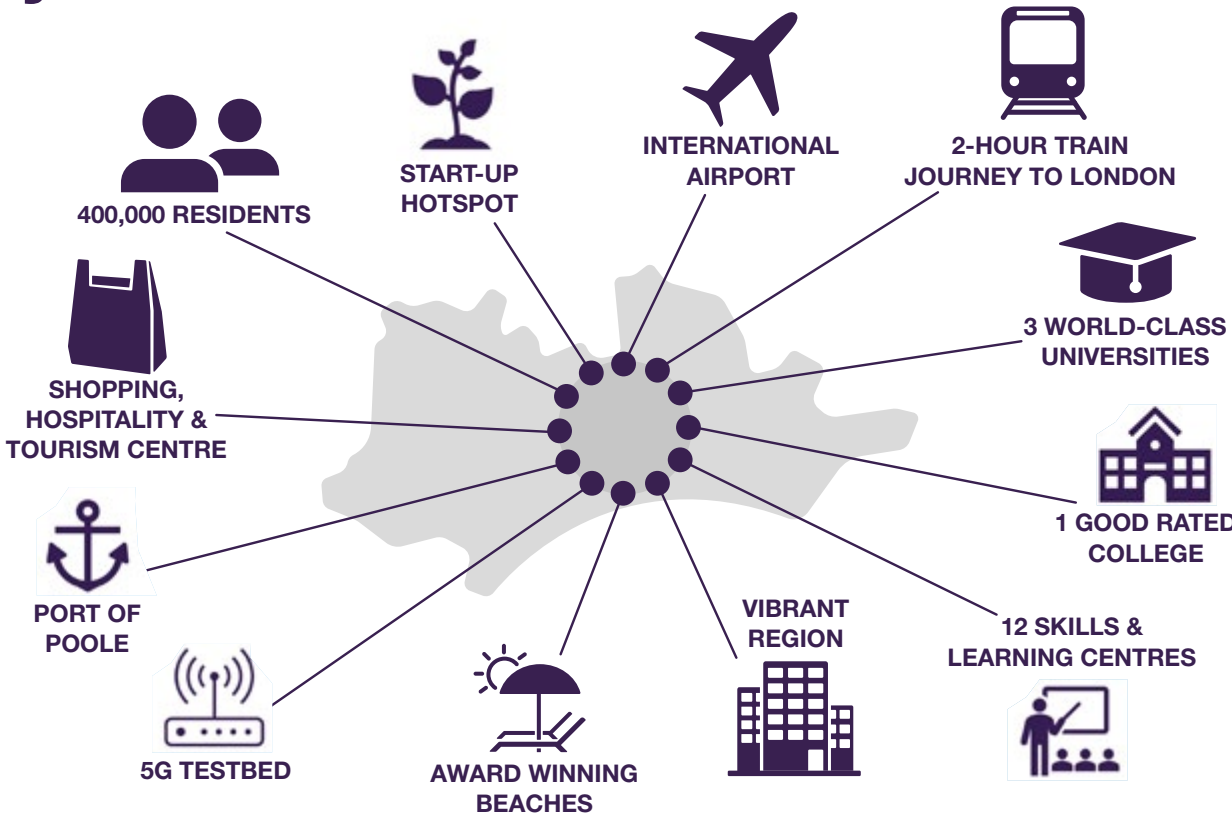
Bournemouth beach and promenade 18 - Credit BCP Tourism



DEMC Business Breakfast



Key features Bournemouth, Christchurch and Poole



Bournemouth, Christchurch and Poole

Bournemouth, Christchurch and Poole (BCP) are known as a thriving, well established financial centre.

Significant global financial businesses have head offices here, dealing with everything from securities processing to fund trustee management and we have seen a trend amongst financial and professional services firms moving jobs either out of London or from overseas back to the UK.

More than 60,000 Londoners bought a home outside of the capital in the first half of 2022, the highest number since records began in 2006. With many moving out of the capital to the South Coast in search of more affordable properties and a better work-life balance.¹

Companies include:

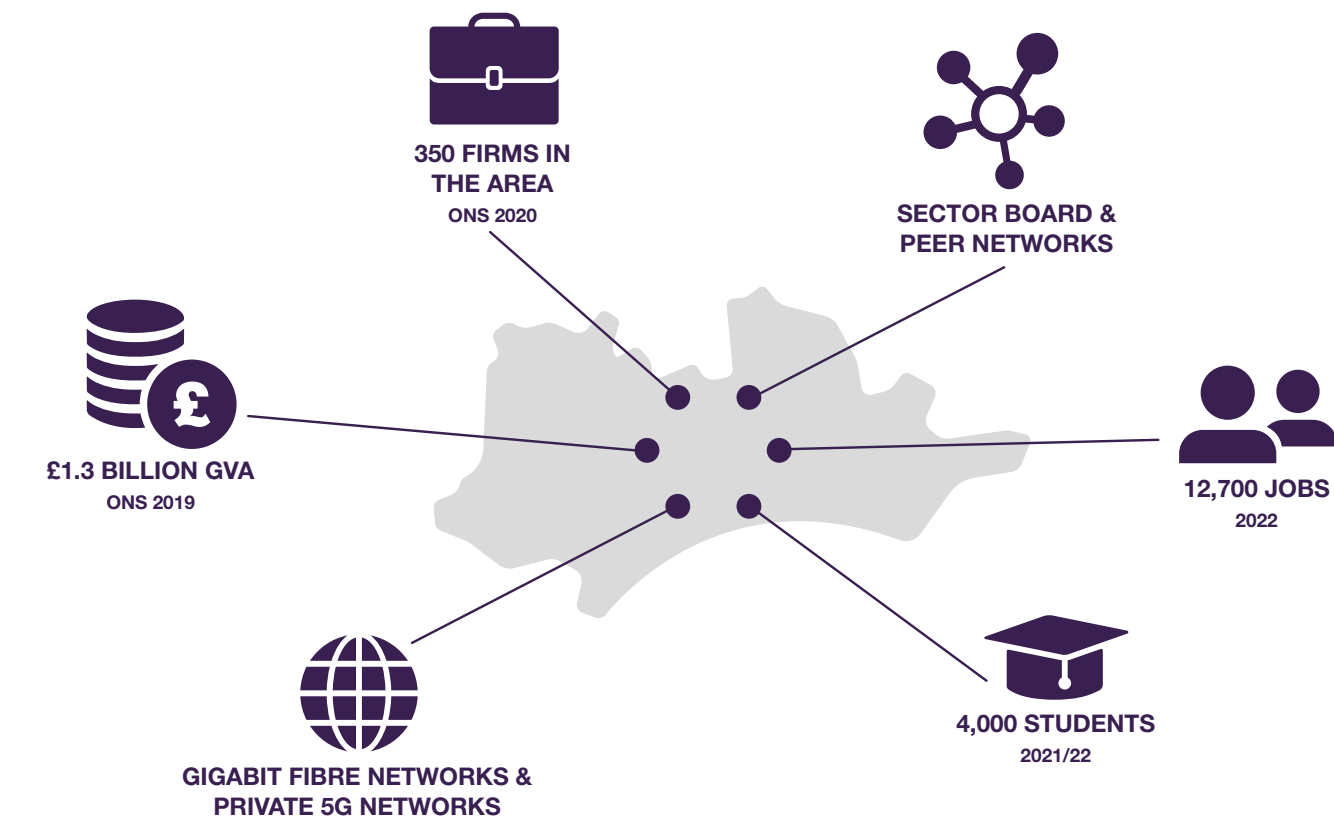


¹ The data, comes from estate agent Hamptons = add to the bottom of the page as a reference

Why Invest in BCP in Financial Services?

- The area is a leading centre of excellence for the financial services sector in the UK
- There is a wealth of experience amongst existing businesses of getting the most from the extensive local supply chain
- Bournemouth, Christchurch and Poole is home to an international airport which is an important gateway for southern England
- The area is close to London but with lower overheads and wages make it an attractive alternative to locate to. With miles of beaches and a great sub-climate, there is also a great quality of life
- Local universities and colleges are attuned to business and will help companies develop new products, services and brands to gain a competitive advantage
- Discover new talent and develop existing staff
- Finance companies investing in the area will have access to outstanding business support from the BCP council Economic Development team
- The Port of Poole within Europe’s largest natural harbour offers regular freight and passenger services to the continent

BCP Financial Services





FinTech West is the representative body for Fintech in the South West region and part of the FinTech National Network hosted by Innovate Finance. We are a not for profit organisation with core objectives to:

- Connect and inform the FinTech community in the South West
- Promote the South West as a FinTech centre of excellence and help develop the sector
- Add value to and help generate regional economic benefit
- Align to the development of the national FinTech sector



The community consists of over 1400 people across the region involved and interested in FinTech. FinTech West works alongside a wide variety of organisations including FinTechs and related tech firms, accelerators and incubators, financial and professional services, universities, colleges and schools, investors and funding bodies and public sector organisations.

Connect, advise and support	Assist in finding funding	Bring together the community	Events to inform and entertain all
Help shape UK FinTech policy	Support businesses relocating	Enable education and industry to connect	Enable corporates and FinTechs to collaborate
Support student education	Showcase the South West	Aid inward investment and exports	Collaborate with local and national partners

We showcase the South West while engaging across the UK with sister organisations within the FinTech National Network and partners such as Innovate Finance, TISAtech, the Investment Association, DIT and so on. Speakers and attendees at events include banks and other financial institutions, technology providers, policy makers, advisers and suppliers to the FS and tech sectors, FinTech entrepreneurs, academics, funders, and investors.

We connect with an incredibly diverse community and range of job roles, we don't charge for membership and all are welcome to get involved whether just attending events of interest, seeking advice, searching for funding or looking for support. We rely on donations, sponsorship and the active support of those who give up their valuable time to help progress FinTech for all.

Get involved and get in touch! Go to fintechwest.co.uk or email info@fintechwest.co.uk



Case Studies

Within Bournemouth, Christchurch, and Poole there is a diverse number of businesses providing services to the finance industry including but not limited to banks, insurance companies, accountancy companies, consumer-finance companies, and stock brokerages. These businesses have set up and started within the area, expanded into the area or relocated from London.

Case Study

Gallagher is a community based broker delivering tailored insurance and risk solutions to our clients. As one of the largest UK commercial retail brokers with over 40 years’ experience in the UK market, Gallagher is a name you can have confidence in. With locations across the UK and three offices in Poole and Bournemouth employing circa 185 people, we are based where you need us, right at the heart of our local communities.

Gallagher supports companies of all sizes, from SMEs to multi-nationals with insurance and risk management for all sectors. As your local broking partner we take the time to get to know you and your business so that we can customise our risk management services to meet your needs and support your business at every step of your journey.



We offer so much more than just insurance — we can support you with your day-to-day risk management, instilling a more proactive approach to risk and helping you protect your business now and for the future.

We don’t believe in a one-size-fits-all approach and we understand that insurance is only one way to mitigate risk. This is why we offer our customers much more than a price comparison service for their insurance products. We support our clients with proactive risk management and their health and safety obligations in order to reduce accidents and claims, which may lead to reduced premiums in the future. We understand the need to balance risk, cover and cost.

Our History

Our story began in Chicago 1927, with a desire to find a better way of doing business and the entrepreneurial courage to be different to other insurance brokers. We wanted to help people solve problems in an authentic and, above all, ethical way. Testament to this is our recognition as one of the Ethisphere Institute’s Most Ethical Companies for eleven consecutive years, and we are the only insurance broker to have earned this accolade. Today, our breadth of service goes beyond insurance – with risk management, wealth management, and HR benefits and consulting extending the expertise and support we offer to our clients.

ajg.com/uk

Case Study

A leading personal lines insurer that offers an extensive range of products including car, home, pet, travel, landlord, breakdown and home emergency insurance to around 7 million customers. They employ around 4,000 people with around 1000 based in the Bournemouth office.

People Director Dawn Dallas says: “Being in Bournemouth gives us access to the wide range of talented people based here in the town and it’s great to be part of the unique community spirit. We’re proud to be part of the growing hub of financial services businesses based locally and one of the major employers here. We’re committed to developing and recruiting talent and have a wide range of roles within our Bournemouth office, from customer services through to IT, HR, finance and digital marketing, to name but a few, which offers great development opportunities for our people.



lv.com



Case Study

Bank of New York Mellon was established by Alexander Hamilton in 1784. BNY Mellon services include –alternative investment service, asset servicing, broker-dealing services, capital markets EMEA, collateral management and segregation, corporate trusts, depository receipts, foreign exchange, investment and management. BNY Mellon are a worldrenowned leader in investment, investments services and wealth management. They provide solutions for advisors, banks, broker-dealers, consultants, corporations, European pensions, family offices and ultra high worth individuals. IFA’s insurance companies, investment managers, sovereign institutions and wealth managers.

bnymellon.com



Case Study

Eagle Labs are a growing national network of incubator spaces that provide business incubation, growth programmes, mentoring and co-working and office space for ambitious high-growth businesses.

By cultivating a community of likeminded entrepreneurs through a providing a collaborative work environment, access to their peers and opportunities to maximise growth through digital connections, curated events and funding opportunities, Eagle Labs are able to help start-ups to grow at pace.

Eagle Labs has had a presence in Bournemouth and has been supporting Dorset’s entrepreneurs and businesses since 2016.



Eagle Labs also specialises in positively disrupting key industries by bringing together key corporate players, industry bodies, leading universities and start-ups to enable rapid innovation and investment by asking them to collaborate and currently have dedicated LawTech, HealthTech, EnergyTech and AgriTech industry-aligned programmes.

With more than 30 Eagle Labs across the country and many more in the pipeline, our focus is to help to connect, educate and accelerate ambitious UK businesses and entrepreneurs.

labs.uk.barclays

Case Study

J.P. Morgan, the global financial services firm, has a major presence on the South Coast. Established 36 years ago, its office in Bournemouth is a centre for some of the firm’s core businesses, technology and operational processing with worldwide reach employing more than 4,500 people.

It is a key location in the company’s global franchise, supporting activity in over 90 markets across more than 40 countries. J.P. Morgan has continuously invested in its business and people in Bournemouth, the latest project saw the installation of solar panels above the car park which now produces 30% of our energy needs with any excess exported to the national grid.

Bournemouth Location Leader, Karine Sweeney says, “J.P. Morgan’s Bournemouth office plays a critical role not only supporting the firm’s daily operations for our



clients but also supporting the global financial system. We are proud to be an active member of the local community, supporting local organisations through philanthropic partnerships throughout the BCP area.”

jpmorgan.com



Case Study

Hazeltree, which provides treasury and liquidity management technology for the alternative asset management industry, has chosen Bournemouth, the UK’s fastest-growing tech hub, as the home for its new FinTech engineering centre.

The centre, a converted Grade II listed building and local landmark in the vibrant heart of the town, will eventually accommodate 70 software developers, product managers and owners, DevOps and client services professionals. Its opening is a significant milestone in Hazeltree’s international growth strategy and will be instrumental as the company continues to expand its client base and develops new products to meet growing demand from financial institutions across the globe.

“We are thrilled to set up shop in the digital hotspot of Bournemouth,” said Sol Zlotchenko, Chief Technology



Officer and Head of Private Markets at Hazeltree. “With its engineering power and depth of tech talent, we are confident the centre will help take Hazeltree from strength to strength as we further enhance our best-of-breed treasury and liquidity management FinTech capabilities at a time of increasing complexity in global markets.”

hazeltree.com

Case Study

Chartered accountants and business advisers PKF Francis Clark have a 130-strong team based in Poole. They deliver audit, specialist tax, VAT and customs, corporate finance, business advisory, financial planning and payroll services to clients in sectors including manufacturing, marine, agriculture, leisure and tourism, professional sports, property and construction.

James Robinson, Poole office managing partner, said: "Dorset is a great place to do business, with a thriving community of innovative companies, fantastic quality of life and a beautiful natural environment. I'm constantly impressed by the ingenuity of the businesses we work with, many of whom are expanding locally, in the UK and internationally."

Certified as a Great Place to Work, PKF Francis Clark has 54 partners and over 850 staff across its eight offices in the South of England. As a member of the PKF network, the firm works with colleagues in 150 countries to support local clients with international expansion plans and overseas businesses investing in Dorset.



Colleagues at PKF Francis Clark's Poole office

About PKF Francis Clark

PKF Francis Clark is a firm of chartered accountants and business advisers with eight offices throughout Cornwall, Devon, Somerset, Dorset, Wiltshire and Bristol. The firm, which celebrated its centenary in 2019, has 54 partners and over 850 members of staff, with annual revenue of £52 million. PKF Francis Clark is a member of the PKF International family of legally independent firms, which together are ranked as the 11th largest provider of accountancy services in the UK by Accountancy Age.

pkf-francisclark.co.uk

Case Study

Mazars is an internationally integrated partnership, specialising in audit, accountancy, advisory and tax services. Operating in over 90 countries and territories around the world, we draw on the expertise of 42,000 professionals.

Our market-leading team in Poole, Dorset has been operating since 1986, firstly as Neville Russel, before integrating into the Mazars global partnership in 1998. It supports businesses and individuals along the south coast and beyond based in the iconic Merck House.

Lesley Fox, Office Managing Partner, comments "With deep, local roots, Mazars has a solid understanding of the business environment in Dorset and surrounding regions.

We are dedicated to delivering best and pragmatic advice for our local clients through our talented team, and linking up our international clients with expert advice from around the global Mazars partnership. We continue to grow and invest in Dorset due to the vibrant business economy which also has the advantage of being a beautiful county to live and work in. We take nothing for granted and are committed to the community in which we work through charitable and sustainable projects."

mazars.co.uk





Bournemouth University has been at the heart of Dorset's thriving business sector for over 30 years, helping businesses and business people to flourish thanks to its outstanding education and research profile. The university has used its extensive network of national and international contacts to help boost the region's economy and is always keen to work with new partners in the area.

With an international reputation for the excellence of its business, management and finance courses, BU attracts outstanding talent from around the world to study, many of whom undertake their work placements in the area, or settle and start their careers here.

As well as offering a consistent supply of talented, ethical and responsible graduates with the latest thinking, the university works in close partnership with the Dorset business community, helping larger organisations and SMEs alike to grow and develop. BU academics are actively involved in research in a wide variety of areas, including disaster management, economic modelling, cyber security, sustainability, socially responsible consumption, tourism and hospitality, events management, sports management, economics, and trade development – to name just some.

BU's research and engagement with industry attracts interest and investment in the region from all over the

globe, and the university uses that network to bring the latest international thinking to Dorset – and to ensure that the best of Dorset is given global exposure.

Many of the university's courses are accredited by respected professional and industry bodies, meaning its students and graduates are well-prepared to enter their chosen career. This is demonstrated by the achievements of BU's placement students, who are regularly recognised and rewarded for developing new products and processes, enhancing value for money and providing excellent service.

Furthermore, The BU Business School is accredited by the Association to Advance Collegiate Schools of Business (AACSB), a status held by fewer than 5% of the world's business schools, and recognition of the university's commitment to a business education that meets the needs of a changing economic and social environment. The School has



also been awarded the Small Business Charter Award, recognising its outstanding contribution to supporting small businesses, student entrepreneurship and the local economy.

bournemouth.ac.uk





Business and Finance – AAT

The Association of Accounting Technicians (AAT) is a professional membership body for accounting personnel. Sponsored by major professional accountancy bodies in the UK, the internationally recognised skills-based AAT qualifications provide practical, real-world skills for use in business and accounting.

At Bournemouth & Poole College we offer 3 levels of AAT study: Level 2 Certificate in Accounting, Level 3 Diploma in Accounting and Level 4 Professional Diploma in Accounting. So, whether you are completely new to accounting, looking to improve your financial knowledge, or hoping to set up your own accountancy business, there is a course for you.

The AAT Level 2 Certificate in Accounting is ideal for entry level accounting roles. Level 2 students can study at Certificate level with no previous accounting



experience. The course delivers a solid foundation in finance administration, covering areas such as double entry bookkeeping, basic costing principles and accounting software. Completion of the qualification allows progression to higher level studies.

The AAT Level 3 Diploma in Accounting aims to provide students with the specialist knowledge and skills required to progress in an accounting or finance role, or to further study in accountancy and finance. Units covered include Indirect Tax, Advanced Bookkeeping and Final Accounts.



Both Level 2 and Level 3 courses are available as apprenticeships, giving young people aged 16 and over the opportunity to combine the experience of working with the added benefit of attending college on a day release basis.

The Level 4 Diploma in Professional Accounting looks to enhance the skills developed from the Level 3 Diploma in Accounting, enabling students to maximise opportunities in their current or new employment. By studying for this qualification, students will acquire professional accountancy and finance skills that will be useful throughout their careers. The course covers higher accounting tasks including drafting financial statements, managing budgets and evaluating financial performance.

It is ideal if you:

- Have completed the Level 3 qualification and want to develop your skills to a professional level
- Are already working in finance and would like to gain formal recognition to help you progress your career
- Would like to progress to be an AAT Licensed Accountant (MAAT or FMAAT) or study for chartered status

thecollege.co.uk



Support Packages

Whether you are thinking about starting a new business, expanding your UK operations, relocating, or seeking a UK base for your operations, the economic development team at BCP Council can help you explore what the region has to offer and ensure you get all the support you need to be successful here.

- Location advice, property viewing and familiarisation visits
- Introductions to legal, financial, commercial property specialists and their services
- Employment support - including introductions to recruitment and training partners
- International trade advice
- Information regarding Trading Standards
- A tailored introduction service to Bournemouth, Christchurch and Poole is offered to help meet the requirements and relocation of staff and families
- Advice on funding and assistance available within Bournemouth, Christchurch and Poole including innovation, growth and exporting
- Business advice and networking

The team are dedicated to helping companies and will provide information tailored to your needs, make introductions, help find suitable premises and advise on financial assistance available.

Please contact [**economicdevelopment@bcpcouncil.gov.uk**](mailto:economicdevelopment@bcpcouncil.gov.uk)



[**bcpcouncil.gov.uk**](http://bcpcouncil.gov.uk)



July 2023