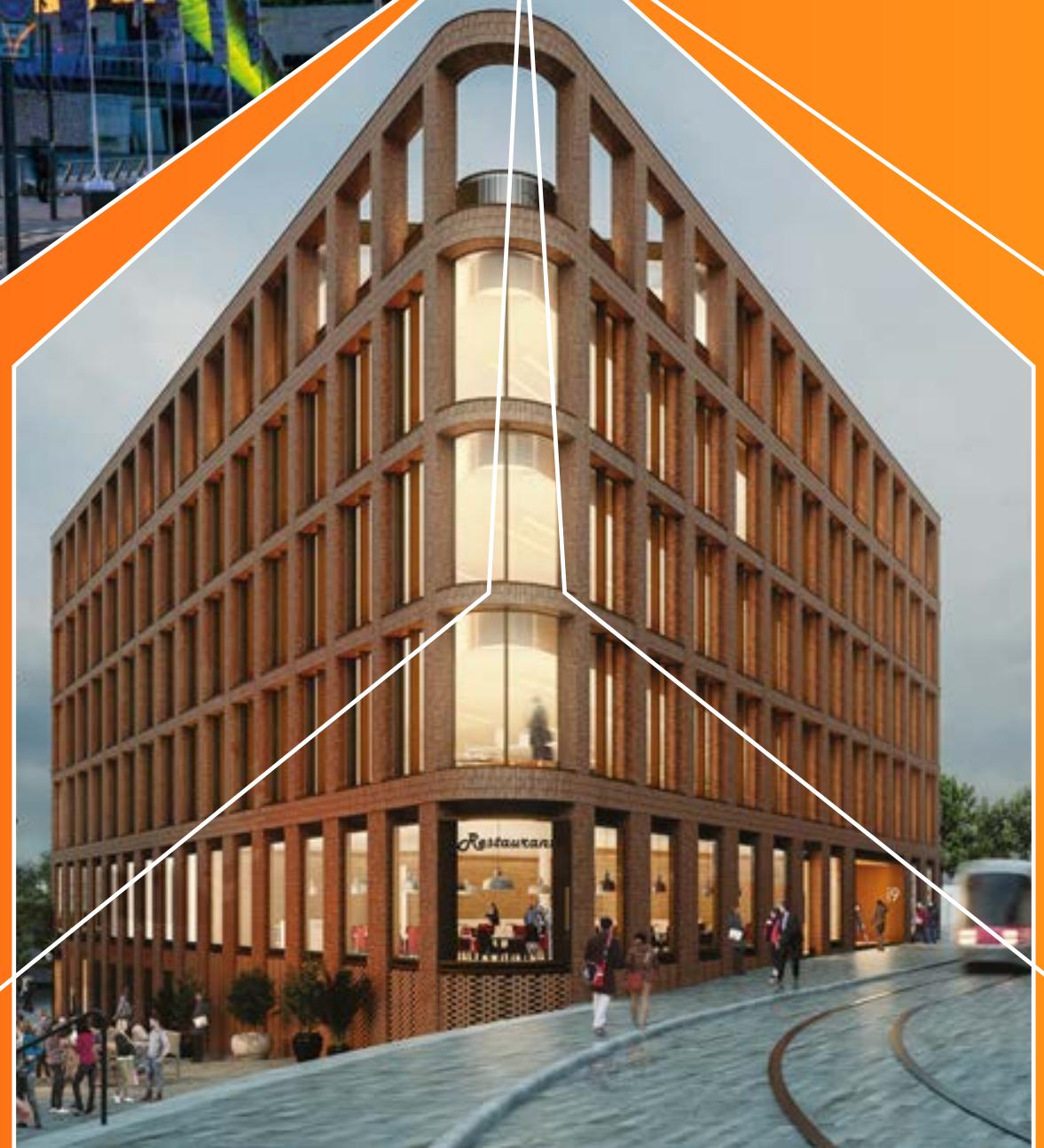


[Contents](#)[Introduction](#)[Welcome](#)[Regional Introductions](#)[Our Region Speaks](#)[Event Programme](#)[Business and Tourism Programme](#)[West Midlands Partners](#)[WMGC](#)[Contact](#)

# WEST MIDLANDS MIPIM 2023

## EVENT GUIDE





# CONTENTS

---

<b>Introduction</b>	<b>3</b>
<b>Welcome to the West Midlands</b>	<b>4</b>
<b>Regional Introductions</b>	<b>7</b>
<b>West Midlands Combined Authority</b>	<b>8</b>
<b>Birmingham</b>	<b>9</b>
<b>City of Wolverhampton</b>	<b>10</b>
<b>Coventry and Warwickshire</b>	<b>11</b>
<b>Dudley</b>	<b>12</b>
<b>Sandwell</b>	<b>13</b>
<b>Solihull</b>	<b>14</b>
<b>Walsall</b>	<b>15</b>
<b>Our Region Speaks</b>	<b>16</b>
<b>Business and Tourism Programme</b>	<b>19</b>
<b>West Midlands Partners</b>	<b>21</b>
<b>West Midlands Growth Company</b>	<b>32</b>
<b>Contact Us</b>	<b>35</b>

# INTRODUCTION

**Building on its regional presence at MIPIM for over 15 years, the West Midlands is delighted to be heading back once again in 2023. Along with a strong delegation of public, private and higher education sector organisations, we will be promoting the West Midlands on an international stage through our pavilion and programme of informative and exciting events.**

MIPIM is the leading international event in the real estate calendar and offers a global platform to showcase major cities, property developments and investment opportunities, influencing and accelerating the transformation of the built environment to the benefit of residents and businesses.

MIPIM gathers the most influential players from all sectors of the international property industry, with over 20,000 delegates from 80 countries coming together with 2,400 exhibitors for four days of face-to-face networking, discussions and learning through events, conferences and dedicated exhibition zones.



Come find us at C.15.A1  
on the Croisette!

[Contents](#)[Introduction](#)[Welcome](#)[Regional Introductions](#)[Our Region Speaks](#)[Event Programme](#)[Business and Tourism Programme](#)[West Midlands Partners](#)[WMGC](#)[Contact](#)

## WELCOME

# WELCOME TO THE WEST MIDLANDS

Located at the heart of the United Kingdom, the West Midlands' £117bn full-service economy has consistently ranked as one of the most attractive UK destinations for international investment. A key driver in the UK's economic prosperity, the region's world-class real estate sector presents a compelling offer to investors.



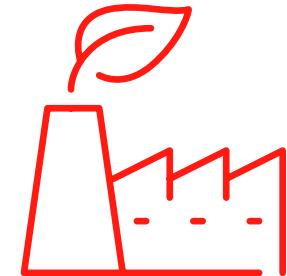


## Regional and Global Connectivity

130 destinations in 49 countries have direct flights from Birmingham Airport.

92% of all UK businesses are within a four-hour drive from the West Midlands.

HS2 is creating major commercial opportunities and is anticipated to deliver circa £20bn GVA for the West Midlands.



## Cutting-Edge Low-Carbon Solutions

£12bn per annum Low Carbon market: the West Midlands' fastest growing economic sector.

Wolverhampton's National Brownfield Institute (NBI), Europe's largest specialist construction and built-environment campus, offers revolutionary solutions to regenerate brownfield land for green, affordable housebuilding.

The West Midlands is aiming to be carbon net-neutral by 2041, presenting substantial investment opportunities for green construction and low-carbon retrofitting schemes.

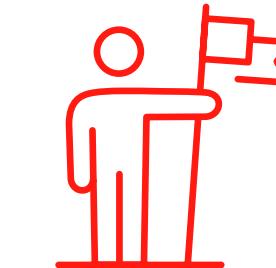


## Talent and Skills

185,000 students study in the West Midlands, one of the largest populations in the UK.

Nine universities produce more than 60,000 graduates every year.

55% of graduates remain in-region, which is testament to the outstanding career prospects and quality of life on offer.



## Quality of life

More people looking to escape London decide to move to the West Midlands than anywhere else in the UK.

400 schools are rated 'Outstanding' by Ofsted and the region has one of the highest-ranked places in the UK for secondary and primary academic attainment.

The Mercer 2019 Liveability Report ranked Birmingham as one of the world's top 50 most liveable cities, above Rome, Hong Kong, Washington DC and Prague.



## Game-Changing Innovation

Named by UK Government as the country's fastest growing technology cluster.

100+ state-of-the-art centres of excellence and R&D facilities.

Home to the only multi-city 5G testbed in the United Kingdom.

## Unrivalled Real Estate Opportunities

£15bn of investable propositions available with the West Midlands Combined Authority (WMCA).

WMCA has secured £5bn in devolved housing and land funds since 2017 alongside its own loan funds for residential and commercial development.

100 hectares of land unlocked and a revolution happening in brownfield development.



## Economy

The West Midlands has the UK's largest regional Business, Professional and Financial Services sector outside of London, with a projected worth of £50bn per annum by 2030.

Global brands including Deutsche Bank, Goldman Sachs, Gowling WLG and HSBC UK are here. The "Big Four" - PwC, EY, KPMG and Deloitte - have their largest regional UK offices in the West Midlands.

£16bn GVA Advanced Manufacturing sector at the centre of the UK's largest aerospace, automotive and rail clusters.

# WHERE WE ARE AND HOW TO FIND US



## Getting around the West Midlands and beyond...

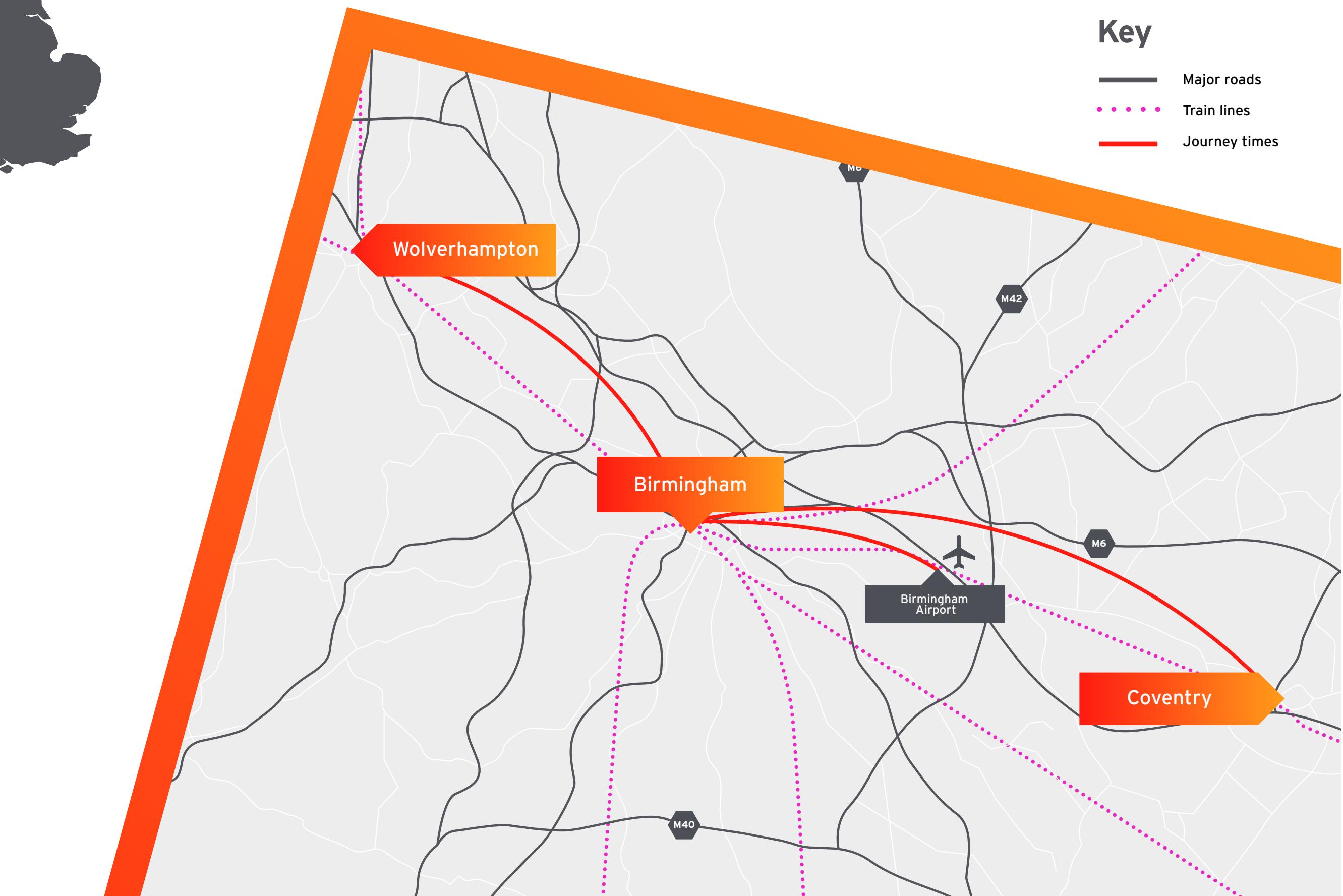
Wolverhampton to Birmingham – 16 minutes

Birmingham to Coventry – 20 minutes

Birmingham to Birmingham Airport – 9 minutes

Birmingham – London, Manchester, Oxford and Nottingham – <1.5 hours

Birmingham to Liverpool, Leeds and Bristol – <2 hours

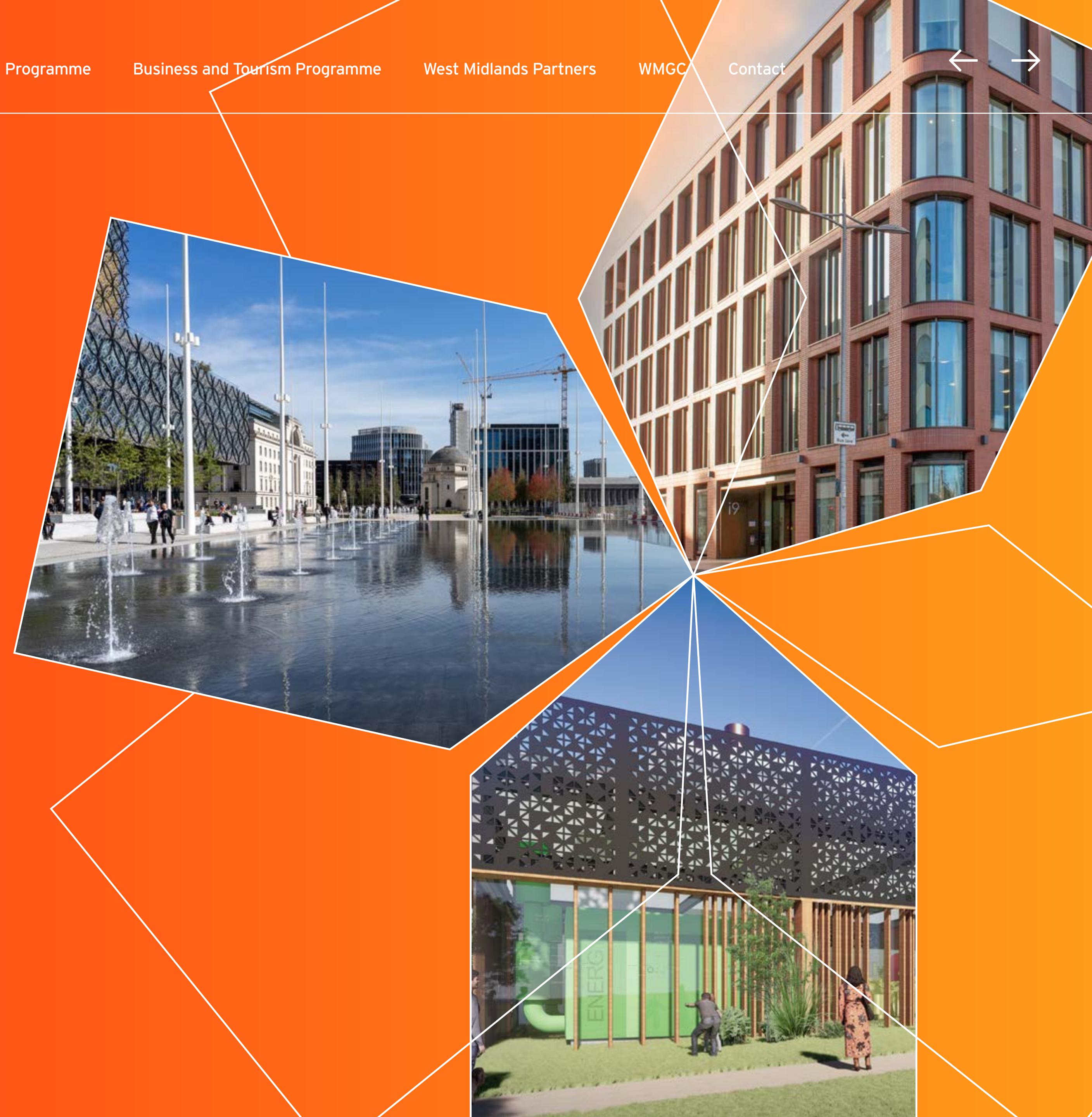


[Contents](#)[Introduction](#)[Welcome](#)[Regional Introductions](#)[Our Region Speaks](#)[Event Programme](#)[Business and Tourism Programme](#)[West Midlands Partners](#)[WMGC](#)[Contact](#)

## REGIONAL INTRODUCTIONS

# ONE REGION MANY OPPORTUNITIES

A thriving entrepreneurial hub with a pioneering spirit, the West Midlands has huge investment potential and global ambition. In the decade to 2020, the West Midlands was the fastest growing UK region outside of London, breaking through the £100bn economic output mark: a figure now standing at £117bn.





# WEST MIDLANDS COMBINED AUTHORITY

## Welcome to the West Midlands: a place to create, innovate and build the future.

The West Midlands Combined Authority (WMCA), led by the Mayor of the West Midlands, Andy Street, is overseeing the region's continued growth, implementing strategic upgrades of critical infrastructure, creating highly skilled jobs and commissioning new housing projects, exciting commercial developments and major investment in future technologies.

Working closely with partners in the main cities of Birmingham, Coventry and Wolverhampton - as well as the wider network of towns and urban centres - WMCA is uniquely placed to bring together and support investors, developers, occupiers, landowners and other partners that are passionate about placemaking, delivery and innovation. The WMCA has an enviable track record of delivering new policy ideas, successful investment programmes and projects through partnership, capability and leadership.

The WMCA has helped attract billions in investment from the private sector and Government. Notable deals include a £350m Housing Deal with Government and a commitment from pensions and property giant Legal & General to invest £4bn in regeneration and housing projects across the region. Partnerships have also been struck with key developers like St Modwen and Lovell to deliver thousands of new homes on former industrial land.



Discover the fantastic investment opportunities available in the West Midlands.

These have been built as a direct result of a 'brownfield first' approach by the WMCA which continued to invest tens of millions of pounds throughout the Covid-19 pandemic to unlock derelict industrial sites for new homes and commercial premises. Since signing a landmark housing deal with Government in 2018, WMCA investments alone have delivered more than 8,000 new homes, 12,000 new jobs and 3.8 million sq. ft of commercial floorspace. The Trailblazer Devolution Deal for the West Midlands builds upon these successes with more funding, freedoms and flexibilities for the region to deliver more jobs, homes and transformational regeneration. WMCA wants to hear from other investors and developers who share their vision for the West Midlands and want to work with them in driving forward exciting new projects.



Watch Andy Street, Mayor of the West Midlands, chair the "Connectivity Gamechangers: HS2 Connected Interchanges" panel discussion with leading real estate experts on the West Midlands Pavilion at MIPIM 2023. Join us at 09:30am on Tuesday 14th March 2023 for an insight into the benefits HS2 is set to deliver to the West Midlands. [Scan the QR code to register for events.](#)





# BIRMINGHAM

**This is a 'Golden Decade of Opportunity' for Birmingham and its people following an unforgettable Commonwealth Games and the forthcoming arrival of High-Speed Rail (HS2).**

The 2022 Commonwealth Games showcased the city's rich history, diversity and its bright future as a major cultural and economic centre in the UK. With over five million people visiting the city and millions watching from 134 countries worldwide, Birmingham's successful hosting of the Games firmly reinforced its place on the international stage.

The UK's largest regional city is also home to a young, diverse and growing population with an entrepreneurial flair. After all, more businesses are created here than any other regional city in the United Kingdom.

Unrivalled domestic and international connectivity - combined with unprecedented investment of over £3.68bn in infrastructure - have been key factors in its rapid growth, while its Business, Professional and Financial Services sector - the largest outside London - is projected to grow to £50bn per annum by 2030.

Birmingham is home to a diverse pool of highly qualified professionals across multiple sectors, including accountancy, banking, law, FinTech, insurance and support services. In addition to a wealth of experienced talent, each year business, finance and law graduates pour into the city from its surrounding universities, drawing in global firms such as HSBC UK, PwC and Goldman Sachs.

That talent pipeline is also driving an expansion in new sectors such as tech. With around 3,000 tech businesses generating over £2bn for the local economy, Birmingham is an integral part of the fastest growing tech sector outside London - the West Midlands - and is home to more software developers, programmers and software architects than any other regional city in the UK.

Taken together, Birmingham's location, infrastructure and exceptional talent make the city a compelling destination to do business and invest.

- The UK's best-connected city and the centre of the UK's second high-speed rail line.
- The youngest large city in Europe with 36% of the population under 25 years old.
- Home to 90,000 students and five universities.



Find out here why Birmingham is an attractive destination for international investors.

## Keen to learn more about Birmingham?

Paul Kitson, Strategic Director at Birmingham City Council, will be part of a panel discussing Mixed-Use City Centre Schemes and Urban Transformation on Tuesday 14th March 2023 at 14:00pm. [Scan the QR code to register for events.](#)





## CITY OF WOLVERHAMPTON

**Wolverhampton is powering on thanks to a range of public and private sector infrastructure and regeneration projects. It's creating a host of opportunities for investors and developers, making it an exciting time to be part of a thriving city bursting with creativity, a rich history and originality.**

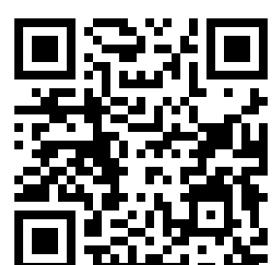
Located at the heart of the UK, Wolverhampton offers investors outstanding national and international reach through its superb connectivity to the motorway and rail networks, as well as to Birmingham Airport. This is further boosted by a recent £150m investment in a city centre transport interchange, connecting trains, buses and trams in one place and creating an attractive commercial gateway to the city. The roll out of 5G connectivity and full fibre broadband across Wolverhampton also makes it one of the most digital cities in Europe.

Its great location is just one reason why Wolverhampton was chosen as the headquarters for the first government department to be based outside of London – the Department for Levelling Up, Housing and Communities. Global brands including Jaguar Land Rover, Moog, Collins Aerospace and Marston's also have major operations in the city and the award-winning i54 business park north of the city centre is one of the most successful enterprise zones in the country.

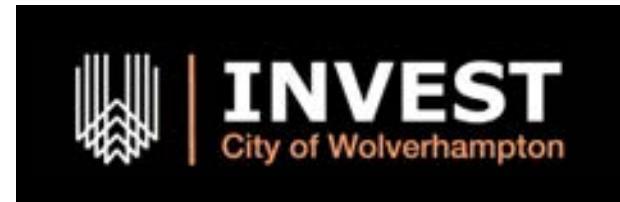
Wolverhampton is the National Centre for Sustainable Construction with the £17.5m National Brownfield Institute on the University of Wolverhampton's flagship £120m Springfield Campus working to develop modern methods of construction. This underpins the city's ambition to be at the heart of green innovation nationally and create skilled jobs for local people in the emerging green economy.

Wolverhampton has several ready-to-go council and partner-owned sites available for development and is committed to working with investors and developers to bring these exciting propositions to life in a secured and phased manner to help protect your investment. There are fantastic opportunities for new hotel development, high quality urban living schemes, next generation office developments and leisure-related investments.

- 21,000 students study at the University of Wolverhampton, while 90% of UK graduates from the most recent cohort were in work or further study (July 2022).
- 88% of schools with a current Ofsted judgement were rated good or outstanding by inspectors, putting the city above the regional average and in line with the national average.
- Wolverhampton was named number one in the UK's top ten most entrepreneurial towns and cities (November 2022).



Visit Invest in Wolverhampton to view our Investment Prospectus.



**Interested in finding out more about how Wolverhampton is at the forefront of Britain's Brownfield Revolution? Attend our dedicated panel discussion featuring leading experts at MIPIM 2023 on the West Midlands Pavilion at 11:00am on Thursday 16th March 2023. Scan the QR code to register for events.**





## COVENTRY AND WARWICKSHIRE

**Coventry and Warwickshire is a dynamic and investable location with a population of over one million people. Located within the West Midlands and just one hour from London, Coventry and Warwickshire's economy is powered by strong clusters in design and engineering, software and R&D.**

With its rich design and manufacturing heritage, the area is home to major global brands such as Aston Martin, BMW, GE, Jaguar Land Rover and Rolls Royce. In recent years, the quality of local talent, built environment and its globally respected universities has helped attract a strong pipeline of investment from China, Germany, India, Japan and North America. Today, Auto-Tech start-ups like Polestar and REE Automotive have benefited from local skills and expertise to innovate new products, while brands such as BSA and Norton have been reborn here. A cluster of more than 40 vehicle-making OEMs design, develop and manufacture new products in Coventry and Warwickshire.

Automotive and manufacturing industries are not the only strengths the region has to offer. Coventry and Warwickshire is one of the largest UK hotspots for video games development. Anchored around the town of Leamington Spa, dubbed 'Silicon Spa', the industry employs over 15% of the UK's games development workforce, working on some of the most famous IP in the world such as Forza Horizon, Fable and Assassin's Creed. Silicon Spa has grown significantly during the pandemic and beyond, with new studios and global names such as Tencent and Meta investing here.

This flair for innovation and creativity has seen growth spread through the creative eco-system of Coventry and Warwickshire. It is home to some of the UK's most creative minds with strengths in design, virtual production, software consulting, digital marketing, Virtual and Augmented Reality, filmmaking and theatre.



Find out why Coventry and Warwickshire offer excellent opportunities for investment.

The commercial property sector has benefited from cross-sector growth and, together with local e-commerce and MedTech investment, a strong market for office and industrial property has been created. Continuing public and private sector redevelopment across Coventry and Warwickshire is creating regeneration opportunities in towns including Leamington Spa and Nuneaton.

Coventry and Warwickshire has established itself at the forefront of innovation, creativity and culture. As the UK City of Culture for 2021-22, and having played a major host role within the 2022 Commonwealth Games, there has been an increasing focus on culture, sport and a legacy for an enhanced visitor economy. There are more exciting opportunities than ever in Coventry and Warwickshire for investors seeking long-term value.

- The West Midlands Gigafactory site, set to create up to 6,000 new jobs and attract £2.5bn investment, will be located on the outskirts of Coventry.
- Coventry and Warwickshire have a pipeline of 350,000 sq. ft of Grade A office in development or recently delivered.
- 15 million sq. ft of industrial under construction or recently delivered in Coventry and Warwickshire.



Check out the "Future Mobility: Driving Britain's Green Industrial Revolution" panel discussion featuring senior representatives from Coventry City Council and Warwickshire County Council at MIPIM 2023 on the West Midlands Pavilion at 14:00pm on Thursday 16th March 2023.  
**Scan the QR code to register for events.**





# DUDLEY

**The historic capital of the Black Country, a part of the West Midlands with a rich industrial heritage, Dudley is a vibrant borough undergoing an exciting £1bn transformation.**

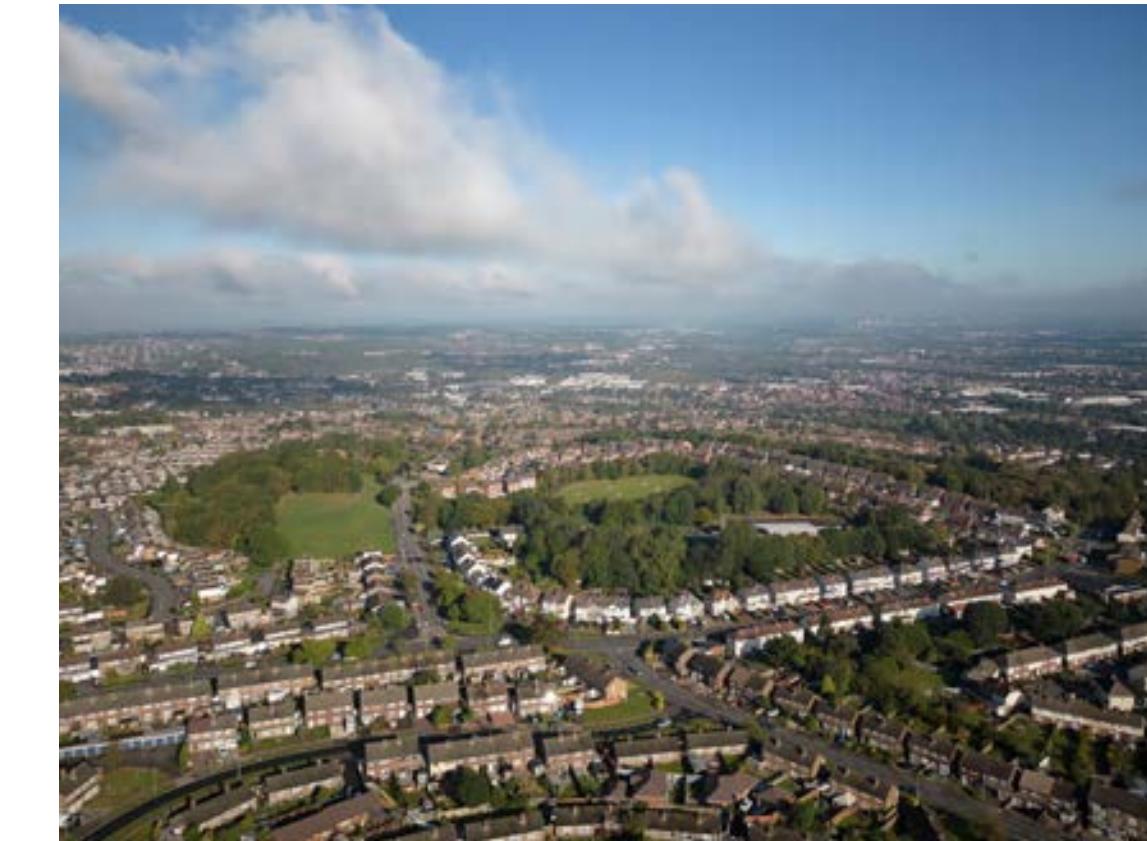
Alongside its expertise in world-class manufacturing and engineering, Dudley has become a thriving hub for creative, digital and technology companies. Supporting these firms is a skilled workforce complemented by graduates from five further education colleges in the area, as well as the University of Wolverhampton, which offers over 700 different courses.

Located at the heart of the UK's motorway network, Dudley provides excellent connectivity to the rest of the country, as well as international markets. A new £450m Midlands Metro line extension in 2023 will offer direct connection to Birmingham in just 40 minutes, while a new £20m transport exchange in the town centre will link all modes of public transport. Birmingham Airport is also easily accessible, offering residents access to over 130 destinations in 49 countries.

Dudley offers investors a wealth of exciting investment opportunities across a series of key commercial, employment and residential sites throughout the town centre and DY5 – the town's state-of-the-art Business and Innovation Enterprise Zone.

Covering 70 hectares, DY5 covers six areas and includes an attractive waterfront location. It has already attracted millions of pounds of new investment and has delivered new speculative industrial development. Further opportunities now exist to deliver commercial and residential opportunities. Benefits include business rate relief, streamlined local authority planning support and access to land remediation funding for new developments.

- Dudley is set to become home to the UK's National Innovation Centre for Very Light Rail; a unique, purpose-built research and development facility.
- The borough is just eight miles from Birmingham – the UK's second city – and has world-class transport links to UK and International destinations.
- Dudley's Business & Innovation Enterprise Zone is one of just 44 Government-created Enterprise Zones offering waterfront high quality of office, technology, leisure and residential high-density mixed-use development opportunities.



Discover why Dudley offers international investors attractive investment opportunities.

Dudley's £1bn programme of investment will see retail and residential developments, student accommodation, education facilities, leisure centres and critical transport links built.  
**Scan the QR code to register for events.**





## SANDWELL

**The third largest borough in the West Midlands and a centre for the UK's manufacturing and logistics industries, Sandwell is home to innovative, export businesses powering a growing £6.5bn economy.**

One reason major companies have headquartered or based in the region – such as the AA, DPD, Eriks and Eastend Foods – is Sandwell's excellent transport links. Close to Birmingham and its international airport, the borough lies at the heart of the UK's motorway network. This world-class connectivity will improve with the arrival of HS2 and the Wednesbury Metro extension, providing more regional and national transport links, offering investors even more opportunities for investment.

Sandwell is undergoing an exciting period of transformation, with up to £1.8bn of investment between 2022 and 2027 funding 66 regeneration projects across the region's six towns – Oldbury, Rowley Regis, Smethwick, Tipton, Wednesbury and West Bromwich. Multiple public and private sector funding streams are set to deliver major development projects across the borough spanning residential, commercial, education and transport infrastructure. Housing continues to be a priority, with Sandwell Council having a strong track record in unlocking strategic housing development across the area.

Sandwell has secured £70m in Government funding over the last year to deliver 17 projects across its six towns, through Town Deal and Levelling Up. In addition, Sandwell has also secured £300m in private investment for the Enfinium Waste to Energy Plant, currently under construction in West Bromwich.

A young and diverse population calls Sandwell home, with 40% of residents under 30 years old and only 15% above the age of 65. Consequently, the population is scheduled to grow faster than both regional and UK averages, demonstrating the level of demand for new infrastructure and the broad depth of opportunities available for investors. The borough's talent pool has seen skills continue to rise, with a 20% increase in residents holding qualifications at NVQ4+, while businesses can also access more than 185,000 university students located across the West Midlands. Start-up businesses have taken full advantage of the talent available, with rates of business start-ups increasing by 15% since 2018 - 10% higher than the UK average.

Sandwell was showcased on the international stage during the Birmingham 2022 Commonwealth Games, with its new, state-of-the-art Sandwell Aquatics Centre garnering worldwide admiration.

- Sandwell has a thriving £6.5bn economy and is a centre for manufacturing and logistics.
- Sandwell is diverse and innovative, with around 9,000 businesses collectively employing approximately 140,000 people.
- The borough has 1,200 hectares of award-winning parks, playing fields and open spaces.



Learn more about how you can invest in Sandwell.

**CELEBRATE  
SANDWELL**

BOSTIN PEOPLE  
BOSTIN PLACE

Sandwell is undergoing an exciting period of transformation, with up to £1.8bn of investment between 2022 and 2027 funding 66 regeneration projects across the region's six towns – Oldbury, Rowley Regis, Smethwick, Tipton, Wednesbury and West Bromwich.  
Scan the QR code to register for events.





# SOLIHULL

**Solihull is a prime location for investment with the town fast becoming one of the UK's best-connected destinations for business, leisure and living.**

The area is undergoing huge investment with the arrival of High-Speed 2 (HS2), transforming Solihull into one of the most exciting and accessible development growth projects in Europe. Already a leading cluster for high-value manufacturers and engineering firms, including Jaguar Land Rover, the town is increasingly attracting companies pioneering next-generation technologies in Future Mobility, ICT, Low Carbon and Professional Services.

A key factor driving investment in Solihull is the UK Central Hub: an area located at the heart of the UK's motorway network encompassing Birmingham Business Park, Birmingham Airport, the National Exhibition Centre (NEC), Jaguar Land Rover, the exciting Arden Cross Development and the new HS2 Interchange Station. The latter is a game-changing addition set to cut journey times to London to just 38 minutes. Alongside the associated infrastructure investment totalling £1.6bn, this will offer investors world-class development opportunities within a swift commute from the capital. Helping maximise development opportunities at The Hub is the Council's Urban Growth Company, which is bringing together public and private sector partners to coordinate and deliver infrastructure investment and broker innovative solutions.

Located next to HS2, Birmingham Airport and the NEC, Europe's busiest events venue, Arden Cross is destined to be a global destination for innovation, business, commerce and living.

This 350-acre (140 hectares) highly sustainable, innovative mixed-used development will create jobs, opportunities and the cutting-edge technologies and skills needed in the future. Solihull's thriving town centre also presents a range of commercial and residential development opportunities that align with the significant investments in public realm and transport infrastructure. A new Town Centre Masterplan has been developed by Solihull Council, providing potential investors with a blueprint for future investment and development in the town centre over the next 20 years, highlighting a comprehensive range of exciting opportunities.

UK Central Solihull has a track record of innovative housing delivery and ambitions to accelerate development across council-owned sites. Solihull offers a range of potential sites for progressive schemes in strategic locations, linked to its economic growth agenda.

- HS2 will enable journey times from Solihull's Interchange Station to Central London in just 38 minutes.
- One in four working age adults have the equivalent of a degree level qualification and more than half work in higher skilled managerial or professional occupations.
- Solihull is one of the UK's best-connected destinations for business, leisure and living.



Explore the incredible array of investment opportunities available in Solihull.



**Interested in finding out more about HS2 and the Arden Cross Development?**  
Join our panel discussion – “Connectivity Gamechangers: HS2 Connected Interchanges”  
at the West Midlands Pavilion at MIPIM 2023 on Tuesday 14th March 2023 at 09:30am.  
**Scan the QR code to register for events.**



# WALSALL

**A borough undergoing exciting transformation, Walsall has an ambitious, clear and forward-thinking vision to support continued regeneration and economic development.**

Walsall has established a superb reputation for working closely with developers, investors and landowners via open and innovative approaches to funding and delivery.

Centrally located and just minutes from the M6 motorway - a major arterial route running through the UK - Walsall offers excellent connectivity to the rest of the United Kingdom. Just 20 minutes by train to Birmingham and two hours to London, Walsall is also within easy reach of Birmingham Airport, where residents and investors can access 130 destinations in 49 countries worldwide.

Walsall Council has facilitated and enabled substantial private sector investment and sustainable development to support economic growth and community wellbeing. Within the borough, Bloxwich and Walsall Town Centre have also been selected to receive £23.5m each from the UK Government's £3.6bn Towns Fund, enabling huge investment opportunities for locations such as a Construction Skills Academy, Advanced Electric Vehicle Technology Centre and Digital Skills Hub.

Investors can benefit from a huge number of investment opportunities earmarked by Walsall Council in the Walsall Town Centre Masterplan. Set to commence over the next 20 years, the local authority is aiming to build a prominent new railway station and improve connections between key transport hubs. Large sites for commercial and industrial opportunities are available within the M6 Junction 10 cluster, throughout the town centre and along the M6 Toll, A5 and A461 corridors, where they can access the national motorway markets and the West Midlands talent pool.



**Walsall Council**

Growing housing demand is also driving substantial opportunities to lever additional investment, delivering more residential properties by 2026. Walsall Council is committed to the acceleration of house-building and improving its housing mix through their supply of brownfield land to create high-quality, sustainable communities. Investors can work with the authority on a significant number of land opportunities, ranging from large strategic developments to smaller, self-build sites. One of the most exciting plans for residential growth is the Willenhall Framework: a 10-year vision and delivery strategy for future housing growth and development in Willenhall. The area will benefit from a successful bid for £20m from the Levelling Up Fund, which will support delivery of homes and accessibility, as well as the reopening of a rail line and brand-new railway station.

- Walsall's connectivity has attracted global brands to set-up headquarters and distribution hubs in the area, including A.F Blakemore, Barhale, Homeserve and Poundland.
- A £78m programme of upgrade works to improve junction 10 of the M6 motorway by Walsall will further reduce congestion and journey times.
- Walsall's Darlaston Enterprise Zone offers superb development opportunities across Advanced Engineering and Manufacturing, Logistics and Distribution, Construction, Transport and Environmental Technology sectors.



Uncover the scope of opportunities available in Walsall:



£500m has already been attracted into Walsall, with many schemes either currently under development or with planning consent confirmed.



# OUR REGION SPEAKS

## Birmingham City Council

"By working with the West Midlands Growth Company at MIPIM we want to bring our unique story to a global audience. The Birmingham Commonwealth Games showcased a city transformed and revitalised, so we are better placed than ever before to engage and work with partners to deliver new homes, jobs and opportunities.

"There has never been a better time to promote the city and region as a destination for international investment and MIPIM is an excellent platform to achieve that."

**Councillor Ian Ward,**  
Leader, Birmingham City Council

## City of Wolverhampton Council

"Multi-billion-pound regeneration is transforming our city and creating a wealth of attractive opportunities for developers and investors. This is all underpinned by our commitment to a sustainable economy, becoming a net zero carbon city by 2041 and major investment in digital infrastructure to support business growth and deliver a ready-made, skilled workforce.

"We are the City of Opportunity and we hope to make some important connections at MIPIM that will benefit Wolverhampton in the future."

**Councillor Ian Brookfield,**  
Leader, City of Wolverhampton Council

## Sandwell Metropolitan Borough Council

"Sandwell Council has secured major investment into the local area with key projects under construction such as the Enfinium waste from energy plant, the extension of the metro from Wednesbury to Dudley and the legacy build for the Sandwell Aquatics Centre.

"The council is looking forward to engaging with investors and developers at MIPIM 2023 to explore new opportunities for investment to deliver further projects from its agreed Regeneration Pipeline, which will create new employment and housing opportunities for local residents in the future."

**Councillor Peter Hughes,**  
Cabinet Member for Regeneration, Sandwell  
Metropolitan Borough Council

## Solihull Council

"We will be showcasing our vision across the UK Central Solihull area, including exciting plans for Solihull town centre. Located at the heart of the UK's transport network, our thriving town centre presents a range of commercial and residential development opportunities, aligned with the significant investments in public realm and transport infrastructure.

"Our bold new Town Centre Masterplan provides an ambitious blueprint for future investment and development, positioning Solihull town centre as part of the engine room of the West Midlands."

**Councillor Ian Courts,**  
Leader of Solihull Council and Lead Member  
for the Economy

## Dudley Council

"Our borough has a lot to offer with £1bn investment, which will revolutionise transport, higher education and more. One of our transformational new schemes, which we are in discussion with potential investors about, is ideally located close to transport networks and alongside our historic canal network.

"Dudley borough is very much open for business. Please get in touch via West Midlands Growth Company or reach out to us directly and be part of our success story."

**Councillor Patrick Harley,**  
Leader of Dudley Council

## Walsall Council

"Our ambition is to improve the economy for local people and there is so much work underway across Walsall to drive this. We've already seen remarkable change here but there is more to deliver.

"The next phase is even more exciting and will position Walsall as a major destination in the Black Country and an increasingly attractive place to live, work and invest."

**Councillor Adrian Andrew,**  
Deputy Leader of Walsall Council



# THE VOICE OF BUSINESS

## Arup

"We are delighted to stand alongside the West Midlands Growth Company in representing the very best the Midlands has to offer within the industry. With the opening of our new Birmingham city centre office later this year, we are here to demonstrate the exciting opportunities this will bring to clients and collaborators and to showcase the wealth of talent and expertise that we have in the region."

**James Watts,**  
Associate Director, Planning

## Lovell Partnerships Ltd

"We're proud to be attending MIPIM in Cannes again this year as part of the West Midlands delegation, as well as being a partner of the West Midlands Growth Company.

"This is an incredibly exciting time for housing-led regeneration in our region, which we'll be representing and promoting at key events and through speaking on panels alongside our partners.

"I'm personally looking forward to actively supporting the WMGC while hearing about the region's regeneration ambitions, as well as raising awareness of Lovell's unique position as an innovative residential and regeneration partner."

**Stuart Penn,**  
Regional Marketing Director

## Bruntwood

"The excitement in Birmingham right now is palpable. The Commonwealth Games showcased our fine city at a global level and the momentum continues from there.

"The steady progression of HS2, the arrival of Goldman Sachs and the transformative nature of the new city schemes we're seeing are helping to drive us forward, delivering our regional growth aspirations to create an avenue to economic opportunity for all our citizens. Bruntwood is committed to help deliver this."

**Rob Valentine,**  
Director, Birmingham & Leeds

## Mott MacDonald

"The opportunity to support the Midlands community at MIPIM gives us a unique chance to engage, understand and look for solutions to help our community. It provides a critical opportunity for Mott MacDonald to reinforce our dedication to the Midlands, where we have been making a difference to the communities we serve for 104 years. Our cities and built environment teams look forward to engaging with our partners and friends."

**Tony O'Toole,**  
Regional Director, Birmingham and the Midlands

## Hammerson

"Birmingham is one of the youngest, most diverse cities in Europe which, alongside extensive national and local infrastructure investment, underpins its current and future growth."

"For Hammerson, Birmingham showcases its strategy in action. With significant investment in the evolution and repurposing of the 35-acre Hammerson estate (including Bullring, Grand Central and Martineau Galleries), we work to enhance social, cultural and commercial opportunities, engaging tens of millions of visitors each year."

**Harry Badham,**  
Chief Development and Asset Repositioning Officer

## Paradise Birmingham

"MIPIM is an important opportunity to put Birmingham and the West Midlands on the global stage and underlines our importance as an international investor destination. With billions of pounds of investment already bearing fruit and the raised profile following last year's Commonwealth Games, we continue to forge ahead and deliver ground-breaking projects that are bringing new jobs, skills and opportunities to the city and region."

**Rob Groves,**  
Regional Development Director at MEPC

## LendLease

"Lendlease is passionate about shaping places for the future. Our large-scale regeneration projects - including the once-in-a-generation opportunity at Smithfield, Birmingham - often span decades and are powered by extensive local and international collaboration with our partners and stakeholders."

"At MIPIM, I'm looking forward to showcasing our projects to an international audience, sharing best practice in placemaking, social value and net zero, and discussing opportunities to work together and deliver developments where communities can flourish."

**Selina Mason,**  
Director of Masterplanning

## Stoford Developments Limited

"Typhoo Wharf is a significant opportunity, which will not only catalyse reinvigoration of the wider area but having the BBC as an occupier and its 20-year lease, will also help to kick start further private and public-sector investment into Digbeth's built environment and transport connections.

"The BBC forms part of a wider mixed masterplan to deliver over 800,000 sq. ft of development."

**Daniel Gallagher,**  
Joint Managing Director



## WHY THE WEST MIDLANDS: OUR INVESTORS IN THEIR OWN WORDS

Goldman  
Sachs

"Talent was really the main focus.  
Where else can you find such a deep,  
diverse talent pool?"

Richard Gnodde,  
CEO at Goldman Sachs International

 Deutsche Bank

"The West Midlands is probably one of  
only a few regions in the world which  
can provide employers with such a  
diverse set of skills."

Paul Anderson,  
Managing Director at Deutsche Bank

 HSBC UK

"We are incredibly proud to be  
headquartered here at the heart of the  
UK as we build a bank fit for the future."

Ian Stuart,  
Chief Executive Officer at HSBC UK

 MICROLAND®

"The West Midlands has a number of  
exclusive opportunities on the horizon  
that will give us a uniquely competitive  
edge, such as the region's status as the  
UK's primary multi-city 5G testbed.  
This facility will allow unprecedented  
access to trial and test new technologies  
and products at scale."

Nagaraja Kini,  
Associate Vice President at Microland

 NOURISHED

"Within 10 miles of Birmingham alone  
there are fantastic universities (Aston  
University, University of Birmingham  
and Birmingham City University) which  
all have 3D-printing programmes. We  
wanted to be close to the experts so we  
could create the best, most innovative  
product possible."

Melissa Snover,  
CEO & Founder of Get Nourish3d.

 BBC

"We said we would do more in the  
Midlands and we're delivering. The new  
broadcast centre in Digbeth will give our  
teams the best facilities and technology  
to serve audiences for decades to come. It  
is going to help build the creative success  
of the region - drawing new investment  
and production to the Midlands."

Tim Davie,  
BBC Director-General

 advanced

"People don't have to travel to London  
to get a job in this sector. There are  
plenty of businesses like Advanced that  
are investing in what is the UK's largest  
regional urban economy."

Gordon Wilson, CEO at Advanced

 DLA PIPER

"Birmingham is a strategically  
important location for DLA Piper, with  
some of our biggest clients based in the  
West Midlands. Our global clients have  
recognised this opportunity and are  
looking to invest in the region."

Trevor Ivory,  
Birmingham Managing Partner at DLA Piper

[Contents](#)[Introduction](#)[Welcome](#)[Regional Introductions](#)[Our Region Speaks](#)[Event Programme](#)[Business and Tourism Programme](#)[West Midlands Partners](#)[WMGC](#)[Contact](#) 

## BUSINESS AND TOURISM PROGRAMME

# ONE REGION MANY PARTNERS

The Business and Tourism Programme was designed to leverage the Birmingham 2022 Commonwealth Games, embedding positive perceptions of the West Midlands into the international imagination and driving long-term economic benefits across the region.



sport is just  
the beginning



## OVERVIEW

Focusing on tourism, trade and investment, the three-year Business and Tourism Programme has catalysed the West Midlands' growth strategy, cementing the region, and wider UK, as a globally sought-after location to visit, invest and live in.

Underscored by the strapline of 'One Region, Many Worlds', the programme has reflected the breadth and diversity of the region's unique places and people. This is under a single vision of achieving sustained economic legacy for the West Midlands.



## IMPACT

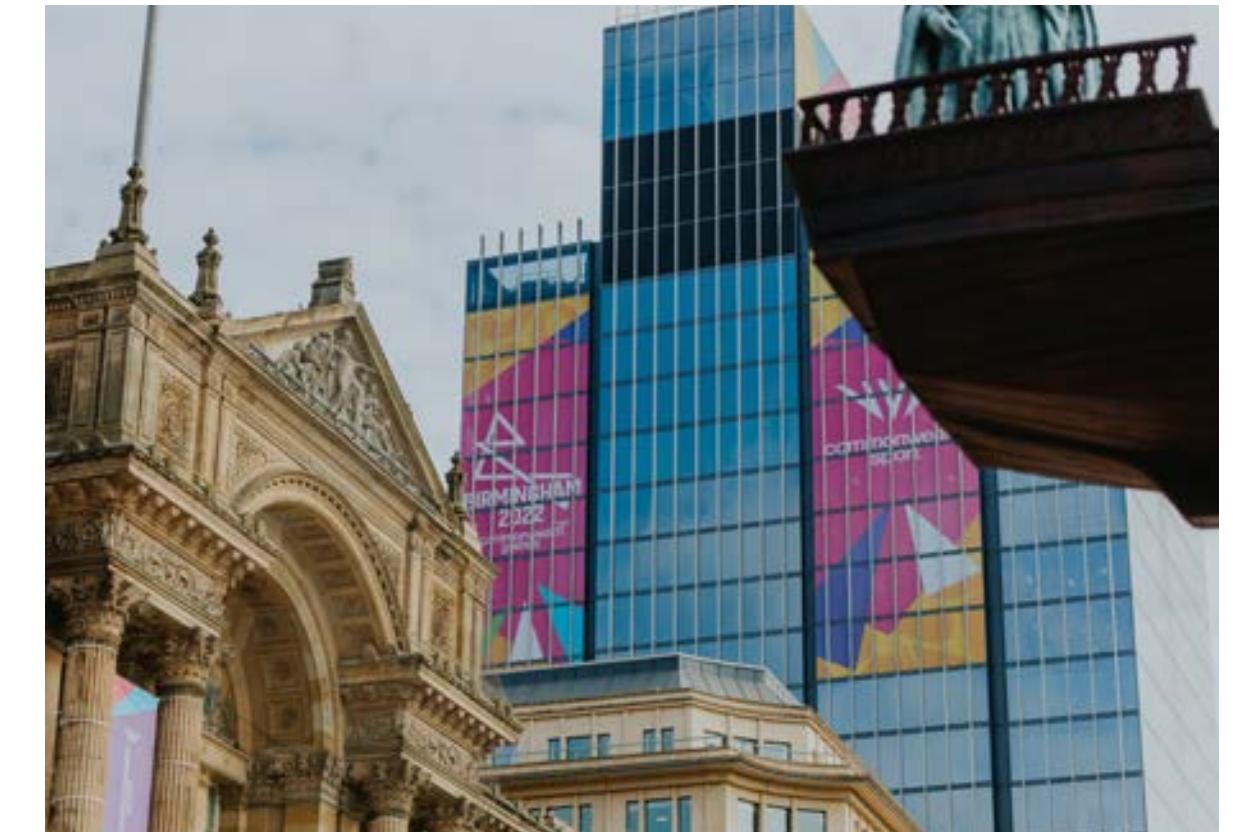
**The programme has gained substantial momentum following the 2022 Commonwealth Games:**

- Over five million people visited Birmingham and millions tuned in on television from 134 countries.
- Marketing campaigns both during and after the Games improved regional perceptions worldwide, with nearly 300 pieces of media coverage secured in publications across the globe reaching over 1.8 billion people.
- Perceptions research has since revealed that a third of respondents in key audiences and market have seen BATP marketing communications, with the majority confirming it had succeeded in improving their awareness, sentiment and consideration of the West Midlands as a place to visit and do business.

In addition to the tremendous exposure from the 2022 Commonwealth Games, West Midlands Growth Company's trade missions to Canada, India, UAE and the USA – combined with the Department for Business and Trade's export programme – have generated substantial business opportunities.

- 45 inward investment projects have been secured to date with international companies from countries including Australia, Canada and Malaysia.
- Performance is well on track to meet the 2027 end of programme goal, while the number of jobs created as a result so far has already exceeded the target.

Furthermore, the sports legacy for the West Midlands following the 2022 Commonwealth Games has secured the Kabaddi World Cup, The British Open Squash Championships, the FIM World Supercross British Grand Prix and the 2026 European Athletics Championships.





# BUSINESS & TOURISM PROGRAMME PARTNERS & SPONSORS

## BRUNTWOOD

Firmly embedded in Birmingham for over 12 years, Bruntwood has more than 550,000 sq. ft of commercial property in the city, with five locations, including the Innovation Birmingham Campus, Cornerblock, the Grade II listed Cornwall Buildings, the 20-storey Centre City building above New Street Station and the McLaren building.

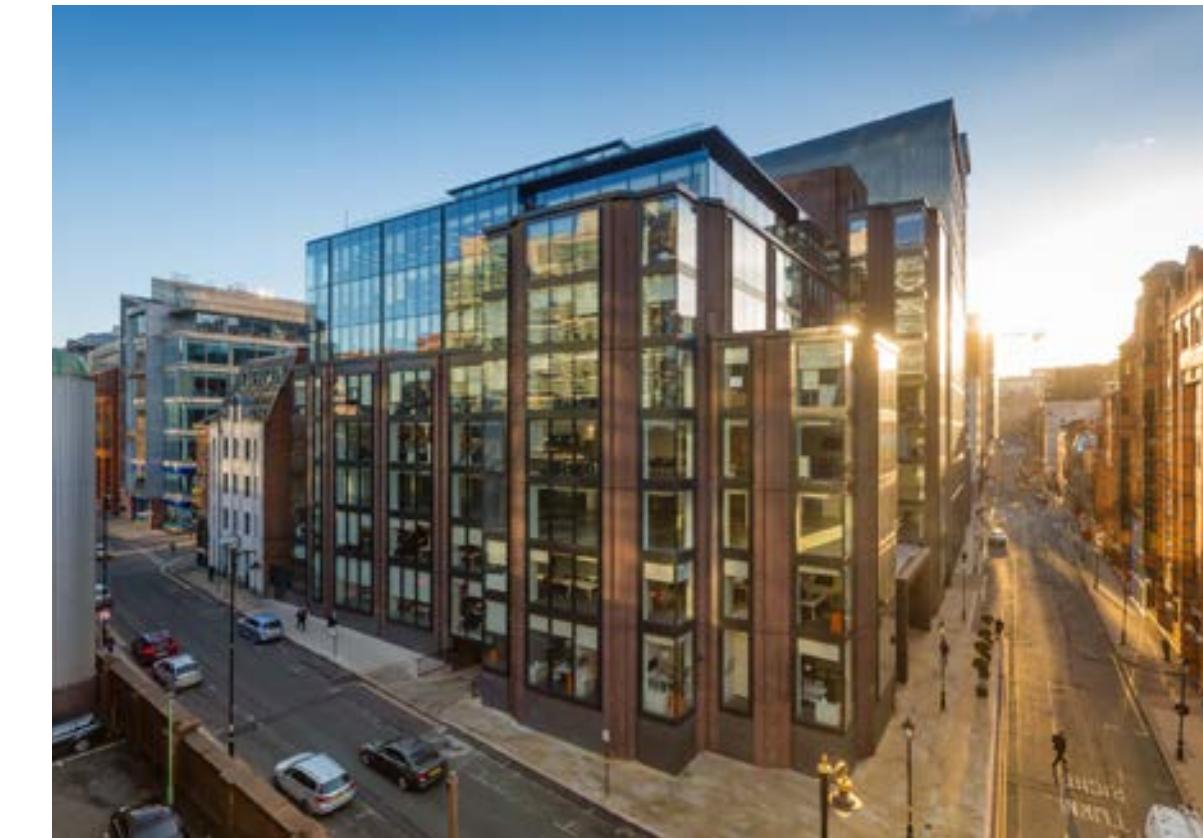
This year is a particularly exciting one for Bruntwood, with two new developments set to open, adding a further 250,000 sq. ft to the portfolio. Enterprise Wharf, set to open in May, is the most exciting new build development currently available in the city. Smart, sustainable and set in landscaped canalside, this is a landmark building which will catalyse the redevelopment of the city's Knowledge Quarter. Designed with tech, digital and innovation-based businesses in mind, Enterprise Wharf stretches the city centre eastwards; whilst in Q4, Birmingham Health Innovation Campus (BHIC) will open in Selly Oak, bringing a world-leading healthcare technologies hub to the city.

Offering high quality, flexible lab and office space, the first phase will kickstart a 10-year masterplan which will provide up to 700,000 sq. ft of state-of-the-art lab, office and incubation space acting as a catalyst for the growth of the Midlands' life sciences sector. It is set to create over 10,000 new jobs and contribute £400m GVA to the regional economy by 2031.



Find out more about Bruntwood.

**bruntwood**





## BUSINESS & TOURISM PROGRAMME PARTNERS & SPONSORS

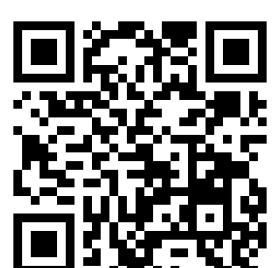
### UNIVERSITY OF BIRMINGHAM

The University of Birmingham has a major impact on the region as an employer, skills provider, research leader and international gateway.

We are a driver of economic growth, a catalyst for social change and a champion of cultural development in Birmingham, the West Midlands and beyond. We support more than 15,000 jobs in the region, with almost one in 50 jobs in Birmingham depending upon the University.

Elsewhere, through our campus in Dubai, we will play a leading role in delivering Dubai's vision and continue to bring demonstrable economic benefit through our partnerships in our sister city of Guangzhou, China. In India, we collaborate across education, healthcare, environmental sciences, global surgery, sports science and more, to improve lives in India and across the world.

Our research drives the ideas and innovations our societies need, tackling challenges such as climate change, inclusive economic growth, digital skills and healthcare and well-being, by working in partnership with government, businesses, industry and communities. As a world-leading university, our role is to develop the skills of the future and work with partners to harness frontier research and development.



Find out how University of Birmingham are creating the world's smartest university campus.

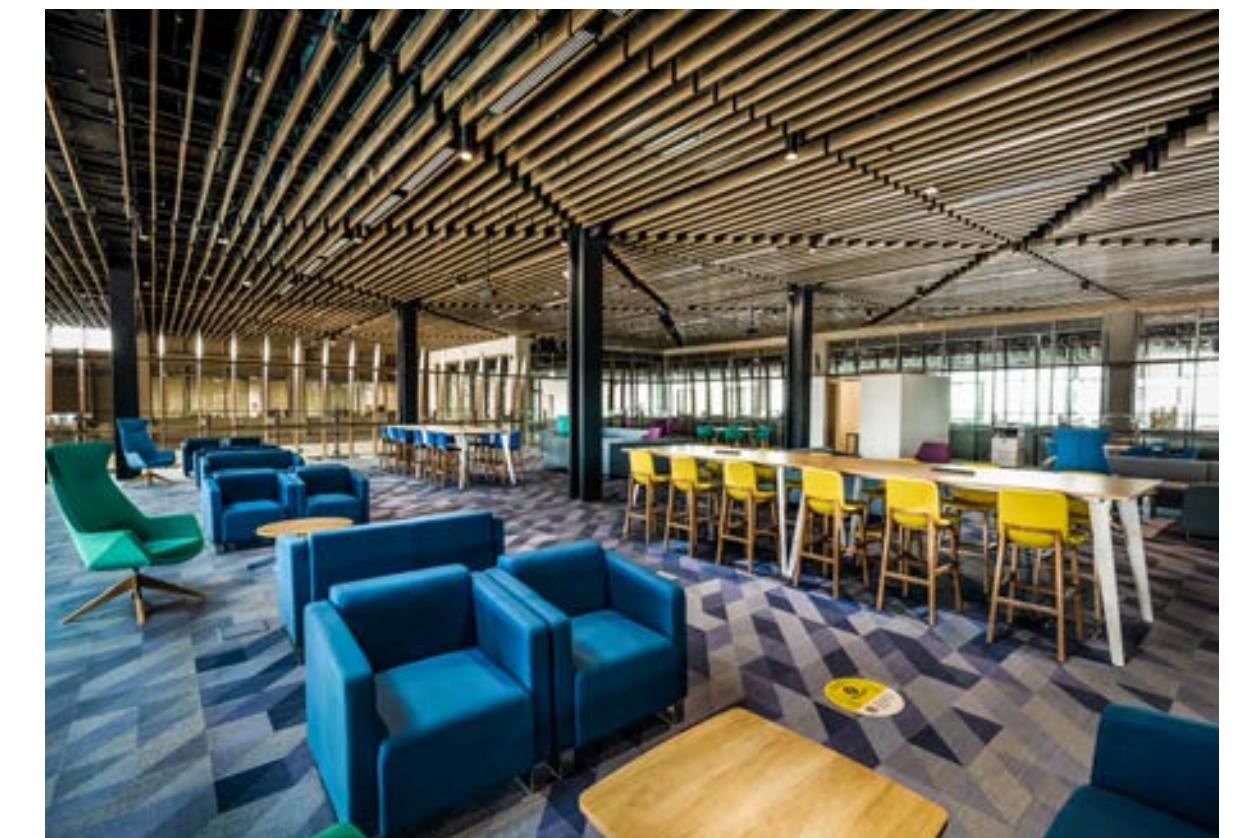
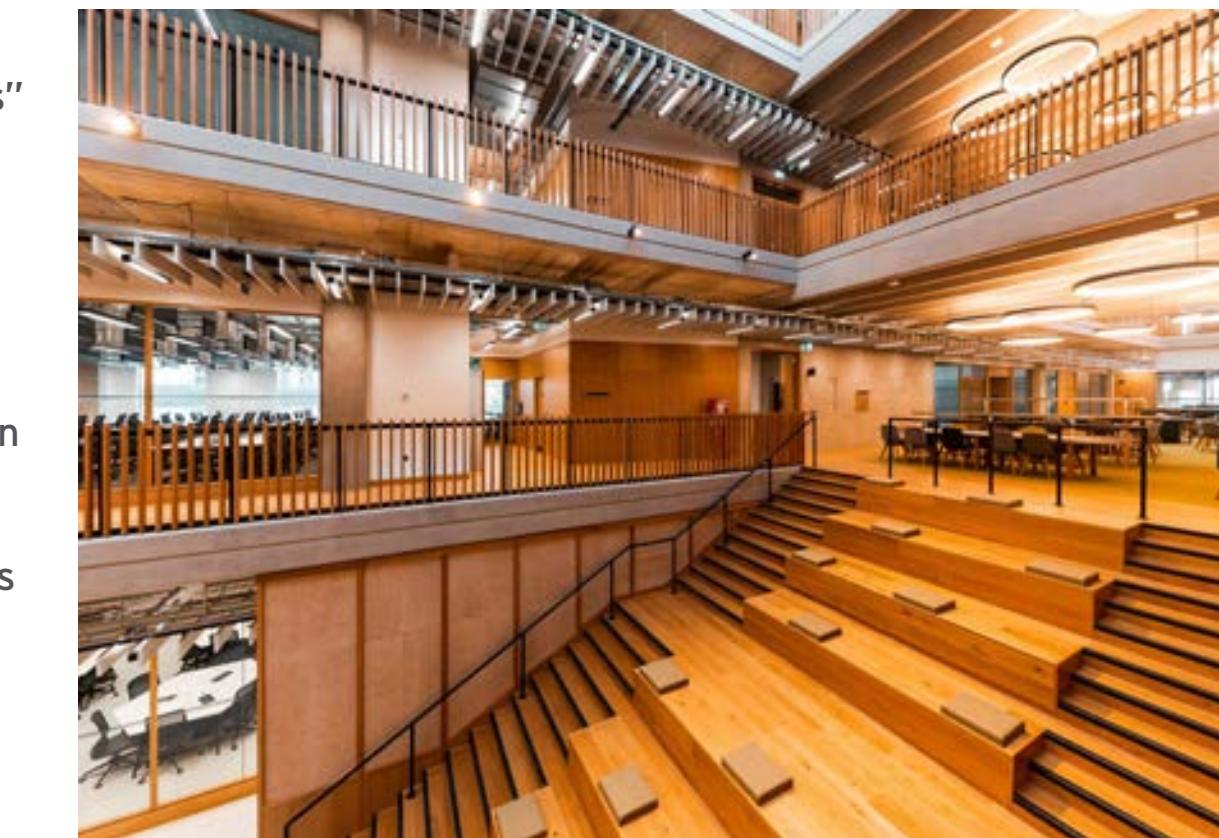


UNIVERSITY OF  
BIRMINGHAM



**Trevor Payne**  
Director of Estates, University of Birmingham

"It's fantastic to be joining the West Midlands delegation and helping to showcase what our region has to offer. As a research-intensive institution based in one of the fastest growing and economically important areas in the UK, global partnerships are crucial for supporting our work. Through our campuses in the UK and Dubai, we create partnerships that tackle challenges faced in areas such as climate change, economic growth and healthcare, and develop the skills of the future through education, research and partnerships."



## BUSINESS & TOURISM PROGRAMME PARTNERS & SPONSORS

### E.ON

At E.ON we are supporting customers in delivering the future of energy. It is who we are as a business and is the result of more than a decade of transformation across our Group.

From fossil fuels to renewables, from large scale generation and networks to solving the challenges at the consumer end.

Our core businesses mirror the major changes happening today. Our efficient, smart technologies help customers at home and in business, reducing their impact on the planet by using less energy and even generating and storing it themselves.

At E.ON, this means continuing our own journey towards providing personalised, smart and sustainable solutions for each customer. Our #ActionForClimate campaign celebrates the role of everyday change-makers and their personal actions to help reduce the UK's carbon footprint.

Getting to net zero in 2050 is a sizeable challenge, especially against the backdrop of a cost-of-living crisis. But the decisions we take, the investments we make, and the path we follow in the next 10 years will decide whether we are on the right road to meet the goal.



Discover Green Means Go.





## BUSINESS & TOURISM PROGRAMME PARTNERS & SPONSORS

### LENDLEASE

Lendlease is a global property and investment group with real estate investments, development and construction projects in major cities across the UK including London, Birmingham, Manchester and York.

Our large-scale urban regeneration projects are complex and often span decades. We recognise that by investing in infrastructure, sustainable solutions, jobs and training opportunities, we can have a positive, lasting impact on the communities we serve.

Lendlease's UK development pipeline currently stands at c.£29.5bn and this will see us deliver in excess of 29,000 new homes, 841,000 sqm of commercial space and over £5.5bn of investment into the UK economy by 2027. £300m is spent with SMEs throughout our supply chain each year with over 34,000 new jobs created.

We aim to be net zero carbon by 2025 and absolute zero by 2040 with no offsets and no excuses and have published our Roadmap to Absolute Zero Carbon in 2020 which sets out how we plan to reach these targets. We have already reduced our scope one and two emissions by 53% in 2022.



Find out more about how Lendlease are working with Birmingham City Council to deliver the Smithfield development.



## WEST MIDLANDS PARTNERS

### ARUP

Arup has been a trusted partner in the built environment and for sustainable development in Birmingham and across the Midlands for more than 50 years. We have worked on hundreds of projects across both the East and West Midlands, with our local team growing to almost 1,000 members today.

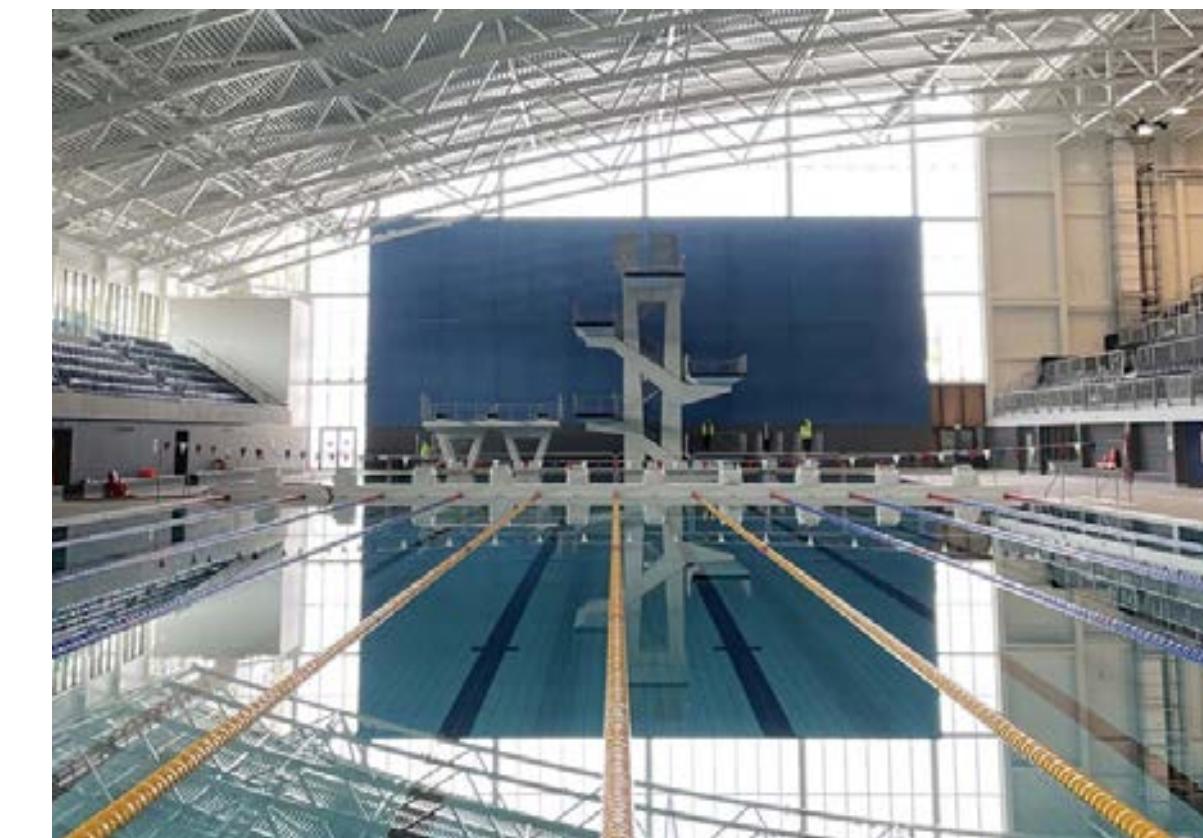
Our expertise in regeneration and sustainable design is influencing some of the most prominent schemes in the region. From Paradise to Perry Barr, and high-speed rail to decarbonising existing assets, our members bring insight and innovation to every project. This has included the redevelopment of Birmingham's Alexander Stadium and the Sandwell Aquatics Centre for the Birmingham 2022 Commonwealth Games, creating a legacy of pride and community wellbeing in the process.

Owned in trust for the benefit of our employees, we make clear choices about what is important to us. We are driven by a set of Arup values that keep us focussed on the quality of what we do.



# ARUP

Discover how Arup supported the £72m redevelopment of Birmingham's Alexander Stadium.





# WEST MIDLANDS PARTNERS

## HAMMERSON

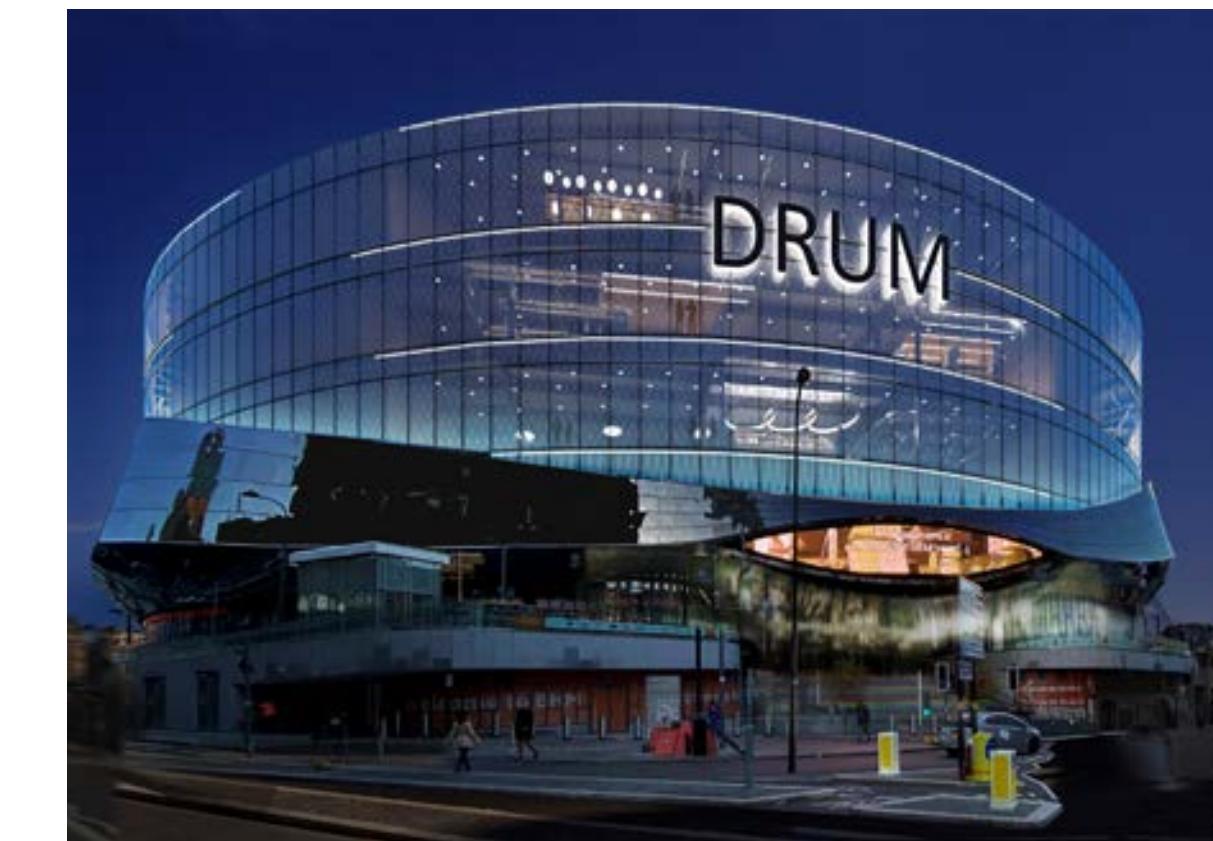
**Our assets are high profile and play an essential role in their communities. In many cases they form part of the city's own identity. These destinations include Bullring in Birmingham, Westquay in Southampton and The Oracle in Reading.**

We also hold investments in best-in-class premium outlet villages such as Bicester Village in Oxfordshire.

We continue to develop strong partnerships with new and existing brands to explore and incubate new concepts and ideas that amplify our destinations and engage our visitors in new, smart and memorable ways.

Our portfolio of destinations welcomes more than 250 million visitors each year and contributes significantly to the economy, supporting thousands of jobs through our retail, dining, workspace, entertainment and leisure partners.

Hammerson also holds over 100 acres of attractive pre-development and strategic land situated in and around urban locations with the potential to ultimately reshape entire neighbourhoods and create mixed use city centre spaces for generations to come. These include Bishopsgate Goodsyard in Shoreditch, Martineau Galleries in Birmingham and Dublin Central.



Find out more about Hammerson.



## WEST MIDLANDS PARTNERS

### LOVELL PARTNERSHIPS LTD

**Lovell is a partnership housing expert and a leading provider of innovative residential construction and regeneration developments. We have expertise in housing-led regeneration, including new build, open market housing, elderly care, refurbishment, whole house retrofit and planned maintenance.**

Long-term regeneration projects have been a specialist area for many decades. Regeneration involves creating quality buildings and environments, but more importantly, it is about people. We have the expertise and ability to cater to all aspects of regeneration. From creating local jobs, offering training to local people, through to delivering complex models which offer their partners risk and reward mechanisms.

Our latest work in the Midlands involves a strategic partnership with the West Midlands Combined Authority (WMCA), where both parties are involved in the unlocking of stalled brownfield sites with the ambition of delivering 4,000 homes over eight years. To date, Lovell and the WMCA have unlocked the delivery of almost 1,000 homes; a great example of how the public and private sector comes together.

One of the leading experts in whole house retrofit and building on recent successes, there are over 300 properties in the pipeline for retrofit works, helping to reduce carbon emissions and to address fuel poverty.

We continue to expand our footprint after opening a new office in Derby, which will be dedicated to growing the business in collaboration with local authorities, housing association partners, land agents and owners. Our ability to work within communities and transform derelict areas is further cemented by our continued innovation, ambition and vision.

Lovell is part of the Morgan Sindall Group plc, a leading UK construction and regeneration group with revenue of £3.1bn, which operates through six divisions of Construction and Infrastructure, Fit Out, Property Services, Partnership Housing, Urban Regeneration and Investments.





# WEST MIDLANDS PARTNERS

## MOTT MACDONALD

The West Midlands is one of the most diverse regions in Europe and we have been successfully delivering expertise and knowledge in the local community for more than 100 years.

Being an employee-owned business means our profits come back to the Midlands. Our 800 local staff can connect and focus on your needs because our people live, work and directly experience life here. We know what is great about the Midlands and we are full of ideas on how to improve it.

Our local team has delivered solutions on over 8,000 projects, across 20 different specialisms and that's before we add in the knowledge and experience of over 18,000 staff, in 150 countries with an annual revenue in excess of £1.6bn.

Having built a stable, diverse and loyal staff, we build strong relationships with our clients and give value through the reach of our whole business.

Commitment, knowledge and experience is at the heart of what we do. We measure success through the professionalism, dedication, enthusiasm and ingenuity of our engineers, environmentalists, planners, economists, cost consultants, project managers, safety experts, management consultants and many more.



Learn more about Mott MacDonald.





# WEST MIDLANDS PARTNERS

## MUSE

The nationwide placemaker, Muse, has almost 40 years of experience creating mixed-use communities across the UK.

Our track record of leading complex, mixed-use regeneration gives us the experience to deliver successful places, with the emphasis on sustainability, community and quality. We're working with partners in 40 places across the UK from Bradford to Brentford, from Salford to Lewisham, with close to 2,500 new homes and 800,000 sq. ft of workspace currently on site and a gross development value of over £1.2bn. We combine local insight with the resources and capabilities of a nationwide organisation. Our regional teams are based in Salford, Leeds, London and Birmingham.

As part of Morgan Sindall Group, we have the financial strength of a leading UK construction and regeneration group with an annual revenue of £3.2bn. Our focus is on strong partnerships in the many places we work across the United Kingdom and our national strategic joint ventures, The English Cities Fund - with Legal & General and Homes England - and Waterside Places with the Canal & River Trust.



# MUSE



Learn more about Muse.



# WEST MIDLANDS PARTNERS

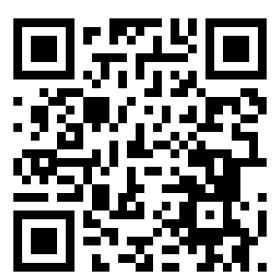
## PARADISE BIRMINGHAM

Paradise is the £1.2bn transformation of the heart of Birmingham into a new world-class destination for the city, creating new buildings, connections and public realm as well as jobs, skills and opportunities for the region.

MEPC has completed phase one of the development with One Chamberlain Square and Two Chamberlain Square overlooking the city's most important civic space with its impressive Classical and Victorian architecture. Over 5,000 people are now working at Paradise with occupiers including PwC, DLA Piper, Knights, Mazars, Cazenove Capital and Atkins. The latest building to complete in early 2023, the 280,000 sq. ft One Centenary Way will be home to leading consultants in sustainable development, Arup, and Global financial firm Goldman Sachs.

Work is well underway on Octagon, the first pure residential octagonal high rise building in the world, delivering 370 Build to Rent apartments. Construction of the next office building, 189,000 sq. ft Three Chamberlain Square will start in 2023. It will be one of the most sustainable commercial buildings located in the city centre and a first for Birmingham in terms of environmental standards, while offering a unique working setting for occupiers.

**Paradise**  
BIRMINGHAM



Watch Paradise: The Story So Far  
for more information.





## WEST MIDLANDS PARTNERS

### STOFORD DEVELOPMENTS LIMITED

In 1996, a small group of professionals saw a gap in the market to launch a pre-let commercial property development company with a difference. Our niche back then, as it is now, was to be a company that listened to your business needs, to tailor your requirements and to then develop you a building of substance.

We are privately owned, therefore all our shareholders play an active role in the running of our company. This, we believe, strengthens our commitment to your business, for swift decisions and a high interest in the management of every project we are involved with.

Over the years, our company has organically grown into over 20 employees. Working with Stoford, you get a seamless process throughout the whole of your development scheme. Our portfolio speaks for itself and we are proud to continuously secure industry awards year-on-year. We enjoy close working relationships with local planning authorities, regional development agencies, landowners and joint venture partners.

Sustainable development is at the heart of our business and has been delivered across over 20 million square feet of development in the last 25 years. Our strategic land bank of nearly 2,000 acres with potential for a further 20 million square feet of employment space will continue to deliver market leading, sustainably developed schemes with the future in mind.



# STOFORD



Discover more about Stoford limited.

[Contents](#)[Introduction](#)[Welcome](#)[Regional Introductions](#)[Our Region Speaks](#)[Event Programme](#)[Business and Tourism Programme](#)[West Midlands Partners](#)

WMGC

[Contact](#)

## WEST MIDLANDS GROWTH COMPANY

# ONE REGION MANY OPPORTUNITIES

West Midlands Growth Company (WMGC) is the official investment promotion and destination management organisation for the West Midlands. We are wholly owned by the West Midlands Combined Authority (WMCA) and the seven constituent Metropolitan authorities.





# CAPITAL INVESTMENT SERVICES

**West Midlands Growth Company's highly experienced Capital Investment team provides a comprehensive range of services for real estate developers investing in the West Midlands, working with regional partners to deliver high-quality, long-term investment opportunities.**

Our dedicated Capital Investment experts act as a strategic partner and single point of contact for real estate investors, enabling connections with key decision-makers in the West Midlands Combined Authority (WMCA) and the seven local authorities, ensuring investors have the information they need to maximise the extensive investment opportunities available in the region.

We have vast experience helping hundreds of real estate investors access a wealth of exciting investment opportunities, ranging from commercial and residential properties to large-scale industrial facilities, delivering tangible growth and employment opportunities across the West Midlands. Ultimately, our Capital Investment team is here to help your investments succeed – at no extra cost to you.



Find out more about the investment opportunities in the West Midlands' key developments.

## Qualify and Plan

West Midlands Growth Company's Capital Investment experts are the first point of contact for any investor seeking real estate and investment information in the region. Dedicated specialists can answer your queries and provide in-depth regional insights, giving you everything you need to identify the right opportunities for you.

Furthermore, our coherent routes to approval – recognised by UK Government as best practice – give investors clarity, enabling them to meet the criteria required and plan accordingly.

## Identify Funding Streams

Alongside facilitating connections with key decision-makers and influencers in local government – as well as leading public and private sector organisations in the region – the West Midlands Growth Company's Capital Investment specialists can help investors access the considerable financial aids available. Whether it's assisting in finding the right grant funding or signposting towards government-backed finance routes, we can provide comprehensive, value-added assistance.

## Research and Marketing

We work with the West Midlands Combined Authority (WMCA) and seven local authorities to take investable opportunities to market. When a site is commissioned for development or regeneration, our Capital Investment experts conduct extensive market research, packaging the proposition and showcasing the opportunity to potential investors.



**Andrew Dunbar**  
**Head of Capital Investment**  
**West Midlands Growth Company**

As Head of Capital Investment, Andrew Dunbar leads the Regional Capital Investment Programme for West Midlands Growth Company, working with investors to maximise brownfield development opportunities across the commercial, residential, low-carbon and asset retrofitting markets.

Andrew works closely with domestic and global investors, developers and advisory professionals to source exciting new development opportunities that align to the strategic direction of the seven local authorities and the West Midlands Combined Authority.

He has previously worked as Head of International Public Affairs for Birmingham City Council and Special Advisor to the Leader of Birmingham City Council between 2008-2012. Andrew holds a BSc Econ in International Relations from the University of Wales and a LLB in Law from the University of Birmingham.

**Email**  
[andrew.dunbar@wmgrowth.com](mailto:andrew.dunbar@wmgrowth.com)

**linkedin**  
[www.linkedin.com/in/andrew-dunbar-69355020/](http://www.linkedin.com/in/andrew-dunbar-69355020/)

[Contents](#)[Introduction](#)[Welcome](#)[Regional Introductions](#)[Our Region Speaks](#)[Event Programme](#)[Business and Tourism Programme](#)[West Midlands Partners](#)[WMGC](#)[Contact](#)

## BUSINESS AND TOURISM PROGRAMME

# PARTNERS AND SPONSORS



bruntwood



UNIVERSITY OF  
BIRMINGHAM

e-on



[Contents](#)[Introduction](#)[Welcome](#)[Regional Introductions](#)[Our Region Speaks](#)[Event Programme](#)[Business and Tourism Programme](#)[West Midlands Partners](#)[WMGC](#)[Contact](#)

## CONTACT DETAILS

If you would like to enquire about the wealth of exciting real estate investment opportunities across the West Midlands, contact:

**Andrew Dunbar**  
Head of Capital Investment  
[andrew.dunbar@wmgrowth.com](mailto:andrew.dunbar@wmgrowth.com)

**Dan Storer**  
Chief Investment Officer  
[dan.storer@wmgrowth.com](mailto:dan.storer@wmgrowth.com)

[www.wmmipim.com](http://www.wmmipim.com)

 **InvestWestMidlands**  
[@thewestmidlandsgrowthcompany](https://www.linkedin.com/company/thewestmidlandsgrowthcompany)

 **Invest\_wm**  
**WMGrowth**

