



Not an LBV
member? scan
QR Code to
join....

Welcome

Business Scale Up Event for Leicestershire Companies with Growth Ambition.

11 April 2024

Anjuu Trevedi MBE

LBV Board Director
&
Head of Knowledge Exchange and
Innovation
DMU
Anjuu.trevedi@dmu.ac.uk

Roger Merchant

LBV Director
merchantroger1@gmail.com

LBV (Leicestershire Business Voice)

- A **non-profit making** organisation **run by the Members for the Members** (Directors from organisations of all sizes and across all sectors)
- **Work with key decision makers to stimulate debate, raise areas of concern and help shape policy affecting businesses.**
- **Volunteer their time, experience and expertise** for the benefit of the business and local community
 - ***Influence***... decision-making bodies/key organisations, be a critical friend and support actions that lead to better business
 - ***Inform***... members on key developments and how they can benefit from and contribute to the overarching goal.
 - ***Initiate***... and develop activities, partnerships and promote innovation to enhance Leicestershire as a great place to do business.



Not a member? scan QR Code to join...

Business Scale Up Event for Leicestershire Companies with Growth Ambition.

Leicestershire growing and growth-oriented companies are missing out/limiting their growth potential due to limited awareness of opportunities, networks and available fully subsidised targeted business and innovation support.

LBV Business Scale Up event to raise awareness of:

- Business benefits and opportunities from scaling up
- Fully subsidised support available from Innovate UK and Barclays Eagle Labs scaleup programmes to qualifying companies.
- Meet Innovate UK and Barclays Eagle Lab programme representatives and beneficiary company on their scale up journey.

A scale up business for Innovate UK is *'an innovative company that has typically witnessed, or is expecting, strong growth'*.

OECD defined
'a scale up company as a company having an average annualised return of at least 20% in the past 3 years, and had at least 10 employees at the start of the 3 year period'.

Agenda

12:30 Welcome

Anjuu Trevedi MBE, LBV Director and Head of Knowledge Exchange & Innovation, DMU

12:35 Scale Up Guest Speakers

- **Innovate UK's Scaleup programme**
Paul Jenkinson, Innovate UK Scaleup Programme
- **Scaleup Case Study: NRG Marine Ltd. (Sonihull)**
Darren Jones, Environment and Sustainability Director
- **Barclays Eagle Lab, Leicestershire**
Poonam Sharma, Ecosystem Manager, Barclays Eagle Lab Leicestershire

13:10 Q&A

Roger Merchant, LBV Director & Partner, UHY Hacker Young

13:30 Wrap Up

Anjuu Trevedi MBE, LBV Director and Head of Knowledge Exchange & Innovation, DMU

13:40 Networking

14:00 Event Closes

Our Guest Speakers



Paul Jenkinson

Scaleup Director



Innovate
UK

Business
Growth



Poonam Sharma

Ecosystem Manager



Darren Jones

Environment and Sustainability
Director



TBC

Eagle Labs speaker TBC

Paul Jenkinson

Business Growth Scaleup Programme Director



Innovate UK Scaleup Programme

To make the UK the best place to grow and scale innovative businesses.

To make the UK a true Scaleup Nation, by providing one-to-one bespoke support centred around specific scaleup needs

Paul Jenkinson
Scaleup Director
Paul.Jenkinson@innovateukedge.ukri.org
07885 135507



Innovate
UK

Business
Growth

Innovate UK Business Growth

Innovate UK's publicly-funded client facing business support service. Available to ambitious, high potential small to medium sized innovation-driven companies, including Innovate UK grant winners.



Innovate
UK

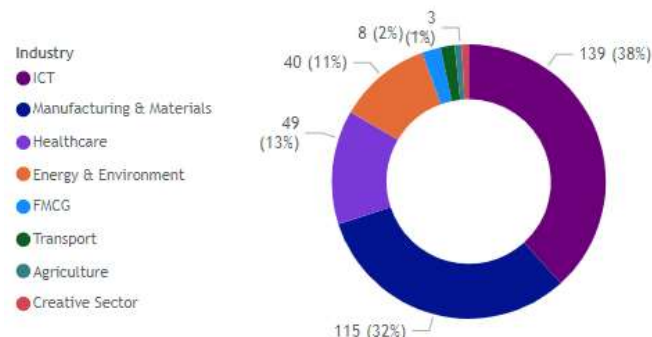
Business
Growth



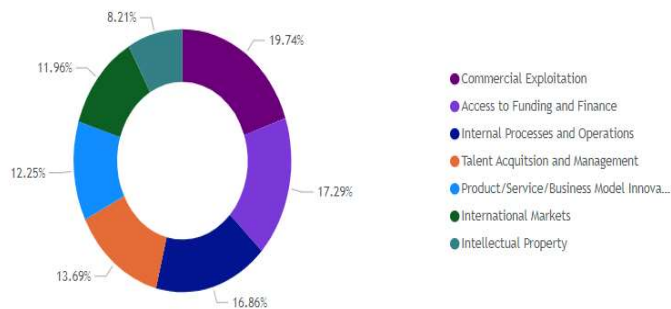
Scaleup Overview Jan 24

- **248** Companies supported
- **142** Companies on the Scaleup Programme
- **85** Companies on the Scaleup Alumni
- **£100m+** from IUK and **£450m+** in equity finance raised by these companies
- **40+** SUDs, 11 partner organisations

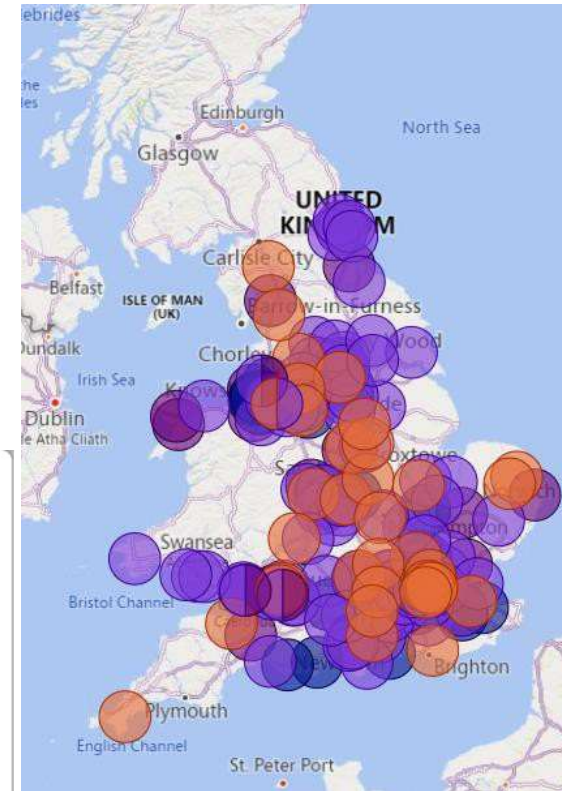
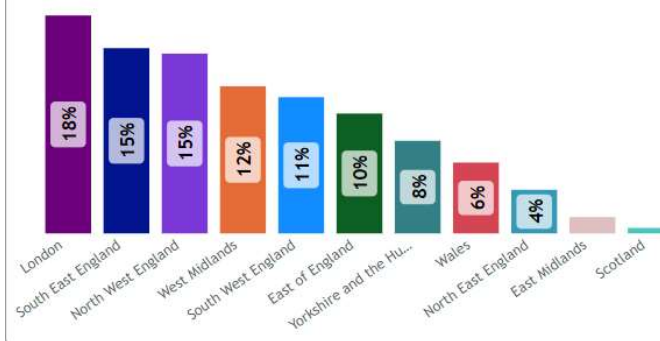
EOI's Received by Industry



Scaleup Challenges



Companies by Location



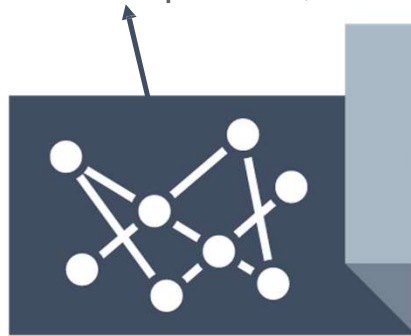
Innovate UK

Business Growth

Scaleup Programme offer

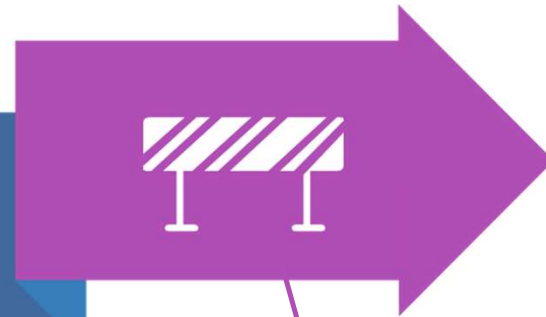
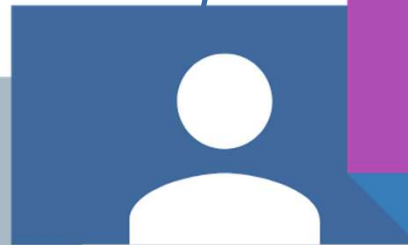
And why it's different...

It is national and sector agnostic
Expertise, Knowledge and Connections – via access to the Scaleup Board,



Intensive support – based on need, with appropriate time allocation (not restricted to a set number of days)

Dedicated Account Director manages each company via one-to-one dialogue



Appropriate Scaleup Directors are mobilised to address key barriers to scaling and a action plan is agreed and delivered



Innovate
UK

Business
Growth

Scaleup Programme Offer

- 12-18 months Intense 121 Support
- Bespoke to individual clients
- Framed in addressing 3 barriers to scaling, could include fund raising, IP development, internationalisation, leadership and staff development etc.
- Account Director appointed to plan and manage client journey
- Access to Scaleup Directors and Specialists – experts in their field
- Access to Scaleup Growth Fund (on application)
- Soft landing to the benefits of joining the Alumni Community on completion



Innovate
UK

Business
Growth

Ideal Scaleup Candidate

Established, significant growth potential

Validated, repeatable, scalable business model

Driven by disruptive innovation

Growing, with a typical minimum turnover of £1m+ pa

Ambition to expand in current market(s)

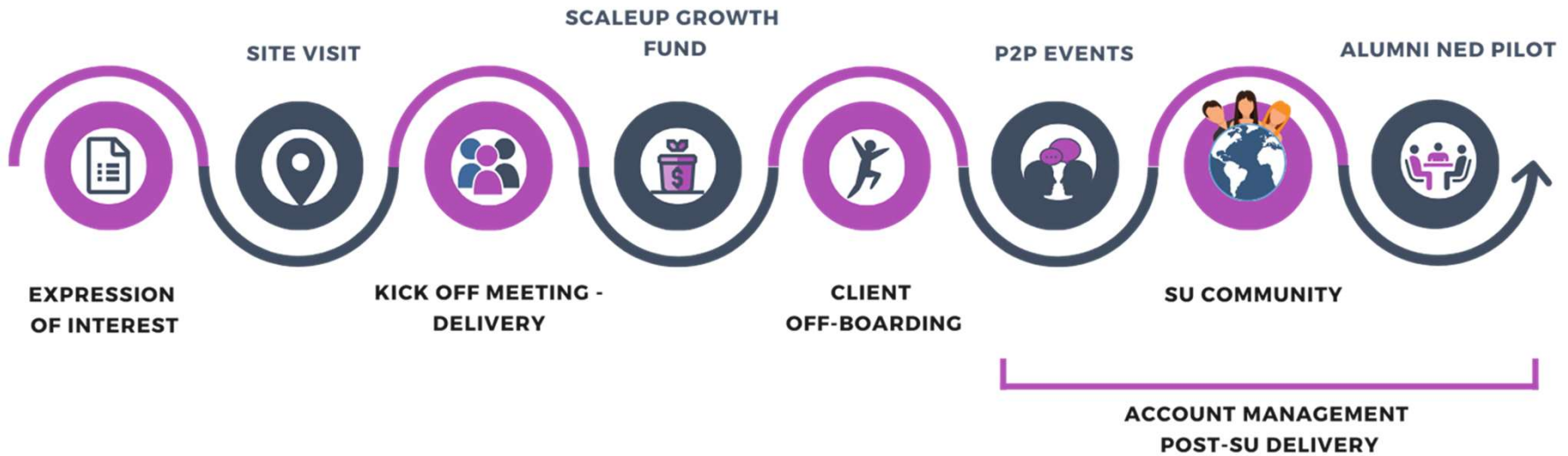
Ambition to expand in new or international markets

Commercially sustainable

The programme is **sector agnostic** and the £1m revenue criteria is not a must as we consider all the other factors together before inviting someone to submit an EOI.



Scaleup Client Journey



Innovate
UK

Business
Growth

Scaleup Alumni Community

Innovate UK will promote the community and its participating businesses, positioning them as some of the most dynamic and exciting in the UK, bringing recognition and inspiring a generation of innovators.

Benefits include:

- Invitations to exclusive events focused on topics of key relevance to our scaleup companies with insights from experts
- Peer to peer engagement and an online peer community that will facilitate engagement
- Invitations to participate in sector-focused roundtables to help inform Government policy
- A letter acknowledging participation in the community that can act as a seal of excellence to use in tenders/bids and investment proposals
- Opportunity to be part of UK Government out-bound country missions; two international event attendances and exhibition costs covered by the initiative.

<https://www.innovateukedge.ukri.org/Scale-with-us/Scaleup-Programme-Alumni-Community>



Innovate UK EDGE Scaleup Programme Alumni Community

Inaugural Session-26 May 2022, London Stock Exchange

Scaleup Selection Process

SCALEUP BOARD ASSESSMENT

Board review of the Expression Of Interest and discussion on growth opportunity, alignment to the programme and potential to add value

SCALEUP BOARD REVIEW

Board discusses outcome of the site visit and decides of whether the company is suitable for the SU support



EXPRESSION OF INTEREST

Detailed request for information to understand position and growth opportunity

SITE VISIT

In-depth site visit to better understand business, management team, growth potential and alignment with the programme

ENGAGEMENT AND DELIVERY

Account managers appointed to the company begin to develop and implement a support action plan



Innovate
UK

Business
Growth

Innovate UK Scaleup Programme



Paul Jenkinson
Scaleup Director
Paul.Jenkinson@innovateukedge.ukri.org
07885 135507



Innovate
UK

Business
Growth



Darren Jones

Environment and Sustainability Director





SONIHULL

ULTRASONIC ANTI-FOULING SYSTEM



Innovate
UK

Business
Growth

Innovate UK Business Growth is the new name for Innovate UK EDGE

WHO ARE SONIHULL®



● Sales Offices

● Sonihull HQ

15 Years of ultrasonic experience

HQ in UK and 7 Sales Offices

Installed on 3,500+ vessels

62,000+ Transducers installed



Centre of Excellence & R&D centre in UAE

Industries: Marine, Steel, Oil & Gas, Papermill, Dairy

Resellers & Installers in 34 countries

SONIHULL
ULTRASONIC ANTI-FOULING SYSTEM

Maritime and Industrial

SONIHULL
ULTRASONIC ANTI-FOULING SYSTEM

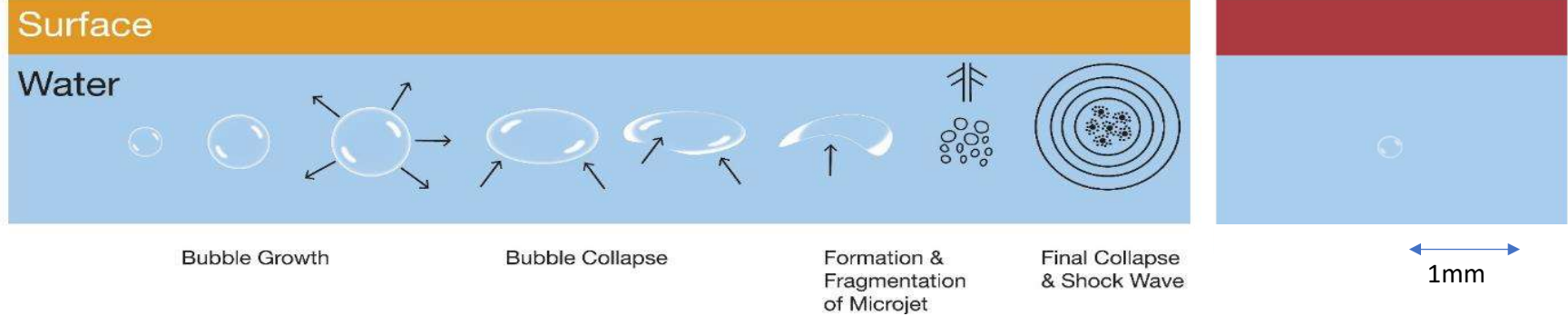
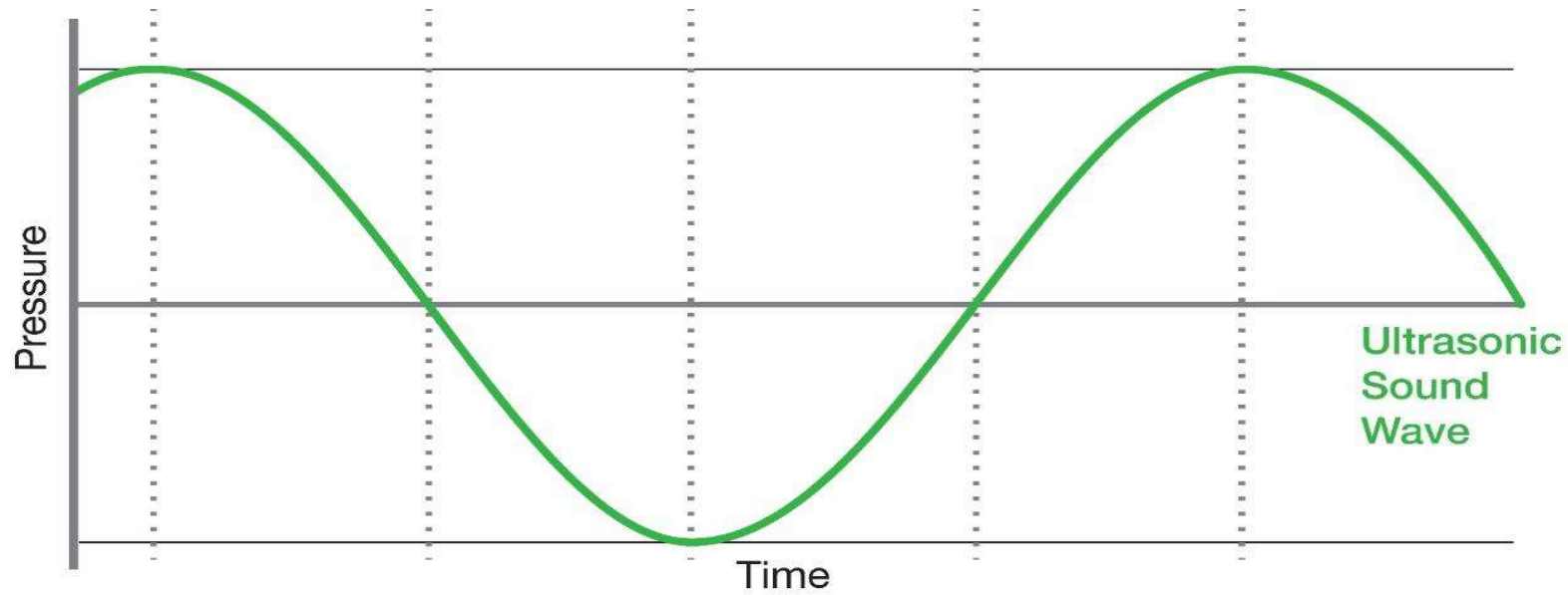


agitate
ULTRASONICS





100% A GREEN TECHNOLOGY



INNOVATION

INNOVATION = INVENTION + ADOPTION

ALL ABOUT ADOPTION

1. SCALE UP SUPPORT
2. MARKET VISIT
3. N.E.D.

OUTPUT

500% GROWTH

BUSINESS PLAN

DATA ROOM

IP SECURED AND AUDITED

FULLY INVESTMENT READY



SONIHULL
ULTRASONIC ANTI-FOULING SYSTEM



Poonam Sharma

Ecosystem Manager



[Connect, innovate, grow | Barclays Eagle Labs \(uk.barclays\)](https://uk.barclays.com)



Q&A

Roger Merchant
LBV Director & Partner, UHY Hacker Young



Paul Jenkinson
Scale Up Director



Poonam Sharma
Ecosystem Manager



Darren Jones
Environment and
Sustainability Director

And Finally...

A BIG THANK YOU TO:



- Our amazing Scale Up guest speakers
- Gary Kingsbury for hosting the event at IBM
- You for your ongoing support for LBV



Presentation slides and useful links available at www.lbv.co.uk/events

Next events:

➤ [LBV Annual Members' Dinner 2024](#)

When: 7pm, **16 May 2024**

Where: King Power Stadium, Filbert Way, Leicester LE2 7FL

➤ [LBV at Curve](#)

When: 12pm to 2pm, **2 July 2024**

Where: Curve, 60 Rutland Street, Leicester LE1 1SB

Have your say

Help us to gauge the thoughts of the business community in Leicester and Leicestershire regarding improving our connectivity by rail.

Leicestershire Business Voice, in partnership with the East Midlands branch of Railfuture - the UK's leading independent organisation campaigning for better rail services for passengers and freight – would appreciate members and non-members to respond to the survey below.



***Please only complete the survey if your business operates in Leicester or Leicestershire.**

Thank you. Have a great day!



Anju Trevedi MBE
LBV Director
&
Head of Knowledge Exchange
and Innovation
DMU
Anju.trevedi@dmu.ac.uk



Roger Merchant
LBV Director
merchantroger1@gmail.com