

Meeting Summaries for Cabinet Secretary visit to New York – April 2023

Meeting with XPO Logistics

XPO explained their business model and noted their other locations across the US, Canada, Mexico and Europe. They welcomed any steer SG could give on operating in Scotland. The Cabinet Secretary was supportive of XPOs plans (which include further investment in North Lanarkshire) and the importance of following the regulatory steps required. On wider connections, Mr Robertson noted Scotland's excellent interconnectivity, and offered to support links to centres of excellence in technology and data science, and welcomed the role of Scottish Enterprise and Scottish Development International in supporting companies like XPO.

Meeting with Mirador

The meeting opened with an outline of Mirador's operations in Edinburgh, with staff moving into new office space to help them grow. Mr Robertson welcomed this and noted the Scottish Government is keen support businesses. Mirador noted the importance of local knowledge to understanding and applying their product to the market. They noted Scottish hires thus far have also been impressive and discussed plans to develop further. Mirador noted that access to talent is hugely important, and support from the Scottish Government has been helpful in that regard. Engagement will continue.

Meeting with Rockstar North

Rockstar Games opened the meeting with an update on the development of their Edinburgh office, and invited the Cabinet Secretary to visit. They discussed recent successes, and the benefits of operating in Scotland, including talent and financial support. Rockstar also welcomed the Scottish Government's support for the games industry and discussed suggestions that might further benefit Scotland's place in the wider sector. Officials will follow up on the discussion points and for the Cabinet Secretary visiting the Edinburgh site.

Meeting with AMP Energy

The meeting opened with a wide-ranging overview of Amp, and their focus on flexible energy capacity and their Amp X business. Amp X has an electrical engineering design office in Edinburgh and they are building Europe's largest battery storage facilities in Scotland, supporting network resilience. Amp spoke warmly of their current and potential future operations in Scotland. Scottish Development International will follow up with further information on detail of topics discussed.

New York Regional Advisory Group; Global Scot Roundtable

The meeting was in a round table format, aimed at discussing what more could be done to harness the expertise of GlobalScots. Much of the discussion was around utilising skills sets effectively with specific asks. Attendees made suggestions and highlighted other high quality examples of good practice that could be adjusted to meet the needs of Scotland. Further discussion centred around raising investment, developing an event, and all agreed on steps to improve delivery of results for Scotland.

Meeting with Catalent

Catalent summarised their business scale and desire to do more in the UK and Scotland. They highlighted the challenges for the sector following the UK's exit from the EU. The Cabinet Secretary invited suggestions on how Scotland could help within its devolved capacity and a broad discussion on various topics related to this followed. Catalent praised their Bathgate site, and their support from Scottish Enterprise, which will continue.