



Floating Offshore Wind in the Celtic Sea - The opportunity

Webinar 2: Support for SMEs

Online (recorded). 10:00 – 2 March 2023



CELTICSEAPOW
NERTHMORKELTEK

LEADING | INNOVATING | INSPIRING



A CORNWALL
COUNCIL COMPANY



UNIVERSITY OF
PLYMOUTH



HM Government



European Union
European Regional
Development Fund



Cornwall FLOW Accelerator

- European Regional Development Fund
- £6m funded project. Ends June 2023



FLIDAR Campaign

12 months wind resource acquisition, commencing June 2022

Marine Operations Laboratory

DP and Marine Simulations to understand constraints and assist planning for ports, vessels and marine operations

Ec Simulator

Will model virtual sites and help define key assumptions for FLOW in the 2030's.

To output:

- Levelized Cost of Energy (LCOE)
- Levelized Cost of Carbon Abatement (LCCA)
- Energy returned for Energy Invested.

De-Carbonisation

Understanding how we can reduce carbon associated with EIAs, drive local solutions and accelerate the development phase

Low Carbon Materials & Fabrication

Looking at blades, towers, foundation and electrical infrastructure and understanding the local opportunity



Cornwall FLOW Accelerator



HM Government



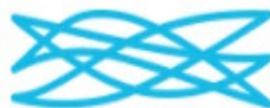
European Union
European Regional
Development Fund



CELTIC SEA
CLUSTER



10:00	Introduction	Julie Taylor, ORE Catapult
10:05	Innovate UK Overview & The role of Innovate UK Edge.	Deborah Watson, Innovate UK Edge
10:20	Taking trade to an international market.	Colin Piper, DIT
10:25	Support to underwrite finance for export.	Tim Burden, UKEF
10:30	Launch Academy Offshore Wind Growth Partnership Fit For Offshore Renewables	Alex Loudon & Claire Canning, ORE Catapult
10:45	Celtic Sea Cluster	Julie Taylor, ORE Catapult

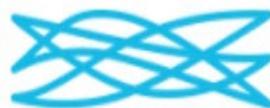


Cornwall FLOW Accelerator





10:50	Insights from an SME	Mike Taylor, Inductive Power Projection Ltd
10:55	Insights from an SME	Vicky Naylor, Jet Engineering
11:00	Business Support for Cornish businesses.	Cerys Hartt, Cornwall & Isles of Scilly Skills Hub
11:05	Access to finance for Cornish Businesses	Heather Coupland, A2F Cornwall
11:10	Debt & Equity loans for Cornish businesses.	Anna Staevska, CIOS IF
11:15	Q&A	Julie Taylor
11:25	Close	



Cornwall FLOW Accelerator





Innovate
UK
EDGE

Innovate UK EDGE – driving innovation & business growth

Dr Deborah Watson

UK Research and Innovation

We work with the government to invest over £7 billion a year in research and innovation by partnering with academia and industry to make the impossible, possible. Through the UK's nine leading academic and industrial funding councils, we create **knowledge with impact**.



**UK Research
and Innovation**

Innovate UK EDGE

At the business end of innovation

We enable ambitious, innovative businesses (<500 employees) to accelerate their growth and achieve scale.

Exploit Innovation

Source funding and finance

Enter new markets

To achieve our vision: 'increasing the propensity of the most dynamic UK businesses to scale, for the enduring economic & social benefits that brings,' we have since 2015 been behind:



5675 companies receiving intensive support



£350m+ funding and finance raised



2977 international collaborations

Success stories:

Artificial reef pioneer ARC Marine

Re-establishing the world's lost ocean reefs, building artificial habitats around off-shore constructions.

This dynamic Devon & Cornwall based company, with Innovate UK EDGE help, has:

- identified key IP and licencing opportunities
- won a £60k Innovate UK grant
- reached partners in France and China
- working with the Catapult network (NCC in Bristol)

By 2024, ARC Marine aims to be turning over £15 million with major contracts in China, Europe and the US

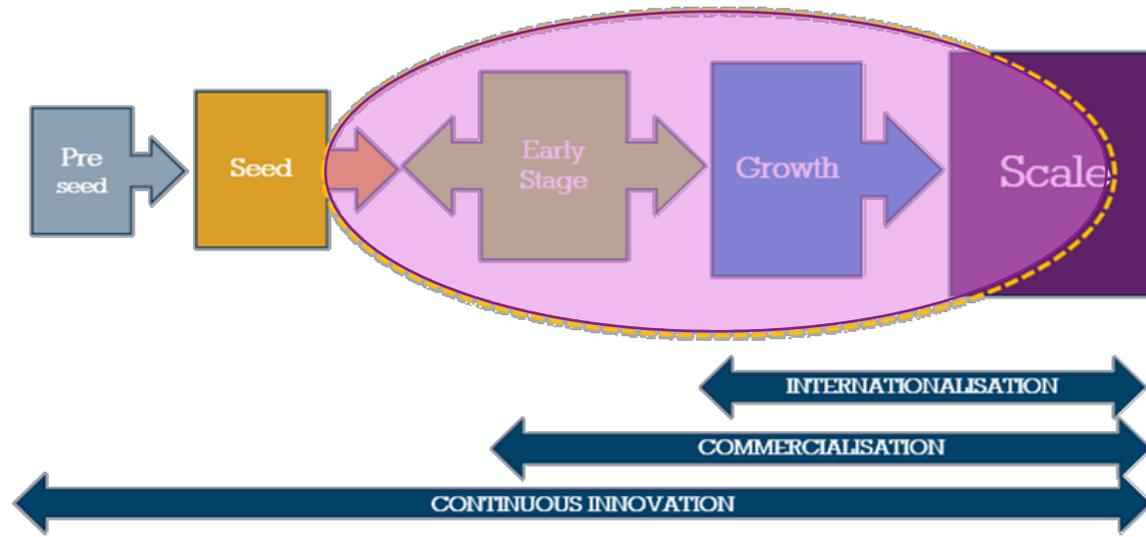
“Innovate UK EDGE was there for us at the beginning when we were a team of two, almost acting as a third member of staff. Now we’re a team of seven.”

Tom Birbeck, CEO, ARC Marine



Innovate UK EDGE operates at:

- Early Stage / Growth / Scale
- TRL5-9



Innovate UK EDGE

Technology readiness level (TRL)	1	2	3	4	5	6	7	8	9
Activity	Discovery & Research		Innovation					Commercialisation	
TRL Description	Basic principles observed and reported	Concept or application formulated	Experimental proof of concept	Concept or process validated in laboratory	System or component validated in relevant environment	System model or demonstrator in relevant environment	System prototyping demonstrator in operational environment	Actual System completed and qualified test & demo operational environment	Actual system mission proven in successful mission operations
Source: NASA Technology Readiness Level model	Academia		Business						

#1 Exploit Innovation

Equip your business to engage in continuous innovation and to optimise operations to deliver growth at scale

Up to 15 days of expert support, advice and mentoring

Vision and Strategy

- Governance & Leadership
- Innovation Management
- Organisational Development

Product / Process / Service Development

- Net Zero
- Lean & Agile

Market Readiness and Alignment

- Value proposition
- Market information
- Brand Development
- Innovation in Digital Marketing

Collaboration

- Supply chain development
- Managing & Partnering for Growth within the UK and internationally

Focusing on the most innovative and high growth potential businesses in SW England.



Exploit innovation



Source funding and finance



Enter New Markets

#1 Exploit Innovation

Equip your business to engage in continuous innovation and to optimise operations to deliver growth at scale

Innovation management

- Access to British Standards On-line services
- Design for Growth

Connect globally to the innovation ecosystem

- Access to grants to work with Catapults

Exploit your Intellectual Property (IP)

- Using IP as a revenue generator and for new product creation
- IP Audits and Access Grants with the Intellectual Property Office (IPO)

Focusing on the most innovative and high growth potential businesses in SW England.



Exploit innovation



Source funding and finance



Enter New Markets

Success stories:

‘Offshore renewable energy to isolated coastal communities’

A Devon-based SME is developing near-offshore wind technology that will generate renewable energy for small islands and coastal communities with a focus on developing countries.

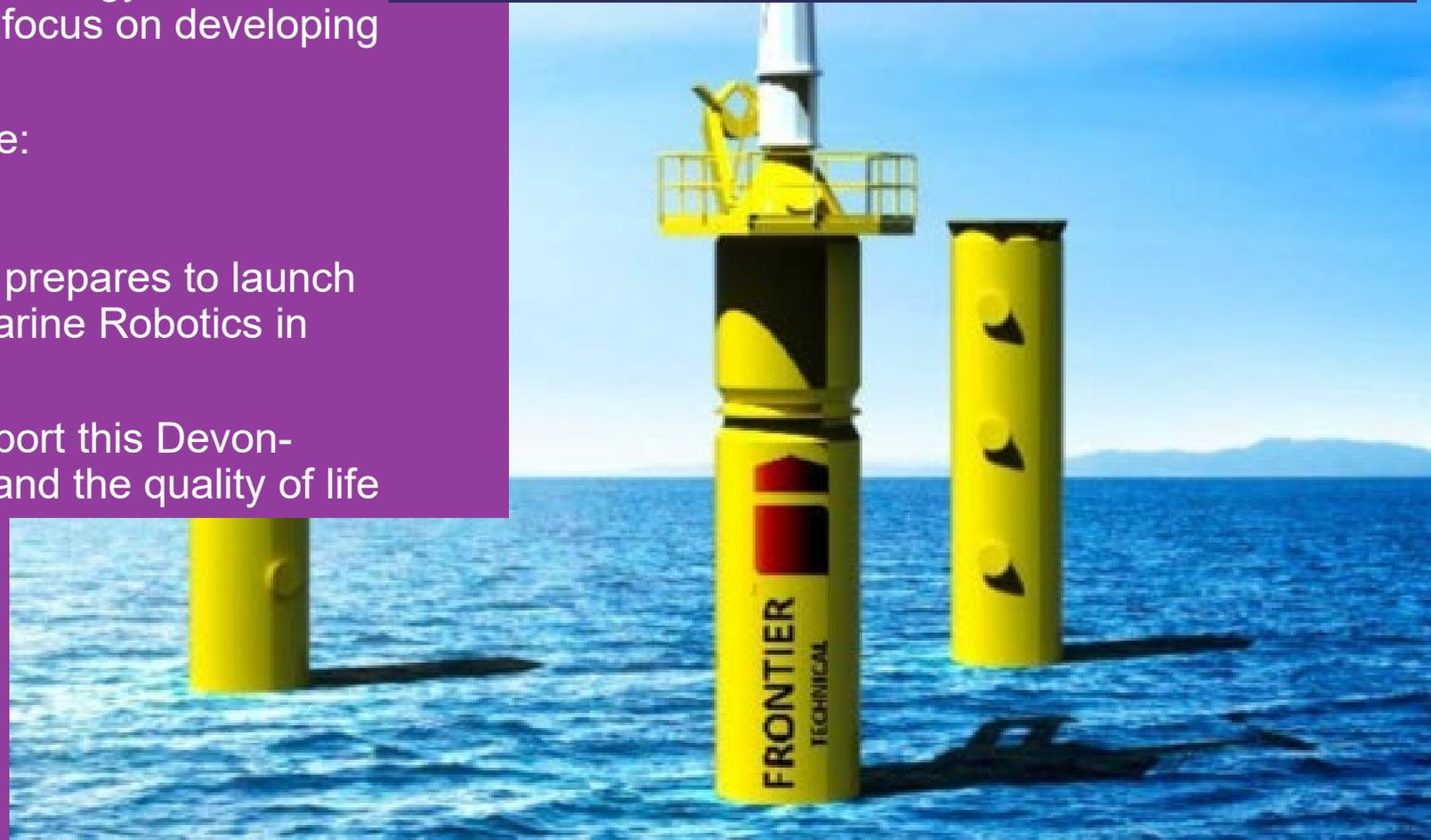
With Innovate UK EDGE help, they have:

- received finance and IP support
- found UK and overseas partners and prepares to launch Canadian subsidiary - via GBIP in Marine Robotics in Canada

Innovate UK EDGE will continue to support this Devon-based SME as it boosts social mobility and the quality of life in developing economies.

“Jayne has been able to connect me with the key players in the region and offer guidance on what opportunities to pursue and what to avoid. I’m now beginning work with Innovate UK EDGE finance and IP specialists, with both projects looking extremely promising.”

Trevor Hardcastle, Managing Director, Frontier Technical.



#2 Source Funding & Finance

Funding & Investment Readiness

Intensive support to businesses actively looking for funding and finance to grow and innovate

- Understanding sources of funding & finance for innovation
- Finding the right innovation funding & finance options and getting investment ready
- Tailored innovation funding and finance support for every business stage
- Financial management best practice

Impacts

In the South West over the last 2 years:

- *Supported 640 SMEs*
- *Delivering 6300 hours 1-to-1 (max 40hrs, min 1hr)*
- *93 SMEs raised £46m Equity Investment*
- *151 SMEs secured £31m Grant Funding*

#2 Source Funding & Finance...

- Preparing businesses for grants & understanding the application process – Innovate UK and elsewhere (e.g. ESA, DASA, European Innovation Council and Horizon Europe)
- Preparing businesses for investment (inc. pitch decks for investment readiness, and investor introductions)
- Working with the British Business Bank, BEIS, IUK KTN and others

Focusing on the most innovative and high growth potential businesses in SW England.



Exploit
innovation



Source funding and
finance



Enter New Markets

#2 Source Funding & Finance

The areas we often work with companies on:

Grant Funding

- Non-Dilutive Funding
- Sources
- Planning
- Application Best Practice
- Eligibility Checking
- We don't write bids!

Equity Investment

- EIS / SEIS
- Angel, Seed, Series A+, VC
- Pitch Preparation
- Finding The Right Investor
- Financial Forecasts

Other Options

- Commercial Finance
- Alternative Finance
- Peer-to-Peer
- Finance Health Check
- Cash Flow Forecasts



AutoNaut



Floating Offshore Wind



Open Calls

Non-exhaustive list of open funding calls...

Smart Grants – £25million for game-changing and commercially viable R&D innovation that can significantly impact the UK economy. Closes 26 April

KTP - UK registered academic institutions, RTOs or Catapults can apply for a share of up to £8m to fund innovation projects with businesses or not-for-profits. Closes 22 March

Innovation Loans Future Economy Competition – Round 8 - loans for innovative projects with strong commercial potential to significantly improve the UK economy. Closes 8 March

Innovate UK Transformative Technologies - up to £20m to develop innovative R&D solutions for those new to IUK. Closes 29 March

Zero emission vessel and infrastructure (ZEVI) – 3 competitions - up to £77m. Closes 19 April

- **Strand 1: Battery electric vessels and charging infrastructure**
- **Strand 2: Shore power technologies, shore-side and vessel-side**
- **Strand 3: Alternative fuel vessels and refuelling infrastructure**

Hydrogen storage and distribution supply chain: Collaborative R&D – closes 26 April

Horizon Europe, Eureka EuroStars, DASA, ESA and more...

Focusing on the most innovative and high growth potential businesses in SW England.



Exploit innovation



Source funding and finance



Enter New Markets

#3 Enter New Markets

Break into international markets to grow and scale with help from our connections, expertise and targeted global programmes.

Global Business Innovation Programme

Global Incubator Programme

Recent and planned International events: South Korea, Canada, Taiwan, Singapore, China, Sweden...

And why is this so important? Because 99% of the global population and 97% of the wealth isn't here in the UK!

Focusing on the most innovative and high growth potential businesses in SW England.



**Exploit
innovation**



**Source funding and
finance**



Enter New Markets

Success stories:

'Robotics-as-a-service' innovator

Devon-based HydroSurv has developed a range of revolutionary Uncrewed Surface Vehicles to measure the effects of climate change in coastal areas and gather critical data for the ocean industries.

With Innovate UK EDGE help HydroSurv is:

- revamping its IP strategy
- planning a Canadian subsidiary launch after participating in a Global Business Innovation Programme
- expanding into Northwest Europe and expects to extend its reach further afield within the coming 12-months.

“Overall, the support from Innovate UK EDGE has helped us address the gaps when we’ve been focused on our day-to-day operations; whether that’s specialist support concerning IP, opportunity capture, or advice in accessing new markets.”

David Hull, Founder & CEO, HydroSurv



Scaleup Programme

- Bespoke, specialist-led support helps to address the key scaleup challenges, but are not limited to
 - access to markets of the future
 - access to connections and resources
 - attracting growth capital.
- Available to those companies achieving, or with the potential for, 50% compound annual growth rates (CAGR) and over

Focusing on the most innovative and high growth potential businesses in SW England.



Exploit
innovation



Source funding and
finance



Enter New Markets



Innovate
UK
EDGE

Thank you

Deborah.Watson@innovateukedge.ukri.org



@InnovateUK



Innovate UK



Innovate UK

www.innovateukedge.ukri.org



UK Export
Finance

UK Export Finance

Win contracts. Fulfil orders. Get paid.

Tim Burden

Export Finance Manager

Tel: 07557 815879

Email: tim.burden@ukexportfinance.gov.uk

Somerset, Devon, Cornwall, Dorset, South Wiltshire



Mission

To advance prosperity by ensuring no viable UK export fails for lack of finance or insurance, doing that sustainably and at no net cost to the taxpayer.





Our products

Buyer Finance

Win contracts: attractive financing terms for overseas buyers of UK goods and services can help exporters **make their offering more competitive**

- Buyer Credit Facility
- Direct Lending
- Lines of Credit
- Standard Buyer Loan Guarantee
- Bills and Notes Guarantee

Exporter Guarantees

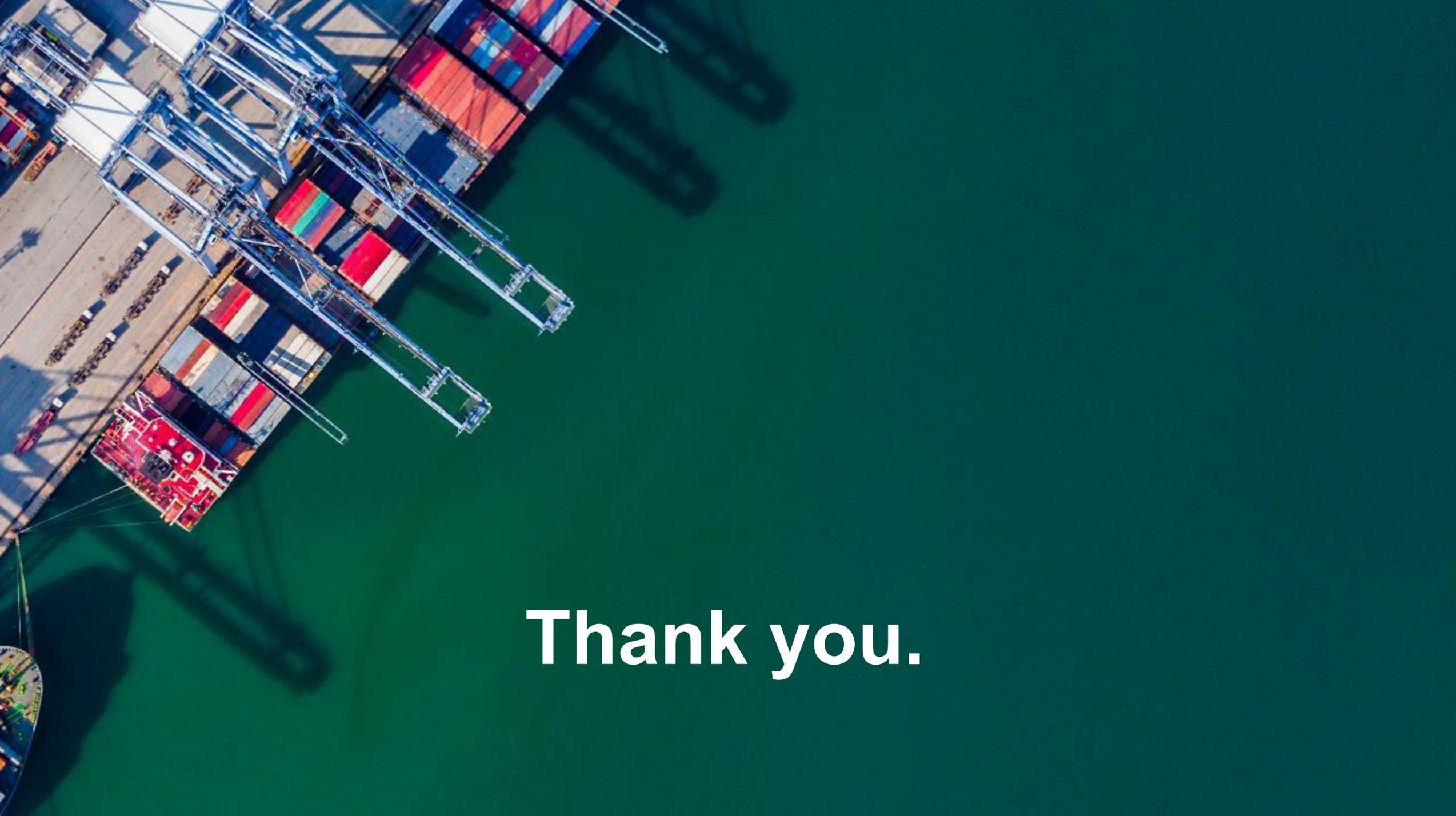
Fulfil orders: help companies access the support they need to fulfil a contract, giving them the confidence to **take on more contracts and increase their turnover**

- Bond Support Scheme
- Export Working Capital Scheme
- General Export Facility
- Export Development Guarantee
- Supply Chain Discount Guarantee

Insurance

Get paid: help companies manage risks in challenging markets, **ensuring that they get paid** even where the private market is not able to offer insurance

- Bond Insurance Policy
- Export Insurance Policy
- Overseas Investment Insurance



Thank you.



CATAPULT
Offshore Renewable Energy

**LAUNCH
ACADEMY**

Launch Academy

Alex Louden

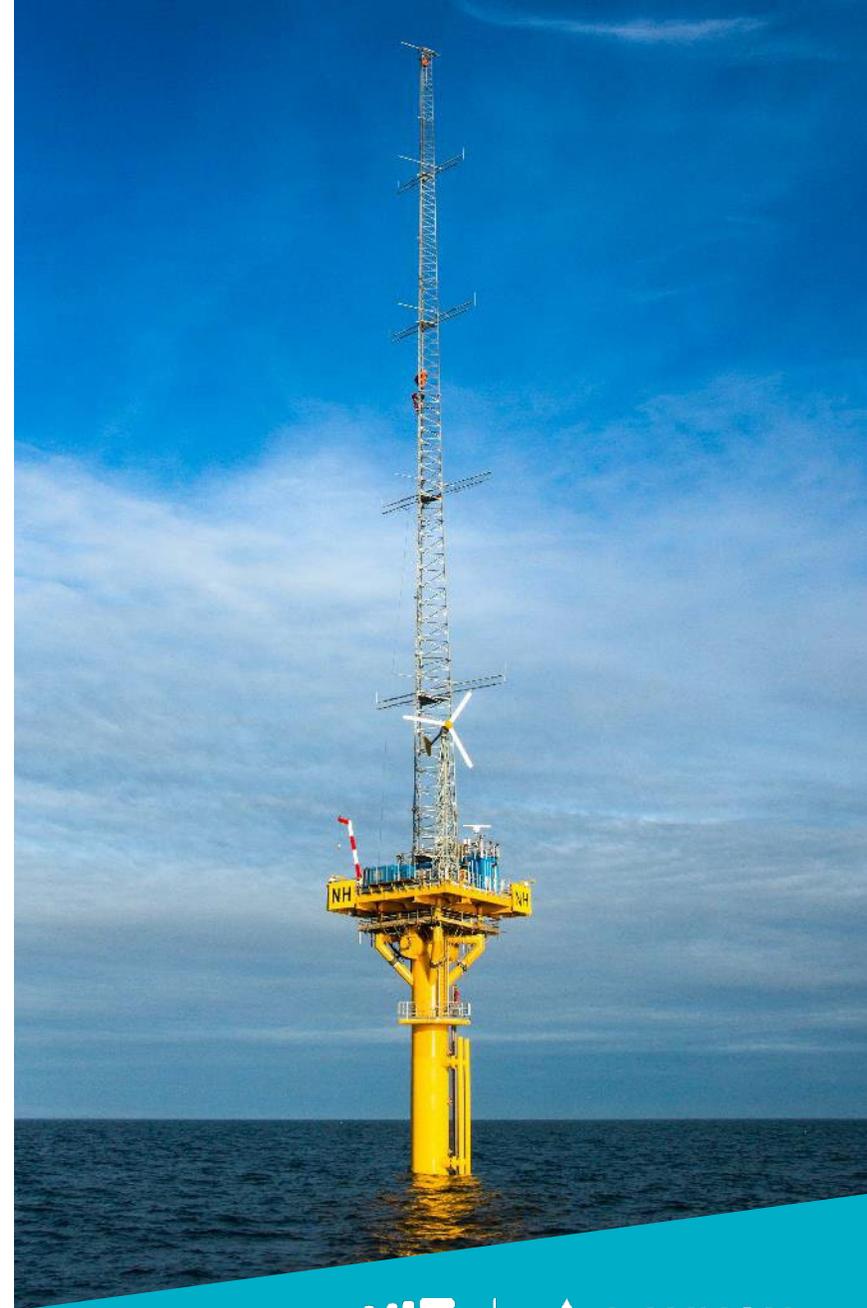
March 2nd 2023

THE OFFSHORE RENEWABLE ENERGY CATAPULT

The UK's leading technology innovation and research centre for offshore renewable energy

Mission: to accelerate the creation & growth of UK companies in the offshore renewable energy sector.

- Unique facilities, research & engineering capabilities
- Bringing together innovators, industry and academia
- Accelerating creation and growth of UK companies
- Reducing cost and risk in renewable technologies
- Growing UK economic value
- Enabling the transition to a low carbon economy



Delivered By:



Delivered By:



Technology Research, Development, and Demonstration

Marine Energy Engineering Centre of Excellence (MEECE)

Collaborative Offshore Subsea Systems (COSS) Research Accelerator

Commercial Support, and Competitive Growth

Launch Academy

TIGGOR Business Support Programme

Fit 4 Offshore Renewables

Wind Expert Support Toolkit

Sharing in Growth

Access to Funding

TIGGOR Technology Demonstration Programme

Innovation Grants

Development Grants

Early R&D

Prototyping

Demonstration Projects

Commercial Launch

Building Traction

Scale-Up and Growth

Supply Chain Support Programme Offerings



ORE Catapult's Flagship Technology Accelerator Programme

“Removing barriers to commercialisation for game changing companies”

- Driven by challenges or themes from industry sponsors
 - Industry provides technology pull and a clearer route to market
 - A strong filter for end-users to engage with the best solutions
- Winning cohort of 10 companies
 - Companies have shared challenges and can learn from one another
 - Peer learning in modules increases value to companies
- 9 months of support provided through tailored modules
 - Industry-specific technology development and business case analysis expertise from ORE Catapult
 - Business growth expertise from leading delivery partners (sales, marketing, investor readiness, story-telling)
 - Pro-bono support from professional services specialists (legal, accountancy, banking, IP)



Launch Academy Modules

“Breaking down barriers to commercialisation and accelerating product launch in the valley of death”

Specialised Industry Knowledge



Business Growth Expertise



Professional Services



Launch Academy Ecosystem of Delivery Partners

“Creating the entire ecosystem required for commercialising new products and services into offshore wind”

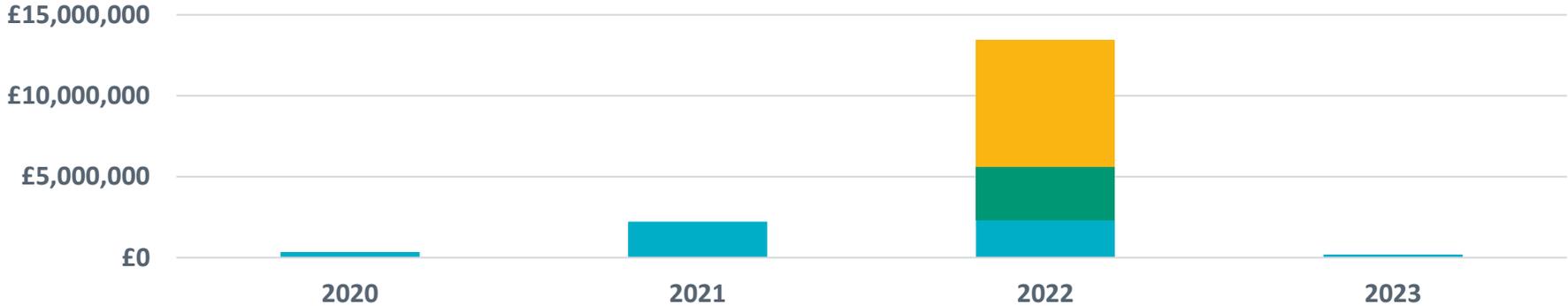
Specialised Industry Knowledge

Business Growth Expertise

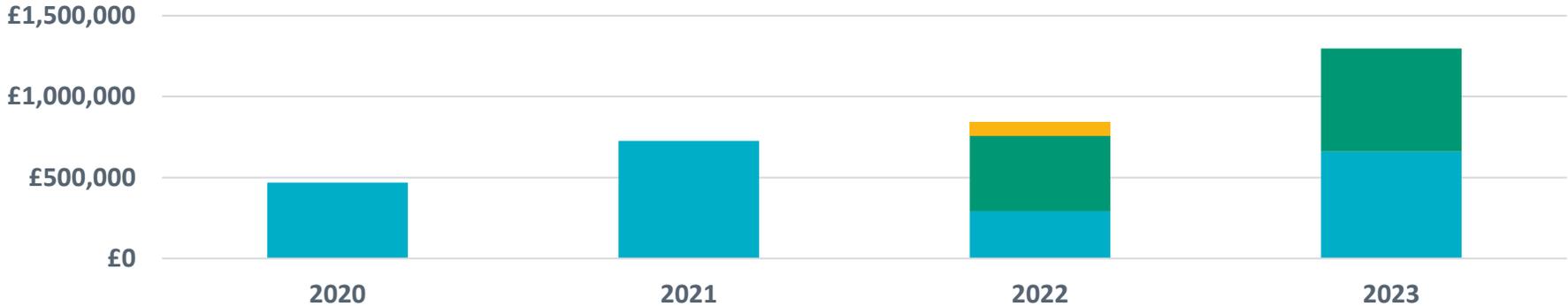
Professional Services



Launch Academy has enabled companies to ramp up their fundraisings and access to grants



£16.2m
14 Fundraisings Completed



£3.3m
21 Grants Secured



CATAPULT

CONTACT US

innovation@ore.catapult.org.uk

ore.catapult.org.uk/what-we-do/innovation/launch-academy/

ENGAGE WITH US



GLASGOW

BLYTH

LEVENMOUTH

GRIMSBY

ABERDEEN

CHINA

LOWESTOFT

PEMBROKESHIRE

CORNWALL



F4OR
Fit For Offshore
Renewables

Delivered by

CATAPULT
Offshore Renewable Energy

F4OR Programme Overview 2023

Claire Canning & Andrew Stormonth-Darling

2nd March 2023

What is our role?

- F4OR aimed at addressing barriers to entry for UK supply chain companies, and increasing UK content by providing **sector specific support underpinned by business excellence**;
- Identifies **high potential** supply chain organisations, with a strategic interest in the Offshore Wind industry;
- The programme aims to:
 - **Grow the Supply Chain** - supporting the transition of companies from other sectors into offshore wind, by developing sector specific capability and competence;
 - **Increase Competitiveness** - supporting companies to improve competitiveness through innovation, continuous improvement and fundamental business principles;
 - **Raise Awareness** – promoting “high potential” supply chain organisations within the industry;



How do we help?

Bespoke guidance to build capability
in core business management
systems

Improve knowledge of unique risks
and opportunities of the offshore
renewables sector

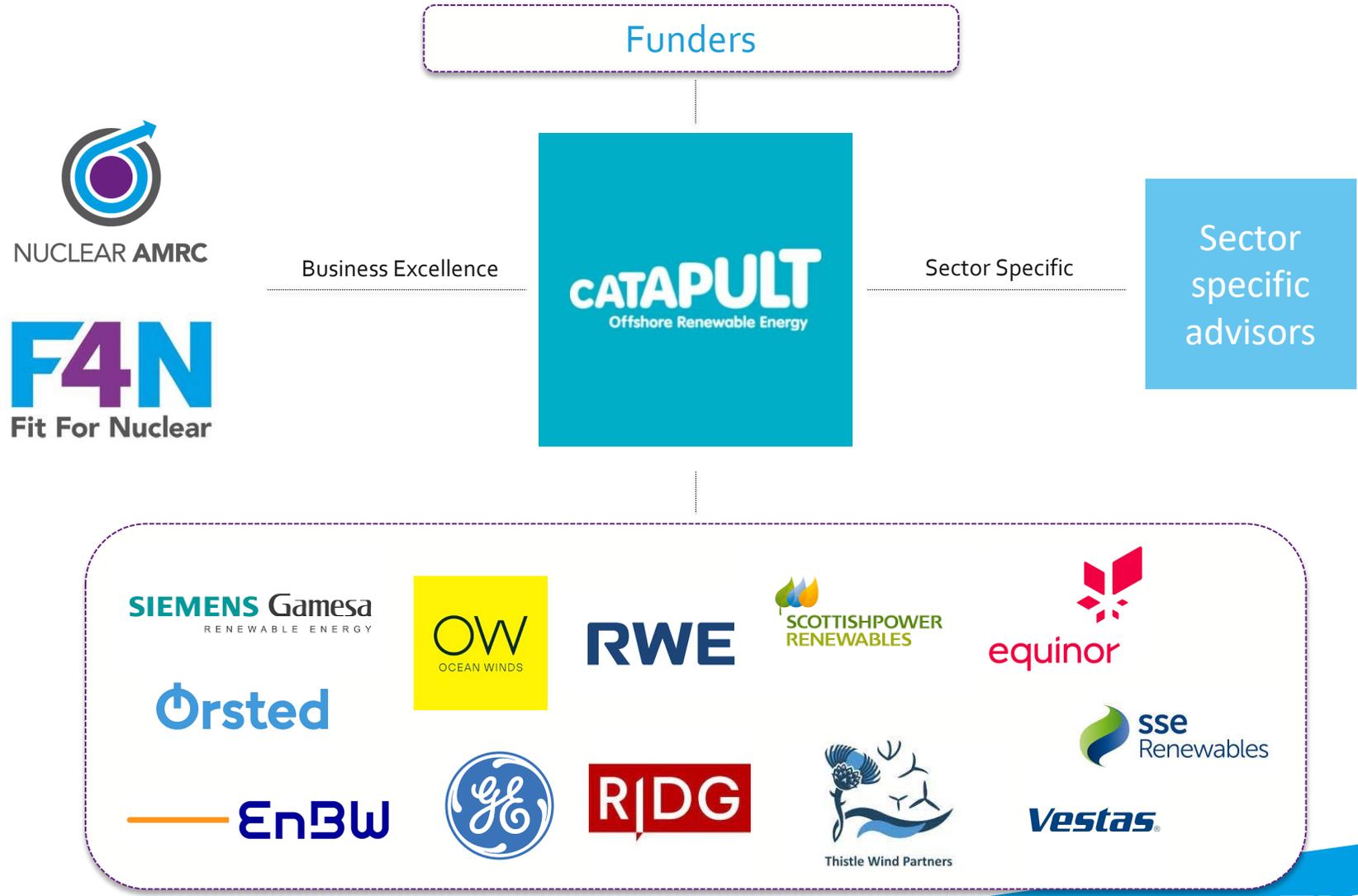
Tailored advice to understand your
value proposition and target market

Grow network of supply chain
contacts through programme
'cohort' approach

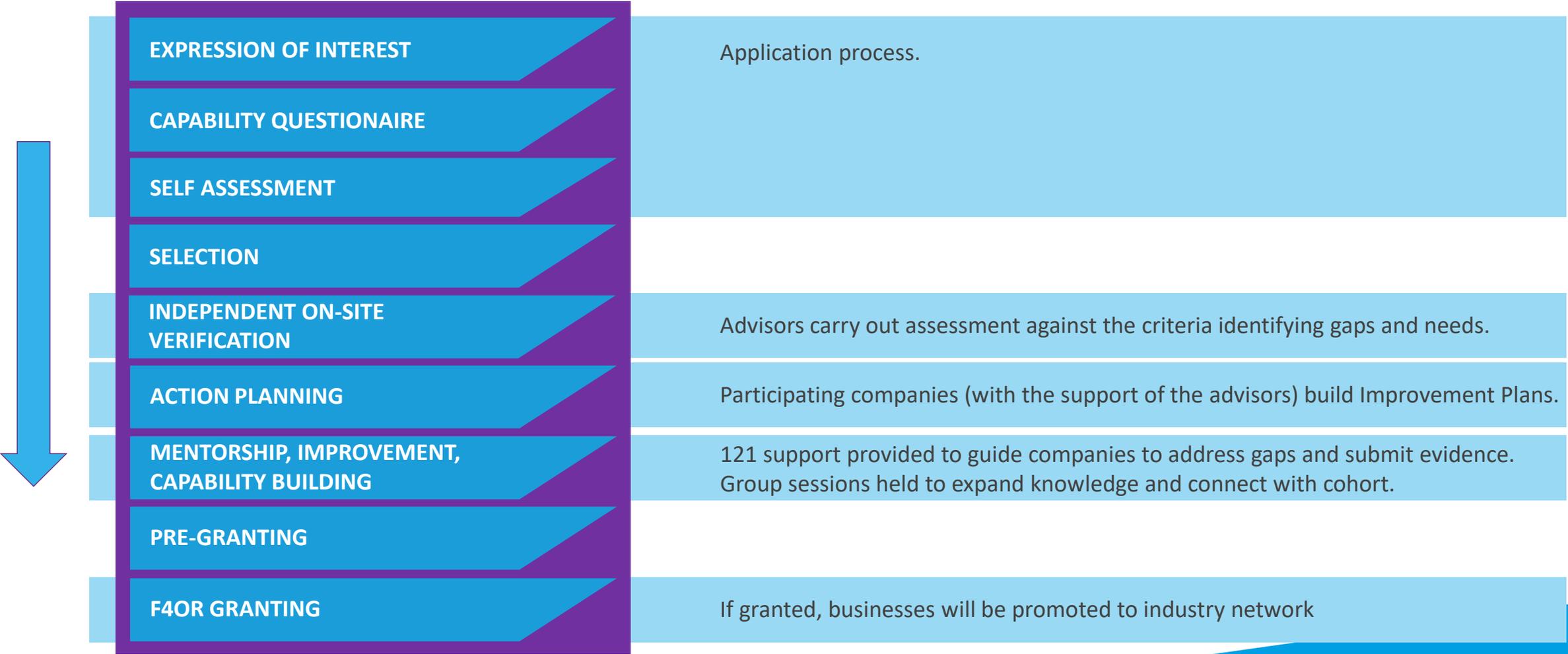
If 'granted' you will be promoted to
key industry contacts who could
become your future customers

Ready to win

Key stakeholders



The support process



The syllabus

Business Excellence

People – employee culture, development and accountability, communication, change management;

Strategy and Leadership – strategic awareness, planning, and deployment, management leadership;

Process and Operations – continuous improvement culture, KPI setting, measurement and benchmarking, supply chain management;

Design and Project Delivery – design systems and control, project planning, management and delivery performance;

Health, Safety and Environment – HSE management, responsibility and accountability, competence, planning and audit;

Quality – management systems, responsibility and accountability, continuous improvement;

Sector Specific

Sector Knowledge – growth, projects, technology, supply chain;

Cost Reduction and Competitiveness – value proposition (costed), benchmarking;

Capacity and Capability – capacity and capability planning;

Sector Specific HSE – offshore specific competence and planning;

Technical Risk Management – technology development planning and validation, operational technical support / management;

Commercial Risk Management – commercial planning and risk allocation in contracts, warranties, service level agreements, guarantees and bonds;

Our impact

FIT 4 OFFSHORE RENEWABLES IMPACT

275%

average demand for each programme place

12%

average increase business excellence score

27%

average increase in sector specific score

30+

contract wins supported

81

companies supported through F4OR

20%

businesses new to offshore wind

27%

average growth in turnover

13%

average job creation growth

3

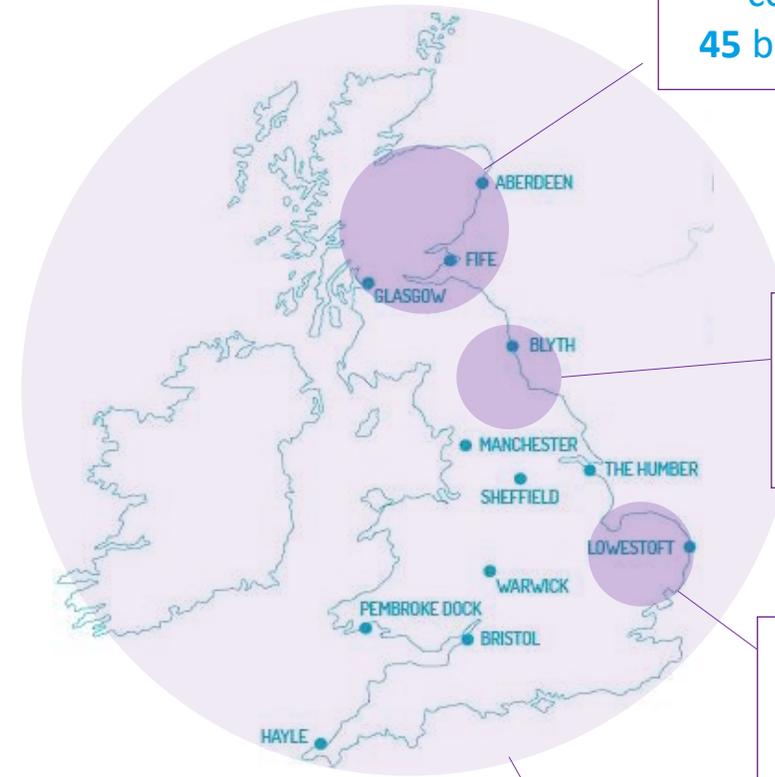
company acquisitions

80+

businesses supported

40+

successfully granted



X3 Scottish cohorts:
45 businesses

NE England:
9 businesses

East Anglia:
14 businesses

National cohort:
14 businesses



Offshore
Wind
Growth
Partnership

OWGP Overview

Claire Canning

2nd March 2023

Funded by

Offshore Wind
Industry Council

Delivered by

CATAPULT
Offshore Renewable Energy

Introduction to OWGP

Aim:

A long-term business transformation programme for the UK offshore wind supply chain

Funding:

- OWIC (offshore wind developers) are funding OWGP.
- OWGP will leverage regional and national public funding

Delivery:

Budget of £100m over ten years to provide:

- **Business Transformation** – structured programmes to help companies grow.
- **Grant Funding** – for developing new products, services, capacity and capability

Funded by

**Offshore Wind
Industry Council**

Delivered by

CATAPULT
Offshore Renewable Energy

Objectives:



Increase UK
content in UK
projects



Increase
exports to
global markets



Increase
economic value
(jobs and GVA)



Increase UK IP
embedded in
supply chain

Grant Funding Programmes

Development Grants

Large scale grants for transformative projects that will deliver a step change in company growth.

£100k to £1m

Two-stage application process

Open scope competition focusing on:

- Commercialising new technology
- Investing in new facilities
- Implementing new processes
- Investing in new equipment

Innovation Grants

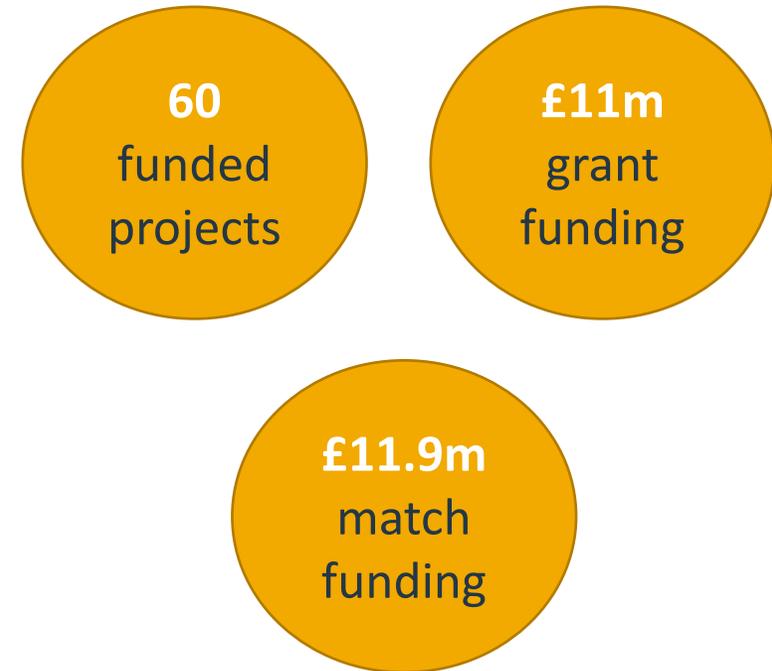
Grants for game-changing projects that will deliver new Innovations to the OSW market

£25k to £200k

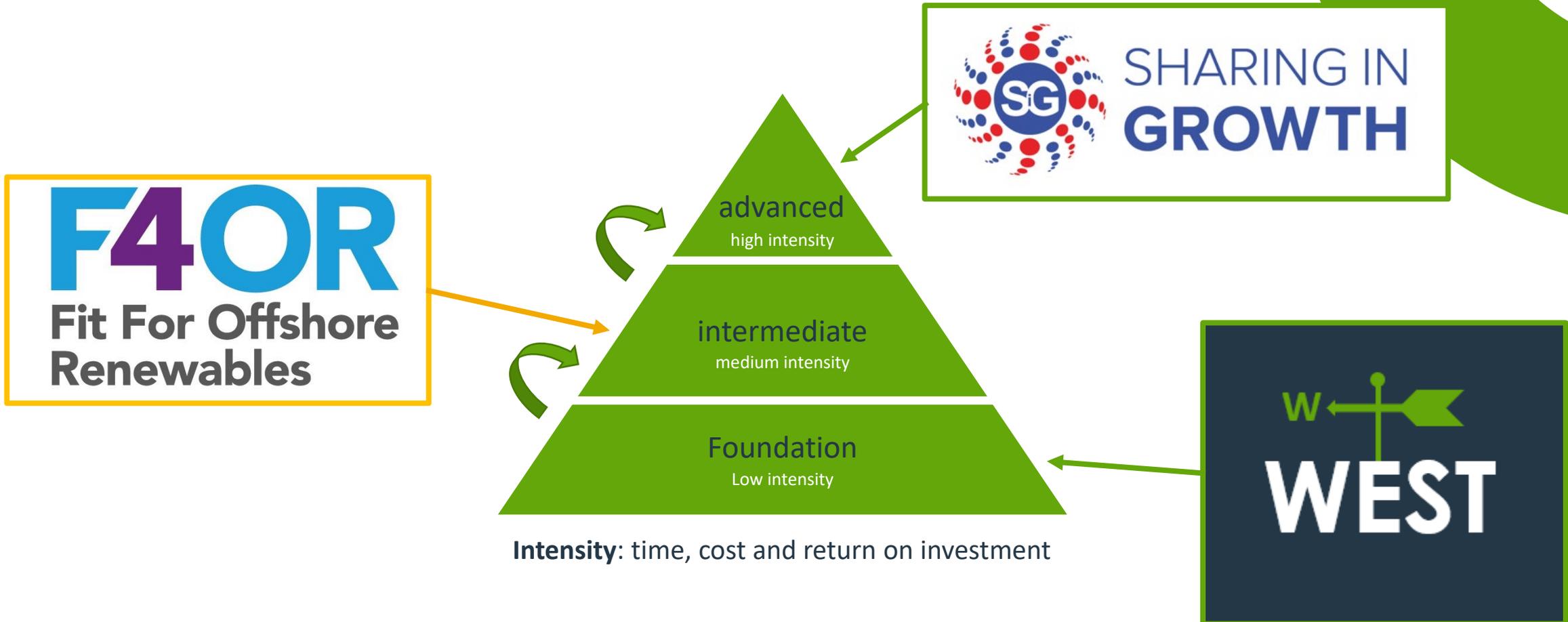
Targeted scope to specific offshore wind innovation priorities such as:

- Accelerating site development and consenting
- Supporting decarbonisation
- Improving reliability

Grant Funding in Numbers:



Business Transformation Programmes



Business Transformation Programmes



Specialist advice, market intelligence and insight into offshore wind.

6 to 8 weeks

~£12-15k per company

Needs-focused support on selected topics within offshore wind domain and business capabilities.

Provision of structured, tailored business support with access to specialist advice, market intelligence and insight into the sector.



Boosting competitiveness, and supply chain readiness to win new contracts.

12 to 18 months

~£20-25k per company

Regional and national cohorts supported in batches

Journey of comprehensive business excellence and sector specific support delivered by independent experts, against agreed set of industry criteria.



Embed proven approaches to drive organisational improvements.

Multi-year

~£150k-300k per company

1-2-1s for application support available

Utilising SiG specialists to deliver a high intensity, long-term advanced programme focusing on strategic input to enhance the participating companies' future direction and growth opportunities.

Cost & Intensity

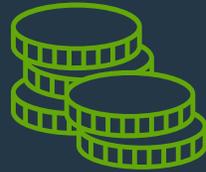
OWGP in Numbers – February 2023

1226



Companies Registered

£14.54m



Funding Awarded

208



Projects Supported

87



Live Projects

163



Jobs

£15.38m



Turnover

£4.29m



Exports

29

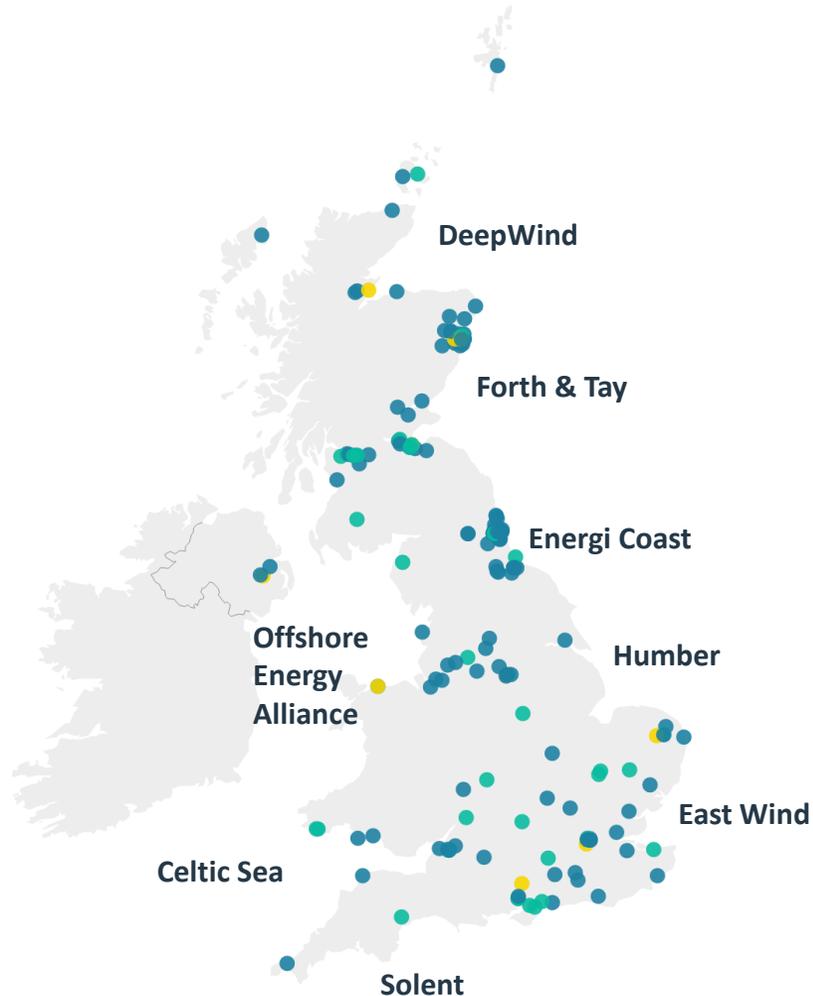


IP

Supported Company Locations

OWGP Supported Companies - Feb 2023

Both Business Transformation Grant Funding



- Data from over 180 companies
- Good spread across majority of Clusters
- Actively trying to address reduced engagement in some areas.

Find us at an event near you....

Marine Energy Wales, Swansea	21/22 nd March 2023
Developer Days, Pembrokeshire & Falmouth	25 th /26 th April 2023
SNS2023, Norwich	24 th /25 th May 2023
Global Offshore Wind	14 th /15 th June 2023

NEXT FUNDING COMPETITION PLANNED FOR MAY 2023



Supporting high growth companies in the UK offshore wind supply chain

[Learn more >](#)

www.owgp.org.uk



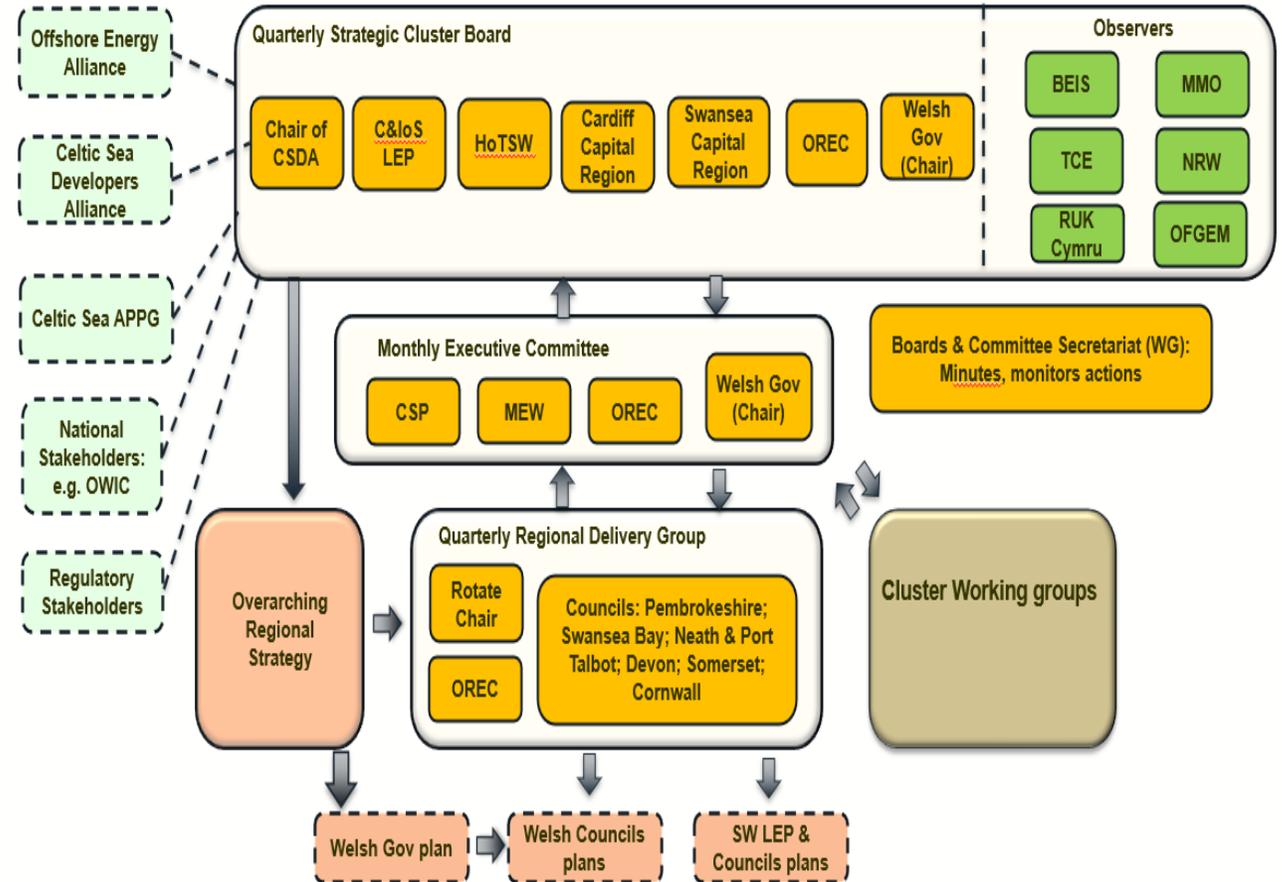
CELTIC SEA CLUSTER



Cornwall **FLOW** Accelerator



- Member-centric
- Well structured, good governance
- Strategy & working groups.
- Working with developers
- Encouraging collaboration, making introductions
- Providing a knowledge base
- Showcasing new technology and innovation
- Communicating, coordinating & championing



Cornwall FLOW Accelerator

[Home](#) - **Resources**

Resources

Search this section to find publications and case study resources produced for and by the Celtic Sea Cluster and other relevant organisations.

Filter by type: ▾

Filter topic: ▾ ✕



Cornwall FLOW Accelerator



Inductive Power Projection - SME Success story (hopefully in the making...)

Inductive Power Projection Ltd

Dr Mike Taylor

Mike.Taylor@InductivePowerProjection.co.uk

07508 213 442

Dr Mike Taylor – Scientific Director

William Law – Technical Director

Gary Milton – Engineering Director

Jenny Bouch – Business Advisor

David Lansdowne – Mechanical Engineer (Contractor)

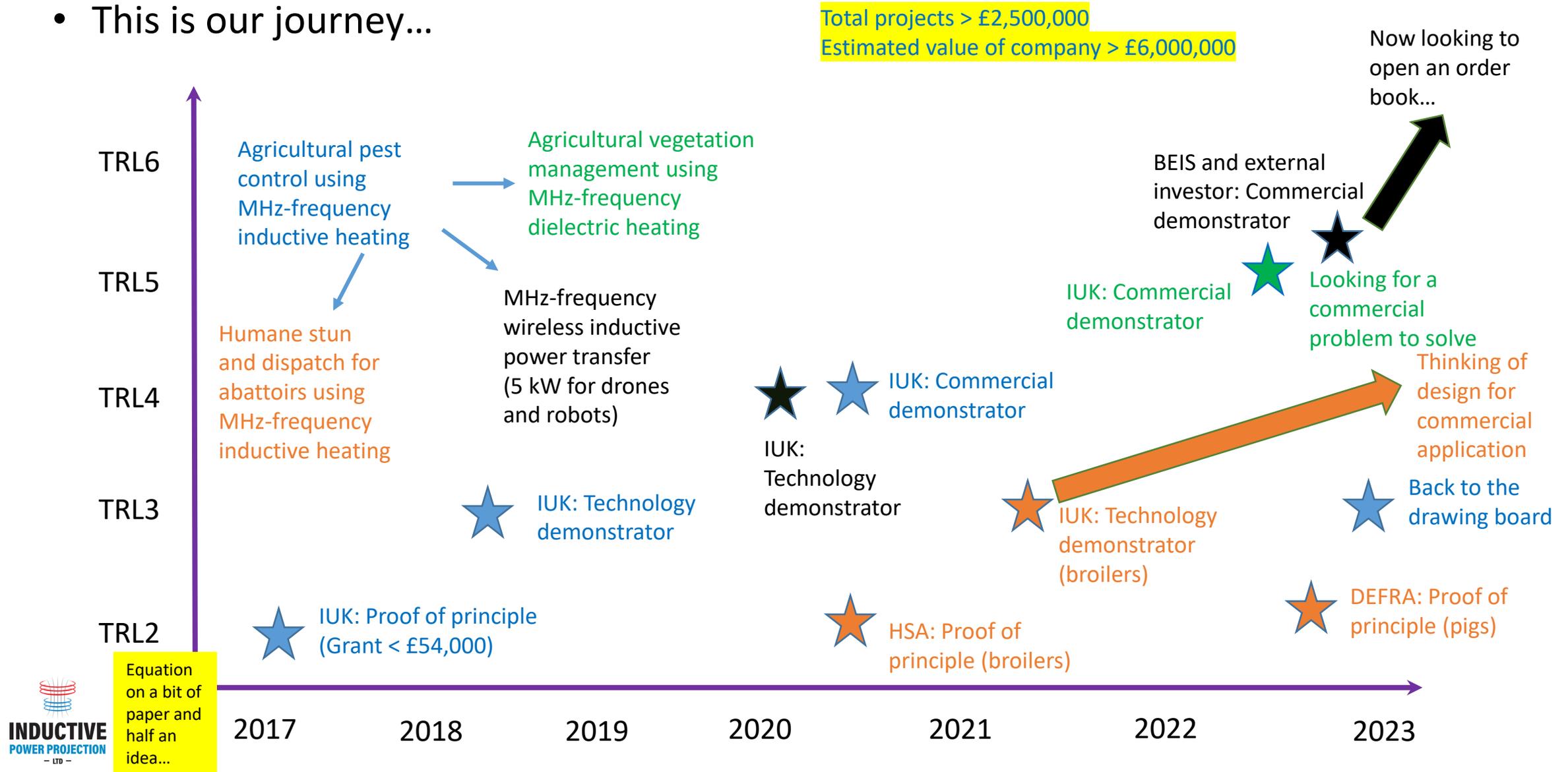
Will Tubb – RF/Mechanical Engineer (Contractor)

Mahdi Barud – RF Engineer (Contractor)

Rick Hall – RF Engineer (Contractor)



- Inductive Power Projection Ltd is a pre-revenue, Cornish-based SME with 3 founders
- This is our journey...



Where are we going?

To date we've been reliant on grants:

- Innovate UK
- BEIS (as was)
- Humane Slaughter Association
- Defra
- Innovate UK EDGE (Catapult schemes)
- Small local council grants
- ...

Recently we signed a contract with a global energy company to develop MHz-frequency wireless charging for offshore wind survey drones and vessels (< 5 kW)

We now want to open an order book and get a revenue stream

- This will make us far more valuable to investors
- Cash will be used to drive the technology to protect as much intellectual ground as we can before others get a look in

Thank you

Questions?

JET CONNECTIVITY

Webinar 2: Support available to
SMEs accessing Celtic Sea FLOW

Victoria Naylor
Bid and Research Manager
vicky@jet-eng.com



We are providing reliable maritime 5G connectivity, enabling
Safe and Secure, Sustainable, Smart Operations.

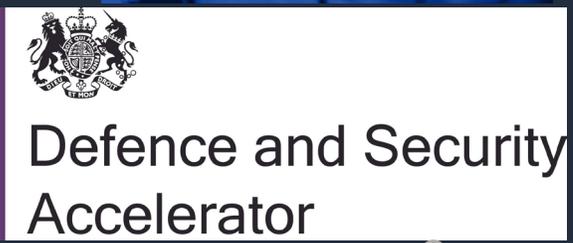
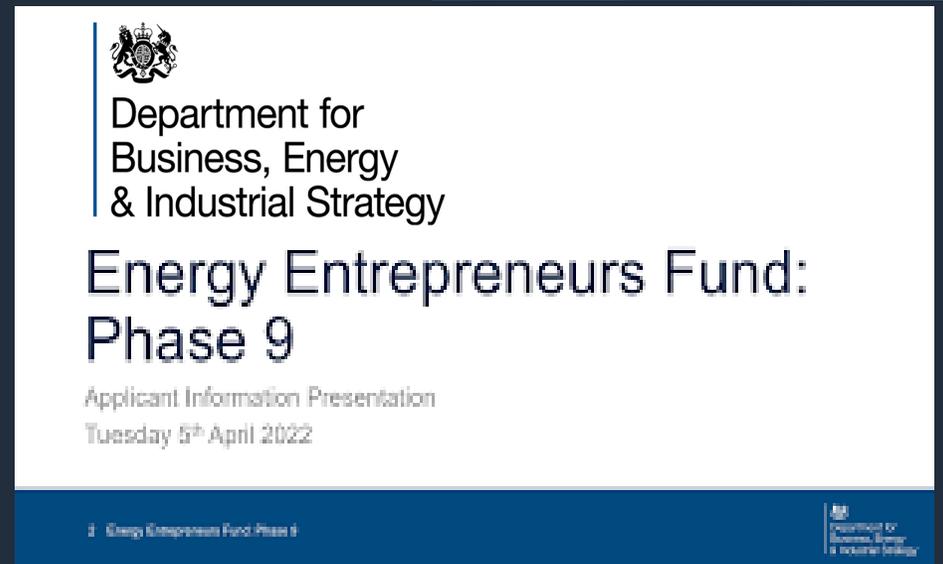


Our Solution





What Support have we received?





What has the support enabled?

R&D

De-Risking Customer Decisions

New Market Expansion

Business Expansion

International Expansion

Skill development

Equality, Diversity and Inclusion

Collaboration

Piloting & Prototyping

Capital Purchasing

Making a Name

Exploitation

Market Opportunity

Understanding

Growth and Skills Hub



HM Government



Cerys Hartt

Senior Communications
Specialist



HOW CAN GROWTH HUB HELP...

Your Business?

We work with local companies, including self employed people and not for profit organisations, signposting them to the right guidance and support

We will explore your opportunities and challenges, then point you in the right direction to help your business work smarter and grow.

HOW CAN SKILLS HUB HELP....

Your Team

Staff development has the power to boost efficiency and make your people shine.

We can help you nurture your talent and make your business thrive.

We'll uncover the skills your business needs, now and in the future, and use our expert knowledge to find the right, cost effective learning and development opportunities to bridge any skills gaps.



CORNWALL AND ISLES OF SCILLY GOOD GROWTH FUND

Achieving Good Growth for Cornwall
and the Isles of Scilly



**CORNWALL AND THE ISLES OF SCILLY
HAVE BEEN ALLOCATED £132MILLION**

CORNWALL AND ISLES OF SCILLY GOOD GROWTH FUND

Achieving Good Growth for Cornwall
and the Isles of Scilly

THREE INVESTMENT PRIORITIES



ONE: COMMUNITY AND PLACE

To us, 'Good Growth' means moving towards a net zero economy where jobs pay at least the Real Living Wage and strong communities allow everyone to start well, live well and age well.



TWO: SUPPORT FOR LOCAL BUSINESSES

To help unlock economic prosperity in every sector our Good Growth model will improve local opportunities by investing in infrastructure, industry and training.



THREE: PEOPLE AND SKILLS

To bring our Good Growth ambitions to life we need to significantly shift our skills system. Not only will this improve productivity and grow the economy, it will give people the career and salary progression opportunities they should be able to access.



HM Government

**LEVELLING
UP**



**CORNWALL
COUNCIL**
one and all · onen hag oll

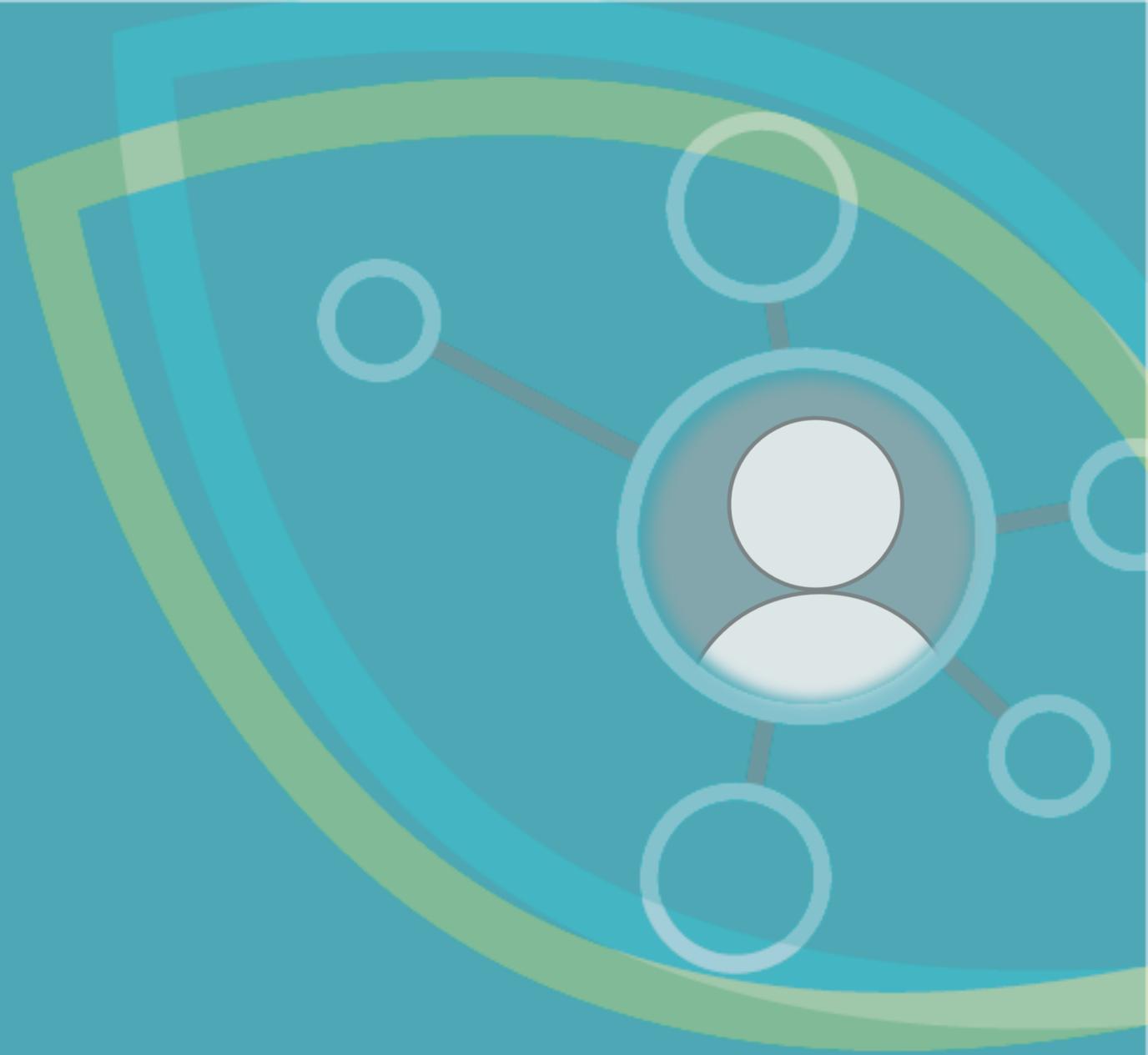


**GOOD
GROWTH**
CORNWALL & ISLES OF SCILLY
SHARED PROSPERITY FUND

Contact us

CIOSGrowthHub.com

01209 708 660





ACCESS TO
FINANCE

Funding for your business
Heather Coupland

Funded by



European Union
European Regional
Development Fund



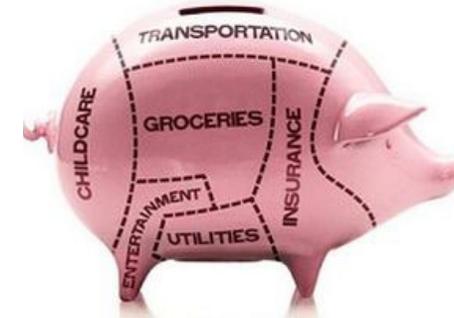
HM Government

Designed and delivered by



**OXFORD
INNOVATION
ADVICE**

What is it for?



We've decided to buy-out the company
- if you join us you can be the teaboy.

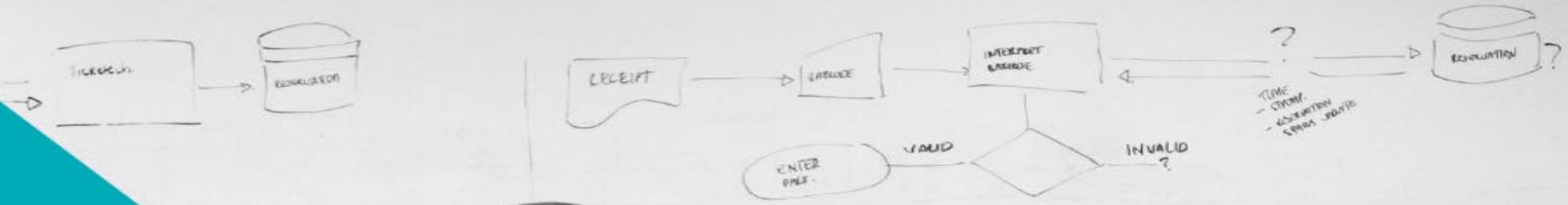




Finance Options



Workshops



1:1 Support





a2fcornwall.co.uk | 01872 300 386 | info@a2fcornwall.co.uk



a2fcornwall

Funded by



European Union
European Regional
Development Fund



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**OXFORD
INNOVATION
ADVICE**

The
FSEGroup
Funding Scaleup Enterprises



COISIF Investments



Ralph Singleton
Head of Fund, Cornwall



Anna Staevska
Investment
Manager



Brent Treloar
Business Development
Manager



Meg Salt
Investment
Manager



Tim Williams
Investment
Manager



Alison Caff
Fund Executive

Fund purpose:

to address the funding gap by investing in high growth businesses, enabling sustainable economic growth across Cornwall & the Isles of Scilly.

Supporting
growing
SMEs with
growth loans
& equity
investment

Creating jobs
across the
Cornwall &
Isles of Scilly
region

Promoting
new product
development
& innovation

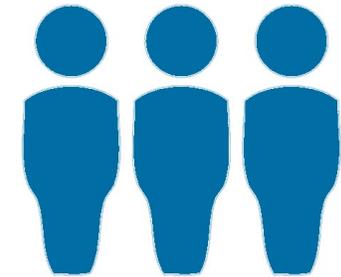
Working with
the wider
finance
community to
increase
reach

Transforming
the funding
landscape to
unlock
growth
potential

Key achievements



£18.5m
invested in /lent to
54 SMEs



£52.9m private
investment leveraged

942
jobs
created/
safeguarded

Key features

Loans

Funding available

- £25,000 to £1million

Loan term

- up to 5 years

Security

- debenture & personal guarantee (partial)

Interest rate

- cost tailored to individual risk assessment

Equity

Funding available

- £50,000 to £2million

Co-Investment

- minimum 30%, preferred 50%

Structure

- typically Ordinary Shares, possibly Convertible Loan Notes or Preferred Ordinary Shares

Fees

- arrangement fees, monitoring fees & legal costs apply

What we (and other VCs) look for

- Good management team who can deliver plans.
- Strong product or service preferably with IP protection
- A proven market – every solution needs a problem to solve (Traction)
- Sensible route to market and acknowledgement of what marketing is required
- Attractive valuation
- Right amount of funding being sort
- Other value added investors
- Can see a route to exit

South West Investment Fund (SWIF)

- COISIF deployment period ends Dec 23
- SWIF covers Gloucester to Swindon to Bournemouth and everything west
- £200m fund
- A potential June start
- Limited to £5m in any one company
- Round size can't exceed £5m
- ESG is important

Contact Info

Anna Staevska

anna.staevska@thefsegroup.com



Lowena House, Glenthorne Court,
Truro Business Park, Threemilestone,
Truro, TR4 9NY

www.thefsegroup.com

The FSE Group includes FSE C.I.C., a Community Interest Company, and FSE Fund Managers Limited which is authorised and regulated by the Financial Conduct Authority.



#1 Know the Market

The FLOW opportunity in the Celtic Sea and beyond

24th Feb, 10am

#2 Support is available

Grant funding and guidance for SMEs

2nd March, 10am

#3 Meet the Need

Developer, Tier 1 and Tier 2 Requirements for Celtic Sea FLOW.

9th March, 10am

#4 Be Strategic

The road to winning work in Celtic Sea FLOW

16th March, 10am



Cornwall FLOW Accelerator

