

Manchester India Partnership: Unleashing the Power of Networks

Executive Summary – Greater Manchester and India Strategy





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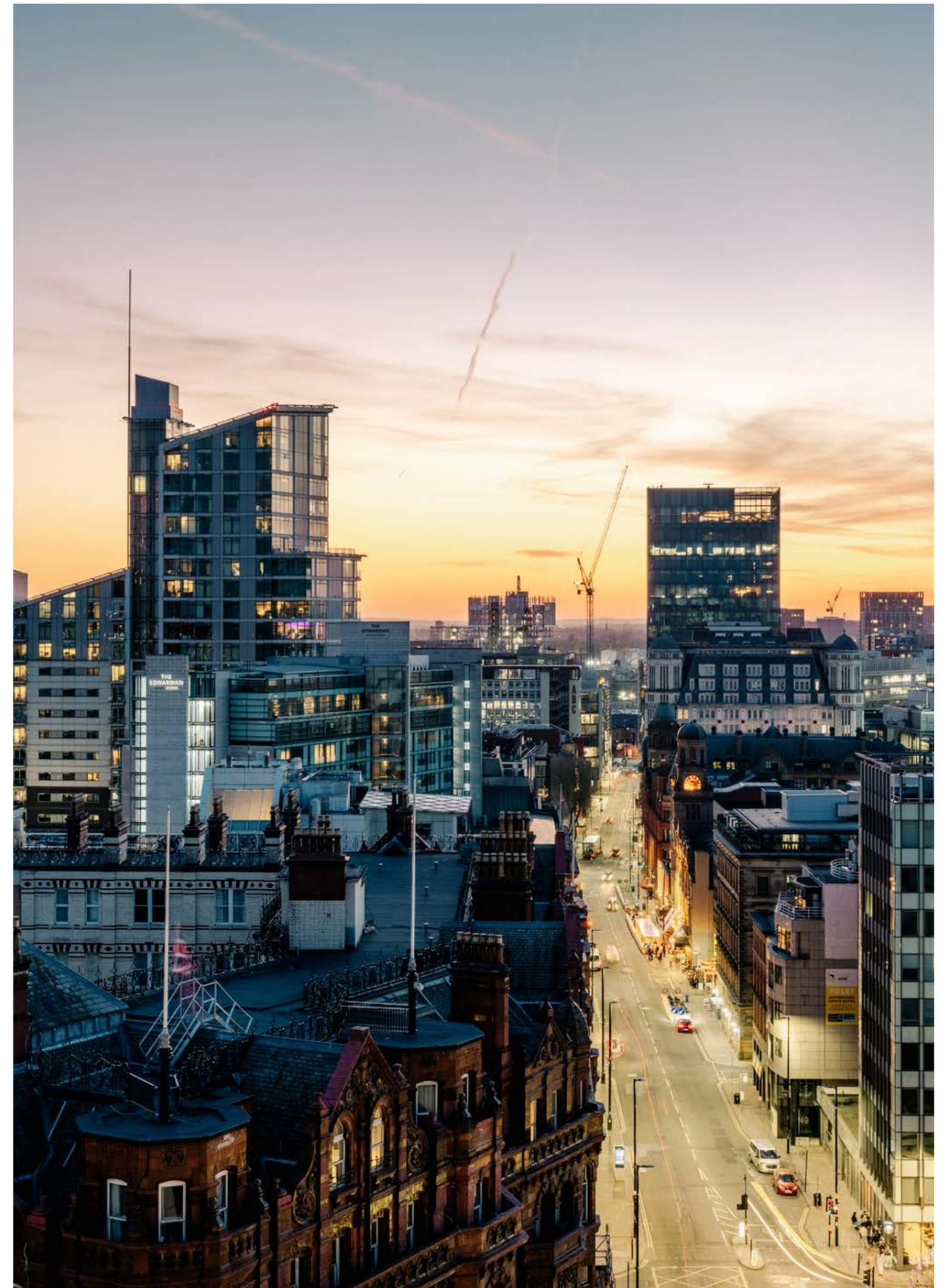
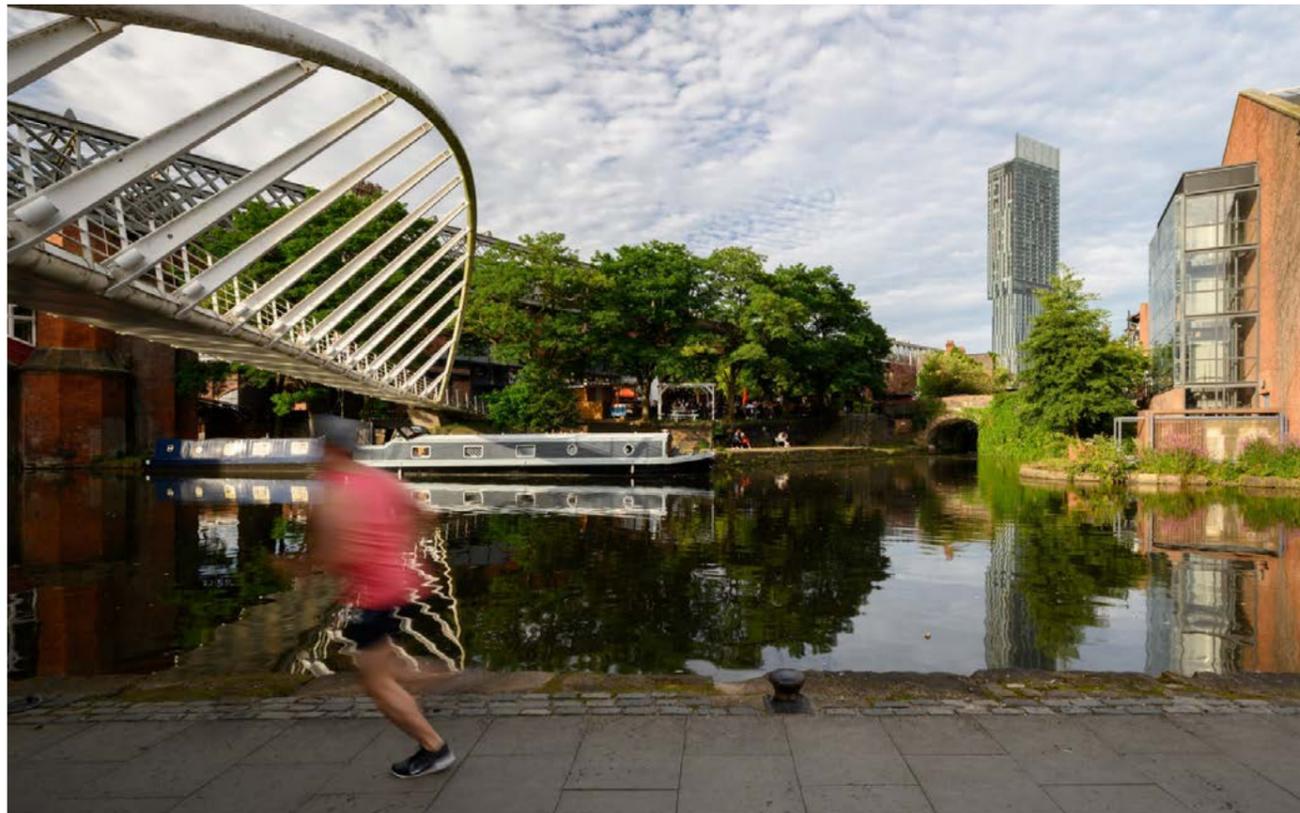
Introduction

When the Manchester India Partnership's original strategy was launched in early 2018, we lived in a very different, pre-Covid world. In many ways, global nations have become closer as they have worked together to grapple with the challenges presented, not only by the pandemic, but also by the climate crisis which threatens the survival of each and every nation. These issues have brought the UK and India closer and strengthened a partnership which seeks solutions for both regions.

Over the years, the Manchester India Partnership (MIP) has evolved into a soft power centre which has created deep rooted cultural connections with over 55,000 strong Indian diasporas. As such, cultural and emotional connections have built enormous trust and understanding between Greater Manchester (GM) and India and cultural diplomacy now sits at heart of the MIP's strategy for the next eight years. Post-Brexit UK is actively exploring a Free Trade Agreement and even closer defence and cultural ties with India. The MIP proposes to draw from the cultural component of the UK India 2030 roadmap and adapt its refreshed strategy around this valuable, intangible component.

While there are multiple challenges to face – which can be overcome through the strong cultural connection established via the MIP's 'living bridge' - the future also presents new and valuable opportunities to collaborate.

There is no denying India's resilience and propensity to regain momentum. Evidence shows how the country's economy bounced back from the depths of a Covid-induced negative growth of 24% during April to June in 2020 to a growth of 20.1% in the same quarter in 2021. India is currently the fastest growing economy in the world with over 8% growth in 2021-22.





The Greater Manchester (GM) region has also shown similar strength in recent times. Last year, Manchester was named 3rd best city in the world by TimeOut Magazine, resulting from a unified creative spirit and the resilience of local communities coming together during the pandemic. Previous growth is demonstrated in the decade leading up to 2012, when the economy grew by 42%, contributing significantly to UK job growth as a whole (84% between 2002-2015).

2022 promises to be pivotal in the UK-India relationship as negotiations for a Free Trade Agreement have already been formally launched in New Delhi earlier this year by the Indian Minister for Commerce and Industry, Piyush Goyal and UK Trade Secretary, Anne-Marie Trevelyan.

The MIP was set up in February 2018 as a special purpose vehicle by the Greater Manchester Local Enterprise Partnership, MIDAS - Manchester's inward investment agency, Deloitte and the Manchester Airport Group, to unite businesses, academia and the public sector across India and GM to build and strengthen trade, investment, innovation, cultural and educational ties. Over

the years, it has developed into a soft power centre, which leverages the cultural and people connections to inculcate a spirit of collaboration between the GM region and India, thereby delivering opportunities for business and mutual prosperity.

In this document, we have revisited the original strategy of the partnership as it was set out in 2018, against a fast-changing PESTLE (Political, Economic, Social, Technological, Legal, Environmental) model. The key headlines of the original strategy have been analysed and categorised into ambitions and catalysts, to carve out a workplan between 2021-30, to be reviewed after three years. This is a live document with a flexible time-bound approach depending on external and internal circumstances. This strategy is based on a clear picture of what success would look like.

This has been developed by the MIP with strategic advice and approval from the MIP board members, inputs from key partners and stakeholders in the GM region and India, and is inspired by the new Greater Manchester International Strategy.



Why India?

The Manchester India Partnership will stay invested in maintaining and growing the relationship between Greater Manchester and India. The reasons are six-fold:

The cultural soft power held in the 'Living Bridge' of over 55,000 members of the Indian diaspora provides the tailwind for strengthening the MIP's agenda for mutual growth and prosperity.

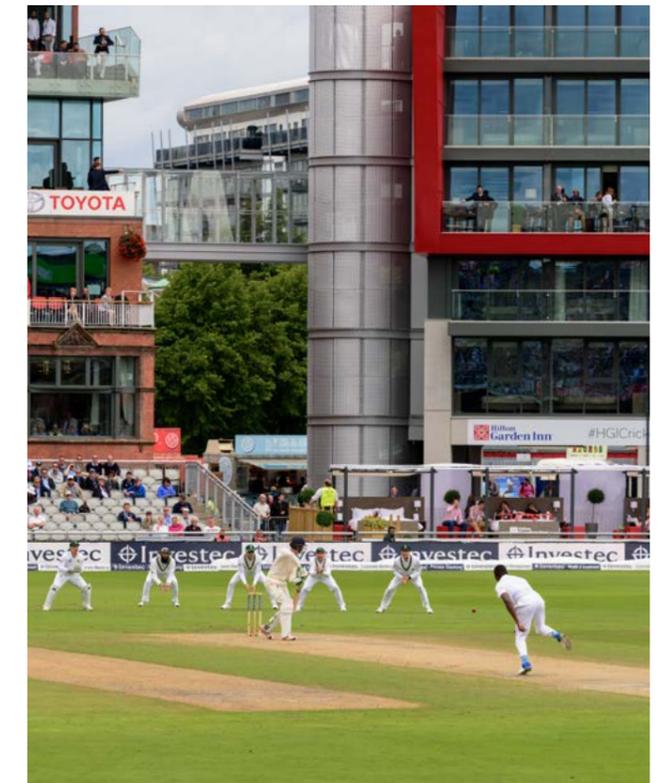
India is currently the fastest growing economy in the world having clocked an over 8% GDP growth rate in 2022-23 and is set to become the world's third largest economy by 2050. With a population of 1.38 billion and a growing middle class, India would provide a huge consumer base for UK products and services, boosting the UK's total trade by as much as £28 billion a year by 2035 and increase wages across the UK.

In India's **25 - year vision** run up to 100 years of Indian independence, digital economy and fintech along with technology enabled development, energy transition and climate action comprise one of its three main pillars. This accurately mirrors GM's priorities for the future, leading to great potential for collaborations.

It is a priority FDI market for the Greater Manchester region. A trade agreement with India could boost the economies of UK regions. Investment from Indian companies already supports 95,000 jobs across the UK and could grow with a new trade deal.

A burgeoning visitor economy. Between 2018 and 2019, the number of Indian tourists visiting GM grew by 138%, with spend growing by 484%.

A growing student economy. The number of Indian students attending GM universities (The University of Manchester, Manchester Metropolitan University, University of Bolton, University of Salford) has almost tripled between 2018 and 2021 from 1000+ to 2900.



1.1 India's Cultural Soft Power

The Indian diaspora is a hugely important resource in developing GM's relationship with India and the MIP stands committed to help build and make best use of diaspora links. Symbolic gestures can be important in building trust and signalling the region's commitment to building a closer relationship with India.

The 'Living Bridge' of people-to-people connections between GM and India underpins this special relationship.

In the 75th year of Indian independence, it is significant to highlight the camaraderie built over the years and celebrate the relationship.

Ties that bind Indians with the UK and indeed GM are sports like cricket and football. The MIP, through its association with the Lancashire County Cricket Club and the city's football clubs will be building a series of activities around key sporting events in the city with India.

The MIP will also be hosting dinners for Diwali and to celebrate the 75th year of Indian independence later this year.

In an effort to celebrate spring in the traditional Indian way, the MIP will be organising a Holi colour run in the city for the diaspora and civil society, after the launch of the South Asia gallery at the Manchester Museum in February next year.

This year, the MIP has launched the Manchester India Business Group - a networking club to promote the Manchester-India commercial and cultural relationship. This platform offers a forum for businesses and people from both regions to meet, exchange experiences and listen to informative and influential speakers including senior government officials, politicians, business leaders, editors and culture curators.

The MIP aligns its strategy to support the key headlines of the culture component of the UK-India 2030 roadmap which include the following:

- Enhance collaboration to support the development of our creative economies.
- Support Implementation of 'India-UK Together' ('SAATH-SAATH' in Hindi): A joint cultural exchange programme between the two countries to celebrate India's 75th anniversary of Independence this year, working closely with the British Council, the Manchester Museum and other interested stakeholders.



Northwest – India Trade Facts

Over 1,000 business in the Northwest exported over £310 million worth of goods to India in 2019.

The Northwest exported over £20 million worth of professional, scientific, and controlling instruments in 2019 to India.

1.2 India's Resilient Economy

Predicted to become the third largest economy in the world, India is currently in fifth position. With a GDP of nearly US\$ 2.94 trillion, it overtook the economies of the UK and France in 2019.

Almost every agency has predicted a rapid growth rate for India at the end of this financial year and is set again to be recognised as the fastest-growing large economy in the world, both in FY22 and FY23.

According to estimates released by the National Statistical Office in January 2022, India's economy is projected to grow 9.2% in 2022. This data suggests the economy will claw back losses during Covid and even better pre-Covid results in 2019-20. The Indian economy is strongly resilient, registering a recovery growth of 20.1% between April and June 2021 after undergoing a negative growth of 24% in the same period last year, due to Covid-19 lockdowns.

In the years preceding the Covid pandemic, India had made rapid strides in the World Bank's Doing Business Index having risen to 63rd position in 2020 compared to the 142nd position in 2015.

According to the World Bank, after growing at very high rates for years, India's economy had begun to slow down before the onset of the Covid pandemic. Between FY17 and FY20, growth decelerated from 8.3% to 4%, with weaknesses in the financial sector compounded by a decline in the growth of private consumption. In FY21, the economy contracted by 7.3%.

In response to the Covid shock, the government and the Reserve Bank of India took several monetary and fiscal policy measures to support vulnerable firms and households, expand service delivery (with increased spending on health and social protection) and cushion the impact of the crisis on the economy. Due to these proactive measures, the economy is expected to rebound - with a strong base effect materializing in FY22 - and growth is expected to stabilize at around 7% thereafter.

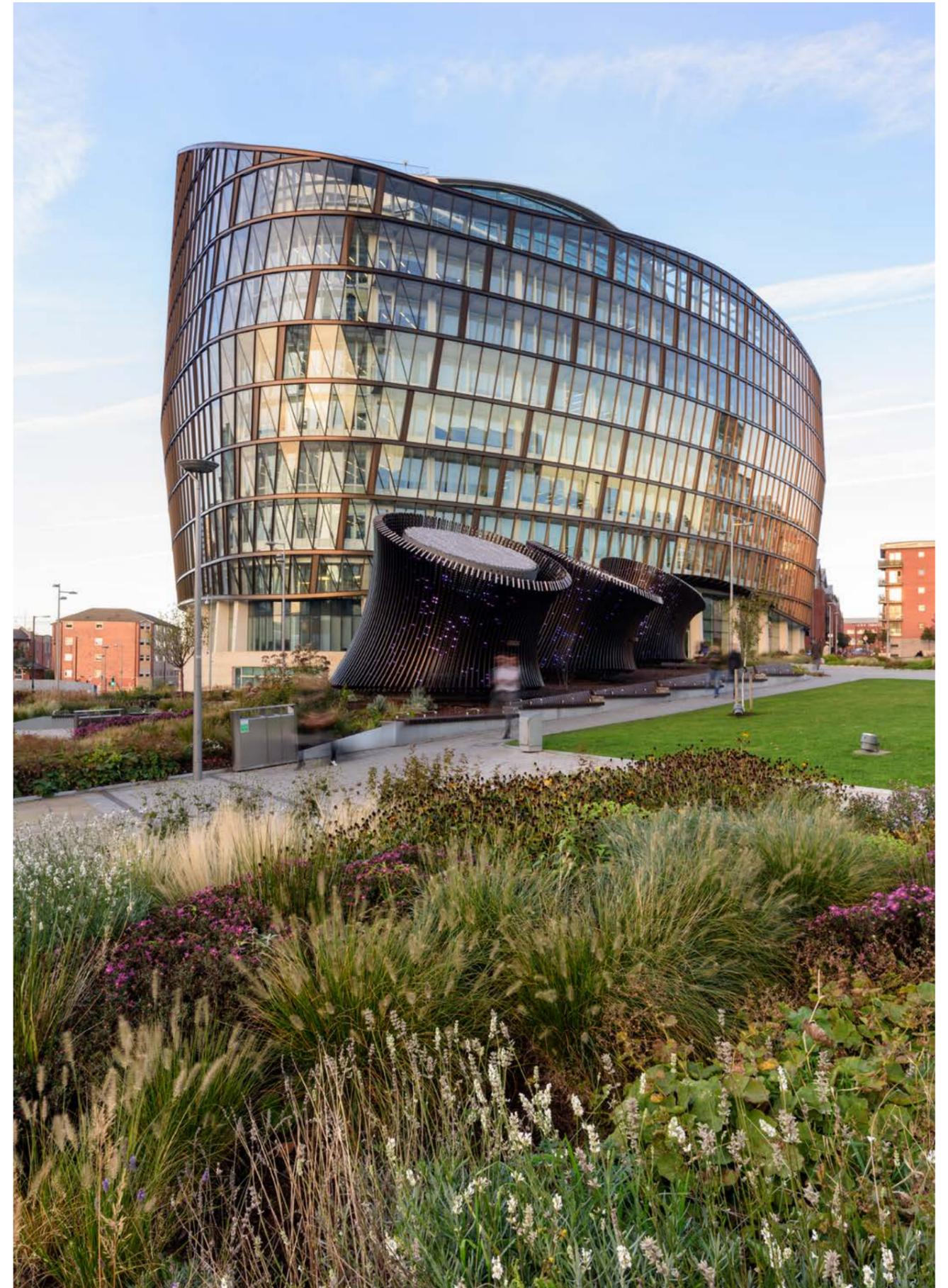
How a UK-India Free Trade Agreement will benefit the UK's Northwest region

A Free Trade Agreement (FTA) with India could boost the local economy. Exports worth £310 million to India in 2019 are expected to more than double, in the long run, if an FTA comes into place.

Sectors which are likely to benefit from the UK-India FTA include:

Clean energy: Companies in this sector could particularly benefit from access to India's growing market for environmental goods and services.

Professional services: The FTA will present a great opportunity to Northwest based services sector companies. It will help them expand into India's growing services market which accounts for 54% of the Indian economy. In 2019, the Northwest exported £210 million worth of services to India.



Greater Manchester and India

2.1 India's Growth Sectors Aligned to Greater Manchester Local Industrial Strategy

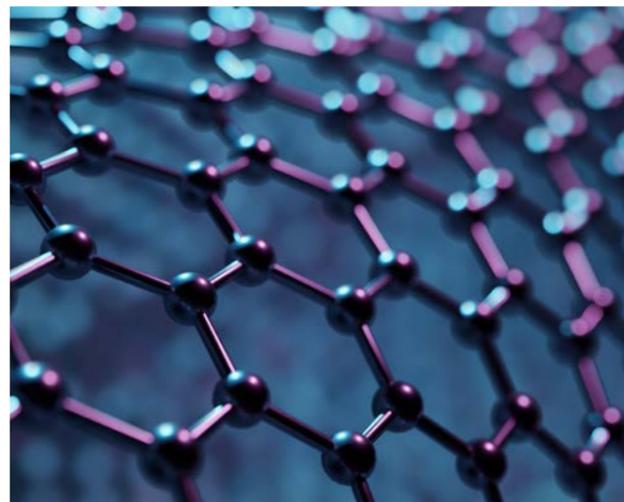
Greater Manchester's Local Industrial Strategy (LIS) provides the focus for MIP business engagement activity by promoting key GM strengths and engaging businesses which could contribute to and enhance outcomes, particularly in terms of securing additional FDI for GM. Key LIS related opportunities include:

Digital: India is a world-leading digital services and technology powerhouse, which is already well integrated with much of the UK's digital industry. Increasingly, Indian know-how in relation to emerging technology such as cyber, eCommerce, block-chain, digital health and AI surpasses the UK. India also offers the 'horse-power' in terms of the sheer volume of its digital work-force which will continue to drive UK transformation as well as partnering on emerging technology.

Low Carbon: Greater Manchester has an ambition to be carbon neutral by 2038 - 12 years ahead of the national target. In order to achieve this, significant investment is being made into retrofitting homes and buildings, smart energy production and overhauling the public transport system. Several large Indian enterprises such as Ashok Leyland, Reliance Industries, Mahindra and Mahindra and Tata are fast developing electric vehicle solutions from cars to buses. Moreover, smaller high-growth India tech companies are developing niche technologies such as electric scooters and taxis. Conversely, India's massive infrastructure renewal programme presents opportunities for UK Civil Engineers, Architects and building technology companies.

Advanced Materials/Graphene: Working with Graphene@Manchester the MIP has led a 'Graphene Roadshow' in India for two years running. This was put on pause due to Covid however there are plans to do the same again in 2022. There is much interest in India around GM's Graphene and Materials capabilities, which aligns well with Modi's 'Make in India' programme which is in part focussed on driving Indian industry up the 'value chain'. The opportunity for GM is to attract India R&D spend to GM universities, as well as high-end manufacturing where the UK still has a competitive advantage due to lower cost of capital and expertise

Health Innovation: The Mayoral visit to India in October 2019 further confirmed the opportunity for two-way collaboration in relation to Health Innovation. India has significant capability in relation to leveraging digital technology to deliver healthcare solutions at scale as well as significant expertise in vaccine manufacturing. Equally, innovative win-win UK-based training initiatives such as 'earn, learn and return' for Indian doctors and nurses provide a way to address NHS skills shortages.





Beyond Graphene and other advanced materials there is a significant opportunity to promote GM as a leading R&D/ innovation hub to Indian industry. Each year Indian industry invests more and more into international R&D - the bulk of which goes to the US and the 'golden triangle' in the UK. Moreover, promoting the city region's academic abilities and desire to partner with Indian companies and institutions will help to address India's 'knowledge gap' especially in relation to technical vocational training.

GM is a leading city region in the delivery of international research innovation partnerships, particularly in Europe with our universities, public and private sector organisations being active participants in the EU R&D&I programme, Horizon 2020. The latest EU figures suggests that Greater Manchester institutions have been involved in more than 480 cross-border research and innovation partnerships in the last seven years, with an investment value of over €260 million (£220 million).

Greater Manchester is proud to be home to two high impact, globally significant innovation zones:

1. Manchester Oxford Road Corridor – The Corridor is home to anchor institutions including The University of Manchester and Manchester Metropolitan University, and Manchester Foundation Trust. It has specialisms in advanced materials and health innovation, as well as digital and smart energy solutions, and is home to 50% of Manchester's life sciences businesses, 20,000 clinical research participants, and more widely 74,000 students (42% of which relate to STEM), including over 16,000 international students.

2. Salford Innovation Triangle – A rapidly developing urban innovation zone comprising of three distinct innovation districts— MediaCityUK, Salford Royal Foundation Trust and the University of Salford—with strengths in digital and health innovation. Key linkages with the wider Greater Manchester ecosystem provide potential to develop a new industrial economy based around Port Salford including manufacturing and logistics innovation.



The levelling up agenda for Greater Manchester is centred around delivering a London style integrated public transport network in partnership with the UK government, moving towards a zero-carbon transport infrastructure, with the goal to remove one million tonnes of carbon from GM's economy. This sits well with Mr Narendra Modi's recent announcements at the COP26 of the 5 'elixirs' for climate change. One of the objectives indicate that India will reduce the total projected carbon emission by one billion tonnes between now and the year 2030. A great opportunity for close collaboration. Around 11 cities in India currently are in the process of deploying electric buses as a means of public transport.



2.2 Trade and Investment

Trade

According to latest trade data for 2019-20, the Northwest of England exported £240 million (7.9%) to India, making it the fourth largest exporting region to India after East of England, Southeast and London.

Similarly, it was the fourth largest importing region from India importing £0.6 billion (9.4%) worth of goods and services, after the Southeast London and the West Midlands.

While GM-India specific figures aren't available, based on the number of companies exporting from GM out of the Northwest, it is believed that 40% of these are for GM.

Based on this, GM exported £96 million worth of goods and services to India and imported £240 million from India.

Investment

India is one of Greater Manchester's top FDI Markets 2017-2021

COUNTRY	PROJECTS	NEW JOBS	SAFEGUARDED JOBS
USA	72	4,423	1,154
Germany	29	1,727	919
India	21	969	55
Australia	12	201	1
Spain	10	329	92
Sweden	9	381	295
Netherlands	9	349	0
Ireland	9	236	0
China	8	199	0
Canada	7	243	5

PILLAR	KEY INDICATORS	LATEST DATA
Trade & investment	Indian origin FDI value in Greater Manchester	£6,497,939
	Indian origin FDI projects in pipeline in GM	49*
	Indian origin jobs to be created	1500*

* Of these, 12 projects and over 400 jobs have a medium-high chance of closing successfully.

Over the last five years, the number of inward investment projects from India was 20, with the creation of over 1050 jobs. There is possibility of creation of over 1000 jobs by Indian companies in the medium term.

In 2020 and 2021, due to travel restrictions -especially with India on the red list for four months, issues around acceptance of vaccines and vaccinations certificates -several inward investment projects were put on hold.

However, with travel restrictions being relaxed, there is a good opportunity for landing several delayed projects from India.

2.3 Study Manchester

Indian Student Numbers In Greater Manchester

Greater Manchester has the largest international student population outside of London with more than 19,000 international students from more than 160 different countries.

Top 20 International Student Markets in Greater Manchester (2019-2020)

RANK	MARKET	%
1	China	33.43
2	India	5.43
3	Malaysia	3.92
4	Kuwait	3.52
5	Saudi Arabia	3.21
6	Romania	Less than 3%
7	Nigeria	
8	Hong Kong	
9	Spain	
10	Italy	Less than 2%
11	Greece	
12	Cyprus	
13	France	
14	United States	
15	Germany	
16	UAE	
17	Korea	
18	Ireland	
19	Pakistan	
20	Poland	

The number of Indian students between 2018 and 2021 has grown almost three times.

GM UNIVERSITIES	2018	2021
Salford University	1000	2900*
The University of Manchester		
Manchester Metropolitan University		
University of Bolton		

Indian student numbers in GM plummeted from a high of around 1,500 prior to introduction of Indian student visa restrictions to around 650 in 2019/20. Between 2018 and 2021, the number of Indian students has doubled from a 1000 to 2900.

It is expected that student numbers will increase with the introduction of a direct flight between India and Manchester, thereby underscoring the business case for having direct airline connectivity in this route.

The rising student numbers can be attributed to the Graduate Immigration Route which was announced in October 2019. However, over the last two years, there was uncertainty around travel restrictions, with lockdowns in both countries, India being on the UK's red list for international travel, and non-acceptance of Indian vaccination certificates by the UK. The speedy resolution of the impasse between UK and India pertaining to Covid vaccine certification has helped, along with India coming out of the red list. With all Covid restrictions withdrawn by the UK government, we expect more students to travel to the UK in general and hopefully to Greater Manchester in particular.



2.4 Visit Manchester

Indian Visitor Economy in Greater Manchester

Visitor Numbers

COUNTRY	% GM GROWTH 2014-2019	% UK GROWTH 2014-2019
USA	55%	51%
Spain	32%	2%
China	158%	148%
GCC	70%	79%
India	218%	66%

Total Market Spend

	COUNTRY	% GM GROWTH 2014-2019	% UK GROWTH 2014-2019
1	India	539%	64%
2	GCC	157%	59%
3	USA	42%	42%
4	Spain	17%	-21%
5	China	-38%	64%

YEAR	VISITOR NUMBERS (ALL VISITS FROM INDIA)	TOTAL SPEND (ALL VISITS FROM INDIA)
2016	7,412 visits	£4.3m (£4,329,798)
2017	17,825 visits	£9.5m (£9,536,830)
2018	16,802 visits	£8.9m (£8,943,568)
2019	39,990 visits	£52m (£51,959,651)



Between 2018 and 2019 from India to Greater Manchester:

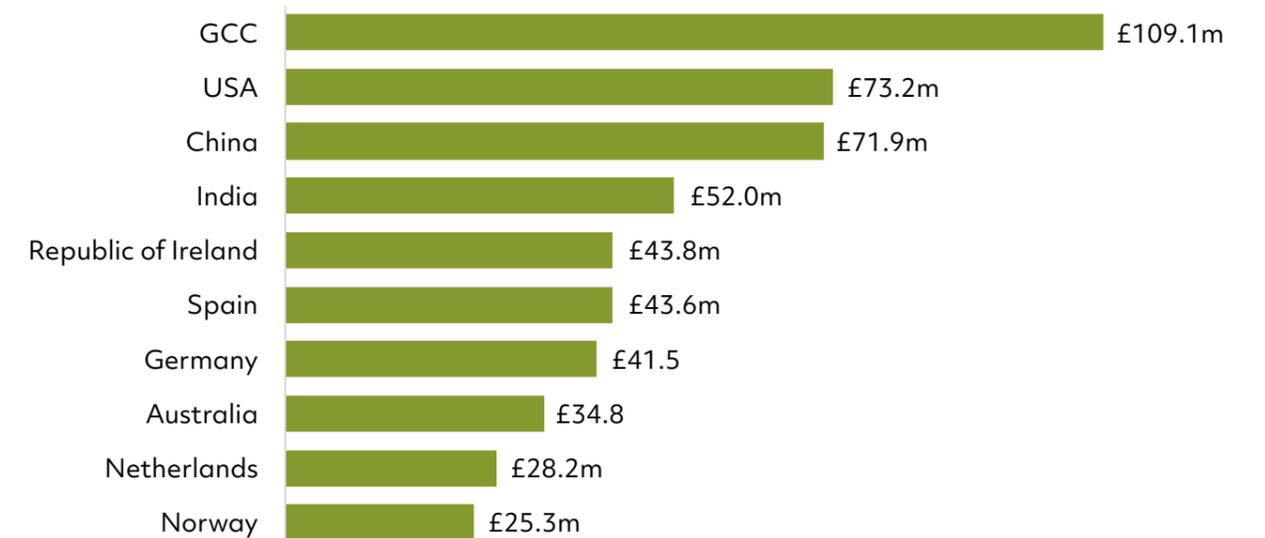
Total visitor spend increased by 484%

Total number of visitors increased by 138%

Statistics by Marketing Manchester shown in the below chart, indicate that between 2018 and 2019, there was a 138% increase in number of visits between 2018 and 2019 and a 484% increase in visitor spend between 2018 and 2019.

The burgeoning visitor economy in pre-Covid times underscores the business case for having direct airline connectivity between India and Manchester especially now that travel is opening up and vaccinations are aligned.

International Visitors - Main Markets (spend in 2019)

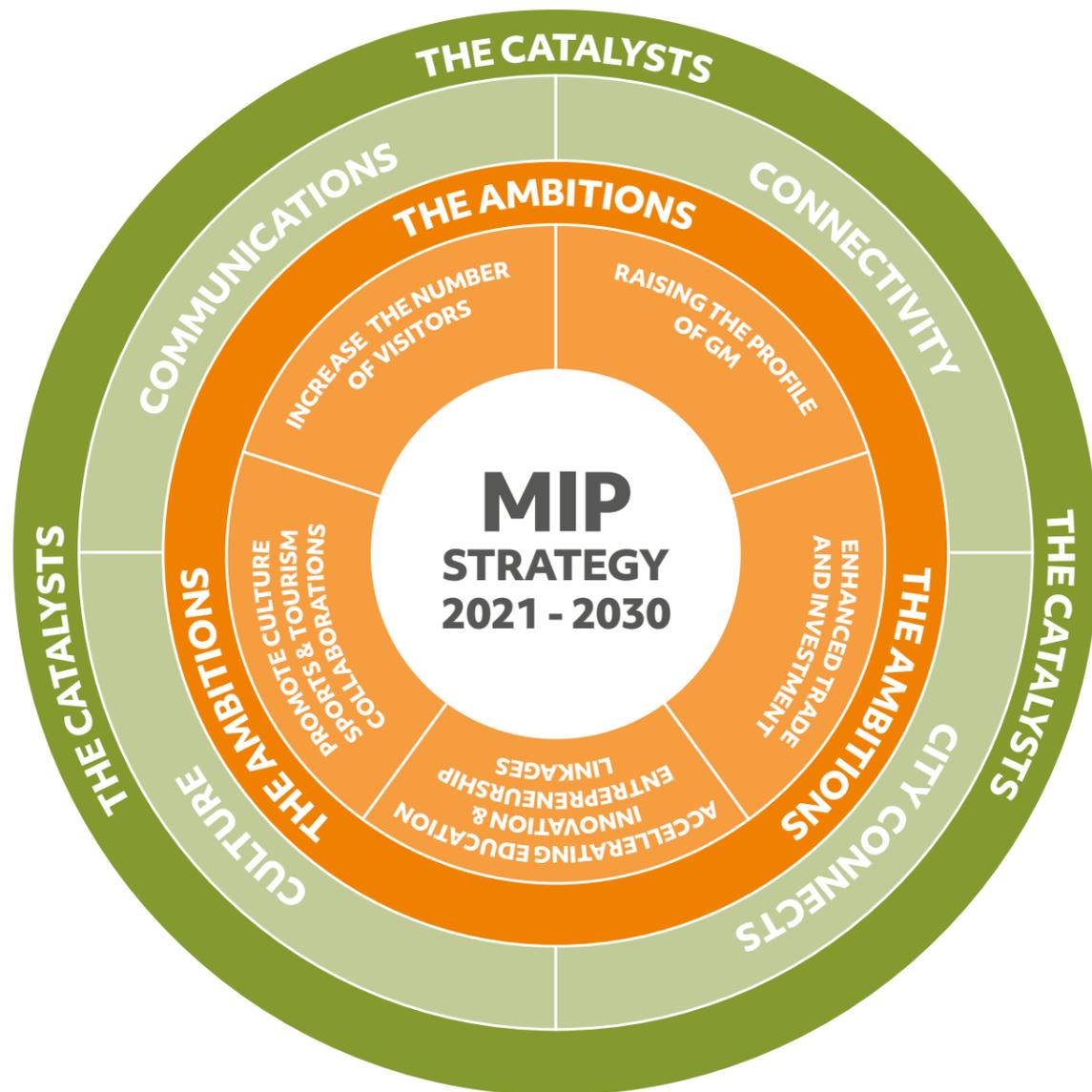


Five Ambitions, Four Catalysts

Due to the success of the original strategy, the five pillars still remain the cornerstone of the refreshed strategy which has been tweaked in the light of recent pandemic and shifting economic, climate and geopolitical priorities.

Based on this refreshed strategy, the MIP will follow a time bound action plan with clear priorities to execute in the short term (2022-23), medium term (2021-25) and long term (2021-30). This becomes the operational strategy for 2021-30.

Based on the activities to be undertaken in the table below, MIP will endeavour to succeed in realising each of the five ambitions leveraging the four catalysts.



MIP's Refreshed Strategy And Action Plan (2022-2030)

CATALYST	SHORT TERM (2022-23)	MEDIUM TERM (2021-25)	LONG TERM (2021-2030)	AMBITION
Connectivity	To pro-actively liaise with Manchester Airport Group; support the effort for direct connectivity Lobby for restoration of flights at the highest levels		Support multiple airlines ply on the direct route	Students Visitors Trade and investment Profile raising of Greater Manchester
City connects	MIP MoU signing with Maharashtra Innovation and Skills Society (11 October 2021) Look to collaborate on shared challenges such as net zero targets, transport, infrastructure	Revisit the Karnataka MoU Inward mission comprising state government ministers from partner state Maharashtra along with senior bureaucrats and start up entrepreneurs	Future states' collaboration with Telangana (Hyderabad) and Tamil Nadu (Chennai)	Trade and Investment Education innovation and entrepreneurship Visitors Profile raising of Greater Manchester
Communications Events Media Networks Research Influencers Ambassadors	COP 26: Facilitating the GM Mayor's meeting with Maharashtra's Environment Minister Aaditya Thackeray UK India Healthcare event in Manchester in 2023 Secure media partner Mayoral round table with top 10 businesses in India according to GM's sector strength Participate in India Pavilion of Manchester's annual Digital City Festival	GM Mayor's visit to India Lobby for an honorary Consul General in Manchester Firm up MIP ambassadors Work with in-market team to ramp up pipeline delivery Participation in tourism events in UK and India Develop a promotional film	Help GM based companies in India through the network Work to align with GM's strengths namely Creative, Digital and media, Health innovation Advanced materials, Clean growth	Visitors Education innovation and entrepreneurship Trade and investment Profile raising of Greater Manchester
Culture	Diwali dinner 75 years of India's Independence in 2022 Activities around South Asian gallery launch of Manchester Museum Gandhi statue commemoration of birth anniversary	Lobby for an honorary Consul General of India in Manchester at the highest levels Holi colour run Build relationships with city-based sports club	Music and art Philanthropic activities through Sports Celebration of Republic and Independence days of India Gandhi birth anniversary Film festivals and award functions at Media City	Student Visitors Trade and investment Profile raising of Greater Manchester

Forward Look

Going forward, the Manchester India Partnership has aligned its strategy to Greater Manchester's global ambitions - a city region that recognises how internationalisation has a transformational impact on its productivity and prosperity, unlocking growth opportunities for businesses and institutions, helping to create and sustain good quality jobs. Not only for itself, but for its international partners.

The refreshed strategy will infuse new energy to the original call to Make in India, Innovate in Manchester, through city and state partnerships along with diaspora and institutional connections. Building on the existing strong connections and a fantastic two-way trade and investment story, the MIP will unleash the power of its network to build new connections and strengthen old ones to realise the potential of GM to be India's number one partner outside of London. In the short, medium and long term, success will look like the following:

4.1 Restoration of direct airline connectivity between Greater Manchester and India

Securing direct air connectivity to boost visitor and student numbers from India to add to GM's business tourism earnings target (a 40% increase from £862m in 2017 by 2024). By 2025 GM aims to be a global destination of choice for leisure visitors and trade partners, working to ensure that the economic impact and benefits of tourism are felt across the whole of GM. A direct flight between India and Manchester will support this ambition. The visitor economy from India in GM is burgeoning. Between 2018 and 2019 (pre-Covid), footfalls from India increased by 138%, and tourist spend increased by 484% in the span of one year.

To support the growth of the Manchester-India relationship, it is imperative that direct airline connectivity is restored at the earliest possibility between Manchester and India, making it the only airport in the North of England to have this connectivity.

This is a short-term ambition as we are hopeful that direct flights will be restored by 2023.

4.2 Greater Manchester as India's number one partner for sustainability and net zero

Decarbonisation, sustainability, and net zero are now a top priority for both governments and organisations in India and Greater Manchester. GM's strengths in these areas present significant opportunities for India to collaborate.

GM's commitment to becoming carbon neutral by 2038 alongside a strong low carbon sector will create opportunities for new innovative companies in areas such as fuel cells and Hydrogen generation, smart grids and new battery technology, growing its potential exporting base.

At COP26 in Glasgow in November 2021, besides committing to a net zero target of 2070, India also committed to sharing best practice with GM and unlocking collaboration opportunities. India is the world's largest importer of fossil fuels and has today, put in place an attractive electric vehicles policy. 19 out of India's 29 states have an electric vehicle policy. The governments of Delhi and Maharashtra have already drawn up plans to introduce electric buses for public transport this year. Greater Manchester's growing relationship with select Indian states like Maharashtra, could lead to significant collaborations in this field.

This is a medium-term priority and will fulfil ambitions of trade and investment, education, innovation and entrepreneurship.

4.3 The Manchester India Partnership as a soft power centre

Over the next nine years, the Manchester India Partnership will grow as a soft power centre. Culture with all its subsets will be central to the MIP's strategy of using soft power to engage with institutional partners, influencers and ambassadors, to raise the

profile of the Greater Manchester region in India. This will build a strong narrative with a multiplier effect, to catalyse several collaborations in sport, music, theatre, dance, arts, films, creative and digital media. This would lead to a raft of Indian film festivals, award functions, art exhibitions, music and dance performances. The launch of the South Asia gallery in the Manchester Museum next year will be a useful anchor to support this idea.

The objective here will be to project Greater Manchester as the top most MICE (Meetings, Incentives, Conferencing, Exhibitions) destination in the UK for India. GM would be seen as a cradle of UK-India multicultural creativity that would generate jobs, and have a multiplier effect of prosperity in both India and GM.

This narrative would be built on the strong visitor economy, student recruitment from India, Indian professionals and businesses invested in the GM region.

This will effectively raise the profile of GM in India. It will also promote trade and investment, increase visitor footfalls and lead to educational and innovative collaborations between India and GM. This is a long-term strategy.

4.4 Greater Manchester recognised as the strongest UK region as a partner for India's sustained growth

India is poised to be the fastest growing economy in the world in FY 2022 and 2023. Greater Manchester's sectoral strengths will set the pace for collaborations and support India's sustained high level growth in the medium and long term.

The MIP will endeavour to raise the profile of GM in India through:

- Mayoral delegations to India
- Hosting senior Indian ministers and political leaders in Greater Manchester
- Engaging strategic partners
- Cultural events and activities
- Pitching for national bilateral summit level conference and events
- Using sports (cricket and football to leverage business and cultural relationships)
- Use of influencers and MIP special envoys

Health tech and innovation, clinical trials, advanced manufacturing, creative, digital, tech, legal and financial services are areas where India too is making rapid progress. These sectors are strengths of the GM region, hence raising the potential for collaborations.

Conclusion

To achieve these ambitions, the MIP will work based on unleashing the soft power of its network.

Most of these ambitions will be achieved through working pro-actively with partner organisations like the Department for International Trade, the Confederation of Indian Industry, the Federation of Indian Chambers of Commerce & Industry, the UK Indian Business Council, Deloitte, The Greater Manchester Local Enterprise Partnership, MIDAS, Marketing Manchester, the Greater Manchester Combined Authority, the British Council, Visit Britain, the Indian High Commission in London, the Indian consulate in Birmingham and the British High Commission network in India.

Manchester India Partnership: Board Members



SIMON ARORA
Founder & CEO B&M
Stores, Chair, MIP



JO AHMED
Partner, Deloitte,
Deputy Chair, MIP



ZUBAIR HANSLOT
Provost,
Bolton University



RHYS WHALLEY
Acting CEO,
MIDAS



JO PURVES
Pro Vice-Chancellor
Academic Development,
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PRATAP SINGH
Head Retail Banking –
UK & Europe, ICICI Bank



AJIT MISHRA
Chair, UK India Legal
Partnership



VIKAS SHAH MBE
TiE, Board Member



LYNN SHAW
Head of Global
Programmes, DIT NW



ADAM JUPP
Director of
Communications, MAG



SHEONA SOUTHERN
Managing Director,
Marketing Manchester



DANIEL GIDNEY
Lancashire Cricket Club

Manchester India Partnership: Secretariat



SHEHLA HASAN
Executive Director

MANCHESTER INDIA BUSINESS GROUP



The Manchester India Business Group is a new exclusive, quarterly networking club, run by the ManchesterIndia Partnership to promote the economic opportunities between Manchester and India. This platform offers business people from Manchester and India, a forum to meet, exchange experiences and listen to informative and influential speakers, such as senior government officials, politicians, business leaders, editors, and culture curators. Networking evenings will be taking place in March, July, September and December 2022.

Please email shehla.hasan@manchesterindiapartnership.com to learn more

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