

## 2011 Winter Webinars

### Business Growth Fund

- **11 November 2011, from 14:30-15:00**
- **If your organisation could benefit from £2m to £10m investment, register for free [here](#).**

The Business Growth Fund (BGF) is a major new £2.5 billion equity investment fund backed by five of the largest banks in the UK (Barclays, HSBC, Lloyds, RBS, Standard Chartered).

Investment will be around £2m to £10m in return for an equity stake in the business, and is available for established UK companies with sales of approximately £10m to £100m per annum. The funding could be for five to seven years or more. Working closely with SMMT, BGF is keen to find companies in the motor industry that match the criteria.

The session will cover in detail exactly what the BGF is looking for in investee companies, with particular emphasis on the automotive sector.



### Vehicle Production Outlook and Economic Forecast

- **8 December 2011, from 14:30-15:00**
- **Review of the year and insight into the next five years. Register [here](#).**

The vehicle production outlook will be presented by Ian Henry, AutoAnalysis Director, and will add more detail to SMMT's European Car and LCV Production Outlook report (right). The economic forecast will be given by Robert Baker, SMMT Chief Economist. Paul Everitt will chair the 30 minute session, which will be followed by a Q&A with the participants.

## Member Exhibition Opportunities

### Show off your latest products



SMMT's new Westminster HQ frequently hosts government officials, senior industry executives, media and stakeholders for a variety of meetings and events. The space can hold up to two vehicles alongside additional smaller exhibits (engines, design canvases, drivetrains, technology demonstrators, simulators etc) and is reserved solely for the use of SMMT members. View previous exhibits [here](#). Send enquiries to [commsweb@smmt.co.uk](mailto:commsweb@smmt.co.uk).

## Latest Production Outlook

The special focus for the November 2011 edition is a detailed look at the increased investment in UK manufacturing



Expert Ian Henry analyses record sales for VMs, strong demand for premium brands, a comparison of VMs in our current economic climate and how the UK is set to benefit from investment, alongside new forecasted production figures by model, manufacturer and plant. Non-members price is £4120. Free for SMMT members [here](#).

Support Services

## International VAT Reclaim Service

**You can now begin claiming back expenses incurred abroad in 2011. This is likely to be a substantial saving.**

With the process for reclaiming tax being quite complex, foreign tax is often left unclaimed. Foreign VAT rates of up to 25% are incurred by many businesses but it is the third largest controllable corporate expense.

SMMT is offering its members a service that will help you recover the VAT your company has already paid in EU countries, with zero risk.

SMMT has teamed up with [VATit UK](#) to offer a 'no save, no fee' service, with special rates for SMMT members.

To enquire about this service please contact [memberservices@smtt.co.uk](mailto:memberservices@smtt.co.uk) and take advantage of the special SMMT member rates.

## PIE reports

Production International Exchange reports are **free for SMMT members**.

### PIE 1 - Cars

(£1803 for non-members) by; Make, Model, Series, Door Plan, Bodystyle, Transmission, Engine Capacity and Fuel Type.

### PIE 2 – Commercial Vehicles by Model Variant

(£1803 for non-members) by; Make, Vehicle Sector, Model and Gross Vehicle Weight.

### PIE 3 - Commercial vehicles by make and market sector

(£1597 for non-members) by; Make, Vehicle Sector and Gross Vehicle Weight.

The data is sourced directly from the relevant vehicle manufacturer and is checked against manufacturers' summary reports to ensure accuracy and consistency.

Support Services

## New Industry Forum Services

**Improving your business efficiency and capabilities**

[www.industryforum.co.uk](http://www.industryforum.co.uk)

Industry Forum is part of the SMMT Group and offers practical solutions, training and on-site audits that will help develop your business. Specialisms include:

- Supply chain efficiency
- Process improvement
- Purchasing and logistics
- Policy deployment
- Organisation development
- Skills, training and apprenticeships.

**SMMT Members qualify for a free one day Industry Forum business diagnostic and discounted daily rates for subsequent activities.**



## Latest Successes

- Jaguar Land Rover world class manufacturing programme: delivering certified business improvement.
- BMW Value Added Protection Service: taking place at Hams Hall and Oxford MINI plants with encouraging results.

For more information visit [industryforum.co.uk](http://industryforum.co.uk)