



Welcome to findit**in**birmingham's breakfast meeting

'Olympic 2012 Special'

Thursday 3 November 2011

Stuart Horton

Project Manager at [finditinbirmingham](http://finditinbirmingham.com)



www.findit in birmingham.com



London 2012 Games BUSINESS OPPORTUNITIES for BIRMINGHAM

**Jim Johnston
London 2012 Business Network**



Tenders Already Won from 2012

- At least 58 Birmingham firms have won contracts from London 2012 Games, and associated projects
- Spread across 10 of the 11 Birmingham Parliamentary constituencies

2012 - Sample Contract Wins

- **Acme Whistles**
- **Big Button Media Ltd**– supplied media services to ODA
- **Bodyguard Workwear Ltd** – supplied safety clothing and equipment, on Aquatics Centre
- **Encon Insulation**- supplied 2012 contractor, Industrial Fire Protection Ltd
- **NEC Catering** – Olympic Park North
- **Netstore Security Ltd** – supplied ODA
- **SFS Fire Services** – three contracts on Olympic Village
- **Tandem Group** –License to make official London 2012 cycles and wheeled toys.
- **Vincent Timber**– specialist timber

HOW?----- CompeteFor.com

Advantage West Midlands | CompeteFor Portal - Microsoft Internet Explorer provided by Advantage West Midlands

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Address <https://www.competefor.com/london2012business/nru/home.html>

CompeteFor giving local businesses unique access to London 2012 opportunities
Helpdesk: 0845 2177804
www.advantagewm

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2012 OJEU OPPORTUNITIES

[View details of current OJEU opportunities](#)

CONTACT USER HELPDESK

Advantage West Midlands



The West Midlands is a diverse and vibrant region that has the unique benefit of being located at the heart of the UK. The West Midlands comprises the counties of Shropshire, Staffordshire, Warwickshire and Worcestershire; the unitary authorities of Herefordshire, Stoke-on-Trent and Telford and Wrekin; and the seven metropolitan districts of Birmingham, Coventry, Dudley, Sandwell, Solihull, Walsall and Wolverhampton.

As the UK's best connected region and with highly developed manufacturing supply chains and professional services networks, the West Midlands is perfectly placed to benefit from the London 2012 Olympics.

The West Midlands is the birthplace of the modern Olympic movement, with the Wenlock Olympian Games held regularly in Shropshire since 1850. Founded by Doctor William Penny Brookes, these games are widely credited with influencing Baron de Coubertin to found the modern Olympics. The West Midlands Olympic pedigree continues, with Villa Park in Birmingham set to feature as a venue for the 2012 Games.

CompeteFor is designed to help West Midlands-based businesses like you take full advantage of the direct and

Opportunities **STILL** Available

- London 2012 buying up to Games-time
 - Photographers' Bibs
 - Hearing Assistance System
 - Film & Photography services
- After 2012, conversion work on Olympic Park by **Olympic Park Legacy Company (OPLC)**

Olympic Park – Aquatics Centre



Olympic Park - Media Centre



Olympic Park – Basketball Arena



Opportunities **STILL** Available

- All these using **CompeteFor.com**
- **Tourism** - www.tourism2012games.org



Help available – 2012 Sector Briefings

available FREE at www.wmfor2012.co.uk

- Building
- Food & Drink
- Tourism
- ICT
- Manufacturing
- Professional Services
- Medical Technologies
- Environmental
- High Value Products
- Screen, Image, Sound
- Transport

London 2012 Games –
Business Opportunities

“They think it’s all over. It isn’t yet!”

1. CompeteFor.com

2. 2012 Sector Briefings

Finditinbirmingham

Opportunities for Training Camps and Events

Steve Hollingworth

Assistant Director – Sport & Events



Birmingham Training Camp

Jamaican Track and Field Summer 2012





Birmingham Training Camp

USA Track and Field Summer 2012

Birmingham's Sporting Pedigree

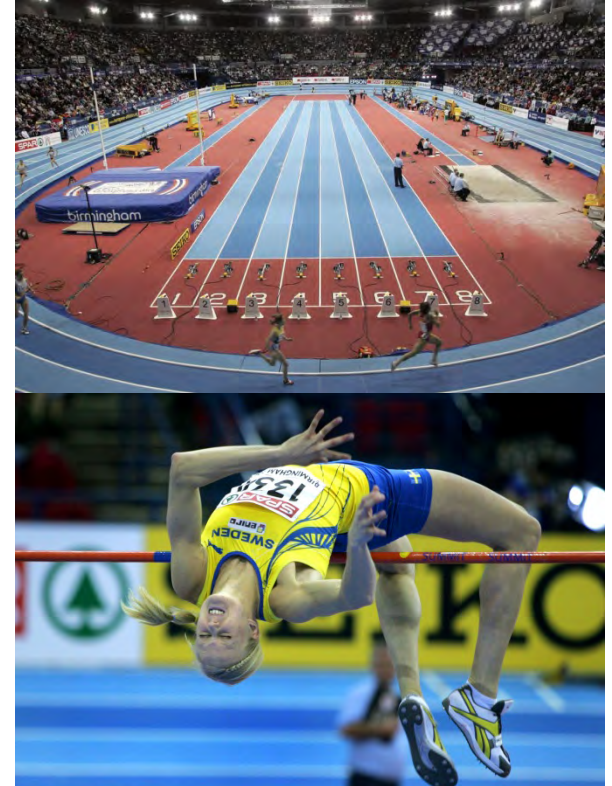
- An international City of Sport & European City of Sport for All
- Hosted 28 World and 18 European Championships – more than any other UK city
- Birthplace of lawn tennis in 1858
- The world's oldest soccer league founded in Birmingham in 1888
- Edgbaston - a home of international cricket



Birmingham's Sporting Pedigree- Athletics

“Birmingham is the home of track and field in Britain” – Lord Sebastian Coe

- The 2003 IAAF World Indoor Championships in Athletics
- The 2007 European Athletics Indoor Championships
- The 2009 18th IAAF World Half Marathon Championships
- International Diamond league 2011 -2013 at the Alexander Stadium



First Class Facilities

The University of Birmingham offers first class sporting facilities just 2 miles from Birmingham city centre

- Outdoor 400m track with 8 lanes
- Fully equipped jumps and throws areas



First Class Facilities

Alexander Stadium
High Performance Centre



More First Class Facilities for USA Camps



Training Venue GMAC

- The finest gymnastics and martial arts training facility in the UK
- Built to international standards and opened in September 2008
- Full-size floor space for artistic and rhythmic gymnastics
- Dojo and two further flexible martial arts combat areas
- Just five miles from city centre and hotel accommodation



Contracts are in Place with Jamaica and USA Track & field Teams

Birmingham to:

- Provide full support with local and national media enquiries
- Help to develop sponsorship opportunities
- Deliver a social programme of activities including visits to local attractions, organise receptions, trips to the theatre



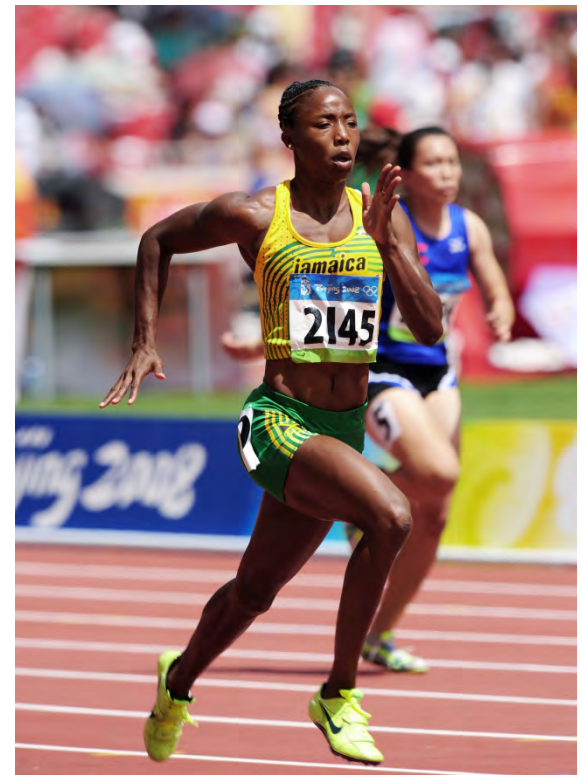
Contracts in Place

Birmingham to:

- Provide accommodation and meeting rooms for team administration
- Provide medical rooms and exclusive medical support
- Provide ice bath facilities and massage tables

Team Contracted to Support

- Athlete schools visits, interacting with young people
- Working with local athletics clubs
- Engaging the local community
- Be accessible for promotional events (limited)



Local Organising Committee

Need the following services (and will go through finditinbirmingham)

- Ice
- Towels
- Drinks and Water
- TV's and PC's
- Beds
- Laundry
- Transport
- Security
- Clothing for Delivery Team
- Volunteers

Can influence: -

Social Programmes/Memorabilia

- Places to Visit
- Commemorative Medal
- Product Endorsement

2012 Events

80 normal cultural events programme

- World BMX Championships May
- Queens Diamond Jubilee June
- Olympic Trials 22 – 24 June
- Torch Relay 30 June
- Jamaica 50th Independence 25 July
- Camps 13 July – 5 August
- Jamaica in the Square 2 – 12 August

Previous Tenders

- Used finditinbirmingham 130 occasions in last 12 months
- Event Control
- Toilets
- Heras Fencing/Barriers
- Marquees/Stage
- Generators
- Lighting Towers
- Sound Systems/PA
- Crane Hire
- First Aid
- Radio Hire
- T-Shirts/Merchandise
- Tables and Chairs
- Security

Sponsorship Opportunities

For the Camp and Legacy Programme (not just 2012 and Sport)

Jamaica: -

- Exchange trips planned for 2011 –netball, athletics
- Jamaican Invitational Meet – Kingston 2011 & 2012
- Training Camp prior to Commonwealth Games in Glasgow 2014

Culture Programme: -

- 2012 – 50 Years of Jamaican Independence
- Mayor Carnival and Celebrations

Sponsorship Opportunities

USA: -

- Strong presence at Indoor Grand Prix – February 2011 & 2012
- Potentially more teams at the GMAC

Cultural links – President of USA Track & Field

- Birmingham twinned with Chicago



Sponsorship Package

- Branding of all promotional material for the camp and legacy programmes.
- Branding of Media Interview boards.
- Perimeter boards in camp location.
- Website branding and editorial support.
- Athlete pre-arranged news conference.
- VIP associated dinners passes and preferential hospitality packages.

BIRMINGHAM
GLOBALCITYLOCALHEART

Contact Details

For further information contact:

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Email: steve.hollingworth@birmingham.gov.uk



भारतीय स्टेट बैंक
State Bank of India

WELCOME TO THE STATE BANK OF INDIA

Harsha Dahyea
Business Development Manager

Thursday 3 November 2011



www.finditinbirmingham.com



State Bank of India

State Bank Group – A Glimpse

- ✓ India's largest Commercial Banking Group
- ✓ **18,000** branches
- ✓ Over **200** years of profitable banking
- ✓ **142** Foreign Officers Spread across **32** countries
- ✓ Employee base of over **200,000**
- ✓ Total Assets over **£1 billion**
- ✓ Rated AAA by Crisil
- ✓ Complies with BASEL II guidelines as of March 31, 2010
- ✓ Independent Risk Governance structure & integrated risk management of credit, market and operational risks

SBI and 21 Subsidiaries
6 Joint Ventures
5 Associates

4,000 branches of its 5
Associate Banks

Awards & Recognition to SBI

Reputable Institute.
US has ranked SBI **29th**

Awarded the
“**BANK OF THE YEAR 2008 - INDIA**”
By Banker Magazine, London

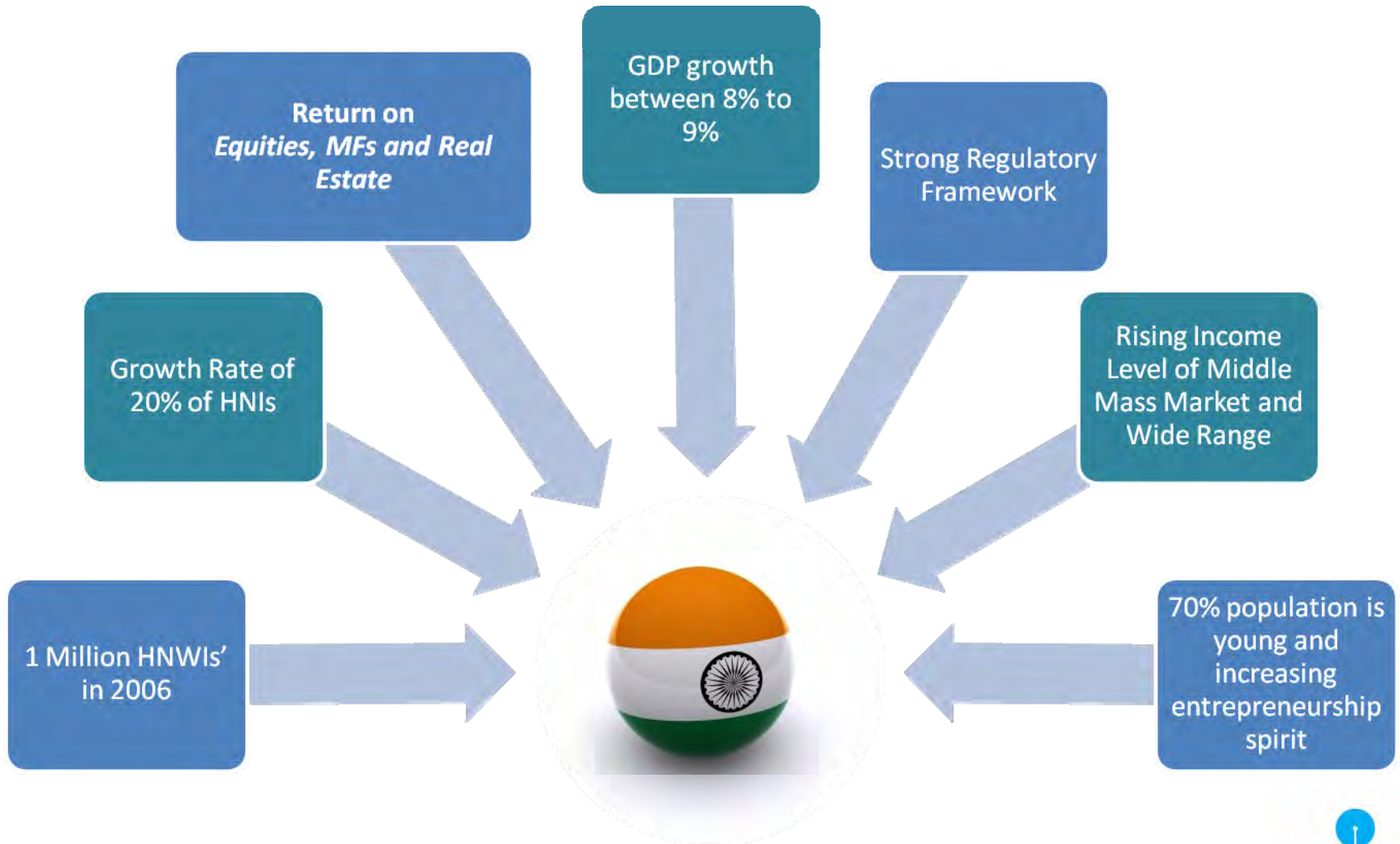
Ranked **#59** in the global 500 financial brand recognition.
Ranking by Brand Finance London 08

Rank **#1** in Survey of top five companies in India in terms of Financial
Reputation by Wall Street Journal ASIA

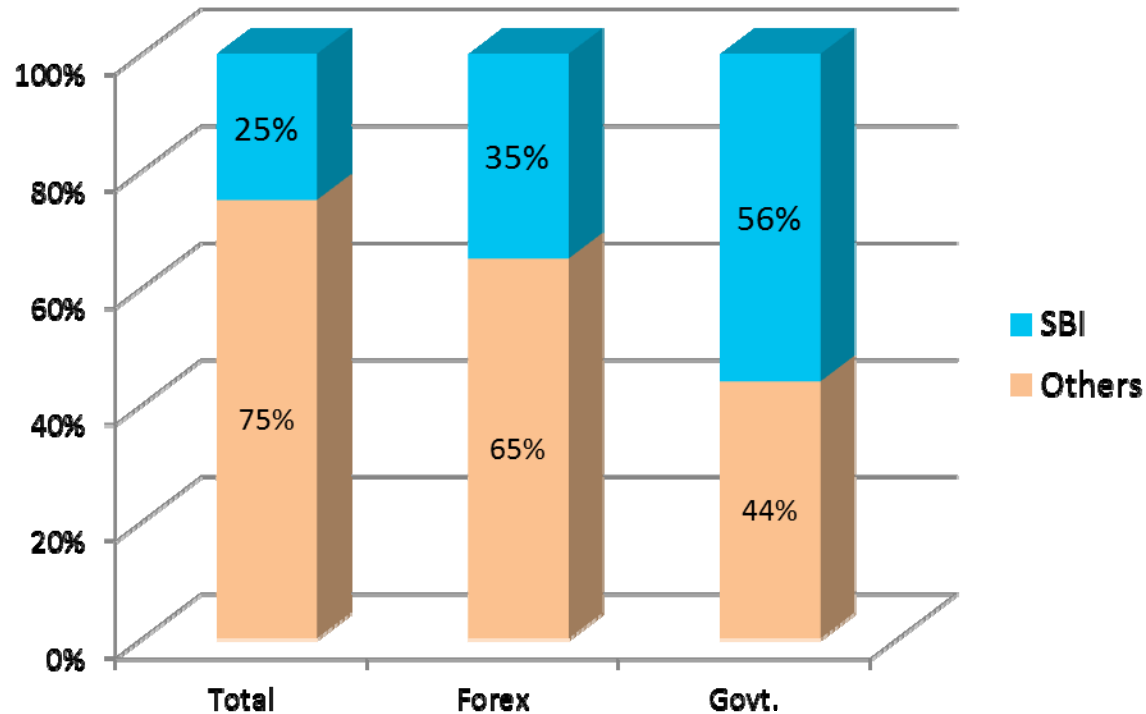
Improved Ranking from 219th position last year to **150th** position this year in
Forbes 2000 list of largest companies in the world

Ranking in “**THE BANKER – Top 1000 World Bank**” Improved to **#57** from 70 in 2007.
The only Indian Bank amongst top 100 Banks in the world.
Ranked **8th** in TOP 25 Banks in Asia

India Growth Continues – Key Drivers



State Bank Group : Market Share



- Over **80%** of top corporates in India have relationships with SBI
- Largest customer base
- Leading Provider of financial services

International Network

East Asia and Pacific

****STOP PRESS****

Expansion of branch network in

Si

- Dur
- Cap

Additional Outlets

7 Representative Offices in Washington, Milan, Istanbul, Luanda, Cairo, Manila and Tehran.

5 Jt. Venture banks in Russia, Bhutan, Nigeria, Nepal with 18 branches 3 subsidiaries in Mauritius and Indonesia

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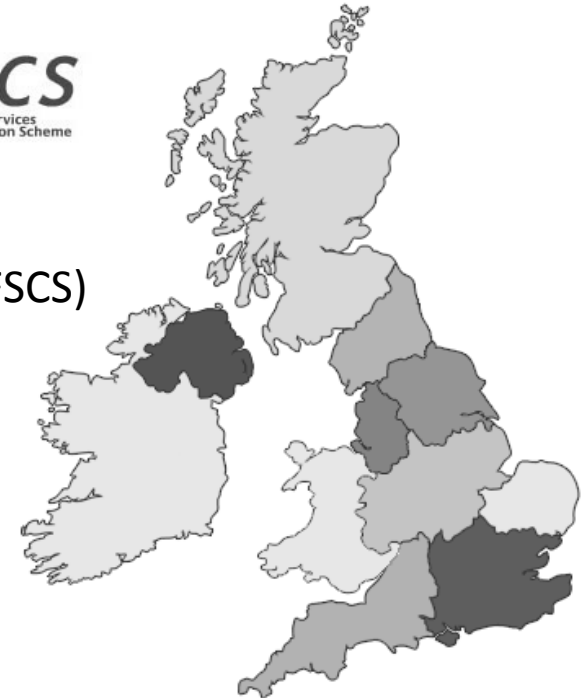
3 Exchange companies managed by SBI in Dubai, Oman and Qatar

- On
- Isr

•Tokyo

State Bank Of India, UK

- ✓ Opened in UK Market - **27th January 1921** as Imperial Bank
- ✓ Became State Bank of India, on **1st July 1955**
- ✓ Company registered in England and Wales
- ✓ Regulated by the FSA and Reserve Bank of India.
- ✓ UK covered by Financial Services Compensation Scheme (FSCS)
- ✓ Total Balance sheet - March 2011 - **\$10,120 Million**
- ✓ Net Profit - March 2011 - **\$46.80 Million**
- ✓ Net NPA's - March 2011 - **\$39 Million**
- ✓ **59.41%** owned by the Government of India



Branches/Offices in UK

London

- ✓ Main Branch
- ✓ Golders Green
- ✓ Harrow
- ✓ Southall
- ✓ East Ham



Midlands and North

- ✓ Manchester
- ✓ Birmingham
- ✓ Leicester
- ✓ Coventry
- ✓ Wolverhampton



Our Products

- ✓ Fixed Deposits
- ✓ Savings & Current Accounts
- ✓ Non Resident Indian Services
- ✓ Remittances
- ✓ Advances
- ✓ Buy to Let Mortgages
- ✓ Business Accounts
- ✓ Commercial Lending

Our Facilities

- ✓ International Debit Card
- ✓ Online Banking
- ✓ Banking by Post
- ✓ NRI Services
- ✓ Remittance to India
- ✓ USD and EURO Accounts
- ✓ Safety Deposit Lockers
- ✓ Trade Finance: Letter of Credits, Bank Guarantees, Import and Export Bill Collections

Instant Access Savings Account with International Debit Card

- ✓ Available to all U.K residents
- ✓ International Debit card which can be used in India and U.K without charges on withdrawals and chip and pin shopping
- ✓ **2% AER** interest on funds of **£500+**
- ✓ Instant Access to funds
- ✓ Online banking available
- ✓ Banking through branch and post also available

State Bank of India

Instant Business Savings Accounts

- ✓ Available for Business Registered in the UK
- ✓ Instant Online Access
- ✓ Annual Interest Rate of **1.49% Gross** & **1.50% AER variable**
- ✓ Interest Paid Monthly
- ✓ Minimum Deposit is **£10,000** and Maximum of **£5 Million**
- ✓ Can be managed in Branch, by post or by Online Banking Facility
- ✓ Instant Access to funds
- ✓ Dedicated Relationship Officer assignment

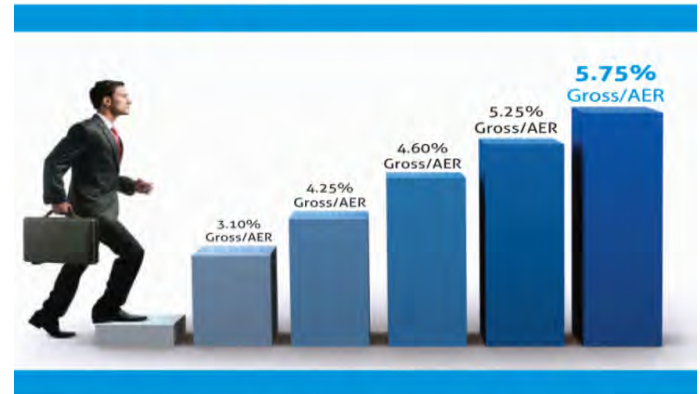
State Bank of India - Buy to Let Product

- ✓ Type of facility - 1st Charge
- ✓ Minimum **5 years** - Maximum **25 years**
- ✓ Repayment Types - Capital, Repayment and Interest Only
- ✓ LTV **50% - 60%** maximum
- ✓ Property Type & Tenure - Residential use only of standard construction with tenure of either freehold or leasehold
- ✓ Credit Status - Should be clean
- ✓ Interest Rate **4.00%** over base rate

State Bank of India - Step up Fixed Deposits*

- ✓ Great interest rates – top rate - **5.75% AER** / overall average rate - **4.59% AER**
- ✓ Withdrawals from the 2nd anniversary with full interest payment.
- ✓ Flexible fixed deposit
- ✓ Deposit for up to a period of **5 years**
- ✓ Minimum investment of **£1,000**
- ✓ more than one term deposit can be opened
- ✓ Monthly or annually interest option

Step up to a
great rate of
5.75% AER*



A flexible fixed deposit designed to give you higher returns, the longer you save.

* Limited Offer

State Bank of India - 1 Year Fixed Deposits*

- ✓ Deposit period of 1 year
- ✓ Earn **3.33%** Gross/AER
- ✓ Early closure is not allowed
- ✓ Minimum amount of investment for businesses ₹10,000.

Additional amounts can not be added to Fixed Term Deposit,

However more than one term deposit can be opened

* Limited Offer

State Bank of India - Deposits less than 12 Months

- Term offered from 1 Week to 9 Months

Period	Rate
1 Week	TBC
1 month	TBC
2 months	TBC
3 months	TBC
6 months	TBC
9 months	TBC

- Accounts can be opened in multi-currency - **USD**, **GBP** and **EURO**
- Due to market volatility - rates to be confirmed at the time of account opening

Thank You For Listening

**We are happy to
take questions and look forward
to speaking to you at our stall**

Thank you for listening

