

# CALL FOR EVIDENCE

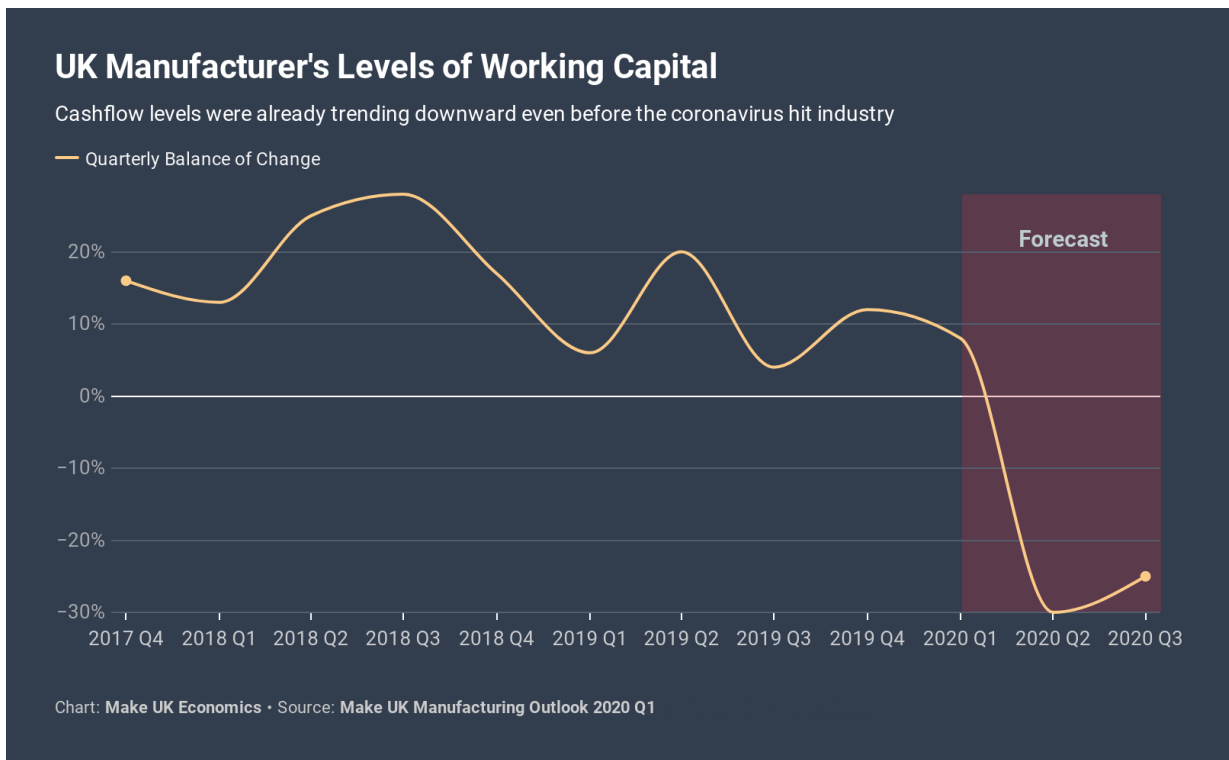
## Make UK's response to Treasury Select Committee call for evidence on the Government's financial response to coronavirus (covid-19)

**Make UK is backing manufacturing – Helping our sector to engineer a digital, global, and green future.** Supporting our members and our sector through this challenge time is of paramount importance. We are working tirelessly to ensure we can manage any potential disruption, including contingencies for our people, technology and support services, and most importantly, our sector. Whilst we are continuing to work closely with the Government on this fast moving situation, we have, and will continue to call on Government for decisive, bold action to support our sector in the days, weeks and months ahead.

## The impact of coronavirus (Covid-19) on manufacturing and effectiveness of Government's response and measures

### Financial impact and support measures

1. Before the coronavirus pandemic, manufacturers in the UK had just about stabilised after consecutive quarters of decline, due to the increased level of political stability affording them some certainty about investment decisions and future trading relationships. But now with the decimating impact that the coronavirus has had on the UK economy, of which we have far from seen the full extent, manufacturers will find their cash reserves depleted at an alarming pace. The lack of new orders, delays in the supply chain and difficulties in acquiring labour will now compound the impact of the coronavirus on the UK economy as time progresses.



2. As we can see in the chart, cashflow levels had already been trending downward prior to the pandemic, placing industry in a position that leaves manufacturers vulnerable to the sudden economic slowdown currently unfolding.<sup>1</sup> More details on the economic outlook for manufacturing in the UK prior to the Covid-19 pandemic can be found in our [Q1 Manufacturing Outlook report](#)– published in partnership with BDO.
3. Most manufacturers are facing a catastrophic drop in orders, as their customers conserve their own cash during times of uncertainty. In some cases, outstanding invoices won't be paid as the customer faces potential insolvency. Manufacturers report that customers are confident that orders will come through in due course, once normal activity resumes. But thousands of otherwise viable businesses employing millions of workers are at risk of failure in the short term simply because they will run out of cash.
4. For much of this year UK manufacturers are going to be occupied filling a backlog of orders from recent months in a very short space of time once the impact of Covid-19 on supply-chains begin to subside – which could spill-over to early next year.
5. While the Business Rates relief will be a welcome lifeline for the retail, leisure, and hospitality sectors, manufacturers will be unable to benefit from this measure. Business Rates are a significant cost for many manufacturers, particularly now for those manufacturers who have a high rateable value but will not be operating as usual due to the impacts of Covid-19. A Business Rates relief for manufacturers would help these firms navigate these troubling times, protecting the jobs of the people they employ, and leaving the firms and their workers better positioned to excel once normality resumes, in turn driving the recovery of our economy.
6. The VAT deferral scheme has been welcomed by manufacturers, as many who had what cash left set aside for the forthcoming VAT payment date can now prioritise using that money in the

<sup>1</sup> Levels of working capital forecast calibrated on 2008-2009 Financial Crash cashflow levels as worst-case baseline in the past two decades. Forecast based on pre-government interventions for the manufacturing sector.

current situation for business continuation means. Measures such as these have an immediate impact in dampening the cashflow crisis manufacturers are currently experiencing.

7. Whilst we welcome the Corporate Financing Facility, this only applies for larger companies and SME's are the most vulnerable to shutting down as a result of cash-flow shortages. Although news the Treasury will cover interest payments for up to 6 months is very welcome, the long term implication of taking on more debt for small business owners serves to only postpone cash-flow problems rather than eliminate them. The government should also consider debt forgiveness schemes should these loans result in a possibility of future shut-downs. These could, for example, be treated like the Student Finance system where you only pay back what you are able to. Without this protection SMEs may opt out of taking these loans today.

### **Impact on supply chains**

8. The majority of manufacturers we have spoken to on this issue have either undertaken, or are currently undertaking a supply chain review to assess the impact this will have on their business. A recent survey of manufacturers we carried out with YouGov found 80% had experienced or expected to experience increased lead in times<sup>2</sup>. Manufacturers such as those in the automotive sector have had to suspend production because essential components are not arriving. We are continuing to see supply chain disruptions across Europe. As European countries tighten up restrictions, supply chains are tightening up across Europe and the implications are only just beginning to become evident. As with the virus, it is likely that the full impact is some weeks off and is likely to be quite profound. We have some evidence that production in China is resuming and supply chains from the Far East are re-establishing themselves.
9. Some companies reported that they had safety stocks of materials in place. However, this has not always been enough and in many cases stocks are depleting fast. A recent survey of manufacturers we carried out with YouGov found 36% only had stockpiles of components to last them up to one month, only 16% said they had enough for more than two months<sup>3</sup>. One company told us that based on the missed sea shipments to date, they would be running out of material in March and will now need to make decisions on freight capacity and much additional cost the company can absorb as a result of missed and delayed shipments.
10. Some carriers are issuing notifications of an expected 40% shortage in capacity from March onwards impacting with a significant increase in ocean freight rates. Furthermore, airfreight carriers are also announcing restricted flights and routings and airfreight pricing. Traditional published tariffs are being replaced by spot pricing where airlines can react much quicker to flight capacity and cargo space availability. One manufacturer cited air freight rates already being quoted at 500% increases on the regular cost per kg rates.

### **Impact on people and support packages for employers and employees**

#### **Training and apprenticeships**

11. The overall risk to training and the delivery of apprenticeships is that training becomes delayed due to the outbreak, and in some cases, technical training is not delivered at all. Following the announcement that schools and colleges are to close in relation to COVID-19, it then raises the question as to what the impact will be of this upon training providers and their staff delivering apprenticeships. Apprentices in the first year of training in our sector are based almost entirely within a training centre which is then classified as their placed of work. There is significant pressure on tutors, who have not been affected by COVID-19, to continue their work and for the

---

<sup>2</sup> Make UK / YouGov poll of 593 manufacturers carried out 4th - 16th March 2020.

<sup>3</sup> Make UK / YouGov poll of 593 manufacturers carried out 4th - 16th March 2020.

apprentices to continue with their training. Apprentices in their second year of training onwards still spend much of their time in college, and therefore, their course will face inevitable disruption during any closure.

12. In accordance with Ofqual's requirements, apprentice curriculum must be delivered in consecutive modules and there is obvious risk that this will not be achievable over the coming months. Make UK and other training providers are investigating how virtual or e-learning could be used to deliver some elements of apprenticeships but such elements can only be delivered within certain sections of the course and might not, therefore, be delivered consecutively as required within existing rules.
13. Further, there is great concern that Education and Skills Funding Agency (ESFA) funding for apprenticeships will fail to continue if training is disrupted for more than four weeks. Currently, a break in training provision of up to four weeks does not disrupt training provider payments from the ESFA, however, after this time, providers' funding ends. There is then a clear risk that training providers will be unable to continue to provide vocational tuition in the event that they are advised to close for a period of greater than 4 weeks. In turn this clearly presents a danger that apprentices and other learners will not be able to complete their courses and receive their qualifications.

### **Childcare**

14. With educational institutions closed, there will have significant impact on workers with children and the little lead in time will leave very little notice for parents to prepare to find arrangements for their children. This issue also applies to parents with children below school age with childminders who have also been advised to close.
15. Existing legislation allows workers with dependants, two days' emergency leave to organise their plans, however, this puts pressure on the worker/parent to stay at home. Make UK members are likely to support a worker that can work from home, although their ability to work may then be affected due to required care of a child. We believe that Make UK members are likely to accommodating and look for informal solutions in the short term. If the worker cannot work from home, then they may have the prospect of taking time off work, which can either the form of holiday or unpaid leave. The former is the more preferable option however, with employers struggling under the effects of COVID-19, we believe that some members are likely in time to be unable to continue to pay absent workers for a significant period of time and may be force to lay staff off. Make UK members we have spoken to recognise that any worker choosing to take childcare-related leave will be under pressure to maintain a form of income and wish to be supportive, within the means available to the employer.

### **Occupational sick pay, SSP and holiday pay**

#### **a) Sick pay**

16. There are several scenarios where workers' pay will be affected by the impact of COVID-19. If the employee is at home, due to contracting COVID-19, they are deemed incapable to work and are eligible for SSP. If an employee is at home and self-isolating in accordance with Government guidance because they are displaying COVID-19 symptoms, then they are also eligible for SSP. This same applies for those who have been sent home by a healthcare professional or their employer.
17. Anticipating the measures Government will implement currently contained in the Coronavirus Bill that allow SSP to be paid from day 1 of absence, this still only allows employers to be reimbursed for SSP paid to a maximum of 14 days - that is approximately £188. This is clearly

a very limited impact on employers and their workers and is not a sufficient living wage for affected employees.

18. Beyond the recommended 14 day period of self-isolation, for those suffering from or displaying COVID-19 symptoms, there is no COVID-19 related SSP reimbursement to cover these employees. Given the scheme only applies to smaller employers with less than 250 members of staff and for a short period, this will limit the support available for Make UK members at a time when their finances may be under great strain.
19. Around 75% of Make UK members pay contractual sick pay. If an employee receives contractual sick pay from their employer, this will be subject to specific arrangements in terms of the rate and the payment period. Currently, COVID-19 SSP rebates only provide some partial, limited, support for such employers.
20. Employers providing SSP from day 1 is a positive measure however, due to its low value, its provision and therefore, its rebate, it is likely to have a low impact and effect on struggling companies. As outlined in the next section, we are calling on Government to increase the SSP rate, and reimburse employers who then pay this increased rate.

#### **b) *Holiday pay***

21. There will be many employees who will be forced to take holiday leave as employers are increasingly unable to pay workers their full wage, or wages at all. This may be an alternative to being laid off. Some Make UK members are already reporting financial distress, but still wish to support their workers and avoid losing them. They may struggle to pay employees their holiday pay at this time and should receive full or partial reimbursement from Government in a way similar to the SSP rebate scheme. The UK Government should explore the German short-time allowance scheme as a model to implement in the UK. This would include proposing that affected workers, should be paid 80% of their normal holiday rate of pay at times when they are not in work. In turn, Government should then reimburse the employer 60% of this sum, which is similar to the level support being provided by the German government.

#### **Lay-offs and furloughed workers**

22. Similarly, some Make UK members are informing us that they have little option other than to lay-off workers currently owing to a sudden fall in demand for their products. As a result Make UK welcomes the Government's announcement of the Coronavirus Job Retention Scheme to help cover the cost of workers' wages. However, as employers will not be able to receive this rebate until late April, this presents a more immediate problem in the short-term as employers are struggling to pay wages now.
23. Make UK also welcomed the Business Loan Scheme for small and medium businesses yet, to be eligible for a loan, a company must have a triple A credit score rating. Make UK asks that Government removes this barrier as the ongoing economic disruption has inevitably affected business' credit score ratings. In addition to the Job Retention Scheme, Make UK urges Government to publish further details over how the scheme will be regulated as the term 'furlough' is currently not recognised within UK law.

#### **Travel**

24. The Government have announced significant measures to reduce all modes of transport in the capital and further. Many manufacturers will have workers operating in sectors key to the UK critical national infrastructure, for example health, transport and the utilities. For those not

working from home, and who are key workers, there may be substantial difficulties to travel to work.

25. Further, key workers may come under increased pressure and workloads in these circumstances. Make UK members may wish to provide additional support at these times and fund their workers travel costs which may normally be regarded as a benefit in kind, and taxable, or offer additional expenses and allowances. Government should at the least ensure that workers in these circumstances are not taxed on additional sums they receive and Government should instead look at reimburse Make UK members in need and who have provided additional, voluntary support for their key workers.

### **Short time working**

26. Regrettably, some Make UK members will be forced to reduce working hours and employees will then be adversely affected. For workers subject to short-time working, the employer should pay the employee their 'normal rate of pay' on the unaffected working days or hours. However, to support Make UK members in these exceptional circumstances, a different payment rate should be paid on the days and hours when the employee is not working. Make UK propose that the employer uses the employees' holiday pay rate as a base to calculate this reduced payment to cover short-time working. Using a 52 week reference period normally used for the calculation of holiday pay, an employer could pay a worker, on short-time working a proportion of this – we suggest, 60%. Government should then reimburse the employer with this payment.

### **Redundancies**

27. We welcome the Coronavirus Job Support Scheme, which provides unprecedented support to employers in meeting the wage costs of furloughed workers. We appreciate that this has been developed at speed, and so full details of exactly how it will work are not currently available. We will work with the Government to secure the effectiveness of the scheme and promote it to our members.
28. We hope that this scheme will minimise the number of collective redundancies that will be made. Employers who, regrettably, are compelled to make collective redundancies may face significant challenges in dealing with the normal consultation process in the current circumstances. Holding consultation meetings may prove impossible, and the staff needed to oversee the process may be unavailable. The staff who are being consulted may be unable to attend face to face meetings. Owing to the organisation of the employers' business units, the groups of employees who need to be consulted may be located at some considerable distance from each other, and travel may be impossible or contrary to government advice.
29. Employers who do not consult in accordance with the legal requirements, may in certain circumstances face a protective award, which can be financially prohibitive. Employers' businesses may need to take action at a speed which was not anticipated until very recently, and may be necessary in order to ensure that their businesses can continue to trade in any form.
30. Given current circumstances, Government should temporarily relax the current rules on collective redundancies where this is due to the impacts of Covid-19 on businesses. The consultation periods of 30 or 45 days should be shortened significantly, and the information requirements considerably reduced. Consultation processes should take place virtually, or by means that do not require physical meetings and employers should not face protective awards if they cannot comply with the current rules.

### **Tax**

31. Whilst employers are struggling to pay their employees' wages, their tax obligations are of far higher cost and burden in these unprecedented times. To ensure employees can retain their jobs and employers to pay wages, Keeping cash in businesses now, to ensure they stay afloat, is the top priority. The easiest way to do that is to introduce tax deferment, and we are pleased that the Government has now agreed this for VAT. The initial three month deferment period, and the time to pay accrued liabilities thereafter, should be kept under review as the full economic impact of COVID-19 becomes clearer.

## **Pensions**

32. DB schemes may face a valuation in the near future that is than it would otherwise be. Valuation cycles should be delayed and should not take place on their current basis, which is a spot rate. Valuations should be based on an aggregated rate, which then mitigates the impact of current poor interest rates and falls in stock market values.

33. There current proposals from the pensions regulator, exploring different future models for the funding of DB schemes, should be delayed and withdrawn, until such time as the current uncertainty has passed. Similarly, any changes that may increase the funding required of sponsoring employers should be delayed until 2021.

34. Without these changes, many UK manufacturers will face severe financial pressures and their businesses may fail. There is no benefit to a scheme if the sponsoring employer fails. TPR should be flexible and push out deficit recovery periods and grant deficit reduction payment holidays, allowing businesses to retain cash – otherwise they may well run out.

35. The Government has made the right move to continue postponed accounting for import VAT which is of particular relevance for manufacturing, an industry that is a significant net importer of goods. This will be important for manufacturers who are regularly challenged with cash-flow issues and is especially significant for SMEs. However, given these decisions were made prior to the impact of the COVID-19 on UK supply-chains the Government should also consider deferring payments in customs duties post January 2021 (assuming the transition period has not been extended). This will only partially reduce the burden carried by manufacturers.

## **Key workers list**

36. Make UK welcomed the Government's list of key workers, however, it comprises only of sub-sectors without the relevant occupations. Whilst some sub-sectors will include manufacturing companies, for example, those associated with food supply chains, it fails to include vital occupations the UK will need in the coming months. Make UK members need Government to consider expanding the key list, or specifying which occupations within the sub-sectors they have listed.

37. Within our sector, key workers will include those who have been commissioned to make ventilators and electrical engineers and technicians who are needed to maintain elements of the UK national infrastructure. Some of these roles may be less obvious but no less important for example, supply chain companies who provide components for power transmission and supply, or manufacturers who supply packaging used for products that are then used in the health or food sectors.

## **Business support measures provided by European countries**

38. To aid the Treasury Select Committee's work we have a live overview of the business support measures in other European countries. This has been compiled by our Brussels office who

continue to work closely with our European partners, CEEMET in coordinating efforts amongst manufacturers. Should this be something the committee required, please get in touch.



## Next steps required by Government to support manufacturers

39. Following the announcement by the Chancellor on 20<sup>th</sup> March 2020, Make UK issued the following:

**Commenting on the latest financial measures announced by the Chancellor, Stephen Phipson, Chief Executive of Make UK, the manufacturer's organisation, said:**

*"The Government has taken a decisive step today and we applaud the Prime Minister and Chancellor's actions unreservedly.*

*Keeping people in employment so they are able to provide for their families is absolutely vital at such a critical time. Manufacturers place a high premium on looking after their employees and they will applaud the measures announced today which will significantly aid their cashflow through this period, help them retain key skills and in some cases, simply keep them trading.*

*Business and Government have forged a strong partnership in facing these challenges; we asked for radical measures like VAT deferral and we are delighted that Government has responded.*

*Industry is working flat out to support our vital public services. Today's measures will help provide them with the support they need to ride out this storm and be in a better position to help the economy recover swiftly afterwards. We are confident that Government will continue to work closely with Business as we move further through the challenging weeks and months ahead."*

40. However, there are a number of outstanding questions and areas where employers need immediate clarity on. How Government responds to these will also determine the extent to which the Government needs to do more to support the sector. We have outlined these below as well as areas where we feel Government could go further on to support UK manufacturing in mitigating the impacts of Covid-19 in the short, medium and long term.

- **Insurance and access to Government support measures** – companies will want to better understand whether they need to claim on their insurance before accessing Government support on Covid-19 measures. This should be made explicit in any guidance
- **The Business Interruption Loan Scheme** – the British Business Bank has announced the loan scheme today, but companies will want to have a clearer understanding of when they expect to see payment.
- **Eligibility of the Business Interruption Loan Scheme** – many firms have been hit hard by Covid-19 and may no longer have AAA credit ratings. This then makes them ineligible for the fund. We want to see Government review the decision on only AAA credit rating companies being eligible.
- **Plans to extend business rates holiday** – Government has not committed to extended business rates holidays to those sectors already announced, however we would like to see an extension including, but not limited to, those manufacturers working in food production and pharmaceuticals.
- **Support for manufacturers changing production lines** – An overwhelming number of manufacturers have come forward to support Government in manufacturing more ventilators

and wider equipment. We would like to see a commitment from Government to support these companies e.g. through costs incurred or costs being deemed not rateable.

- **A move to support self-employed workers** – the positive measures announced through the Job Retention Scheme are not mirrored for the self-employed. The manufacturing sector is reliance on self-employed service engineers, specialists and logistics staff that are critical to their business and they need to be supported also.
- **Clarity on the Job Retention Scheme** – Make UK has received a high number of queries on the scheme through its HR and Legal advice line. We have been collating these and would be happy to share this with the Committee if of use. Examples of queries include: the difference between lay-offs and a furlough, compliance with national minimum wage legislation if only 80% of wages are being paid, eligibility of those on probation or working outside the UK.
- **Support for education and training providers** - Government should ensure all ESFA funding continues at current levels during periods of a shut-down. Independent training providers will otherwise be forced to close without such resource. Government should amend current rules that oblige apprentices to follow the curriculum consecutively, allowing more flexibility. Apprentices should be allowed to complete course content virtually if appreciated, even if it is in irregular sequence.
- **Extending Statutory Sick Pay** – The announcements around SSP to date have been welcomed, but we want to see Government go further look at increasing the rate and the length of the COVID-19 SSP rebate to employers for those unable to work, particularly for a period beyond 14 days.
- **Pension's changes** - Government should delay any regulatory changes that may increase the funding requirement of Defined Benefit (DB) sponsoring employers until 2021.
- **Expansion of the key workers list** –consideration should be given to expanding the key worker list, or specify which occupations within the sub-sectors they have listed, to include other groups of manufacturing workers who contribute to the UK's critical infrastructure, including health, transport, the utilities and food.

## Annex – RAG rating on Government measures (24<sup>th</sup> March 2020)

We will continue to update this as Government announcements and packages of support are announced. The information provided here is correct as at 24<sup>th</sup> March 2020.

GOVERNMENT SUPPORT	RAG	EXPLANATION
<b>Coronavirus Business Interruption Loan Scheme</b>		Make UK also welcomed the Business Loan Scheme for small and medium businesses yet, to be eligible for a loan, a company must have a triple A credit score rating. Make UK asks that Government removes this barrier as the ongoing economic disruption has inevitably affected business' credit score ratings. In addition to the Job Retention Scheme, Make UK urges Government to publish further details over how the scheme will be regulated as the term 'furlough' is currently not recognised within UK law.
<b>Business Rates Holiday for Retail, Hospitality and Leisure</b>		While the Business Rates relief will be a welcome lifeline for the retail, leisure, and hospitality sectors, manufacturers will be unable to benefit from this measure. Business Rates are a significant cost for many manufacturers, particularly now for those manufacturers who have a high rateable value but will not be operating as usual due to the impacts of Covid-19. A Business Rates relief for manufacturers would help these firms navigate these troubling times, protecting the jobs of the people they employ, and leaving the firms and their workers better positioned to excel once normality resumes, in turn driving the recovery of our economy.
<b>Coronavirus Job Retention Scheme</b>		<p>We welcome the Coronavirus Job Support Scheme, which provides unprecedented support to employers in meeting the wage costs of furloughed workers. Make UK welcomes the Government's announcement of the Coronavirus Job Retention Scheme to help cover the cost of workers' wages. However, as employers will not be able to receive this rebate until late April, this presents a more immediate problem in the short-term as employers are struggling to pay wages now.</p> <p>We hope that this scheme will minimise the number of collective redundancies that will be made. Employers who, regrettably, are compelled to make collective redundancies may face significant challenges in dealing with the normal consultation process in the current circumstances. Holding consultation meetings may prove impossible, and the staff needed to oversee the process may be unavailable.</p> <p>The staff who are being consulted may be unable to attend face to face meetings. Owing to the organisation of the employers' business units, the groups of employees who need to be consulted may be located at some considerable distance from each other, and travel may be impossible or contrary to government advice.</p>
<b>Small Business Grant Funding</b>		SME's are the most vulnerable to shutting down as a result of cash-flow shortages. Although news the Treasury will cover interest payments for up to 6 months is very welcome, the long term implication of taking on more debt for small business owners serves to only postpone cash-flow problems rather than eliminate them. The government should also consider debt forgiveness schemes should these loans result in a possibility of future shut-downs. These could, for example, be treated like the Student Finance system where you only pay back what you are able to. Without this protection SMEs may opt out of taking these loans today
<b>Statutory Sick Pay Rebate</b>		Beyond the recommended 14 day period of self-isolation, for those suffering from or displaying COVID-19 symptoms, there is no COVID-19 related SSP

		<p>reimbursement to cover these employees. Given the scheme only applies to smaller employers with less than 250 members of staff and for a short period, this will limit the support available for Make UK members at a time when their finances may be under great strain.</p> <p>Around 75% of Make UK members pay contractual sick pay. If an employee receives contractual sick pay from their employer, this will be subject to specific arrangements in terms of the rate and the payment period. Currently, COVID-19 SSP rebates only provide some partial, limited, support for such employers.</p>
<b>Covid-19 Corporate Financing Facility</b>		<p>Whilst we welcome the Corporate Financing Facility, this only applies for larger companies and SME's are currently the most vulnerable to shutting down as a result of cash-flow shortages. Although news the Treasury will cover interest payments for up to 6 months is very welcome, the long term implication of taking on more debt for small business owners serves to only postpone cash-flow problems rather than eliminate them.</p>
<b>VAT Deferral</b>		<p>The VAT deferral scheme has been welcomed by manufacturers, as many who had what cash left set aside for the forthcoming VAT payment date can now prioritise using that money in the current situation for business continuation means. Measures such as these have an immediate impact in dampening the cashflow crisis manufacturers are currently experiencing.</p>
<b>Business Rates Holiday for Nurseries (and wider school closures)</b>		<p>With educational institutions closed, there will have significant impact on workers with children and the little lead in time will leave very little notice for parents to prepare to find arrangements for their children. This issue also applies to parents with children below school age with childminders who have also been advised to close.</p> <p>Existing legislation allows workers with dependants, two days' emergency leave to organise their plans, however, this puts pressure on the worker/parent to stay at home. Make UK members are likely to support a worker that can work from home, although their ability to work may then be affected due to required care of a child. We believe that Make UK members are likely to accommodating and look for informal solutions in the short term.</p> <p>If the worker cannot work from home, then they may have the prospect of taking time off work, which can either the form of holiday or unpaid leave. The former is the more preferable option however, with employers struggling under the effects of COVID-19, we believe that some members are likely in time to be unable to continue to pay absent workers for a significant period of time and may be force to lay staff off. Make UK members we have spoken to recognise that any worker choosing to take childcare-related leave will be under pressure to maintain a form of income and wish to be supportive, within the means available to the employer.</p>
<b>Income Tax Deferral for the Self-Employed</b>		<p>See Small Business Grant Funding.</p>

## About Make UK

Make UK, the manufacturers' organisation (formerly known as EEF), is the representative voice of UK manufacturing, with offices in London, Brussels, every English region and Wales. Collectively we represent 20,000 companies of all sizes, from start-ups to multinationals, across engineering, manufacturing, technology and the wider industrial sector, who altogether employ approximately 1.2 million people. Everything we do – from providing essential business support and training to championing manufacturing in the UK and the EU – is designed to help British manufacturers compete, innovate and grow.