



The Manufacturers' Organisation

UK MANUFACTURING FACTS 2020/21

UK manufacturing sector
accounts for **£191 billion** of output

Providing 2.7 million jobs

Average wages 13% higher
than the rest of the economy



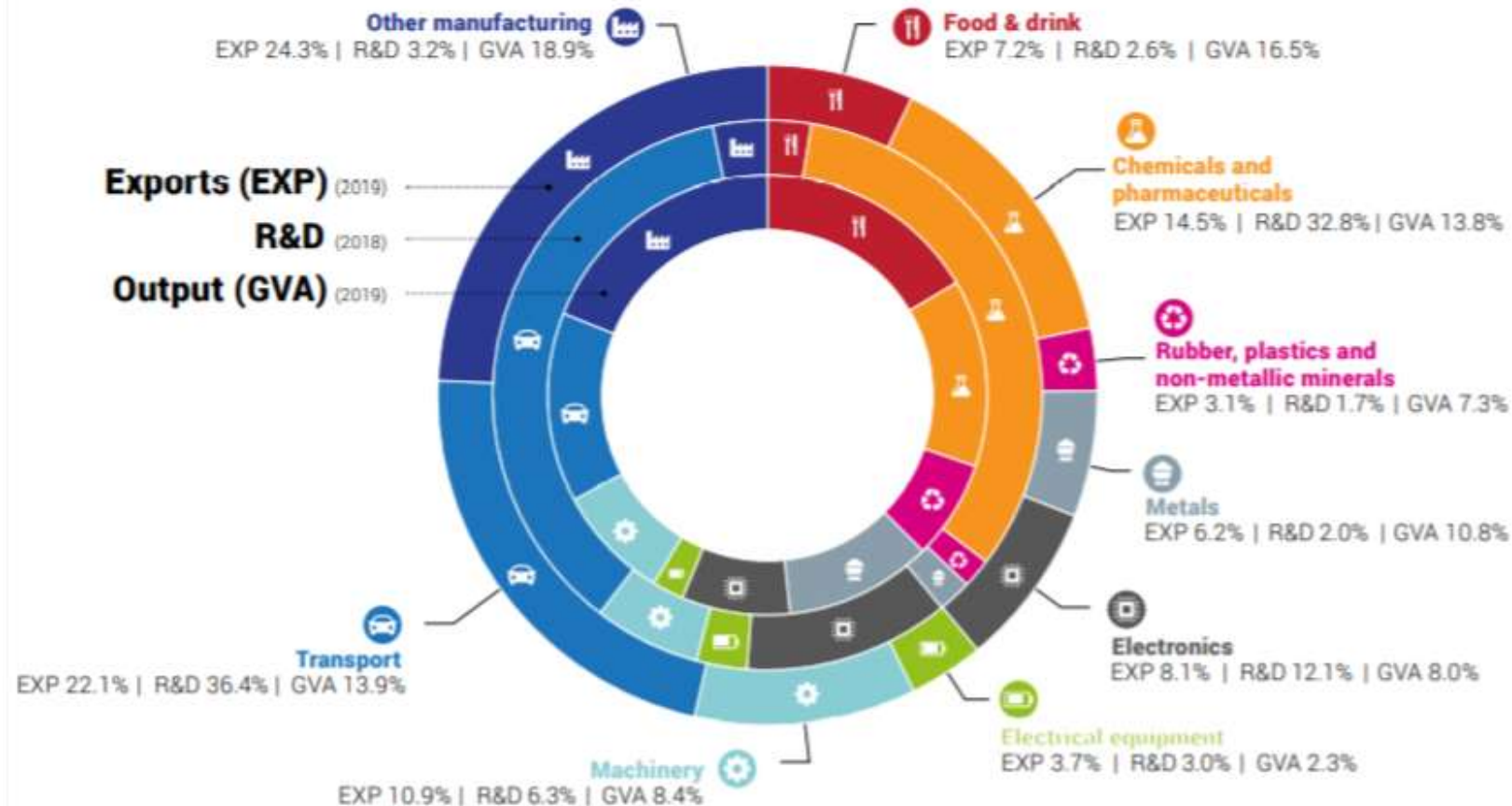
Goods account for
**53% of the UK's
total exports**

65% of UK R&D
**16% of total
business
Investment**



UK MANUFACTURING - THE SECTOR BREAKDOWN

as % of total manufacturing



Source: UK Trade Info (2020), ONS (2019)

South West manufacturing sector
accounts for **£14.8 billion** of output
Providing **245,000 jobs**
Average wages 27% higher
than other sectors in the region

SOURCE: UK MANUFACTURING FACTS: 20/21



MAKEuk
The Manufacturers' Organisation

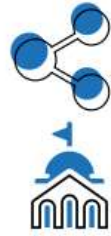
In association with:

 **Santander**



CHANGING GOVERNMENT POLICY

REPRESENTING THE VIEWS
OF MANUFACTURERS
ON 11 BOARDS
IN GOVERNMENT



**350 POLITICAL
ENGAGEMENTS
INCLUDING 160
WITH GOVERNMENT**

MAKEuk

11 MEMBERSHIP
BOARD MEETINGS
WITH MANUFACTURING
LEADERS



OVER 8,476
MENTIONS IN THE
MEDIA, WITH 59
BROADCAST INTERVIEWS



17,500 
COVID-19
QUERIES SOLVED



REACHED OVER 
150,000 
PEOPLE ON TWITTER 


ALMOST 1,000
INTERACTIONS

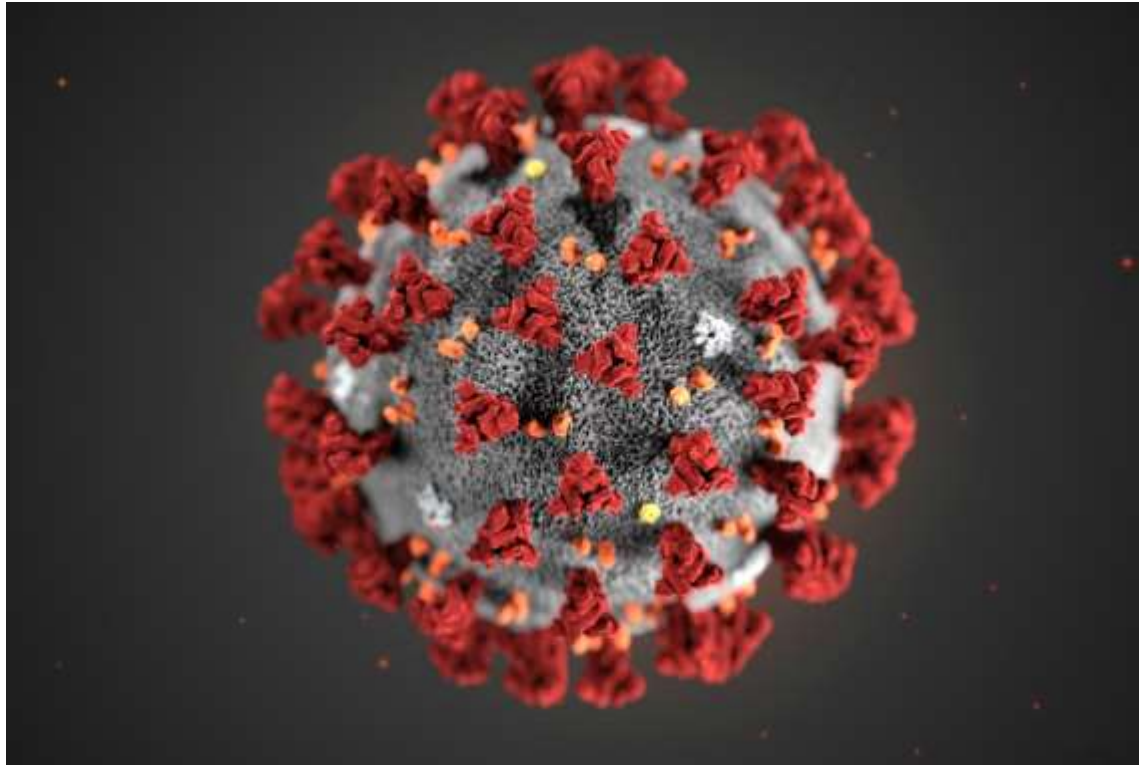
OVER 2 MILLION
VIEWS ON OUR DEDICATED
POLICY AND CAMPAIGNS TWITTER ACCOUNT
@MAKEUKCAMPAIGNS    



15 MEETINGS WITH
KEY EU MEMBER STATES
AND THE EUROPEAN PARLIAMENT
**INFLUENCING UK-EU
NEGOTIATIONS**

OVER 100 
MANUFACTURERS 
INVOLVED 

2020 was all about.....



COVID-19 CAMPAIGNING SUCCESS

Make UK has been supporting the sector through this challenging time by working to ensure we can manage any potential disruption, including contingencies for our people, technology and support services.

Publications	Consultations	Key interventions
<ul style="list-style-type: none">- x7 Covid-19 Manufacturing Monitors published.- Policy thought leadership piece, Responding, Resetting, Reinventing published.- Make UK's 3 Point Plan, Manufacturing our Road to Recovery published.	<ul style="list-style-type: none">- Treasury Select Committee on the value of Govt. interventions to support industry in light of Covid-19- BEIS Select Committee oral evidence on post-Covid industrial strategy.- BEIS Economic Taskforces written evidence provided and attendance to Ministerial roundtables.	<ul style="list-style-type: none">- Letter to the Secretary of State of Education alongside TUC, Enginuity and other trade bodies setting out the need for a National Skills Taskforce and greater flexibility and support on apprenticeship policy.- Public call for sector specific support for the UK manufacturing sector, inc. automotive and aerospace.



Policy wins to date:

- Relaxation of criteria for Government led financial support schemes.
- Extension of JRS and a tapered approach to it closing.
- Introduction of flexible furlough, allowing companies to bring part furlough workers on a part time basis.
- Introduction of the JSS in lieu of the JRS.
- Softening of the JSS to make it more accessible and more support for sectors still facing low demand.
- Introduction of Pay as You Grow for those that have taken out Bounce Back Loans – allowing an extended timescale for companies that took out these loans to repay.
- Letter from minister confirming manufacturing stays open

Brexit

Explore the key issues for manufacturers

What do I need to do now? Make UK Checklist

People

EU Exit and your workforce.

Regulation

EU Exit and changes in product regulation.

Importing & Exporting from the EU

Customs and Taxation requirements and how they will affect you.

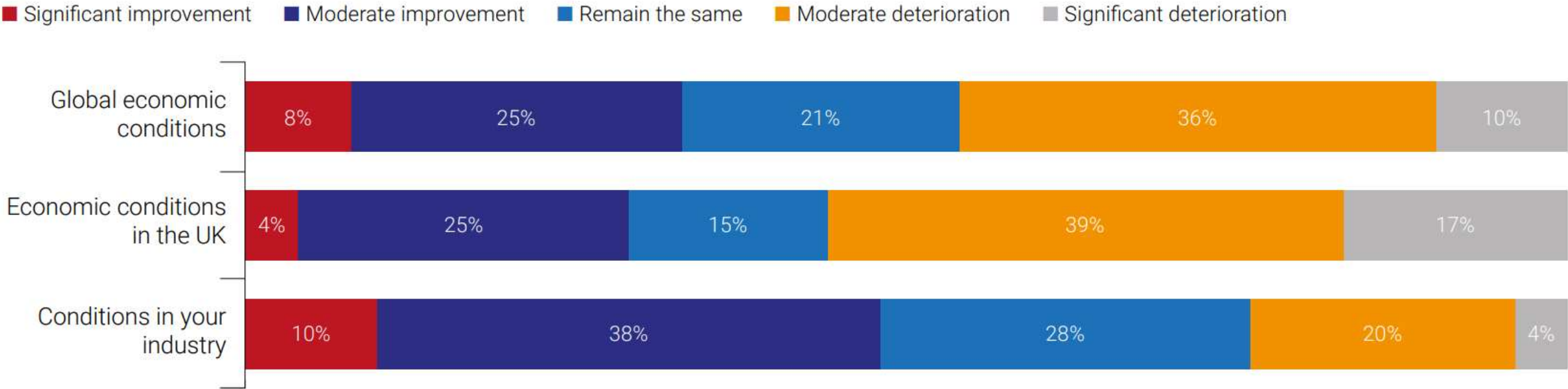
Mutual Recognition of Professional Qualifications

Goods Traveling GB – NI

Other issues

- Ventilator and PPE challenge
- Delay at ports
- Mental Health
- Absenteeism
- PPE Provision to government
- Steel and other materials shortage
- Pay Benchmarking
- Specifics of trade deals
- DiT support
- The list goes on...

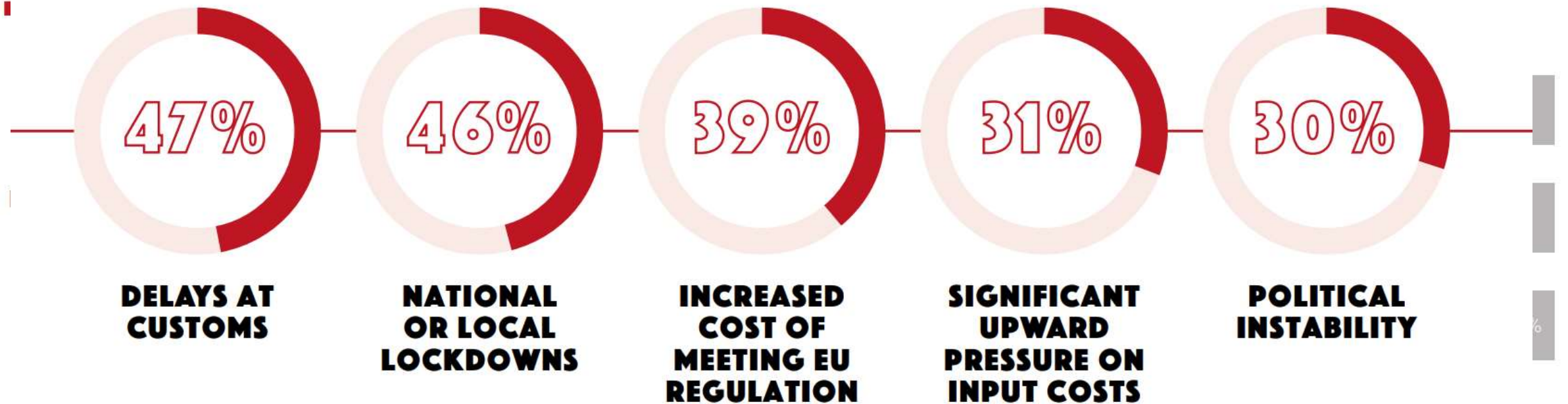
Chart 1: What change in the following conditions is your company expecting in 2021, compared with 2020?



Source: Make UK / PwC survey, November 2020

RISKS THAT LIE AHEAD IN 2021

(The top five biggest risks identified by manufacturers to 2021 business plans (% of companies)



120

Source: Make UK / PwC survey, November 2020

2021 Themes

Our new campaigns will however change to reflect our new proactive work for 2021:



A strong industrial base

Why?

A strong industrial base can boost productivity and deliver shared economic growth across the UK.

How?

By putting the UK manufacturing sector once again at the heart of our economy through a refreshed Industrial Strategy.



Start up to scale up

Why?

Harnessing the power of the UK manufacturing sector can help to revive and rebalance our regions.

How?

Creating a business environment where manufacturers can grow and thrive to support regional communities and create good jobs.



Digital and Green

Why?

A digital and green future goes hand in hand as we transition towards a more sustainable economy.

How?

Accelerating investment in digital and green technologies and tackling the barriers to achieving this, from finance to skills to cultural change.



Navigating our new partnership

Why?

Manufacturers will need to adapt to a new global trading environment.

How?

Supporting manufacturers to put trade trends into practical terms for business success, ensuring UK manufacturing can compete on the global stage.

TOGETHER WE MAKE MANUFACTURING STRONGER.



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Join Make UK today and unlock
the potential of your business.