

SCOTTISH CITIES ALLIANCE INVESTMENT PROSPECTUS



Stirling

Perth

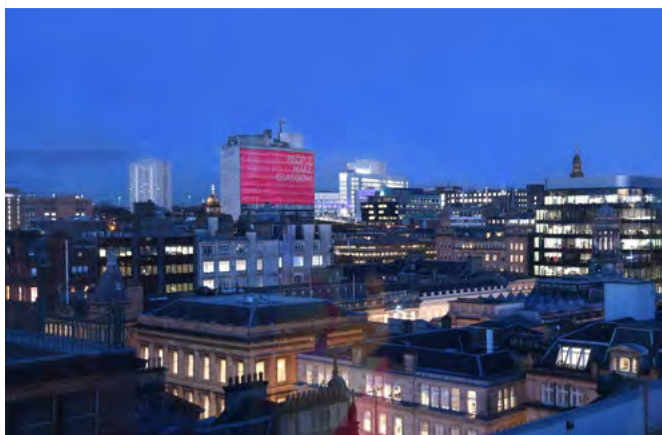


Inverness



Glasgow

Edinburgh



Dundee

Aberdeen



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FOREWORD

Welcome to the Scottish Cities Alliance Investment Prospectus, which showcases a range of robust, investor-ready propositions and pipeline projects spanning a range of sectors.

Councillor John Alexander,
Chair of the Scottish Cities Alliance

Scotland's cities and the Scottish Government form the Alliance, a one-stop shop to offer investors a joined-up approach to create projects of scale across the broad business spectrum of high value propositions.

There are many reasons to invest in Scotland's sustainable and smart cities, from their excellent connectivity, to their attractively low tax rates, a high quality of life, a highly skilled workforce and last, but certainly not least, a proud history of innovation with Scots inventing everything from television to Skyscanner. It's on this culture of innovation that Scottish cities are building their aspiration for inclusive economic growth. Scotland is the most attractive region for investing in the UK after London according to E&Y's Attractiveness Survey, and with ongoing interest from a wide range of international

investors in the development opportunities offered by Scotland's cities, it will remain a desirable destination for investment.

With more than £5 billion committed so far to supporting economic development in Scotland through City Region and Growth Deals, our seven cities are modern thriving destinations each with their own distinct personality and sectoral strengths – Aberdeen, Edinburgh, Glasgow, Inverness, Perth, Stirling and my own city, Dundee, which is undergoing a £1billion transformation on its Waterfront, with the stunning V&A Museum of Design at its heart, highlights the diverse range of sectoral strengths and scales for investment.

Scotland has more than 5,100 international companies with giants in tech such as Skyscanner, FanDuel, Amazon,

SKY as well as start-ups such as Nucleus Financial, FreeAgent and Money Dashboard already taking advantage of the many benefits of locating in this data-driven economy.

Smart City technology is transforming Scotland's cities, enabling them to become more internationally competitive and boost economic growth. To seize the opportunities offered by new technologies, Scotland's cities have worked collaboratively to create the ground-breaking Smart Cities Scotland programme which is helping services across the cities become more efficient and greener, which provides a strong foundation to attract and grow new hi-tech businesses that will drive future sustainable economic success.



We also recognise the role that hydrogen can play in placing Scotland at the forefront internationally within the renewables sector. Building on the many achievements to-date, including the deployment of refuelling infrastructure, hydrogen fuel cell electric buses and vehicles, working collaboratively, the Alliance will ramp up these opportunities across our cities and regions focussing on heavy fleet vehicles such as ferries, trucks and

trains, energy storage and the decarbonising of heat and the eradication of fuel poverty.

The “Smart” ambitions of Scotland’s cities will ensure that they become some of

the most sustainable and desirable places to live, work and invest in the world.

Scotland’s seven thriving cities offer world-class investor-ready opportunities. We invite you to join us on this exciting journey.



With more than £5 billion committed so far to supporting economic development in Scotland through City Region and Growth Deals, our seven cities are modern thriving destinations each with their own distinct personality and sectoral strengths.

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SECTORAL OPPORTUNITIES IN SCOTLAND'S CITIES



Aerospace and Space

Scotland has built an internationally-recognised space industry with 80 aerospace companies such as Clyde Space. With year on year growth projected above 6%, Scotland has the ambition to grow its role in space from a £2billion industry today to a £4 billion one by 2030. The sector employs more than 7600 highly-skilled people and continues to grow with the first spaceport in Europe to be built in Sutherland offering a dedicated vertical rocket launch site.



Creative Industries

Scotland's creative industries employ nearly 80,000 people, adding £3.7 billion to the Scottish economy each year and with the expansion of training facilities, there is a huge pool of skilled talent and new graduates joining the industry. The digital media sector is at the forefront of innovation in applications, music, TV, publishing and games, and we have centres of excellence springing up around the country. Scotland's landscape is featured in international blockbusters such as Skyfall and World War Z and home to global phenomenon game creators like Rockstar North and Axis Animation.



Commercial/office

Scotland is home to some of the largest European companies such as Concentrix, Cigna, Ceridian, Teleperformance and Sykes. All were drawn here by the right mix of talent, quality infrastructure and support. With over 215,000 people working in financial and business services, supplemented by over 97,000 graduates a year, Scotland offers high quality, flexible staff with skills covering a range of front and back office activities.



Food & drink

From world-renowned whiskies and award winning meat and seafood, to small-batch gins, craft beers, and innovative baked goods, Scotland is the home of quality and flavour.

- the drinks sector at £2.1 billion (16.8% of total manufacturing GVA); and

- Food products at £1.6 billion (12.9%).

Working hand-in-hand with the Scottish Government; and a wide variety of industry bodies and associations carries that message of quality to the wider world.



Industrial and manufacturing

Demand in the industrial property market has been strengthening since 2012. In 2016, cash terms GVA in the manufacturing sector amounted to £12.7 billion, up 5% on the previous year. Rents continue to rise and the development market is responding with a number of active projects. Units below 929sq.m. are in particularly strong demand and larger units (4,645 sq.m +) are becoming more active with lettings progressing on a good proportion of what remains of the limited larger industrial stock available. (Source: Ryden)



Life sciences and biotech

Over 600 life sciences organisations employ more than 30,000 people, making Scotland one of the largest life sciences clusters in Europe. Scotland is home to a thriving biocluster, providing the ideal environment for innovation and company growth with key sites including Edinburgh BioQuarter and Inverness Campus. There are also innovation centres covering: stratified medicine, sensors, digital health, industrial biotechnology and aquaculture. Scotland's unified healthcare provider, the NHS, works closely with industry and academia, supported by the dedicated cross-party organisation, LISAB. The NHS provides co-ordinated access to clinical investigators and patients through single point of contact for industry, accessible clinical research support infrastructures, and streamlined and timely clinical trial approvals.



Renewable energy

Scotland's extensive renewable energy resources offer huge opportunities: investing in Scotland means access to potential capital contracts worth tens of billions and huge export revenue. With renewable energy sites close to Enterprise Areas and deepwater ports, manufacturing bases are ideally located to serve the Scottish, UK, European and global markets. Scotland's energy experience is globally recognised with decades of experience in the oil and gas industry. By investing in Scotland's renewable energy industry there's access to highly qualified staff and a wide range of proven suppliers with the ability to diversify into the renewables market.



Retail & leisure

Total sales in Scotland increased by 0.8% in March 2018, in comparison to the previous year. Food retailers in particular have had healthy growth with demand for expansion of chains such as Starbucks, Tim Hortons and Pret a Manger both for standard shops and drive-through. High Streets and shopping centres continue to seek alternative, non-retail occupiers to fill vacant units. Leisure, health and fitness, cinema and bar/restaurant uses are becoming widespread targets across many former shopping locations. (Source: Ryden)



Tourism and hospitality

Tourism is an important component of the Scottish economy supporting business activity and employment across Scotland. There are over 14,000 tourism and hospitality businesses. The combined impacts of a Sterling currency value proposition, an anticipated increase in international tourist arrivals to the UK, and the improvement in sales distribution channels online has undoubtedly helped extend the appeal of the Scottish commercial accommodation supply. (Source: VisitScotland)



Urban Residential

Scotland's residential market is at its strongest condition since 2008. With a total of 101,421 residential transactions during the year ending June 2017, the bulk of activity focuses on properties up to £400,000. This market has been assisted by low mortgage and taxation rates, along with Government initiatives such as Help to Buy. The bracket between £400,000 and £750,000 outperformed the wider market, recording an 8% annual growth in transactions. (Source: Savills Scotland Residential Property Market 2017)

CONTACT

For information on opportunities in the cities please contact:

Amy Groden
Scottish Cities Alliance
E: amy.groden@scottishcities.org.uk

For further information on Scotland's sectors contact:
Scottish Development International
T: +44 (0) 300 013 2734

Stirling

Perth

Inverness

Glasgow

Edinburgh

Dundee

Aberdeen

ABERDEEN KEY MESSAGES

Aberdeen is an internationally recognised business centre with globally competitive industries. It has particular strengths in energy, food and drink, tourism and life sciences sectors. The region is home to two leading universities and internationally significant research centres such as the National Subsea Research Institute, Oil and Gas Technology Centre, Decommissioning Centre of Excellence, The Rowett Institute, The Marine Lab and the James Hutton Institute along with world class renewables deployment including the world's first floating wind farm, European Offshore Wind Deployment Centre, and a growing Hydrogen transport economy, with the largest and most diverse hydrogen fleet in Europe. Foresterhill, Aberdeen's Health Campus of over 123 acres also houses Europe's single largest healthcare and clinical complex.

Aberdeen is one of the world's top five energy cities, leading the way in the global energy transition, and has been ranked as one of the UK's most competitive and innovative cities. In 2018 Aberdeen was ranked 6th among the UK's 63 largest cities in terms of the number of patents per 1,000 population. A quarter of Scotland's top 100 companies are based in Aberdeen and GVA sits at £18bn, 13% of Scotland's total.



Co-Leader of Aberdeen City Council – Councillor Jenny Laing

"Aberdeen City Council is driving unprecedented transformation in our city. We are in the midst of delivering an ambitious £1billion capital programme which will improve opportunities for individuals and businesses in Aberdeen, whilst providing a solid foundation for the region as a whole. Our inward investment hub, Invest Aberdeen, works in partnership with key stakeholders to further grow investment into the city and wider region and create competitive growth opportunities in our priority sectors.

Innovation and diversification are at the heart of Aberdeen City Council's plans. We are already established on the world stage but must work hard to build on that position – and the evidence of that commitment to progress can be seen throughout the city."

Quick facts

Size
(Metro)

6,499 km²

Population
(Metro)

490,600

Website

www.investaberdeen.co.uk



OPPORTUNITY

QUEEN STREET, ABERDEEN

CONTACT:

Richard Sweetnam
Chief Officer – City Growth
T: +44 (0) 1224 522662
E: rsweetnam@aberdeencity.gov.uk
[@Invest_Aberdeen](#)

OVERVIEW

A multi-phase scheme with opportunity for flexible investment, including equity or debt finance, plus joint ventures for some or all phases. Phases 1-3, with a GDV of £26.5 million, present opportunities for hotel, apartments, retail and leisure.

PROJECT DESCRIPTION

Queen Street occupies an area of Aberdeen that sits at the heart of the historic city, just above the port, facing onto the city's main market and at the fulcrum of the route running north to Old Aberdeen. The area has nurtured the establishment and growth of some of the great civic institutions which underpin the city.

The Quarter contains Marischal College, the second largest granite building in the world, the City Chambers and many other Aberdeen civic, cultural and architectural jewels, as well as – crucially – some 1960s and 70s civic interventions making poor use of this key location.

Adjacent to Queen Street is the new (£107million) Marischal Square development (www.marischalsquare.co.uk) comprising a mix of leisure and office uses forming a busy hub within the City Centre. Aberdeen's main street, Union Street, is within touching distance of the site as are two of Aberdeen's busiest shopping destinations which are within a 2 minute walk. Recent

data on office occupancy demonstrates a doubling of take-up in 2017 to over 37,000 sqm. Oxford Economics has predicted that Aberdeen is set to grow.

The vision for Queen Street is the transformation of the area into a new mixed-use urban quarter. Cafes and shops spill out onto pedestrian friendly streets and public spaces. Apartments above provide a desirable residential address. Together with Marischal College, the Lemon Tree and the Arts Centre the proposed mix of uses forms a vibrant urban quarter that is active through the day and into the evening. It becomes a pleasant spot for city workers to take time out during the day, for culture vultures to extend their visit to the Lemon Tree or Arts Centre and for residents to enjoy convenient access to the city centre's employment and leisure opportunities.

A £30million investment is being made by Aberdeen City Council in land investment to bring control to the local authority.

This is a multi-phase development in a prime location. The opportunity could take various flexible forms (i.e. equity or debt finance) and there are opportunities for joint ventures for some or all phases.

The project has a Gross Development Value of between £100million - £150million. Expected completion of all phases by 2025-6.

For development investment - £18M phase 1, £60M phase 2 and £150+ overall total.

Phases 1-3 are scheduled for 2020-21 start and present opportunities for hotel, 350 apartments and 9,000 square metres of leisure and retail. GDV is approximately £150million with initial construction costs estimated at £50million.

PROMOTER AND PARTNERSHIPS

Queen Street is being promoted by Aberdeen City Council in partnership with a number of public sector stakeholders including the Scottish Government.

KEY SECTORS



**Urban
residential**



**Tourism
& hospitality**



**Commercial/
office**



**Retail
& leisure**

QUICK FACTS



Project Promoter

Aberdeen City Council



Scale

£100-£150 million, 350 apartments,
9,000m² leisure / retail



Project Type

Mixed use, residential led, could include hotel



Location

Aberdeen city centre, Scotland



Investment Type

Equity investor, funder, development partner



Programme

Phase 1-3 start 2020 - complete 2025



Planning Status

Included in Local Development Plan and key
project in City Centre Masterplan



Website

aberdeencitycentremasterplan.com



Aberdeen Queen Street



The scheme will deliver a new urban quarter alongside existing cultural facilities which will result in a vibrant quarter that is active throughout the day and into the evening.

OPPORTUNITY

ABERDEEN HARBOUR SOUTH

CONTACT:

Marine Enquiries
E: info@aberdeen-harbour.co.uk
Invest Aberdeen
E: enquiries@investaberdeen.co.uk
T: +44 (0) 1224 522940 / @Invest_Aberdeen

OVERVIEW

Aberdeen Harbour's South Harbour development will transform the marine support capacity of Aberdeen. The £350 million project will enable significant upscaling and growth opportunities for customers and new markets. South Harbour is the largest marine infrastructure project currently underway in the UK and is a development of national significance. Once complete, the combined Aberdeen Harbour will be Scotland's largest port, in terms of berthage.

Aberdeen Harbour was established in 1136 and is Britain's oldest existing business. Today it is the premier marine support centre for the subsea engineering sector and offshore energy industry, and is the main commercial port serving the North East of Scotland.

Recent decades have seen more than £200 million in investment in existing facilities and the Trust Port's latest development is a single investment of £350 million.

South Harbour will revolutionise the port's capacity and will allow vessels of up to 300 metres plus to berth alongside. The extensive quay lengths, expansive laydown area and deep water channel will also transform the functionality of the port, allowing the

accommodation of upscaled decommissioning, renewables and cruise industry activity.

CURRENT STATUS

This site is allocated in the Aberdeen Local Development Plan 2017 as OP62 Aberdeen Harbour, for Harbour use. Construction began in May 2017 and the project is planned for phased completion in 2021.

The new facilities will allow the port to grow its energy activities whilst attracting new, upscaled activities from the widest range of sectors.

Around South Harbour are existing business and industrial parks zoned B1 Business and Industrial in the Aberdeen Local Development Plan 2017. These

opportunity sites are located adjacent to major existing infrastructure, including the Inverness-Edinburgh trainline and the southern junction of the Aberdeen Western Peripheral Route. The site is also close to the proposed Aberdeen Energy from Waste site which will produce both electricity and heat energy, a proposed solar farm, a hydrogen fuelling station and the existing business and industrial parks have also been identified as an Energy transition Zone to support clean energy such as offshore wind, hydrogen and carbon capture and storage.

INVESTMENT

Aberdeen Harbour Board has invested approximately £330 million in the development and has also attracted support



Aberdeen South Harbour, opening 2020



from Aberdeen City Council, Aberdeenshire Council and Scottish Enterprise.






The Aberdeen City Region Deal is delivering new transport infrastructure to improve connectivity from the

Aberdeen Western Peripheral Route via the Charleston Interchange on the A90.

Investor Support
Invest Aberdeen will work with Aberdeen Harbour Board, industry, and stakeholders to provide information on landside

development opportunities during the construction and implementation phases.

QUICK FACTS

	Project Promoter	Aberdeen Harbour Board & Aberdeen City Council
	Scale	Largest harbour by berthage in UK
	Investment	£350 million
	Jobs	Additional 7,000 indirect equivalent jobs by 2035, injecting an additional £0.9 billion GVA into the national economy.
	Business	Onshore Business and Industrial Opportunities

OPPORTUNITY

THE EVENT COMPLEX ABERDEEN (TECA)

CONTACT:

Invest Aberdeen

E: enquiries@investaberdeen.co.uk

T: +44 (0)1224 522940/@Invest_Aberdeen

OVERVIEW

Opened in August 2019, The Event Complex Aberdeen (TECA) is located four miles north west of Aberdeen city centre adjacent to Aberdeen International Airport.

The development is set within 150 acres of landscaped park land with direct access onto the A96 and the new Aberdeen Western Peripheral Route (AWPR) junction at Aberdeen International Airport giving access to the north and south of the city.

TECA is anchored by Aberdeen's new Exhibition and Conference Centre and two new hotels providing 350 bedrooms – Hilton Aberdeen TECA and Scotland's first Aloft by Marriot. There is also permission for a third hotel within the complex.

The site provides Aberdeen with state-of-the-art exhibition and conference facilities capable of underwriting the city as Europe's energy capital and represents an initial Phase 1 investment of over £300million.

The site is complemented by 60,000m² of new Grade A business space powered by an energy centre located within the site.

CURRENT STATUS

TECA has been developed by Aberdeen City Council along with partner HBD and is a key element of £560million investment in infrastructure by Aberdeen City Council to grow and bolster the local, Scottish and UK economies.

The first phase of TECA commenced in 2016 with the building of Aberdeen's new exhibition and conference centre, two hotels and onsite energy centre with completion in 2019.

The new facility will anchor existing international events and compete nationally and internationally for new events, as well as broadening the appeal of the north-east to a global audience. It includes a 9,000m² arena capable of accommodating 12,500 seated with a further 6,000m² of additional flexible exhibition space.

A further 31,000m² of subterranean space is available for major conferences and exhibitions along with VIP boxes, full dining and banqueting facilities and over 2,000 onsite car parking spaces.

TECA provides further development opportunities across the site with planning permission in principle in place for over 60,000m² of flexible grade A office accommodation split into a series of distinctive zones within the wider development within easy reach of the strategic road network, railway station at Dyce and Aberdeen International Airport.

INVESTMENT SOUGHT

The Council and its development partner HBD are seeking to actively engage with interested parties seeking to invest, occupy and purchase the commercial/business space within the wider TECA development.

KEY SECTORS



**Commercial/
office**



**Tourism
& hospitality**



**Retail
& leisure**



The Event Complex Aberdeen Credit: HBD

ABERDEEN

QUICK FACTS



Adjacent to new 12,500 seat Arena and exhibition and conference space



Phase 1 development of over £300 million



4.5 million visitors, £113 million of visitor spend and £63 million net GVA to the Scottish economy over 10 years



Planning permission in Principle for over 60,000m² of office space



Close proximity to Airport, railway station and strategic road network

OPPORTUNITY

BRIDGE OF DON

CONTACT:

Aberdeen City Council Estates Team
E: estates@aberdeencity.gov.uk
T: +44 (0) 1224 523064
Invest Aberdeen
E: enquiries@investaberdeen.co.uk
T: +44 (0) 1224 522940 / @Invest_Aberdeen

OVERVIEW

Situated to the north of Aberdeen City Centre and with direct routes into the city centre and Aberdeen International Airport via the new £750million Aberdeen Western Peripheral Route (AWPR) the site which previously housed the Aberdeen Exhibition and Conference Centre (AECC) offers an attractive mixed-use development opportunity. The site covers 18.4ha (45.5acres) five miles north of Aberdeen City Centre and sits within an attractive coastal position between Royal Aberdeen Golf Club, Aberdeen Energy Park and a residential suburb of Aberdeen.

Aberdeen City Council have undertaken to relocate the AECC to a new site at Bucksburn, close to Aberdeen International Airport, where a contemporary new events centre will be provided along with ancillary, supporting uses. Once the new facility is operational, the existing site will become redundant and alternative uses must be found for the site.

The site previously housed Aberdeen's exhibition and conferencing centre, which moved to a new facility in 2019. The site is being brought forward by Aberdeen City Council and HBD, the Council's development partner with a vision to deliver a redeveloped, high quality mixed use urban

environment to re-energise this part of the City following the move of the conferencing and exhibition facilities.

The site will be cleared and serviced prior to disposal of the packages for purchase or lease.

CURRENT STATUS

Site clearance and site servicing works will begin in 2020 with sites then available for disposal. The site is allocated in the Aberdeen Local Development Plan (LDP) 2017 as an opportunity site for mixed-use development, including both commercial, leisure and residential opportunities. HBD and

Aberdeen City Council will clear the site of existing buildings and look to install appropriate infrastructure to allow the creation of development plots

INVESTOR SUPPORT

Aberdeen City Council, working with HBD will proactively work to bring the site to the market. Parties interested in purchasing or leasing any parts of the site or wishing to discuss potential uses should contact Aberdeen City Council.



Bridge of Don development opportunity masterplan

QUICK FACTS



A major mixed-use development site of 18.4 hectares



999 space park and ride facility within the site boundary



Site to be cleared, development plots created and serviced



Well served by existing public transport connections to the City Centre and access to AWPR



Allocated as a mixed use opportunity site in Aberdeen Local Development Plan 2017



Planning Permission in Principle (Ref. 150824) for 498 residential units, commercial, business uses, recycling centre and park & ride facilities.

DUNDEE KEY MESSAGES

Dundee has a stunning location on the banks of the River Tay, situated on the east coast of Scotland. It is a city with much to discover with its vibrant arts scene, 5 star visitor attractions, independent cafes and stylish restaurants, an abundance of green space, easy access to premier ski locations, 60 golf courses within a 30 minute drive and Broughty Ferry Beach, which has secured a Scotland's Beach Award for excellent water quality. Dundee is the first city in the UK to receive the UNESCO City of Design designation.

Dundee is a young city, 51% of the population is under 40. With a student to population ratio of 1:5, the highest in Scotland, Dundee's talent pool is skilled, multicultural and highly educated. The city has two world-class universities, an award winning college and is renowned for being a centre of academic and research excellence.



Leader of Dundee City Council – Councillor John Alexander

"With a hugely ambitious £1billion waterfront redevelopment taking shape, anchored by the first V&A Museum outside London, Dundee is a city that is rightly attracting attention from both international investors and the world's media, from The Los Angeles Times to Vogue.

Dundee is embracing a huge transformation and has been firmly propelled to a city of global renown. Perceptions are changing and with this comes significant investment across a range of sectors including life sciences, creative industries and energy. This wave of investment is helping to drive the competitiveness, diversity, strength and growth of the local and regional economy.

The recent announcement of Michelin Scotland Innovation Parc demonstrates the city's determination to deliver a vibrant long-term future for the Baldovie site, built around sustainable mobility and low carbon energy, and that vision is becoming a reality.

With three further and higher education institutes, the city boasts a highly educated workforce and great quality of life and following the opening of the V&A Dundee the city is set to continue on its upward trajectory."

Quick facts

Size
(Metro)
60 km²

Population
(Metro)
237,000

Website
www.investindundee.co.uk



OPPORTUNITY

DUNDEE WATERFRONT

CONTACT:
info@dundeewaterfront.com

OVERVIEW

Dundee Waterfront is one of the largest active regeneration projects in the UK, covering 5 key zones along an 8km stretch of Dundee's waterfront. The primary investment opportunities are within the Central Waterfront which includes a number of sites which are wholly owned by Dundee City Council and are "shovel ready".

DUNDEE WATERFRONT

Development at Dundee Waterfront is based on the solid foundations of a visionary masterplan. Significant public and private investment has already been made to develop the necessary infrastructure: serviced sites for development; civic space at Slessor Gardens; a new railway station and V&A Dundee. Development to date adds to the attractiveness of the city and its waterfront as an investment opportunity.

Central Waterfront:

The Central Waterfront provides a range of opportunities which are varied and include: mixed use, infrastructure, commercial, residential, retail, hospitality and leisure.

A total of 155,842m² of floorspace will be created across 9 development sites within the central waterfront. This will create 89,287m² of commercial space, including 4000m² for hotels, 42,155m² of residential space, which

will create approximately 500-850 flats and 19,880m² of active ground floor space for boutique retail, cafes, bars and restaurants.

Seabraes: Opportunities are also available at Seabraes (site wholly owned by Scottish Enterprise) for both creative industries and residential developments.

City Quay/Dundee Marina:

Independent studies identify that a modern marina in Dundee of circa 300 to 400 berths could provide for a sustainable and viable marina business. This in turn would meet current and future boating demands in a niche area of the East Coast of Scotland. Accordingly, Dundee City Council is committed to providing key infrastructure projects for the marina.

FIVE STRATEGIC DEVELOPMENT ZONES

Dundee Waterfront offers a variety of investment opportunities across 5 development zones:

- **Riverside:** Transport, Leisure and Residential
- **Seabraes:** Creative Industries and Residential
- **Central Waterfront:** Commercial, Residential, Retail, Leisure and Hospitality
- **City Quay:** Commercial, Residential and Leisure
- **Dundee Port:** Industrial/Renewables and Decommissioning

Investment Prospectus

KEY SECTORS



**Urban
residential**



**Commercial/
office**



**Retail
& leisure**



**Industrial &
manufacturing**



DUNDEE

CURRENT STATUS

Development of the Central Waterfront is phased, with a number of plots available for immediate development, subject to planning permission. The Central Waterfront has welcomed V&A Dundee, a new railway station, Slessor Gardens and The Earl Grey Building. A proposal has been submitted and approved for Site 2 to see the development of Studio Dundee co-working space, 117 build to rent apartments and urban offices. This project has attracted £3M funding from the Tay Cities Deal. A proposal of application notice has been submitted for the future development of Site 10, for a mixed-use development consisting of office space, active ground floor uses and leisure.

SUPPORT FOR INVESTORS

A pro-active approach to developer, investor and end user stakeholders is a key feature of this opportunity.

QUICK FACTS



Third most active regeneration project in the UK



Total Site area: 240 hectares over 8km of waterfront



Circa £800m invested to date, with total investment of over £1B sought



Project creating 7,000 jobs



Detailed Information, including development briefs for each site is available at:
dundeewaterfront.com

OVERVIEW

Dundee is focusing its attention on the future of energy in Scotland, be that the development of the oil and gas sector, offshore renewables, decommissioning or indeed new energy sources such as hydrogen.

CURRENT STATUS

The Energy sector is an important part of the future for Dundee and the broader Tayside economy. The sector encompasses: offshore wind, oil & gas, decommissioning (driven by the proximity of the Scottish Offshore Wind projects) and emerging and growing areas such as hydrogen; electric vehicles and a general market demand to lower energy costs and become more sustainable.

Dundee's strategic location allows the city to compete in regional, national and international markets. It is a well-connected location – allowing access to 90% of Scotland's population within a 90 minute drive time, and this is advantageous across all sectors, including offshore wind.

Forth & Tay Offshore Alliance is a recently established public and private partnership aimed at attracting and retaining investment in offshore related manufacturing and servicing to the Forth & Tay region. Dundee's cluster approach brings together regional strengths from across Tayside and Fife in the engineering/manufacturing sectors via networks, such as Energy Dundee and the Forth and Tay Cluster to support the offshore sector.

The strengths include proximity to the wind farms on the east coast of Scotland, existing facilities and infrastructure investment, land supply, existing skills, and importantly balance of plant manufacture and operations and maintenance credentials.

Aims of the cluster:

- Establish the cluster proposition
- Supply chain development
- Event programme
- Skills development
- Develop and establish strategic relationships and collaborations

Given the significant public and private investment made in infrastructure, Dundee City Council and our partner's are committed to ensure that Dundee becomes the hub for offshore wind, renewable energy and decommissioning on the east coast of Scotland. This investment includes £10M by Forth Ports to create a new quayside with an industry-leading "heavy lift" capability, coupled with a significant onshore operational area; £5M of investment by the John Lawrie Group to build a decommissioning platform;



We want to be a globally recognised centre of excellence; a world-leader in sustainable mobility and low carbon energy...

**KEY
SECTORS****Commercial/
office****Industrial &
manufacturing****Renewable
energy**

and Dundee City Council's investment in access and trunk roads into the port and offsite land for supply chain development. In December 2019, Forth Ports announced a further investment of £40 million into infrastructure at Dundee Port to support the development of the energy sector, and create further opportunities for investment. This investment demonstrates their confidence in the long term energy markets for offshore wind and decommissioning at Port of Dundee.

Dundee is home to world class R&D facilities. The city's two universities offer world class research, skilled staff and training opportunities. The University of Dundee has significant expertise and experience of working with developers in the offshore wind sector and offers an interdisciplinary and integrated approach bringing together experts, researchers, and knowledge. In addition, University of Dundee has key strengths in advising on deployment of foundations, substructures and turbines, and addressing the challenges of installing these structures in different conditions.

Dundee has a population of 148,710 (490,000 within the Tay Region) providing access to a skilled labour market, with experience in engineering, manufacturing and technical sectors.

The city offers an educated workforce with a student to population ratio of 1:5, generating graduate output across relevant disciplines and opportunities for the energy sector.

The strong partnership established in Dundee is committed to building an industry that is focused on the offshore market, and with the natural wind resource just off of our coast line we are optimistic for the future.

Hydrogen Facilities

Dundee City Council are a partner in a Horizon 2020 project, funded by the European Union, called Jive 2. It is a core element within the overall low-carbon transport strategy for the Michelin Scotland Innovation Parc and its development will be one of the earliest cornerstone projects.

The project will see the delivery and operation of 12 hydrogen fuelled double-decker buses, together with an on-site hydrogen generation and dispensing station.

The project will enable the development of a national hydrogen knowledge hub to serve the expansion of hydrogen as a wholly zero carbon alternative transport fuel within Scotland. The project brings together public and private expertise to evolve, improve and expand the zero-carbon public transport offer.

Dundee Port

The Port of Dundee is owned and operated by Forth Ports Ltd. It is the closest port to a range of Scottish east coast offshore wind development zones and is optimally positioned for fabrication, mobilisation and decommissioning projects for the North Sea Oil and Gas Industry.

Dundee Port offers unrestricted access to the North Sea 24/7; 1600m of quayside; 60 acres for Fabrication and Marshalling; Six working berths; Gottwald 1500 tonne crane; high capacity heavy lift, wharfs and quays including 200m Purpose-built heavy-lift quayside; normal operating draft of 8.5m; jack-up capability and full mobilisation and demobilisation capability/services.

OVERVIEW

Michelin Scotland Innovation Parc (MSIP): Creating a new future for people, place and planet. MSIP is an ambitious joint venture between Dundee City Council, Michelin and Scottish Enterprise, created to drive growth and diversity in the Scottish economy while addressing the global climate emergency.

Covering a 32-hectare site in Dundee, we aim to deliver a world class innovation centre, driving global research while influencing and supporting breakthroughs in sustainable mobility and low carbon energy. MSIP will provide industrial spaces and facilities for a wide variety of organisations, research institutions and industry trailblazers addressing the global challenges facing our community, country and planet.

The Innovation Parc Hub (specifically designed for collaborative use by industry and academia focused on sustainable mobility and low carbon energy) and The Skills Academy will be in the centre of the site, creating a cluster of activities within a variety of new and existing buildings around the green square. This will be the heart of the MSIP campus where the shared and social facilities are located.

- Large and medium scale manufacturing will be in the larger buildings to the south which are best suited for large scale activities.
- Hydrogen Production Facility and Refuelling Centre will be located on the land to the north of the site.
- New development space is available for future expansion of MSIP.
- Events space
- Facilities and space for tenant companies
- Supporting infrastructure

Additional facilities will be available to those located here. The Parc will offer a gym, creche and vibrant social space for networking, relaxing and thinking up that next big idea.

MSIP is being developed in response to the forthcoming closure of Michelin's tyre factory in Dundee with the loss of 845 jobs.

Scottish Enterprise, Dundee City Council and Michelin, alongside Scottish and UK Governments, Transport Scotland and several other agencies are working to redevelop the site as a flagship innovation parc for Sustainable Mobility and Low Carbon Energy. The formation of a Joint Venture company, MSIP Ltd, with Scottish Enterprise, Michelin and Dundee City Council is a huge step forward in delivering the vision for this innovation parc that will lever the existing low carbon energy infrastructure and deliver new innovations in sustainable mobility and low carbon. The Michelin-Scotland Innovation Parc will provide modern, flexible and exciting space focussed on innovation and manufacturing. It will be home to a rich variety of activity, attracting companies, research institutions and skilled people to address key global challenges.

It will grow the Scottish economy by enabling the development of commercially competitive innovations and training new talent for future needs.



This new parc will deliver benefits to both Scotland and Michelin; helping Scotland attract research and investment to solve key energy challenges, while also supporting Michelin's goals for innovation and sustainable mobility. It also shows how Scotland is capitalising on our climate change ambitions to create new opportunities that deliver benefits at a local and national level, that will have a real impact on the world and the climate emergency we now find ourselves in.



WHY INVEST IN DUNDEE:

AMICULUM®

OVERVIEW

AMICULUM® is an independent global healthcare communication, consulting and learning business with a team of over 250 healthcare communications professionals, based in New Zealand, China, Singapore, UAE, Switzerland, the UK and the USA. We partner with leading pharmaceutical, biotechnology and medical device companies in some of the most complex and exciting areas of medicine.

AMICULUM® comprises eight distinct agency businesses, each led by an experienced management team whose members are all actively involved in the delivery of services to clients. Our agencies offer services in medical communications, healthcare learning, clinical and commercial consultancy, market access, rare diseases, genomic medicine, creative design, digital engagement and advocacy.

Every agency has a distinctive character and area of expertise, but share a single heritage and vision:

“To create a business environment in which talented individuals can deliver great work in collaboration with their colleagues and clients”

AMICULUM®’s offices in Dundee University’s incubator facility on the Dundee City Council Technopole opened for business in May 2018. With an established scientific community and university links, Dundee was an obvious location to establish AMICULUM’s first Scottish office.

The city’s successful track record in biomedical science, creative design and digital technologies has presented many exciting opportunities for innovation and collaboration. Our close proximity to Dundee University – highly regarded as a global centre of biomedical research and teaching – has been a real advantage

in further developing our partnership with the institution.

Since its establishment, our Dundee office has continued to grow and now consists of team members from who specialize in medical writing, client services and creative design. It also remains our Scottish ‘hub’ for team members travelling from Edinburgh and Glasgow. As our team continues to grow, we look forward to creating a more established presence, and to actively contribute to the ongoing developments in the city and region.





Altogether different

AMICULUM®
NZ • CHINA • SINGAPORE • UAE • SWITZERLAND • UK • USA

“

To create a business environment in which talented individuals can deliver great work in collaboration with their colleagues and clients

WHY INVEST IN DUNDEE:

OUTPLAY

OVERVIEW

Outplay Entertainment is the UK's largest independent mobile game company, but it's not the size that matters, it's the quality of the games. Founded in 2010, our talented and dynamic team have been pouring their passion and creativity into the development of our games. We care about our players, and that's why our games have been downloaded over 100 million times.

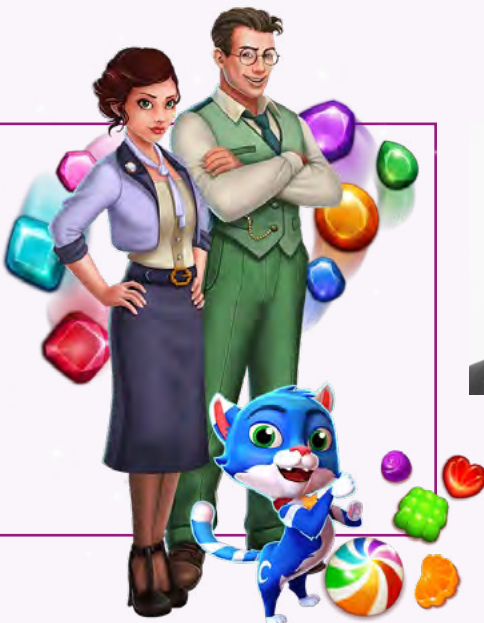
Of all the places, in all of the world, Dundee is where we set our roots. We believe that it is the birthplace of dynamic and strategic video games, with great titles such as Lemmings and Grand Theft Auto calling this sunny city home. A Mecca for gaming enthusiasts, both the University of Abertay and Dundee University provide specialised gaming courses, and this attracts talent from all over the world... right to our doorstep.

The benefits of starting a company in Scotland were undeniable to our founders Douglas and Richard Hare. They had previously set up a successful gaming company in California, but decided to take their skills and knowledge to launch something new in their bonnie homeland. The Scottish Government were extremely helpful in supporting the company get off the ground. Scottish Enterprise put the Hare brothers in touch with potential investors, and granted us a Regional Selective Assistance (RSA) grant for setting up in Dundee.

Now Outplay has over 120 brilliant people working behind the scenes, it has experienced constant year-on-year growth, and is one of Scotland's happiest places to work. Douglas Hare let us in on his little secret; "Not only did we invest in the launch of games, we invested in people." Scotland is a beautifully multicultural society, and here at Outplay we have people from over 20 nations working together.

“

Not only did we invest in the launch of games, we invested in people.



CONTACT:

Douglas Hare
CEO
E: doug@outplay.com
W: www.outplay.com



The Scottish Government has made tremendous efforts to ensure that all guests in this country feel welcomed, and understands that immigration is key to innovation. Scotland has a unique benefit in the UK for companies; skilled talent from across the EU can study for free at our Universities, and many choose to stay and contribute massively to our society.

Over the last decade, Dundee has benefited from substantial investment, both locally and nationally. Our tourism figures have increased, and our unemployment has decreased. With the construction of V&A Dundee, and many other projects nearing completion, the city's Waterfront Regeneration is bearing fruit. Dundee is set to be at the cutting edge of modern creative industries, and Outplay is at the heart of it.

Although we aren't just here for the work benefits. Scotland is one of the most beautiful countries in the world, and we are only a short commute from breathtaking sights. Our team is constantly out exploring our wee bit hill and glen, whether white water rafting down the Tay or bagging a few Munros, there is nowhere we would rather be than here.

EDINBURGH KEY MESSAGES

A highly skilled workforce, competitive cost base and hard to beat quality of life make Edinburgh an attractive destination for investors. The city offers a supportive entrepreneurial ecosystem in which businesses from start-ups to established organisations can thrive. A leading financial and technology centre, Edinburgh enjoys one of the highest rates of successful business start-ups in the UK as the city moves towards becoming the data capital of Europe.

Edinburgh enjoys an award winning reputation as one of the world's favourite visitor cities offering flights to over 120 destinations and rated as one of Europe's top cruise destinations in 2018. Hotel occupancy rates continue to be among the highest in Europe.



Leader of Edinburgh City Council – Councillor Adam McVey

"Here in Scotland's wonderful capital city, we offer an unrivalled quality of life for our residents – with the majority of our citizens being among the UK's most educated workforce. This coupled with a strong and diverse range of industries – financial services, technology or life sciences – makes Edinburgh a great place to invest and do business.

Through the transformative £1.3bn City Region Deal and elsewhere, our public and private sectors and academic institutions are working ever more collaboratively together to deliver innovative solutions and undertake ground-breaking research and development, all of which is contributing towards greater and fairer economic growth that everyone in the city can benefit from.

The International Business Gateway, University of Edinburgh and BioQuarter developments, featured further on in this book, give a true flavour of the breadth of inward investment opportunities that exist here in Edinburgh, the fastest growing and most exciting city in the UK."

Quick facts

Size
(Metro)

264 km²

Population
(Metro)

1,339,380

Website

www.investinedinburgh.com



OPPORTUNITY

EDINBURGH BIOQUARTER

CONTACT:

David Ridd

T: +44 (0) 7730 616 435

E: david.ridd@edinburghbioquarter.com

OVERVIEW

Edinburgh BioQuarter is a major health and life sciences destination with over £400m of developments and exciting future plans. A world-leading location for discoveries in health research, home to innovative life sciences companies, honoured clinicians and researchers, a world top 20 University and many of its award-winning scientific research institutes.

Edinburgh BioQuarter co-locates 7,500 healthcare and life sciences experts who work together to create opportunities for innovation, ultimately leading to improved patient care and revolutionary new treatments

The Royal Infirmary of Edinburgh, one of Scotland's largest and most prestigious hospitals, joins the world-leading University of Edinburgh's Medical School and many of its scientific research institutes. BioQuarter boasts world-renowned capabilities in clinical research, academia, healthcare delivery and health informatics – the big data driving precision-medicine, faster development times and better patient treatment.

Home to a growing cluster of innovative life sciences companies, Europe's largest concentration of stem cell scientists at the MRC Centre for Regenerative Medicine, some of the best imaging facilities in the country and active collaborations with over half of the world's top 20 pharmaceutical companies – BioQuarter is a truly unique location.

CURRENT STATUS

Edinburgh BioQuarter offers scope for significant further development of up 230,000m² space plus 46,000m² of ancillary space. Work is in progress with c20 hectares serviced and part developed and c20 hectares unserviced.

Existing occupiers include the MRC Centre for Regenerative Medicine and the 7,500m² first phase NINE – Life Sciences Innovation Centre, which is now fully occupied. The £50m Centre for Tissue Repair is being constructed and will open in 2020, while a new two-storey 1,200m² commercial building was constructed in early 2018. The Royal Hospital for Children and Young People (offering a full range of acute, surgical and day care services) is also planned to open shortly.

There are proposals for further University of Edinburgh and NHS facilities at BioQuarter. Plus significant space for commercial developments of laboratory and office space, either speculatively or with possible pre-lets, along with ancillary accommodation including a hotel, multi-storey car parking, retail outlets and food and drink.



INVESTMENT SOUGHT

£100m+ Equity/Debt/Other



DEVELOPMENT TIMEFRAME

Ongoing to 2025

Seeking development partner

KEY SECTORS



**Life sciences
and biotech**



**Tourism
& hospitality**



**Commercial/
office**



**Retail
& leisure**



EDINBURGH

QUICK FACTS



A major health and science campus with ancillary mixed use development



Edinburgh BioQuarter is a joint development between 4 public sector partners. These are: the City of Edinburgh Council, NHS Lothian, Scottish Enterprise and the University of Edinburgh



Supplementary Planning Guidance in place and Planning Permission in Principle secured for Phase 2 and 3 of the masterplan



230,000m² of life science space plus 46,452m² of ancillary space



www.edinburghbioquarter.com

OPPORTUNITY

EDINBURGH WEST INTERNATIONAL BUSINESS GATEWAY

CONTACT:

David Cooper

E: david.cooper@edinburgh.gov.uk

T: +44 (0)131 529 6233

OVERVIEW

The Edinburgh International Business Gateway (EIBG) offers mixed-use commercial-led opportunities seeking £110 million of co-investor, equity co-development and development funding. EIBG is a £700+ million commercial and residential property development on 90 hectares of land.

EIBG is a high profile development on a gateway site at the entrance to Edinburgh International Airport, Scotland's busiest airport. EIBG forms the important first phase of the broader International Business Gateway part of Edinburgh's strategic expansion to the west.

EIBG is a multi-phased development and planning permission has been submitted for phase one with opportunities in offices, hotels and residential along with ancillary restaurant, leisure and retail. The site benefits from a strategic and prominent position fronting the A8 and the entrance to the airport.

A tram stop at the site creates excellent links to both Edinburgh Airport and the city centre. The new £48 million Edinburgh Gateway station (which is on the main east coast line between Edinburgh and Aberdeen) is two stops away by tram and the site is well serviced by Scotland's motorway and trunk road network.

QUICK FACTS



Business led development of international importance adjacent to Edinburgh Airport



Total site area: Site extends to 105 hectares



232,000m² of high quality business space



2,350 residential units



1,410 hotel rooms



Site served by Edinburgh Tram



High quality public realm to drive placemaking and sense of community



Ancillary retail and leisure facilities



www.eibg.co.uk

KEY SECTORS



**Urban
residential**



**Commercial/
office**



**Tourism
& hospitality**



**Retail
& leisure**



EDINBURGH

CURRENT STATUS

The recently agreed City Region Deal allocates £20 million towards supporting infrastructure in this area and work is now underway on the strategy for delivery.

OPPORTUNITY

UNIVERSITY CAPITAL DEVELOPMENT PROGRAMME

CONTACT:

Hugh Edmiston
T: +44 (0)131 650 9844
E: Hugh.Edmiston@ed.ac.uk

OVERVIEW

The University of Edinburgh is one of the world's leading academic institutions and has ambitious plans to invest over £1.5bn in its estate over the next 10 years.

King's Buildings

The King's Building campus is a leading science and engineering establishment and a major focus of University activity. The master planning exercise has been completed and sets the scene for developing the campus over the next 10 years.

Easter Bush

Easter Bush has the largest concentration of animal and agriculture science related expertise anywhere in Europe and is now in the eighth year of a 20-year master plan. The next two years will see £60m of investment in the form of a new innovation centre, campus staff and student facilities, leisure and sports facilities, infrastructure and a new large animal surgery. Further development is planned of circa £150m including a Large Animal Research & Imaging facility, teaching building, infrastructure, expansion of animal hospitals and more animal support facilities.

City Centre Campus

The University is developing a £650m masterplan centred on its City Centre estate which will bring together its internationally recognised centres of expertise to create a geographically compact campus.

Edinburgh BioQuarter

The Edinburgh BioQuarter is an £800m shared vision between the University of Edinburgh, NHS Lothian, the City of Edinburgh Council and Scottish Enterprise to bring together academic scientists, clinicians, nurses, patients and industry, in world-class facilities, on one site. The four partners continue to advance their 10 year capital and infrastructure programme, estimated at £800m, to deliver 150,000m² of development.

CURRENT STATUS

Work is already underway on this significant investment portfolio with individual projects at various development stages. There is significant potential for investment across all of the portfolio.



Image: University of Edinburgh

QUICK FACTS



£1.5bn + programme



Four different locations



Education, research, infrastructure, commercial, health, student

**KEY
SECTORS**



**Life sciences
and biotech**



**Commercial/
office**



WHY INVEST IN EDINBURGH:

ST JAMES CENTRE

OVERVIEW

On 4th June 2009, the Council approved planning permission in principle for the redevelopment, refurbishment and demolition works to provide a major mixed use scheme on the site of the existing St James Centre. Since then a great deal of work has been done to complete the planning process and secure the investment required to deliver the project.

EDINBURGH ST JAMES CENTRE



THE DEVELOPMENT SCHEME

The development is the largest of its type currently underway in the UK with a GDV in excess of £1 billion. It includes 79,000 sqm of retail space which is anticipated will raise Edinburgh's retail ranking from 13th to 8th in the UK (CACI rankings). It also includes a hotel (W Hotels) of 214 rooms with 228 sqm of event space, an apart-hotel of 73 rooms (Roomzzz), 150 residential units and a 5 screen cinema (Everyman Cinema).

ECONOMIC IMPACT

A Council-commissioned economic impact assessment published in 2013 found that the redeveloped St James Quarter was projected to support a net increase in employment in Scotland of approximately 1,000 full-time equivalent jobs and a net increase in the gross value added of Scotland of approximately £45 million per annum.

DELIVERY OF EDINBURGH ST JAMES CENTRE

The Council originally supported the delivery of the project by utilising its compulsory purchase powers to secure the full developable area in order to create the investment opportunity.

To further support the delivery of the development and ensure that the best possible outcome for the city in economic and environmental terms is achieved, a collaboration with the Scottish Government, Scottish Futures Trust, the development partners – APG and TH Real Estate, and



the Council - has been put in place. This arrangement is referred to as the Growth Accelerator. This innovative new model is primarily a funding mechanism that allows borrowing costs to be offset by new income streams subject to performance targets being

achieved while also enhancing the public realm package supporting the development.

The development partners commenced demolition works onsite on 20th October 2016 and this element of the programme is now largely

complete. Construction of the centre's sub-structure is now underway and well advanced. The project is on track for completion of the retail area in late 2020 and late 2021 for the remaining leisure and residential elements all in line with original target completion dates.

GLASGOW KEY MESSAGES

Scotland's largest city, Glasgow is a vibrant and exciting 21st century city which has a diverse and resilient economy based on sectoral strengths including digital technologies, space/satellite technologies, creative industries, financial and business services and tourism and major events.

It is home to Scotland's first innovation districts, building on centres of excellence in life sciences and advanced manufacturing, and continues to be at the forefront of change as it moves apace towards 5G connectivity and full fibre city coverage.

Boasting one of the world's busiest and most successful arenas, it has become a global entertainment hotspot which is fuelling demand for more hotel accommodation. It is also the UK's top retail centre outside the West End of London making it a mecca for local fashionistas and short break visitors from overseas.

Glasgow has an enviable quality of life which combines a contemporary urban lifestyle with easy access to some of the world's most stunning countryside and outdoor facilities.



Leader of Glasgow City Council – Councillor Susan Aitken

"It gives me great pleasure to introduce Glasgow, Scotland's largest city with a growing population of over 620,000, within Scotland's only metropolitan region of 1.8 million and with access to the wider central belt population of 3.5 million.

Glasgow boasts a rich cultural, educational and commercial history with an established reputation for creativity, invention and innovation, attributes on which our world-class universities and businesses continue to build. This is a young, vibrant and exciting 21st Century city where people increasingly choose to live and invest.

Quick facts

Size
(Metro)

3,338 km²

Population
(Metro)

1,817,870

Website

www.investglasgow.com



GLASGOW

The top retail centre in the UK outside London, a global entertainment hotspot, emerging digital technology superstar and one of the UK's top destinations for FDI – as illustrated by the decision by Barclays - Glasgow is experiencing a surge in demand for new office space, hotels and homes of all tenure.

We will be delighted to speak to you about investment opportunities in Clyde Gateway, the University of Glasgow, and our Advanced Manufacturing Innovation District - and indeed anywhere in Glasgow – and tell you about the fantastic environment for business and investment that we have created. We look forward to meeting you!”

OPPORTUNITY

ADVANCED MANUFACTURING INNOVATION DISTRICT SCOTLAND

CONTACT:

Patrick Hannay
Scottish Enterprise
T: +44 (0)141 468 5975
E: Patrick.hannay@scotent.co.uk

OVERVIEW

The Advanced Manufacturing Innovation District Scotland (AMIDS) is Scotland's home for manufacturing innovation.

Led by Renfrewshire Council, in partnership with Scottish Government and Scottish Enterprise, AMIDS will enable manufacturers to tap into cutting edge research and access transformational technologies.

At its heart is Netherton Campus, the natural choice for bold, brave companies to locate to. Confirmed home of the National Manufacturing Institute Scotland and the Medicines Manufacturing Innovation Centre, each boasting specialist skills and expertise, while the campus offers room to grow, a healthy working environment and unrivalled access, in the centre of Scotland's largest workforce and connections by air, sea and land.

KEY INVESTMENTS

- Home to the **£65 million** National Manufacturing Institute Scotland and the **£56 million** Medicines Manufacturing Innovation Centre
- Location of the **Lightweight Manufacturing Centre**, developing novel lightweight solutions to help manufacturers overcome modern-day challenges
- Home of the **University of Strathclyde's Advanced Forming Research Centre**, a globally recognised centre of excellence in innovative manufacturing technologies
- **£44.7 million infrastructure funding** to provide the enabling infrastructure connections. This investment is part of a wider **£274 million Glasgow City Region Deal investment across Renfrewshire**.

Image: 5plus Architects / Our Studio



KEY SECTORS



Industrial & manufacturing



Aerospace and Space



Life sciences and biotech

INVESTMENT OPPORTUNITIES

Significant investment and flexible development opportunities on a 52 hectare (128 acre) greenfield site, including:

- Design and build opportunities
- Flexible sized development plots for lease or purchase
- Advanced manufacturing
- Research & development
- Aviation services (including maintenance repair and overhaul, and cargo)



Image: 5plus Architects / Our Studio

WHY INVEST?

- Become part of Scotland's home for manufacturing innovation
- Situated in Scotland's largest city region
- Home to two national innovation centres offering access to world-leading research and development in manufacturing and medicine production.
- Located next to Glasgow International Airport with excellent transport links connecting to existing business locations including Glasgow, Edinburgh and London
- Committed investment for early stage public realm and place making works; and
- Sustainability – the district is being delivered with sustainability at its heart; Netherton Campus is exploring opportunities for low and zero carbon technologies and a 5th generation heat network for developments to access.

GLASGOW

QUICK FACTS



Located in Renfrewshire, Scotland



Key infrastructure and public realm works currently being undertaken with completion in 2021



Netherton Campus extends to 52 hectare (128 acre)



Public sector ownership (Renfrewshire Council)
£165m investment secured



www.paisley.is/amids

OPPORTUNITY

CLYDE GATEWAY

CONTACT:

Martin McKay
Executive Director of Regeneration,
Clyde Gateway
T: +44 (0) 141 276 0758
E: martin.mckay@clydegateway.com

OVERVIEW

Clyde Gateway has a 20 year programme of investment across the East End of Glasgow and South Lanarkshire. Immediate and longer term opportunities are available.

GLASGOW CLYDE GATEWAY

Just five minutes east of the centre of Glasgow by train, the Clyde Gateway area has benefited from £1.5 billion (€1.68 billion) investment to date with over 100,000 square metres of award-winning business space now completed and 3,000 new homes. The area's accessibility by walking, cycling, road and rail is already proving a major draw to investors, businesses and residents. The legacy of the

investment associated with the 2014 Commonwealth Games means the area is now home to the outstanding sporting facilities of the Emirates Arena and Sir Chris Hoy Velodrome as well as Celtic Football Club's 60,000 seat stadium all within a 5 minute walk of the newly upgraded Dalmarnock station. Whilst economic activity across all sectors is flourishing, the accessibility, existing skills base

and cost/supply of property means that the area is likely to prove of particular interest to the following key sectors:

- Financial services/Business process outsourcing
- Energy/low carbon
- Creative & Digital Media
- Manufacturing/engineering
- Tourism and events



Investment Prospectus

KEY SECTORS



**Urban
residential**



**Commercial/
office**



**Retail
& leisure**



**Industrial &
manufacturing**

DEVELOPMENT AND INVESTMENT OPPORTUNITIES

- **Clyde Gateway** offers a range of potential short, medium and longer term investment opportunities across all sectors including commercial, residential and hotel. Current opportunities are centred on the areas served by the Dalmarnock train station at the heart of Clyde Gateway.



The area's accessibility by both road and rail is already proving a major draw to investors, businesses and residents.

- **Dalmarnock** - Adjacent to the station and the new road, the area is already home to Police Scotland's new £22 million administrative HQ and significant new residential development is underway. Opportunities exist for significant scale mixed use development including:
 - 9,900m² (106,500ft²) HQ office and 6,960m² (75,000ft²) of light industrial space (fully consented)
 - 120 bed hotel
 - 10,000m² (107,500ft²) riverside development opportunity
 - Circa 350 residential units
 - 3,800m² (41,190ft²) Purifier Studios Creative Workspace
 - Supporting local retail facilities

- **Magenta** - With planning consent for over 110,000m² Magenta Office Park is Glasgow's newest international business park location. Over £20 million (£22.4 million) public funding has been invested so far in site preparation and the first 3,250m² building Red Tree Magenta is now complete and fully occupied.

A Partnership with Highbridge Properties Plc Magenta offers the opportunity for £200 million (£235 million) investment – investor, equity, co-development, development funder, and construction partners with additional investment opportunities in the wider area.

magentapark.co.uk

QUICK FACTS



£1.5bn invested to date



3 upgraded rail stations



Home to the new Emirates Arena and Sir Chris Hoy Velodrome



Award winning public realm, infrastructure and commercial property in place



6,000 new jobs attracted to the area



www.clydegateway.com

CONTACT:

Ann Allen
Executive Director Estates
and Commercial Services,
University of Glasgow
T: +44 (0) 141 330 4387

OVERVIEW

Founded in 1451, the University of Glasgow is the 4th oldest university in the English-speaking world. Ranked in the top 1% of the world's universities, it is the first and only UK university to be rated as 5 Stars Plus overall.

The University is one of the largest employers in the west of Scotland with more than 8,000 staff including 2,250 active researchers generating more than £181 million (£214 million) of research income per year. The University's overall impact on Scotland's GDP equates to around £509 million (£570 million) which includes 13,300 direct and indirect jobs (as at 2015).

With over 2,500 active researchers and with a long history of achievement, University of Glasgow researchers have transformed policy and practice, driven commercial innovations and shaped debate and understanding across a range of fields and at every level—local, national and global.

The University acquired the adjacent 14 acre former Western Infirmary hospital site in 2016. This site is under development as part of the University's £1 billion investment in the Gilmorehill Campus into a globally recognised iconic place of learning and research enhancing their position as a world-class institution.

Over the last 5 years, the University has developed an innovative and adaptive masterplan, carefully woven into the surrounding west end. Currently there are four committed on site or due to go on site 2020, including a new Learning and Teaching Hub, The Research Hub, The Clarice Pears Institute of Health and Wellbeing and the Adam Smith Business School Post Graduate Building.

In addition to over 82,000m² (883,000ft²) of academic space, the current planning permission in principal Masterplan provides approximately 53,100m² (572,000ft²) of commercial and amenity uses. This

exciting commercial development will comprise a true mixed-use prospect from hotel to residential, retail and leisure.

The University is also working in partnership with Glasgow City Council and Scottish Enterprise to bring together culture, creative industries, science and industry to develop a unique innovation district with the University at the heart of proposal.

LOCATION

The University occupies over 70 acres of prime city campus in the West End of the city just 3 miles from the city centre and served by excellent public transport options including subway, bus and rail. Just 7 miles from Glasgow International Airport, the University has easy access to London and some 120 international destinations.

INVESTMENT OPPORTUNITIES

This major mixed-use development offers potential commercial investment opportunities

- Residential (incl student) – up to **14,500m²**
- Hotel(s) – up to **12,500m²**
- Retail – up to **4,000m²**
- Sports and recreation – up to **500m²**

MARKET ACTIVITY

The University has four committed projects at the Gilmorehill Campus. The new JMS Learning and Teaching Hub on University Avenue is under construction and due to open in September

KEY SECTORS



**Urban
residential**



**Tourism
& hospitality**



**Retail
& leisure**



The James McCune Smith Learning and Teaching Hub



The Research Hub



The Clarice Pears Institute of Health and Wellbeing



The Adam Smith Business School and Post Graduate Hub

2020. This 14,880m² facility will increase large teaching capacity and student study space on campus. The Research Hub and Clarice Pears Institute of Health and Wellbeing are also currently under construction on the Western site. Construction of the Adam Smith Business School & Post Graduate Teaching Hub is due to commence in summer 2020 and will be the 4th major project to be delivered.

Peel Developments is proposing a large mixed use development at the nearby Glasgow Harbour including retail, leisure and residential. The first phase of student development completed in 2019. Planning consent has recently been granted for the retail and leisure element of the development.

The proposed Glasgow City Region Deal monies will help transform the West End of Glasgow through providing improved streetscape and infrastructure and plans for a new bridge connecting the north and south banks of the River Clyde.

QUICK FACTS



University Avenue,
Glasgow G12



University of Glasgow



Potential Development
up to 31,500m²



Mixed Use



Developer/development
finance/co-investor/JV partner



Phase 1 of academic
buildings has commenced

INVERNESS KEY MESSAGES

Inverness is the fastest growing city in Scotland with 15% growth in population since 2001. It is one of the best UK retail investment locations and is home to the UK's newest university, the University of the Highlands and Islands and Lifescan Scotland, the country's largest life science business.

Key sectors for employment include energy, tourism, life sciences, construction, public sector, financial and business services sectors. Both the Nigg Energy Park and Port of Cromarty Firth have strong links with the oil & gas and renewables sectors with the Nigg Energy Park also benefiting from Enterprise Area status.

Inverness has an abundance of Scotland's most beautiful scenery, with the Cairngorms National Park on its doorstep, offering easy access to a vast range of outdoor pursuits as well as world renowned golf courses.



Leader of Highland Council - Councillor Margaret Davidson

"I am delighted to be able to promote the latest edition of the Scottish Cities Alliance investment prospectus, and in particular to highlight the opportunities that it offers to investors and developers interested in locating to Inverness and the Highlands.

The Inverness Campus is a high quality development purpose built for commerce, learning and for collaborating. It will help to consolidate the city's well-earned reputation as a centre for innovation in the Life Sciences, the Creative Industries as well as a key Tourism location.

The growth of the numbers of passengers using Inverness Airport, closing fast on 1 million passengers per annum, is having a favourable impact upon the development of the Inverness Airport Business Park. The development offers a wide range of property opportunities immediately adjacent to the airport. There are plans for a hotel at the site already, and the airport business park is very well located in terms of transport infrastructure. The A96 will be fully upgraded to dual carriageway by 2030, and a new rail halt will be in place in the next few years providing improved connectivity to Inverness and to Aberdeen."

Quick facts

Size
(Metro)
21 km²

Population
(Metro)
61,235

Website
www.enterprisinghighland.com



OPPORTUNITY

INVERNESS AIRPORT BUSINESS PARK

CONTACT:

Rory Black
Business Development Manager IABP
T: +44 (0) 7710 453675
E: rory.black@iabp.co.uk
W: www.iabp.co.uk

OVERVIEW

IABP is a planning approved and master planned mixed-use commercial property development. IABP aims to be a world class business location and sustainable development with a holistic design that sensitively integrates the buildings into the landscape.

INVERNESS IABP

The designs reflect the stakeholders' commitment to promoting IABP to enhance the long term social, economic and environmental sustainability of the area, as well as providing a vibrant commercial hub that will build on the continued success of Inverness.

In 2011 The Highland Council awarded IABP Planning Permission in Principle for Business Uses, General Industry Uses, Storage/Distribution and Hotel/Conferencing Uses. Once a detailed planning application is submitted it should take up to 16 weeks to receive approval from The Highland Council.

Situated only 9 miles east of Inverness, IABP is located beside the region's main hub airport, alongside the A96 Inverness-Aberdeen Corridor

and only a few miles from the A9 which is Scotland's longest trunk road. IABP offers 275 acres of commercial land across three key zones; Phase 1, Airside and Railside.

IABP Phase 1 currently has 36 acres of serviced land available and can accommodate Office, Industrial and Hotel developments within Use Classes 4, 5, 6 & 7. IABP can offer bespoke design and build leasehold packages (annual rent) or alternatively, plots are available to purchase on a long leasehold (e.g. a 125 year term) for self-build or third-party development projects, subject to IABP Design Guidelines. Existing occupiers include; Co-op Distribution Centre, Enercon Services UK, Ark Estates and a 130-bed Courtyard by Marriott hotel with a new occupier to be announced in early 2020.



Inverness is the UK's most northerly city and established 'capital' of the Highlands. Inverness is a dynamic, fast-growing city with an abundance of natural assets, amenities, and an outstanding location.

Investment Prospectus



KEY SECTORS



**Commercial/
office**



**Tourism
& hospitality**



**Industrial &
manufacturing**

IABP Airside currently has 10 acres of premium airside land available for development, offering immediate access to the 1,887-metre runway with Cat 1 ILS and full airfield support services. Existing occupiers include Babcock MCS Onshore and Bristow Helicopters Search & Rescue (SAR) with a new occupier to be announced in early 2020.

IABP Railside offers 6 acres of landside space available for occupancy where the Railside and Airside developments are separated only by the airfield perimeter fence and existing access road. Just a few hundred metres away will be the new Inverness Airport (Dalcross) Station/Park-and-Ride.

Surrounding Developments

Tornagrain New Town is situated 1-mile south of IABP and this new mixed-use residential development aims to provide 4,960 new housing units with associated facilities, amenities and services. The first residents moved into their new homes in Spring 2017 and within 3 years over 200 units have been sold. Castle Stuart Golf Links is situated only 2 miles from IABP and has rapidly established itself as one of the World's finest golf courses having hosted the Scottish Open Championship 4 times since opening in 2009.

INFRASTRUCTURE

IABP is strategically positioned east of Inverness and is recognised as a major transport hub for the North of Scotland, providing occupiers with excellent transport links by air, road, rail and sea.

- **Air** Inverness Airport has over 40 scheduled commercial flights each day (including Heathrow, Gatwick, Luton, Amsterdam, Manchester, Birmingham, Bristol, Dublin and Belfast City) and handled 855,000 passengers in 2018, an increase of 6% on the previous year. In addition, Inverness is a leading airport in Scotland for Business Aviation with over 2500 private flights a year.
- **Road** IABP offers direct access to the A96 Corridor and the planned upgrade between Inverness to Aberdeen (104 miles) is due to commence soon. The A9 is 8 miles from IABP and is currently being upgraded where the addition of the new A9/A96 Link Road will greatly improve travel times.
- **Rail** Inverness Train Station is 9 miles from IABP and provides daily services to key destinations. The detailed planning application for the Inverness Airport (Dalcross) Station / Park-and-Ride was approved by The Highland Council in 2017 and is scheduled to open in 2021.
- **Sea** The Port of Inverness is 9 miles from IABP and provides a vital link for companies in the Highlands looking to both export and import a wide variety of goods. It is one of Scotland's most sheltered natural deep-water harbours.

QUICK FACTS



Inverness has a "travel to work" population of over 200,000



Booming industries, most notably Tourism, Food & Drink, Energy and the Life Sciences



Inverness Campus is only 8 miles from IABP with over 6,500 students



275-acres of commercial land available at IABP



www.iabp.co.uk

OPPORTUNITY

INVERNESS CAMPUS

CONTACT:

Ruaraidh MacNeill

Project Director

T: +44 (0) 7766133726

E: Ruaraidh.MacNeill@hient.co.uk

OVERVIEW

Inverness Campus is an exceptionally high quality environment for business, research and learning with a focus on life sciences and technology. Purpose-built as a collaborative centre to encourage innovation and joint working between commerce and academia, the 215 acre site is owned by regional development agency Highlands and Islands Enterprise (HIE).

Inverness Campus is located to the east of the city centre, just 5 minutes by car from the railway station and a short 15 minute drive from the airport – which has links to key European hubs. The Campus is situated at the junction of two major trunk roads – the A9 from the south and A96 to the east, allowing excellent car access to all Scotland's major cities.

The Campus is already home to sixteen Life Science and Technology businesses and a workplace for more than 900 people. The site offers quality office space and research labs. Scotland's newest university has a base at the Campus and there is purpose-built student accommodation. Pipeline projects include a 130 bed hotel and a large collaborative project between NHS, HIE and the university.

Over £110m has been invested at the site so far. Outline planning permission is in place for 55,000m² of development with some 15,000m² remaining in the first phase development.

KEY MESSAGES

- Inverness Campus offers the opportunity to co-locate with Scotland's newest tertiary university, alongside other higher education institutions and research organisations
- Inverness is a fast-growing city with a skilled, motivated and loyal workforce
- Inverness Campus houses a vibrant and growing Life Sciences commercial community is adjacent to research-friendly teaching hospital
- Inverness is a relatively small city (population circa 60,000) which serves as an administrative hub for a very large hinterland
- The infrastructure for first phase of the site was completed in 2015 providing 17 fully serviced plots of varying sizes. Master-planning for future phases will start soon.
- Inverness Campus is renowned for its ethos of collaboration and open innovation.

KEY SECTORS



**Life sciences
and biotech**



**Tourism
& hospitality**



**Light
industrial**



Image: Tim Winterburn/HIE

INVERNESS

QUICK FACTS



Six plots with Life Science enterprise area status



Over 6,500 students



Two research institutions



Clinical Research facility



Two purpose built collaborative centres



www.invernesscampus.co.uk

WHY INVEST IN INVERNESS?

INVERNESS CAMPUS

CONTACT:

Ruaraidh MacNeil
Project Director Inverness Campus
T: +44 (0) 7766133726
E: ruaraidh.macneil@hient.co.uk
W: www.invernesscampus.co.uk

Inverness Campus is one of the key life sciences centres in the region, which has seen the number of life sciences organisations double from 40 to 80 in just nine years. This is a trend that is set to increase.

INVERNESS CAMPUS

Inverness is the capital of the Highlands and Islands region which covers just over half of Scotland and its geography includes inhabited islands and rural coastal settlements. With advances in digital technology, this geography is creating new opportunities across all parts of the region.

More and more organisations are recognising and taking up these opportunities in the region's life sciences growth, from multi-national businesses to start-up companies, as well as internationally recognised academia and pioneering healthcare providers.

James Cameron is head of life sciences and health at Highlands and Islands Enterprise (HIE), the Scottish Government's economic and community development agency. HIE has made life sciences one of its key priorities. Cameron attributes much of the sector's growth in the region to the excellent strengths and emerging opportunities in digital health and wellbeing.

"Advances in digital healthcare are enabling new projects and services to be delivered for rural communities", he explains. "We are seeing many remarkable examples. One is a company using a camera capsule, which is swallowed by medical patients to investigate the lower gastrointestinal tract. This avoids the need for them to travel long distances for diagnosis."

The organisation behind this initiative is Danish owned Corporate Health International. CHI is investing £5.7m in establishing a diagnostics centre in Inverness, and its technology is already being used in rural locations across the region.

Located at Inverness Campus the company received support from HIE to set up its UK base and become a provider to the National Health Service, as well as financial support to help it develop in the region.

CHI UK co-founder, Dr Hagen Wenzek, praised the region's progressive approach. "The Highlands and Islands region has proven to be a fertile environment for service innovation", he said. "It is receptive to solutions that serve patients better as well as having a welcoming pool of knowledge and expertise, and, thanks to the partnership with HIE, we are confident that planting our UK operations in that environment will grow CorporateHealth as expected."



The Highlands and Islands region has proven to be a fertile environment for service innovation. It is receptive to solutions that serve patients better as well as having a welcoming pool of knowledge and expertise.

Inverness Campus itself is one of Scotland's most innovative projects. Its development is led by HIE with an emphasis on life sciences and technology, collaboration between business, academia and research, and deriving benefits for the wider region.

The Campus opened in 2015 and is already the base for over 900 employees, working across several organisations. It includes a strong research and development (R&D) presence with academics and companies working in digital health technology, disease management and animal health.

The site offers a high quality, vibrant location for innovation and business development, with excellent collaboration opportunities with three of Scotland's universities. Purpose-built life sciences and technology buildings offer office and laboratory space that can be fitted out to companies' individual requirements.



Image: Trevor Martin/HIE

All of this is adjacent to a large teaching hospital, the innovative Centre for Health Science and Lifescan Scotland; a company that arrived in the region 20 years ago as Inverness Medical, and has since grown into LifeScan Scotland, one of the country's largest life sciences employers with a workforce of around 1,000.

HIE works with growing businesses across the life sciences sector to capitalise on both digital advancements and investments in key infrastructure projects, including Inverness Campus.

PERTH KEY MESSAGES

Perth continues to focus on becoming one of Europe's great small cities, and demand for development land is growing in both the residential and industrial/commercial sectors.

The city and the wider region is home to several corporate headquarters, including energy giant SSE, Aviva, Stagecoach and Highland Spring. Perth is a place focused on growth, with generous allocations of housing and employment land, a strong heritage, and a bright future across a number of key industries and sectors including food and drink, tourism, clean growth technology, construction and financial services.

With access to four world class universities regionally, Perth is a place of learning and innovation. The largest campus of the University of the Highlands and Islands is in the city.

Investing and locating in Perth makes competitive sense taking advantage of its highly connected location, skilled workforce, strong business support network, competitive land values and an excellent quality of life. So, it's not surprising that Perth is fast becoming the first-choice destination for national and international companies focused on growing their business in the heart of Scotland.



Leader of Perth & Kinross Council – Councillor Murray Lyle

"Perth continues to grow as a city and the demand for development land is expanding with it, in both the residential and industrial/business sectors. Embedded in our Tay Cities regional economic strategy, the possibilities that present themselves at Perth Eco Innovation Park, have been unlocked through our investment in phase 1 of the Perth Transport Futures Project, which significantly improves road infrastructure in the area. The business park is at the heart of the Scottish road network making it ideal for smart logistics development coupled with investment in clean energy and innovation technologies for urban living, at a time when the city is very much 'open for business' and focused on moving forward into the future."

Quick facts

Size
(Metro)

18.4 km²

Population
(Metro)

68,000

Website

www.investinperth.co.uk



OPPORTUNITY

PERTH ECO INNOVATION PARK

CONTACT:

Kirsty Easton
Inward Investment and Marketing Officer
E: Keaston@pkc.gov.uk
T: +44 (0)1738 475364

OVERVIEW

Perth Eco Innovation Park is so perfectly placed to host and nurture smart logistics development, coupled with investment in clean energy and innovation technologies for urban living.

Located within a 240 hectares mixed-use development which will provide 3,000 new homes, schools, amenities and public realm, Perth Eco Innovation Park will offer 20 hectares of serviced plots with a smart infrastructure backbone. All to support eco innovation investment and business growth.

This is the space to host and nurture the innovations we are seeing across the globe in the fields of smart logistics & transportation (consolidation centre, cold and shared storage, 3D printing, medical storage & Last Mile delivery, automation, rEV and hydrogen fuel, MaaS), smart energy (smart networks, decentralised renewable production and distribution) and potential for smart construction (net zero carbon commercial and residential buildings, network infrastructure), all set within an open, digital infrastructure.

The park will benefit from renewable energy provided by a large solar farm and other sources adjacent to the site. Perth Innovation Highway will connect the Park to the A9 with a grade separated junction and to the Perth City Centre – a first for Scotland and establishing Perth as a city-scale eco-innovation living lab.

A benefit of our strong public-private-academic partnership is that Perth is now uniquely positioned to capture this economic opportunity. Our analysis and forecasts suggest the project will deliver 1,000+ new and skilled FTE jobs for Perth and the Tay Cities Region as we transition to become Scotland's leading low carbon economy.

Infrastructure and technology investment opportunities are available now and end user ready sites will be available 2024.

CURRENT STATUS

- Strong public/private/academic partnership in place.
- Infrastructure designed and costed as part of a masterplan which is evolving.
- Public-private Joint Venture under consideration to drive forward delivery.
- Initial public sector infrastructure investment agreed.
- Funding earmarked through the Tay Cities Deal for smart infrastructure investment.
- A digital, Internet of Things enabled open platform fibre network for new commerce, research, manufacturing and housing to be developed during 2020.
- First phase of an electrical charging corridor for public transport, commercial and private vehicles will be completed by December 2020.
- Feasibility study for a large solar farm and other sources to provide renewable energy to the Park completed, and delivery modelling being developed.

KEY SECTORS



Industrial & Manufacturing



Commercial/office



Renewable energy



PERTH

Image: Perth West framework by Brooks Murray architects

QUICK FACTS



Direct access to A9/M90 and at the centre of Scottish road network



20 hectares+ of commercial land targeting:



£300m GDV



£80m Capital expenditure



£20m Peak Borrowing



www.investinperth.co.uk

WHY INVEST IN PERTH:

CASTLE WATER

OVERVIEW

From its indisputably beautiful location in Blairgowrie, Perthshire, Castle Water has gone from a start-up in 2014 to becoming the UK's second largest business water company.

"It's been an incredible journey," says John Reynolds, founder and chief executive officer of what is now the UK's second largest independent water retailer.

John, who had advised the English regional electricity companies on the deregulation of the electricity market at the start of his career, had a long-term plan in mind for Castle Water from the beginning.

"We recognised that deregulation would bring an opportunity to do things differently, to separate retail and wholesale operations, and we've worked hard to be able to support those customers." Finance, account management and operations across the UK are all managed from Blairgowrie, where around 90% of the 300 employees work, with local teams in Ayr, Glasgow, Leeds, Portsmouth and London, to give clients local advice.

"It's been a non-stop sprint," John adds. "Four furiously fast-paced years – which have seen us expand our client base to a point where we now supply more than 330,000 business customers.

"We used Scotland to develop our business model, as the market here has been deregulated for ten years. We knew that deregulation in England was coming, but there are substantially bigger buyers there, bringing a different dynamic to that market." Castle Water acquired its first business customers in England in January 2016, from Portsmouth Water, and then added the business portfolio for Thames Water later the same year. "That deal shocked the market," says John. "We grew tenfold in an instant."

The deal with Thames Water worked well for both companies. "London is a complex market that responds well to the added service we offer as an independent retailer, providing advice and support, as well as a low-cost service. The change of use of premises in London is rapid, with shorter occupancy periods, so business customers need a more intensive service. That was off-putting to established retailers, but we saw the opportunity to add value. While we focus on the customer base, Thames can now focus on its wholesale network."

“

As we grew, we did review the best location to centralise operations, but it was clear to us that Blairgowrie had many advantages.



Perthshire has access to an employment pool that meets the needs of existing FTSE 100 companies. Stagecoach has grown from its Perth-base to become an international operator, and SSE is also based in Perth, only fifteen miles away. There are a lot of highly skilled people in this area, with a background in customer service and utilities.

The rapid growth raised some natural questions. "As we grew, we did review the best location to centralise operations, but it was clear to us that Blairgowrie had many advantages."

"Perthshire has access to an employment pool that meets the needs of existing FTSE 100 companies. Stagecoach has grown from its Perth-base to become an international operator, and SSE is also based in Perth, only fifteen miles away. There are a lot of highly skilled people in this area, with a background in customer service and utilities."

"We've drawn on these highly-skilled people, and we've invested heavily in our own training and development."

Half a million people live within a 30 minute drive of Blairgowrie, so we know we can continue to grow here. We see a mix of people and the skills we need, and the local authority support has also been very helpful.

"When recruiting, we find the area's quality of life and superb work/life balance sells itself. The Cairngorms National Park is right on our doorstep and Blairgowrie is perfectly place for golf, mountain-biking, hill-walking and a whole range of leisure activities."

To drive its growth, the company has attracted a team of highly experienced managers, enticed by the joint appeal of the ambitious business strategy, and the unsurpassed quality of life in Perthshire. "We've spent the last year actively growing, and now we're looking to add volume to our customer base," says John. "We'll continue to recruit locally as we expand, and attract top talent selectively."

"The features in this area that make us successful apply equally to other businesses. Communications here are good, there is an excellent local talent pool, the cost base is very attractive, and Perthshire delivers a very desirable work-life balance."



CONTACT:

John Reynolds
T: +44 (0)1250 718700
W: www.castlewater.co.uk

STIRLING KEY MESSAGES

Situated directly in the centre of the UK's top performing region for Foreign Direct Investment outside of London, Stirling delivers unrivalled global connectivity at a highly competitive cost. With direct access to international markets, it is a place for growth, through a culture of world class innovation in aquaculture, digital technology, sport, dementia technology and creative industries, inspired by our pioneering companies, progressive University and talented workforce.

Set in a unique historic environment at the heart of Scotland, Stirling offers an exceptional quality of life in Scotland's most affordable city (Lloyds, 2017). All of these factors make Stirling a highly attractive location for international investment into Scotland and the UK and our area offers a wide variety of investment and development opportunities. If you are looking to invest in one of Scotland's fastest growing cities then contact the Invest in Stirling team to find out more about how we can support your business to establish, relocate or expand within the Stirling area.



Leader of Stirling Council - Councillor Scott Farmer

"Stirling is delivering real change with our City Region Deal, which gives us a platform of £205m from the Scottish and UK Governments and our partners. The deal includes delivery of an Aquaculture centre through the University of Stirling, bringing jobs, investment and innovation to the area. Support for our Digital District will also be bolstered, while one of our core strengths – culture and tourism – will receive a massive backing by this investment.

We aim to build these projects to delivery phase and complete the task we set ourselves – to make Stirling a centre of business and innovation excellence and an economic and cultural powerhouse."

Quick facts

Size
(Metro)

16.1 km²

Population
(Metro)

41,000

Website

www.investinstirling.com



OVERVIEW

Stirling's City Region Deal will build on existing key project initiatives designed to drive significant and sustainable economic growth. These include major investment in housing and transport; investment in new business space and significant additional investment in culture, heritage and tourism infrastructure. This landscape presents a raft of exciting opportunities for investment and development.

VIEWFORTH

A prime development site in the heart of the city with superb views to the Wallace Monument and Stirling Castle – suitable for a range of development uses but is a particularly strong hotel opportunity.

Stirling Council offices occupy a large site on the east side of St Ninians Road at Viewforth. The original grounds of Viewforth, Springbank and Viewfield were purchased over the course of the 20th century by the Council and now form the Viewforth estate which falls within the King's Park Conservation Area. The masterplan site extends to the east and south which is heavily wooded along Burghmuir Road.

The opportunity includes three lots that are also available as one: B-listed Langgarth House, B-listed Viewforth building and the land that was New Viewforth.

The vision is to create a high quality development whilst ensuring that it is well integrated with the adjacent areas of Kings Park and Braehead. This should be achieved through a range of mixed uses, which are encouraged across the site, in addition to residential development, including a range of new homes suitable for all needs and budgets.

CURRENT STATUS

Masterplanning complete, including opportunities for a hotel, commercial, retail and residential development.

The new Viewforth Link Road is being progressed by the council with planning consent expected early 2019, with construction planned thereafter to enable development of the site.

KEY SECTORS



**Tourism
& hospitality**



**Urban
residential**



**Retail
& leisure**



**Commercial/
office**



The opportunity includes three lots that are also available as one: B-listed Langarth House, B-listed Viewforth building and the land that was New Viewforth.



STIRLING

QUICK FACTS



Total site area: 8.72 hectares



Development area: 4.9 hectares



6 individual sites including 2 well maintained listed buildings



Opportunities for a hotel, commercial, retail and residential development

OPPORTUNITY

KILDEAN BUSINESS PARK

CONTACT

Stuart Oliver

T: +44 (0)1786 233158

E: olivers@stirling.gov.uk

OVERVIEW

Stirling lies at the heart of Scotland, in a strategic location which gives national and global connectivity by air, road and rail; just an hour away from 60% of Scotland's population. Research shows Stirling is Scotland's most entrepreneurial and affordable city; the best place to start a business in Scotland, and the eighth best in the UK.

KILDEAN BUSINESS PARK

Kildean business park is one of Stirling's key strategic development sites and recently secured infrastructure funding from the Scottish Government through our City Region Deal.

This development is strategically placed, adjacent to the highly successful Castle Business Park (22,300m²) and Junction 10 of the M9 motorway and enjoys a spectacular view of Stirling Castle.

Comprising 15.78 hectares, Kildean is a mixed use, retail, hotel and leisure development at the entrance to a proposed 37,160m² business park.

Outline planning and the master plan have been approved for a proposed mixed use development, including a business park, hotel/leisure, restaurant/pub and ancillary retail.

A recent office demand study evidenced an immediate demand for office space of all sizes. There is also an identified need to extend the provision of hotels of scale to service both leisure and business tourism to the region.



KEY SECTORS



**Tourism
& hospitality**



**Retail
& leisure**



**Commercial/
office**



This development is strategically placed, adjacent to the highly successful Castle Business Park (22,300 metres squared) and Junction 10 of the M9 motorway.



STIRLING

QUICK FACTS



Total site area: 15.78 hectares



37,000m² Business Park development



£200m GDV



The development is backed by the Scottish Government with direct investment that will enable the access and utilities infrastructure for the business park to be complete.

OPPORTUNITY

CALLANDER DEVELOPMENT

CONTACT

Stuart Oliver

T: +44 (0)1786 233158

E: olivers@stirling.gov.uk

OVERVIEW

Callander is the largest town in Stirling set in the stunning Loch Lomond and Trossachs National Park. A strategic development site to the south of the town presents an exciting opportunity for a major tourism development.

Loch Lomond and the Trossachs National Park offers some of the world's most spectacular scenery and its natural environment provides a wealth of recreation and leisure opportunities. A possible long-term development opportunity is identified at Callander for a large-scale tourism resort of international significance. This would directly contribute to the Government's Scottish Tourism Framework for Change and also enhance the role of Callander as a tourism gateway to the National Park.

The current number of visitors that the area attracts combines with a significant wider market to present an opportunity for Stirling and for Scotland to create a high quality holiday resort. The rural area of Stirling allows the right environmental location for such a development whilst remaining easily accessible to a large domestic and overseas market. There are several such resorts being very profitably run in England and across Europe, many in countries with less attractors than Scotland and Scottish Development International has identified the development of such a facility as a real opportunity for an investor and for Scotland. There are few locations in Scotland which would present better credentials than our Callander site.

Any such development would have exceptional opportunities to capitalise on the major trends in Scotland's tourism. The rise in popularity of adventure tourism and outdoor pursuits in particular creates an unprecedented opportunity for Scottish tourism. A strong partnership is in place with Loch Lomond and Trossachs National Park Authority and the development site is already zoned for this type of development.

Stirling Council, Transport Scotland and Loch Lomond and Trossachs National Park are progressing proposals for a new road network and river crossing to improve connectivity and unlock development potential.

The proposal is backed and supported by the Scottish Government, both directly and through Scottish Development International, and has been given funding through Stirling's City Region Deal to support the next stage of development.

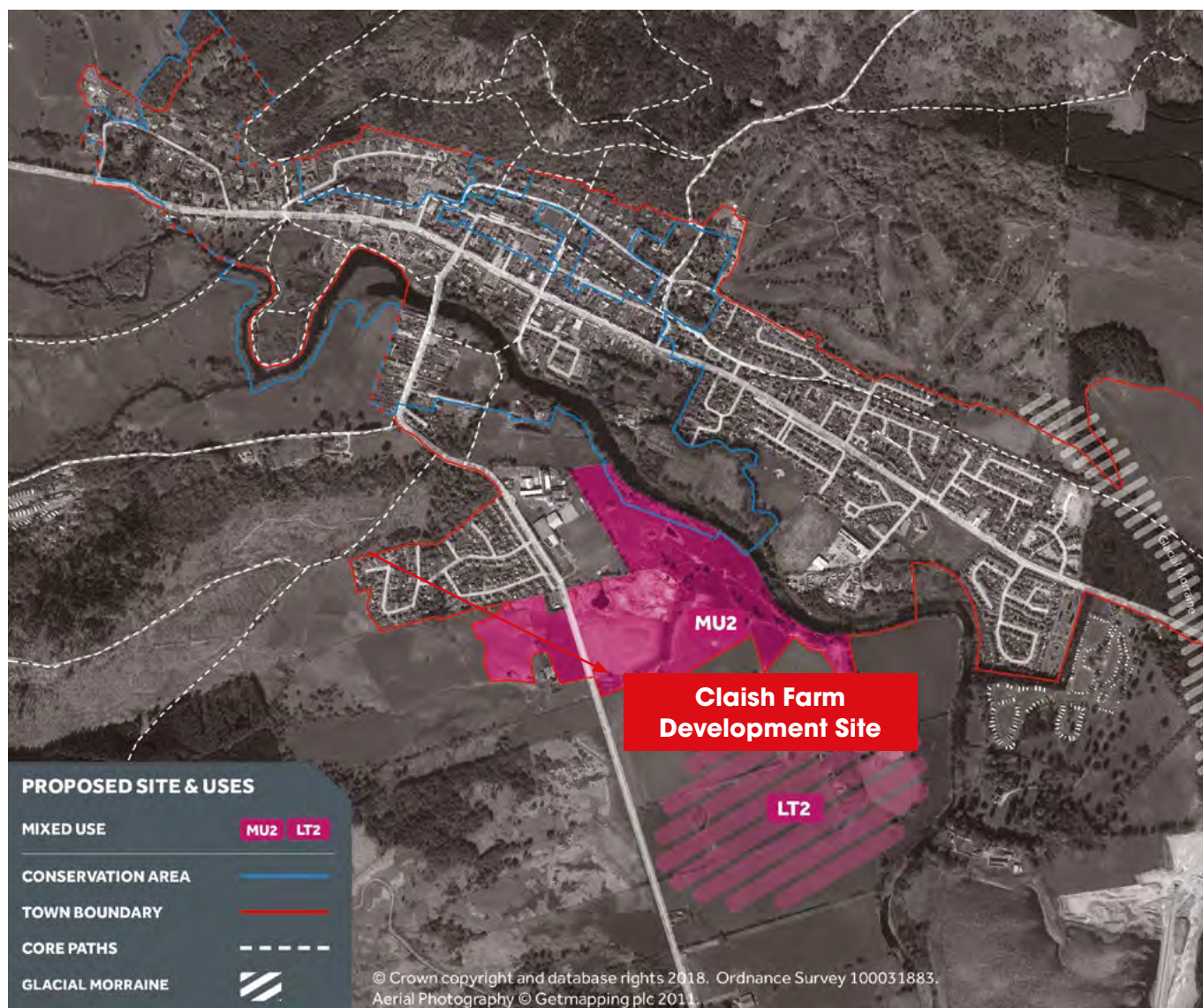


Working closely with our partners in the Loch Lomond and Trossachs National Park authority, we can offer an attractive investment opportunity to create something special in one of Scotland's most beautiful locations.



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KEY SECTORS



STIRLING

QUICK FACTS



Total site area of 48.7 hectares



Project supported by the Scottish Government through Stirling's City Region Deal





Opportunity for hotel, commercial and retail development



CONTACT

E: info@scottishcities.org.uk
T: +44 (0) 141 222 9737

 [@scottishcities](https://twitter.com/scottishcities)
 www.scottishcities.org