

The UKRI logo consists of the letters 'UK' stacked above 'RI' in a white, bold, sans-serif font, set against a dark blue square background.

UK  
RI

The Innovate UK logo features the text 'Innovate' above 'UK' in a white, sans-serif font, positioned to the right of a purple square graphic that is partially obscured by the UKRI logo.

Innovate  
UK

An aerial photograph of a solar farm, showing rows of solar panels arranged in a grid pattern across a field. The panels are dark blue with white grid lines, and the field is green with some brown patches. The image is partially obscured by a purple banner and a purple square on the right.

# Welcome

# Future Economy Investor Partnerships SME round 1

## Applicant briefing

4<sup>th</sup> April 2023

### The webinar will start at 14:00

- We are currently on mute, whilst waiting for more people to join
- We will conduct a sound check before the briefing starts
- Please ensure that you are dialled in, either by computer or phone, so that you can hear the briefing.
- If you have any audio issues, please dial in from a fixed line.
- The briefing will be recorded and available for you

# Agenda

- **Welcome and introductions**

- Nigel Walker
- Bruce Colley
- Lydia Weir-Blankenstein

- **Part 1**

Background, scope and delivery of the investor partnerships programme

- **Part 2**

Applying through the Innovation Funding Service, application questions

- **Part 3**

Submitting your application, assessment, investment completion and project set-up



# Introduction to Innovate UK and UKRI



# 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

- We are the UK's innovation agency
- We support business-led innovation in all sectors, technologies and UK regions
- A key delivery body of the Government's Innovation Strategy

## Our Mission

To help UK businesses grow through the development and commercialisation of new products, processes, and services, supported by an outstanding innovation ecosystem that is agile, inclusive, and easy to navigate.



# Innovation Strategy



# Plan for Action



# Our Priorities

## Strategic Themes



**Future  
Economy**



**Growth  
at Scale**



**Global  
Opportunities**



**Innovation  
Ecosystem**



**Government  
Levers**

## Strong Foundations



**Science &  
Research  
Strengths**



**Design  
Expertise**



**Societal Impact  
& Responsible  
Innovation**



**Innovation  
Talent & Skills**



**Equality  
Diversity &  
Inclusion**



**Place &  
Levelling Up**





# Strategic Theme

# Growth at Scale



- Growing, innovating businesses are key to a strong, sustainable, and competitive UK economy
- The UK ranks 3rd in the world for start-ups, but only 13th for scaling businesses
- We will strengthen our ability to help businesses to grow and scale. We will think beyond projects and novel products to increase focus on the company and its growth journey

## Global Market Access

Supporting SMEs to enter the supply chains of the future

## Prepare for Growth

Developing leadership and commercial skills, IP, business models, and use of standards

## Growth Capital and Resources

Increasing investment through Loans, Investor Partnerships, British Business Bank, etc.

## Innovate UK EDGE

Providing businesses with bespoke innovation and growth support services



# Strategic Theme

# Future Economy



- The future economy will be very different as we improve the quality of life for all, protect the environment and conserve Earth's resources
- To help UK business realise the opportunities, we will deliver ambitious and purpose-driven programmes in 4 areas:



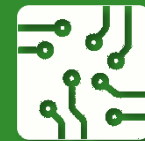
## Net Zero

Innovations in energy, transport, agriculture, buildings, manufacturing and more



## Health & Wellbeing

Innovation in diagnostics, medicines and novel therapies, connected health, diet and more



## Technologies

Developing 7 technology families to help solve the world's biggest problems and grow the UK economy



## Foresight

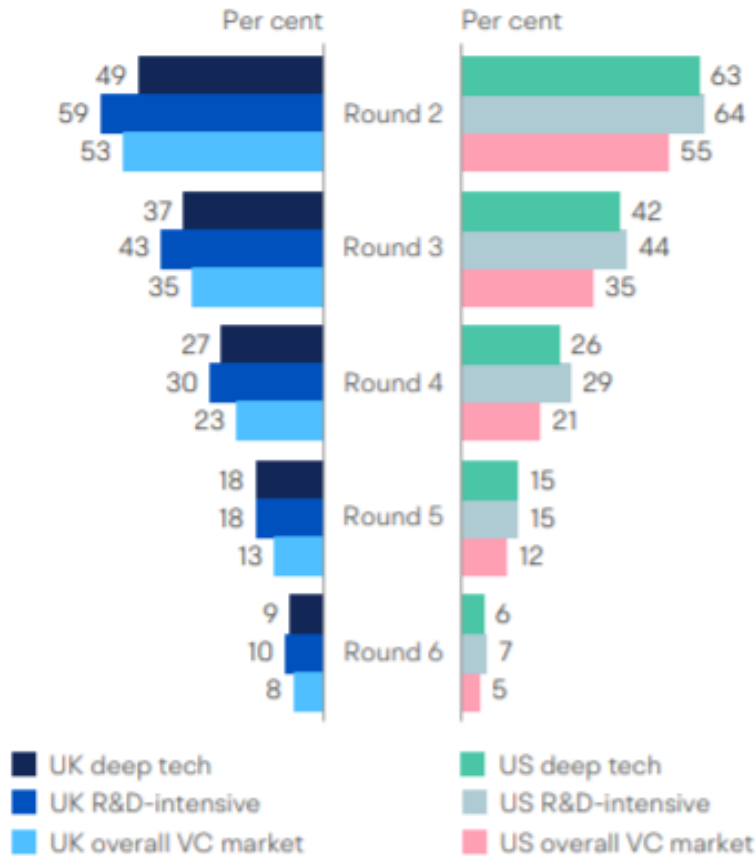
Horizon scanning to enable an agile and intelligent respond to disruptive, emerging technologies

# The 'capitalisation challenge'



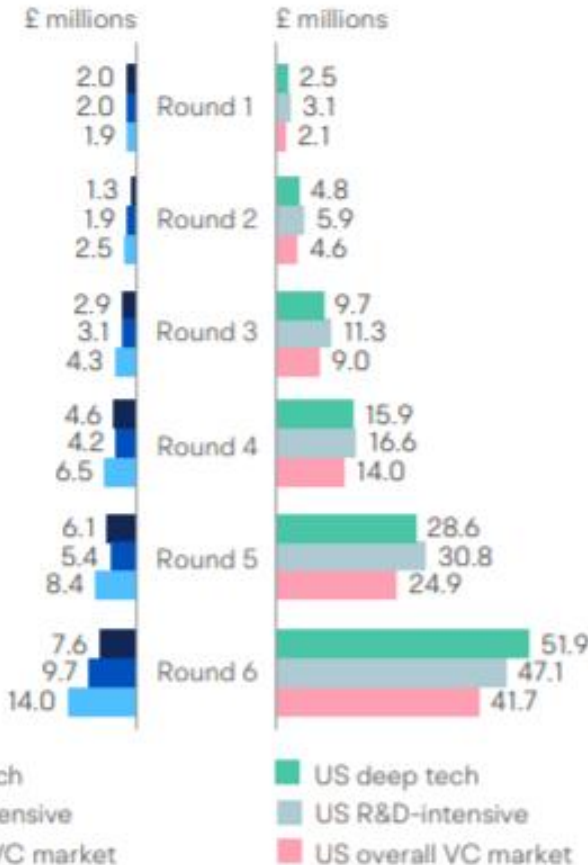
Proportion of companies raising first VC round in 2012-13 raising subsequent rounds

Source: PitchBook



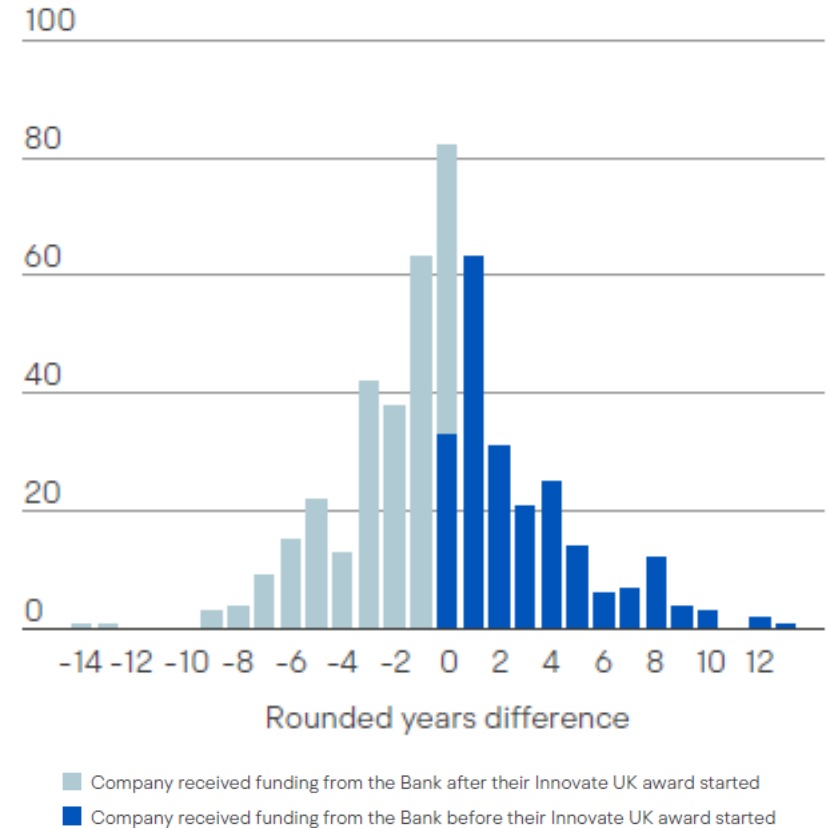
Average deal sizes of companies raising first VC round in 2012-13 by subsequent VC round number

Source: PitchBook



Matched Innovate UK / British Business Bank companies in the Bank's Equity portfolio

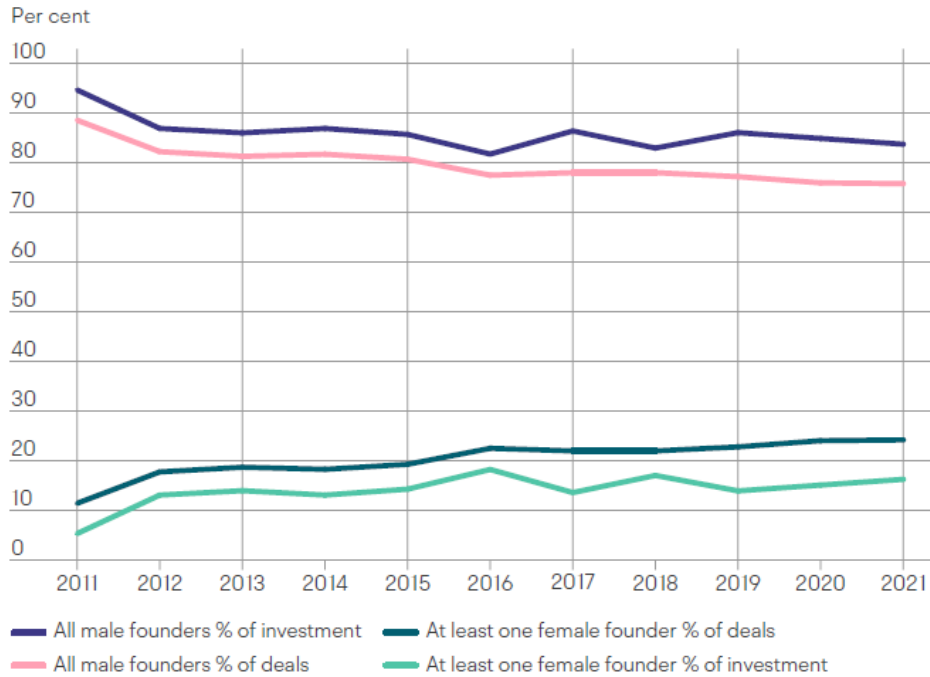
Number of companies



# The 'inclusion challenge'

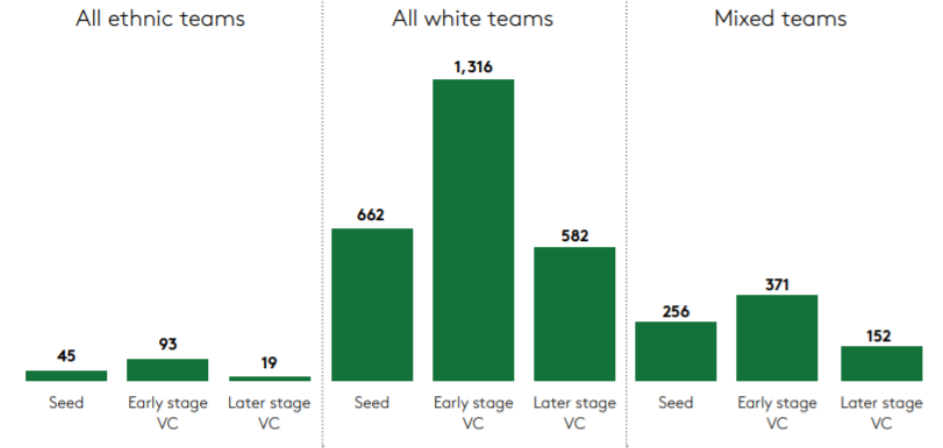
Proportion of equity deals and investment received by all-male teams and teams with at least one female founder (combining all-female and mixed gender teams)

Source: British Business Bank analysis of Beauhurst data

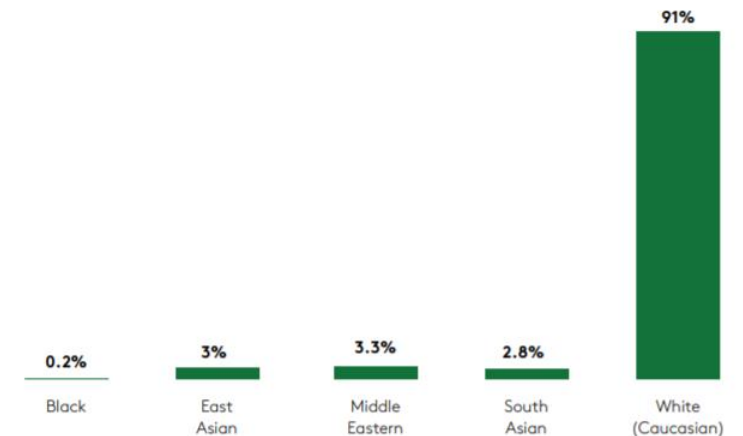


## Access to VC funding by ethnicity

Total number of founders that raised venture capital funding between 2009 and 2019 by ethnicity



## Share of overall funding by ethnicity



**FOR EVERY £1 OF VENTURE CAPITAL INVESTMENT IN THE UK:**

- <1p ALL-FEMALE FOUNDER TEAMS GET LESS THAN 1p
- 10p MIXED-GENDER FOUNDER TEAMS GET 10p
- 89p ALL-MALE FOUNDER TEAMS GET 89p

#VCFemaleFounders | DIVERSITY VC | BIC | BRITISH BUSINESS BANK

# Investor Partnerships: accelerating investment

Addressing challenge of innovative SMEs that need:

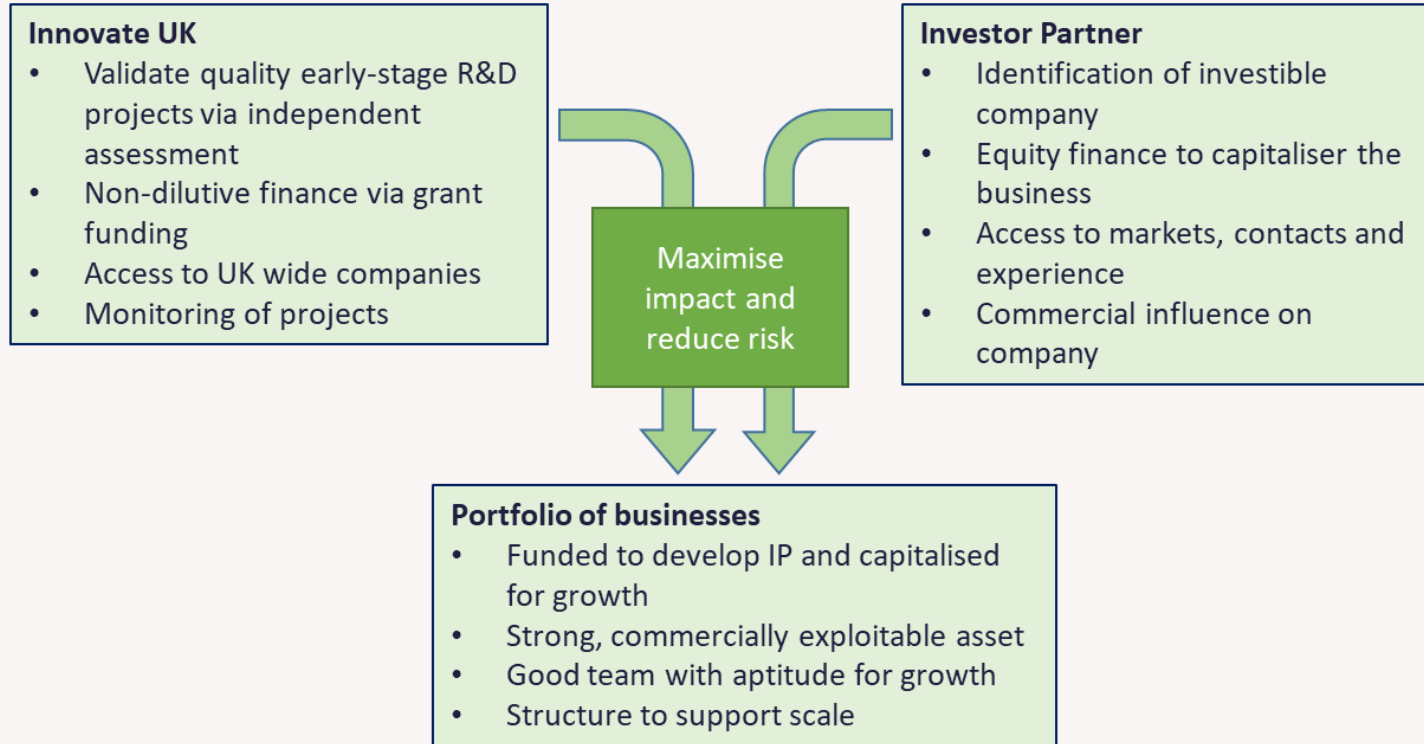
- support for innovation and
- access to capital

Bringing together:

- grant funding
- innovative R&D projects in future economy areas
- aligned VC and Angel equity investment

Delivering:

- accelerated investment (11x to date)
- growth at scale through innovation



Investor partnerships between 2017 and 2025:

- £85.5m budgets to date + £80m future commitment
- £53.7m grants committed
- £31.5m grants deployed
- 183 SMEs supported
- £145m aligned investment (>2.5x)
- 31 lead investor partners
- £444m in follow-on funding (>8x)

# Scope



Innovate  
UK



# Summary

- Up to £80m of grant funding to businesses over next 3 years
- Aligned investment of at least £100m led by our investor partners, with expectation of over £400m follow-on investment
- Supporting companies with R&D projects within the scope of:
  - Our specific focus areas in the future economy
  - Broader future economy areas
  - Equality, diversity and inclusion
- Supporting early stage R&D projects with sizes from £100k to £1m and later stage projects up to £2m
- Grant funding will only be offered if the aligned investment from or led by one or more of our investor partners completes
- Regular SME funding rounds starting in March 2023 and running until summer 2024

# Specific themes

## Health and Wellbeing

- innovative solutions to health and healthcare challenges (Biomedical Catalyst)
- the application of extended reality for digital mental health, including immersive content that could be delivered as a digital mental health therapeutic in formal healthcare settings (Mindset)
- novel low-emission food production systems (specific, separate competition)\*

## Next generation digital technologies

- projects within the creative industries which are underpinned by innovative digital technology as well as sustainable innovations, such as circular fashion (Creative Catalyst)
- adoption of artificial intelligence and machine learning technologies in targeted industries (Bridge AI)

## Net zero

- capital intensive technologies
- power – particularly offshore wind, civil nuclear, hydrogen, carbon capture and storage, and whole systems integration
- heating and retrofit
- mobility
- resource efficiency for materials and manufacturing
- critical circular materials
- battery technologies for transport and energy storage (Faraday Battery Challenge)

## Knows No Limits

- innovations from diverse founders or senior decision-makers that are from under-represented groups and are role models
- innovations outside of the future economy theme areas, including those that support under-served communities and groups



# A great idea can come from anyone

## Investment in innovation KNOWS NO LIMITS!

- The greatest asset we have in the UK is the incredible and diverse talent available.
- Currently, there is a lack of diversity and underrepresentation for private investment in innovative businesses in the UK.
- There is a huge economic opportunity to breaking down the barriers to access finance:
  - Ethnic minority businesses contributed a staggering **£25 billion** to the UK economy
  - Advancing female entrepreneurship represents a **£250 billion** opportunity for the UK economy
- Diversity in businesses contributes to enhanced performance and commercial success.
- **We want to unlock the power of untapped talent and businesses through the launch of No Limits.**

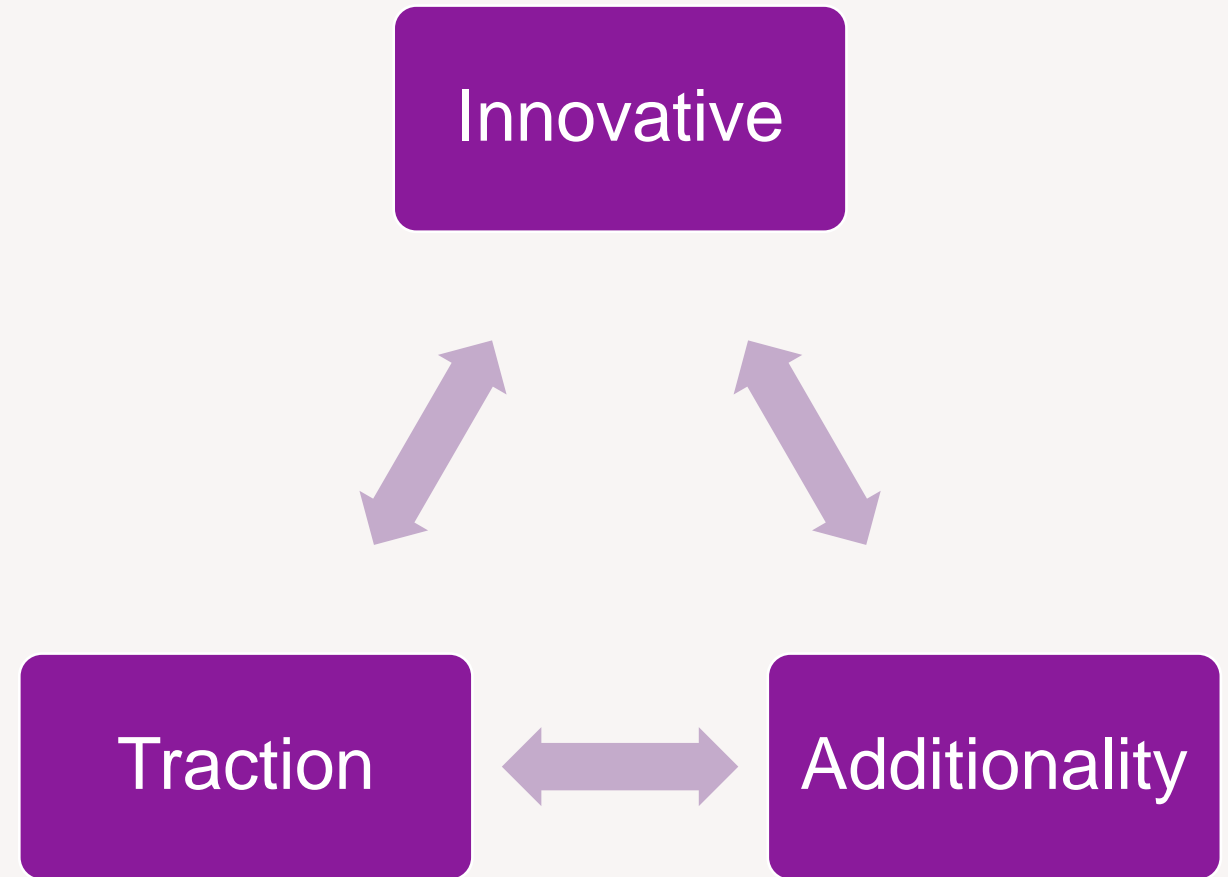


What can you do to maximise the opportunity of this untapped potential?

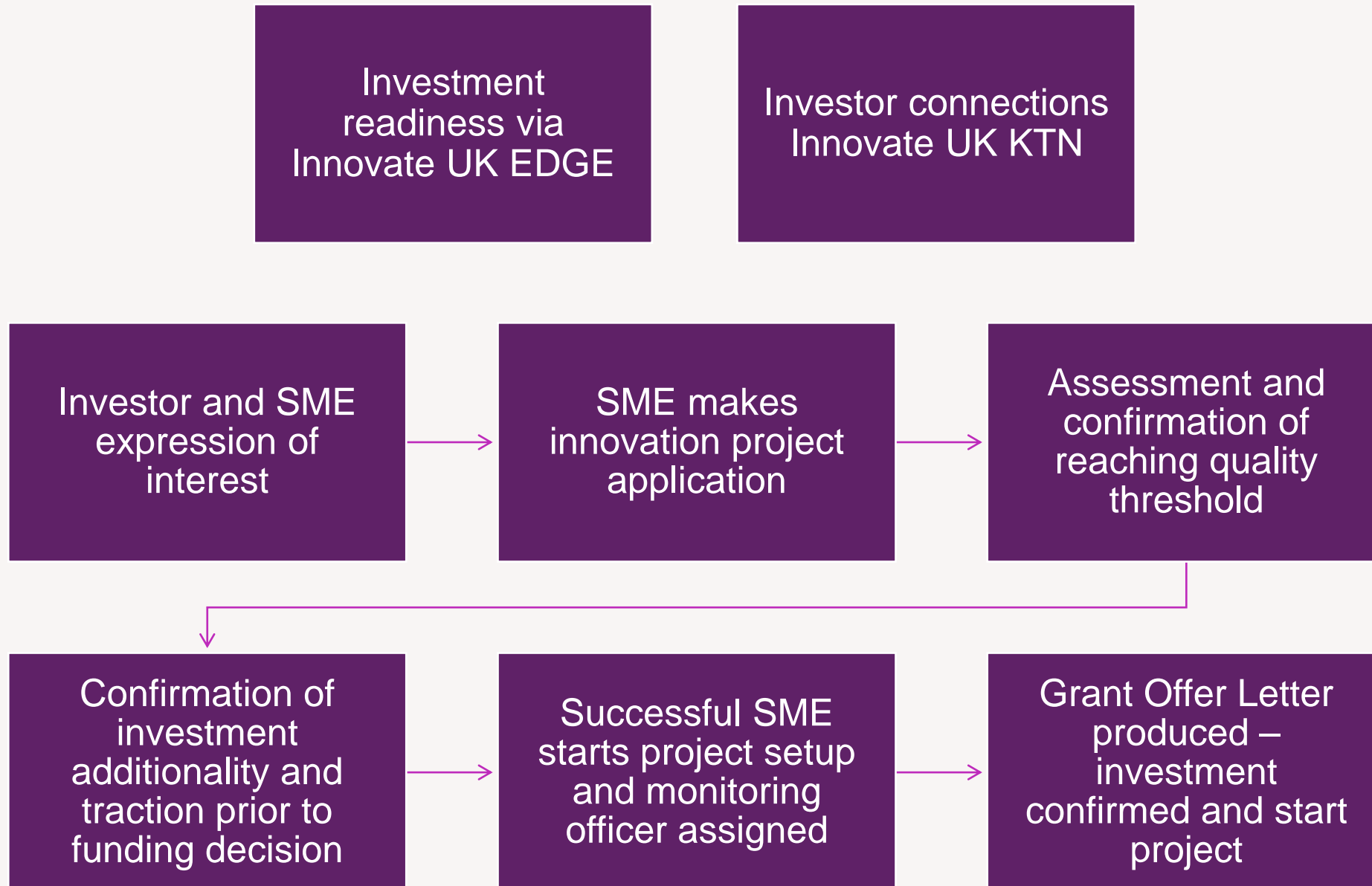
Lets work together!

# What are we looking for?

- Ambitious companies seeking investment
- Developing innovation with a well defined R&D project
- Links to specific themes
- Investment attractive and investment ready
- Established traction with an investor partner



# SME application process



# Innovate UK KTN – Connecting SMEs with Investors



## Investor Support

Supporting the competition and connecting investors to the programme, increasing the pool of active and diverse investors



## Innovate UK Edge

Working closely with Innovate UK Edge to ensure SMEs are investment ready when applying for the programme



## Investor Office Hours

Connecting Investor Partnership Investors to SMEs seeking investment via a programme of [Office Hours](#)



## Investor Directory

Available on the [UKRI website](#), a brochure containing the full list of investor partners and their contact details

# Build investment readiness

Our specialists help clients approach debt, equity and grant finance more strategically and thus develop funding and finance strategies that better support their innovation and expansion ambitions.

They provide guidance on the best options from regional, national and international sources, both public and private, reviewing applications as a critical friend where necessary.

Depending on growth stage this can mean:

- Introducing financial controls and KPIs
- Improving financial management
- Using debt finance, innovation loan finance
- Leveraging the assets of the company
- Maximising the benefit of tax credits
- Improving pitching and investment readiness
- Supporting the 2<sup>nd</sup> round equity finance process
- Securing collaborative project grant funding



“We’re thriving in a disruptive sector with Innovate UK EDGE support. Its strategic input has been invaluable to help grow our business.” **Mark Hewitt, ICAX**

# Investment needs matched to desired outcomes

## *Discover*

### Phase 1

Investment Readiness needs identified

- Investment
- Grants
- Innovation Loans
- R&D tax credits
- Debt finance
- Crowd Funding
- Patent Box

## *Define*

### Phase 2

Referral & Review

- Tailored action plan
- Funding & finance needs specified and timing requirements outlined
- Investment Readiness guidance and support

## *Develop*

### Phase 3

Investment Ready £500k+

- Work on the action plan/ Investment Readiness guidance and support
- Resources and expertise across the consortium
- Access to 'blended' Invest-ability training in line with client needs
- Link to Investor Partnerships opportunities
- Link to opportunities in the innovation ecosystem
- IUK Portfolio platform
- Pitch Panels
- Links to legal, corporate finance accountancy

## *Deliver*

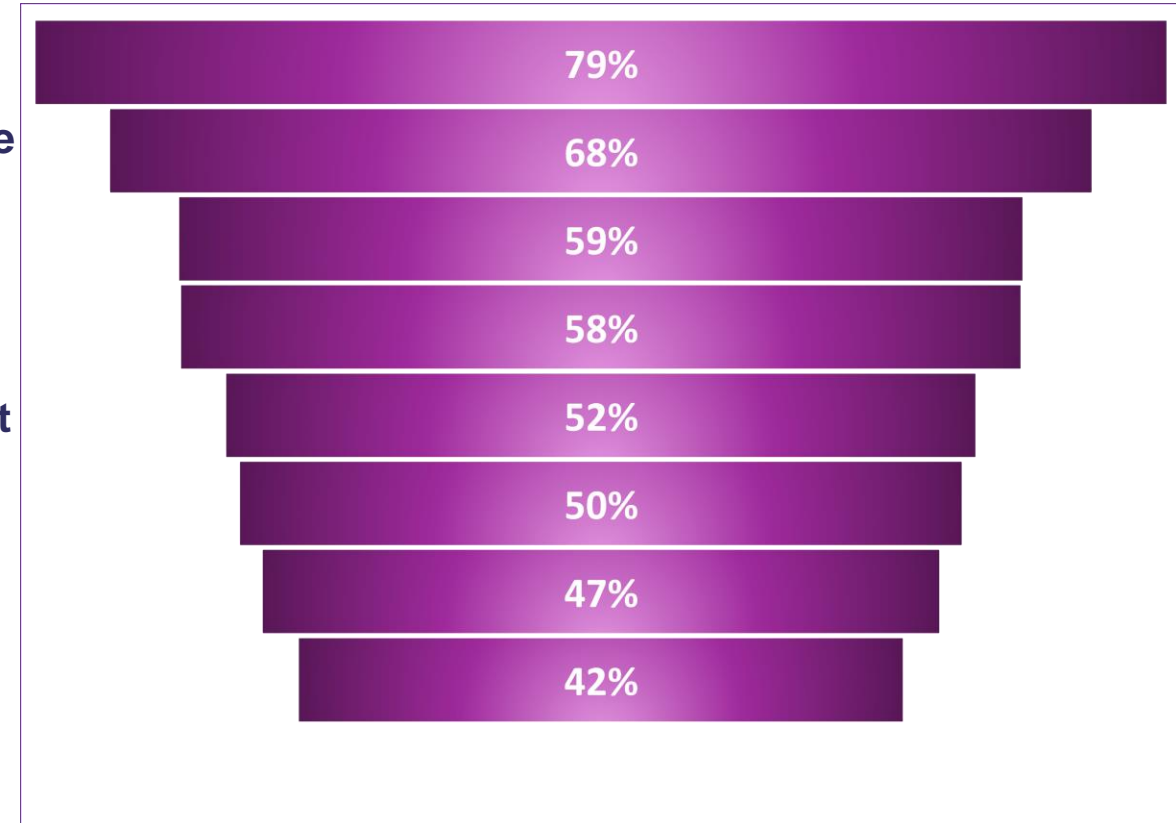
### Phase 4

Follow on Series A+

- On-going high growth support
- High Growth Regional Peer2Peer Network EOI participation
- Innovate UK EDGE Scale Up Programme EOI
- Assessment of any ongoing funding & finance requirements
- Global Investor & finance connections
- LSEG support for listing

# Investment Readiness Impact

- Increased awareness of local/global funding opportunities
- Increased knowledge of strategic finance & routes to secure investment (local & international)
- Increased confidence to engage with investors
- Critique & fine tuning to pitch deck
- Heightened awareness/use of investment readiness support mechanisms
- Greater awareness of innovation funding landscape
- Strategic use of business model/value proposition tools
- Review / implement an Intellectual Property Strategy



98% of companies would recommend Innovate UK EDGE support to others

Pitchfest participants from Jan 2021 to Feb 2022 have raised **£55m** to date (Source: Beauhurst)

# Pool of investor partners





# Investor partners

What sort of investors do we partner with?

- Venture capital
- Corporate VC
- Angel investor partners
- UK-based... International... Regional
- Specialists, deep tech, sector specific and generalist
- Financial investors, strategic investors, impact investors, charities

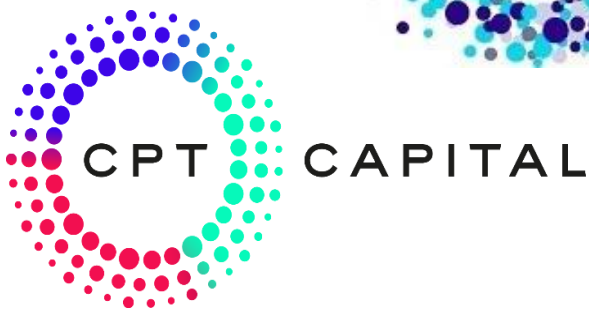
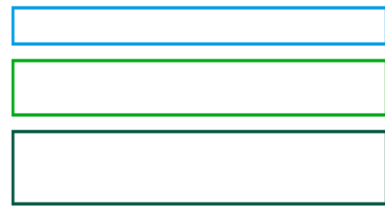
What sort of investments do they make?

- Equity
- Quasi-equity (convertible loan notes)

What sort of stage do they invest at?

- Seed / post seed
- Pre-series A / Series A
- Leading or significant role in syndicate

- We expect to add further investors to the 'pool' of 54 partners at the end of May and in July 2023





# References

- [UKRI – Investor partnership website](#)
  - summarises scope and background of investor partnership programme
  - directory of existing investor partners
- [KTN – Investor partnership website](#)
  - covers future connecting opportunities (including “office hours”)
  - Searchable directory of investor partners

# Scope Q&A



# Eligibility criteria



# Previously submitted applications

This competition does allow you to submit a previously submitted application.

Previously submitted application	Not a Previously submitted application
<p>A previously submitted application is an application Innovate UK judges as <u>not</u> materially different from one you have submitted before (but it can be updated based on the assessors' feedback)</p>	<p>A brand-new application, project or idea that you have not previously submitted into an Innovate UK competition</p> <p>OR</p> <p>A previously submitted or ineligible application which:</p> <ul style="list-style-type: none"><li>✓ has been updated based on assessor feedback</li><li>✓ <u>and</u> is materially different from the application submitted before</li><li>✓ <u>and</u> fits with the scope of this competition</li></ul>

# Eligibility criteria

Project eligibility	<ul style="list-style-type: none"><li>• lead must be a UK registered micro, small or medium sized business (SME)</li><li>• carry out its project work in or from the UK</li><li>• intend to exploit the results in or from the UK</li><li>• have discussed and agreed your proposal with your investor partner before submitting your application</li></ul>
Total project costs must be between	<ul style="list-style-type: none"><li>• Feasibility studies: £50,000 and £300,000</li><li>• Industrial research: £100,000 and £1 million</li><li>• Experimental development: £250,000 and £2 million</li></ul>
Project length must be between	<ul style="list-style-type: none"><li>• Feasibility Studies: 6 and 12 months</li><li>• Industrial Research: 6 and 24 months</li><li>• Experimental Development: 12 and 24 Months</li></ul>



# Summary of funding

Research category	Project size	Grant available (as a % of total project costs)	Project duration	Aligned investment
Feasibility study	£50K to £300K	70%	6 to 12 months	The investment must be at least <b>equal</b> to the grant funding
Industrial research	£100K to £1M	70%	6 to 24 months	The investment must be at least <b>equal</b> to the grant funding
Experimental development	£250K to £2M	45%	12 to 24 months	The investment must be at least <b>twice</b> the grant funding

[Research category definitions](#)

# Compliance with the UK Subsidy Control Regime

On 1 January 2021, the UK left the EU and is no longer subject to EU laws on State aid. We draw your attention to the guidance issued by BEIS: [Complying with the UK's international obligations on subsidy control: guidance for public authorities](#). Please be aware this is a living document and may be updated by BEIS as time progresses.

The set rules (typically GBER) which we previously relied on for the limits of what we could award, have now been replaced by internal decisions based on the new BEIS Subsidy Control Regime, and on policy, which will in turn set out bespoke eligibility requirements for each funding opportunity.

Innovate UK is offering funding for this competition in line with the UK's obligations and commitments to Subsidy Control. To ensure that Innovate UK remains compliant with the UK's international Subsidy Control duties in respect of:

- the EU-UK Trade and Cooperation Agreement;
- Article 10 of the Northern Ireland Protocol (successful applicants which are affected by the Northern Ireland Protocol will be funded in line with EU State aid regulations)
- Article 138 of the Withdrawal Agreement (some Union law applicable after 31 December 2020 in relation to the UK's participation in Union programmes and activities)
- the Subsidies and Countervailing measures within the WTO (ASCM)
- any other Free Trade Agreements active at the time of award

All awards will be conditional on compliance at all times with the UK's International obligations on Subsidy Control - this will be reflected in the terms and conditions of any award.

# Due diligence for UK Subsidy Control Regime

Under the Subsidy Control Regime, we will carry out financial health checks and going concern assurances on your organisation. We will take into account the aligned investment that is a condition of the grant offer.

## Certify you are eligible

When submitting an application, you must certify that you are eligible for funding. If you are unsure, please take independent legal advice before applying. Should you be successful, we will complete these financial checks and assurances before confirming the grant offer.

- For more information on company sizes, please refer to the [Company accounts guidance](#).
- Further information is available on our website in the general guidance.

# Eligibility Criteria: EU State Aid Regulations – Northern Ireland Protocol

If you are an applicant who is conducting activities that will affect trade of goods and/or electricity between Northern Ireland and the EU as envisaged by [Article 10 of the Northern Ireland protocol](#), then you must apply under European Commission State aid rules.

## Undertaking in Difficulty

For applicants subject to the European Commission State aid rules, you will be required to prove that they were not an “Undertaking in Difficulty” (UiD). We will ask for evidence of this. We will take into account the aligned investment that is a condition of the grant offer.

This test applies to:

- companies that are more than 3 years old
- companies where more than half of its subscribed share capital has disappeared as a result of accumulated losses.
- your parent or holding company

## Certify you are eligible

When submitting an application, you must certify that you are eligible for State aid. If you are unsure, please take legal advice before applying. Should you be successful, we will apply this test as part of our viability checks before confirming the grant offer.

Further information is available on our website in the [general guidance under state aid](#).

If you are applying for an award funded under State aid Regulations, the definitions for company size are set out in the [European Commission Recommendation](#) of 6 May 2003.

# Other Innovate UK projects

If you have an outstanding final claim or Independent Accountant Report (IAR) on a completed Innovate UK project, you will not be eligible to apply to this competition, as a lead or a partner organisation.

We will not award you any further funding if you:

- applied to a previous competition as the lead or sole company and were awarded funding by Innovate UK, but did not make a substantial effort to exploit that award
- applied to a previous competition as the lead or sole company and failed to comply with grant terms and conditions.

## Making more than one application

You can only submit one application in this competition.

If you submit an application for the same or a substantially similar application for a project in another competition, you will not be able to obtain support for more than one project.

# Key Dates

Timeline – Current Round	Dates
Round 1 Opens	16 March 2023
Briefing Event	4 April 2023
Round 1 Submission Deadline	10 May 2023, 11:00
Applicants informed	27 June 2023

Future Rounds	Open	Close
Round 2	11 May 2023	5 July 2023
Round 3	6 July 2023	30 August 2023
Round 4	31 August 2023	25 October 2023



# **Innovation Funding Service (IFS)**

# Expression of interest - before you apply

We want you to engage with investors **before** submitting a project application

This will help ensure that the project is eligible and in scope and that you have a reasonable likelihood of securing investment

Investor partner will submit an expression of interest:

- Outline R&D project description from SME
- Fit with Future Economy / Knows No Limits scope and specific areas of focus
- Project costs and grant request (based on category of R&D)
- Amount of investment sought
- Expected investment structure / role of investor partner
- Additionality of investment
- Traction in investment process

**Only** once your project is agreed in outline and there is some investment traction should you submit a project application



# Search for a funding competition and review criteria

## - All themes except novel low-emission food production systems

### Innovation competitions

Browse upcoming and live competitions. Find out when new competitions are launched by [signing up for competition updates](#).

Filter competitions 13 competitions

Keywords  **SBRI: Innovation in cycling and walking**

Innovation area

**Eligibility:**  
To lead a project you must:

- be an individual, business, group or organisation

[Update results](#)

### Future Economy Investor Partnerships SME round 1

UK registered businesses can apply for grant funding alongside private investment from selected investor partners.

#### Eligibility

This competition is open to single applicants only.

To apply your organisation must:

- be a UK registered [micro, small or medium sized business](#) (SME)
- have been invited to apply by an investor from our pool of selected investor partners

#### Open now

Opened: 16 March 2023

Closes: 10 May 2023

Funding competition

### Future Economy Investor Partnerships SME round 1

UK registered businesses can apply for grant funding alongside private investment from selected investor partners.

**Competition opens:** Thursday 16 March 2023

**Competition closes:** Wednesday 10 May 2023 11:00am

[Start new application](#)

Or [sign in](#) to continue an existing application.

Summary [Eligibility](#) [Scope](#) [Dates](#) [How to apply](#) [Supporting information](#)

#### Description

Innovate UK, as part of UK Research and Innovation, has selected a pool of investor partners. These investor partners have demonstrated that they have the credibility, capability, capacity and appetite to invest in innovative, technology-led businesses that align with our programmes. These programmes will focus on the future economy as described in our [plan for action](#).

The Future Economy investor partnership programme brings together:

- Innovate UK's expertise in identifying innovation and using grant funding to change the risk profile of businesses
- investor partners' aligned funding and expertise in identifying opportunities and teams that can best use extra investment finance

This approach aims to provide you with support for research and development and access to the capital investment you need to develop and commercialise your innovations.

Innovate UK provides support for your investment readiness and for engaging with suitable investors via Innovate UK Edge and Innovate UK KTN. In the first instance you should contact [Innovate UK Edge](#) for support in understanding your readiness for investment and also to look

# Search for a funding competition and review criteria - novel low-emission food production systems only

### Innovation competitions

Browse upcoming and live competitions. Find out when new competitions are launched by [signing up for competition updates](#).

Filter competitions 13 competitions

Keywords

Innovation area

[Update results](#)

**SBRI: Innovation in cycling and walking**

Organisations can apply for a share of up to £470,000 for innovative proposals that encourage more journeys by bicycle or on foot.

**Eligibility:**

To lead a project you must:

- be an individual, business, group or organisation

## [Novel low-emission food production systems: Investor Partnership](#)

UK registered SMEs can apply for a share of up to £3 million to develop novel production systems that create resource efficient, low-emission foods, particularly proteins. This must align with private investment from selected investor partners.

### Eligibility

This competition is open to single applicants only.  
To lead a project your organisation must:

- be a UK registered [micro, small or medium-sized enterprise](#) (SME)
- carry out its project work in the UK
- be seeking private financing of at least twice the amount of the grant requested

### Opening soon

Opens: 8 May 2023

Closes: 5 July 2023



Funding competition

## Novel low-emission food production systems: Investor Partnership

UK registered SMEs can apply for a share of up to £3 million to develop novel production systems that create resource efficient, low-emission foods, particularly proteins. This must align with private investment from selected investor partners.

**Competition opens:** Monday 8 May 2023

**Competition closes:** Wednesday 5 July 2023 11:00am

**⚠ This competition has not yet opened.**

[Start new application](#)

Summary

[Eligibility](#)

[Scope](#)

[Dates](#)

[How to apply](#)

[Supporting information](#)

### Description

Innovate UK, as part of UK Research and Innovation, will invest up to £3 million to fund innovation projects in this competition.

We will be working with a selected pool of investor partners, who have demonstrated that they have the credibility, capability, capacity, and appetite to invest in innovative, technology-led businesses.

The Novel Low Emission Food Production systems competition is part of Innovate UK's funding support for growing the future economy, as outlined in [Innovate UK's Plan for Action](#).

The aim of this competition is to support UK registered micro, small and medium-sized enterprises (SMEs) to develop novel food production systems. These will be to create new sources of resource efficient, low-emission foods, particularly proteins, while delivering healthy and sustainable diets.

Your project must progress emerging novel food production systems towards commercial viability with the ability to supply mainstream consumer markets.

# Lead Applicant: create an account

The lead applicant must create an account:

## UK registered businesses

Use Companies House lookup as it speeds up our checks by providing your company number. You are unable to enter this at a later date.

## Research organisations, academics and universities

Enter your information manually so you are not listed as a business on IFS and ensure you receive the correct funding.



GOV.UK Innovation Funding Service

BETA This is a new service – your [feedback](#) will help us to improve it.

◀ Back

Create your account

### Your organisation

**i** Your organisation must be UK based to receive funding from Innovate UK

**Business**

**Find your organisation on Companies House**  
Enter your organisation name or registration number

**Companies House search results**  
Select your organisation from the options below

[NOMENSA LTD](#)  
04214477 - Incorporated on 10 May 2001  
13 Queen Square, Bristol, BS1 4NT

GOV.UK Innovation Funding Service

BETA This is a new service – your [feedback](#) will help us to improve it.

◀ Back

## Please sign in or create an account

**Used this service before?**  
Please sign into your Innovation Funding Service account.

**New to this service?**  
If you haven't used the new Innovation Funding Service before you will need to create an account.

### Innovation Funding Service Sign in

Email address  
Please enter your email address.

Password  
Please enter your password.

▼ Need help signing in or creating an account?

**My email and/or password isn't working**

If you applied previously using the old service, you will need to create a new account.

[Forgotten your password?](#)

# Project Details

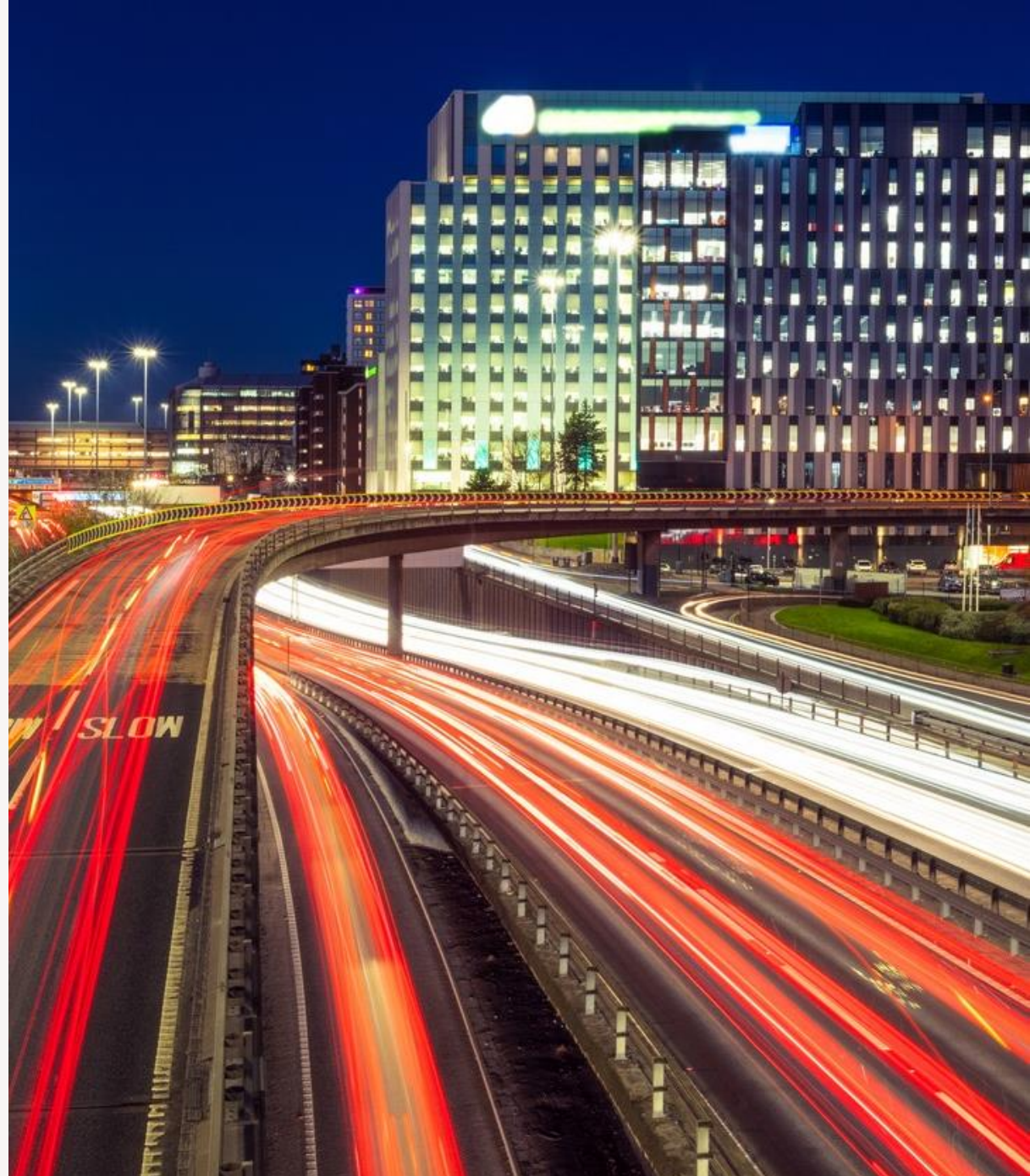
- **Application Team** - Contributors can invite colleagues from your own organisation to help you complete your application.
- **Application Details** - Title, timescales, research category, innovation area and previously submitted application (y/n)
- **Subsidy basis** - Will the project, including any related activities, you want Innovate UK to fund, affect trade between Northern Ireland and the EU? All participants must complete this section.
- **Project Summary** - Short summary and objectives of the project including what is innovative about it
- **Public Description** - Description of your project which will be published if you are successful
- **Scope - How does your project align with the scope of this competition?** - If your project is not in scope, it will be ineligible for funding

# Application Questions

Detailed guidance available on IFS

Application Form		Appendix?
Question 1	Applicant location (not scored)	No
Question 2	Specific theme (not scored)	No
Question 3	Investor partner (not scored)	No
Question 4	Need or Challenge	No
Question 5	Approach and Innovation	Yes - optional
Question 6	Team and resources	Yes - mandatory
Question 7	Market awareness	No
Question 8	Outcomes and route to market	No
Question 9	Wider impacts	No
Question 10	Project management	Yes - mandatory
Question 11	Risks	Yes - mandatory
Question 12	Added value	No
Question 13	Costs and value for money	No

# Application finances



# To claim funding

Your business does not have to be UK registered with Companies House when you apply but it must be registered before you can receive funding.

You are unable to claim funding if:

- you are an overseas organisation, so your company number begins with FC
- your organisation is setup as a branch, so your company number begins with BR
- you are a collaboration with no formal structure of ownership or control, so your company number begins with ML
- you are in a Crown Dependency:
  - if your company is based in Jersey, your company number begins with JE
  - if your company is based in Guernsey
  - if your company is based in the Isle of Man

# British Overseas Territories

You are also unable to claim funding if your company is based in any of the British Overseas Territories (BOTs):

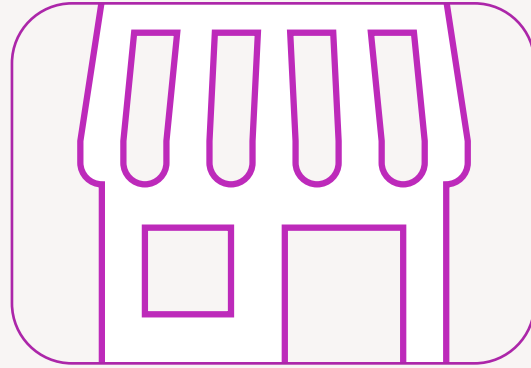
- Anguilla
- Bermuda
- British Antarctic Territory
- British Indian Ocean Territory
- British Virgin Islands
- Cayman Islands
- Falkland Islands
- Gibraltar
- Montserrat
- Pitcairn Islands
- Saint Helena, Ascension and Tristan da Cunha
- South Georgia and the South Sandwich Islands
- Turks and Caicos Islands



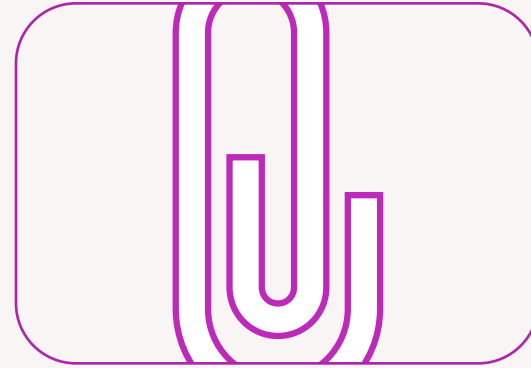
# Your Project Cost Categories



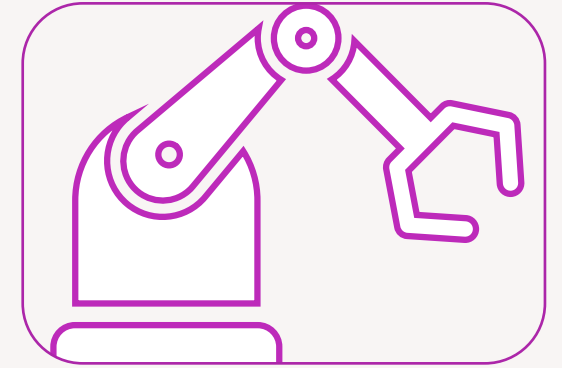
Labour



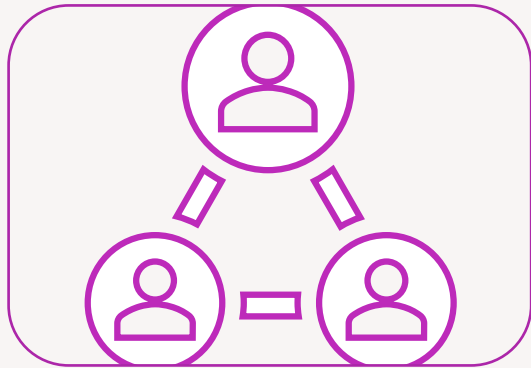
Overheads



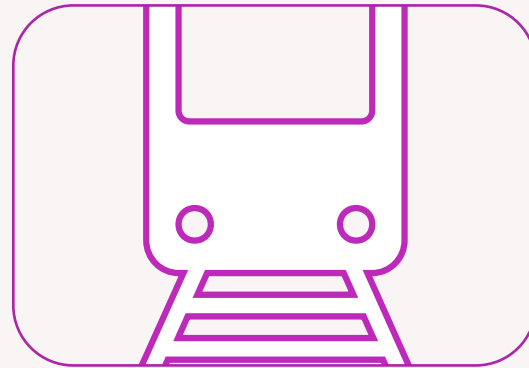
Materials



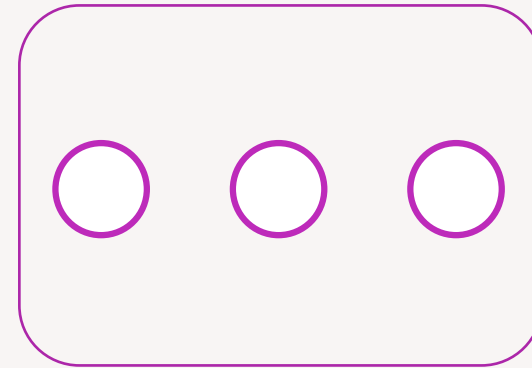
Equipment Usage



Subcontractors



Travel &  
Subsistence



Other

# Labour

## Costs supported:

- Roles and number of days spent working on project (time sheets required)
- 262 work days per annum (less Public holidays and entitlement)
- paid by PAYE
- Employers NI, annual salaries, pension, health insurance

## Costs not supported:

- Dividends & bonuses
- Holiday (excluding that mentioned in eligible costs)
- Training days
- Names not roles assigned to project costs

**Labour** £25,862 —

You can claim the labour costs of all employees you have working on your project.

▶ [Labour costs guidance](#)

If your application is awarded funding, you will need to account for all your labour costs as they occur. For example, you should keep timesheets and payroll records. These should show the actual hours worked by individuals and paid by the organisation.

Working days per year

Number of staff and roles within the project

Role within project	Gross employee cost	Rate (£/day)	Days to be spent by all staff at this grade	Total costs	
<input type="text" value="Project Manager"/>	<input type="text" value="50000"/>	£216	<input type="text" value="120"/>	£25,862	<a href="#">Remove</a>
<input type="text"/>	<input type="text" value="0"/>	£0	<input type="text" value="0"/>	£0	<a href="#">Remove</a>

[Add another role](#)

Total labour costs **£25,862**

# Materials costs

## Costs supported

Off the shelf items via 3<sup>rd</sup> Party suppliers

Items from stock with the replacement of items invoice (used as evidence of supply)

## Costs not supported

Whole bulk buy invoices, when only partially used with project work

Items from stock that aren't being replaced

Equipment treated as assets

**Materials** £10,000 —

You can claim the costs of materials used on your project providing:

- they are not already purchased or included in the overheads
- they are purchased from third parties
- they won't have a residual/resale value at the end of your project. If they do you can claim the costs minus this value

[Please refer to our guide to project costs for further information.](#)

▶ [Materials costs guidance](#)

Please provide a breakdown of the materials you expect to use during the project

Item	Quantity	Cost per item (£)	Total	
<input type="text" value="Software"/>	<input type="text" value="1"/>	<input type="text" value="10000"/>	<b>£10,000</b>	<a href="#">Remove</a>
<input type="text"/>	<input type="text" value="0"/>	<input type="text" value="0"/>	<b>£0</b>	<a href="#">Remove</a>

[Add another materials cost](#)

Total materials costs **£10,000**

# Subcontractors\*

## Costs supported

Justification required if non-UK supplier chosen

Independent contractor via 3<sup>rd</sup> Party suppliers

Linked supplier must be charged at cost

Description of work covered

## Costs not supported

Intercompany uplifts or profits

Overseas contractors, if UK contractor available-  
without justification

You can subcontract work if you don't have the expertise in your project team. You can also subcontract if it is cheaper than developing your skills in-house.

▶ [Subcontracting costs guidance](#)

Please provide details of any work that you expect to subcontract for your project.

Subcontractor name

Robotics experts ltd

Country where the subcontractor will work

UK

Role of the subcontractor in the project and description of the work they'll do

facilitation and availability of robotics labs

Cost

36795

# Travel and subsistence\*

## Costs supported

Rail, Car or Plane\*\*

Mileage at HMRC rate

Hotel (Bed and Breakfast)

Reasonable food costs (overnight stay only)

## Costs not supported

Fuel

First class travel

Entertaining or marketing

Visas

Unreasonable food costs (overnight stay only)

Travel and subsistence				£ 3,000 ▲
You should include travel and subsistence costs that relate to this project.				
Purpose of journey or description of subsistence cost	Number of times	Cost each (£)	Total (£)	
Travel to robotics labs for testing	12	100	£ 1,200	<a href="#">Remove</a>
monthly project meetings	12	150	£ 1,800	<a href="#">Remove</a>
<a href="#">Add another travel cost</a>				
Total travel & subsistence costs			£ 3,000	

\*You will be required to provide vouchers, tickets and invoices and \*\* must provide number of people travelling, the destination and purpose of visit

# Overheads

**Innovate UK's included costs are those incurred as a direct result of the project**

## Costs supported

Additional costs for administrative staff  
Day to Day Calculation for those people listed in the Labour Costs Table, multiplied by the numbers of days working on the project work.

## Costs not supported

Excessive costs of Senior Managers only overseeing project activities  
Business as usual day to day rates for Administration  
Uplifts of any kind

### Overhead costs

£ 44,483 ▲

You can incur overhead costs associated with those directly working on the project as well as indirect (administration) overheads. To be eligible both overhead categories need to be directly attributable to the project. The indirect overheads need to be additional as well as directly attributable. Note that there are certain cost categories/activities which are not eligible. To find out which costs are ineligible/eligible refer to our [project costs guidance](#).

► [Overheads costs guidance](#)

- No overhead costs
- 20% of labour costs
- Calculate overheads

### Calculate overheads

If you feel your overheads are higher than 20% you may calculate a value using the Innovate UK model in the spreadsheet available below. The model shows you which types of indirect costs associated with your project you may claim. For support with this option, please contact our Customer Support Service on 01793 44 2700. Any value claimed under this model will be subject to a review. This will assess the appropriateness of your claim if your grant application is successful.

#### Download the overhead calculation spreadsheet

Download as an Excel document [overhead calculation spreadsheet.xlsx \(16KB\)](#)

Download as an Open Office document [overhead calculation spreadsheet.ods \(10KB\)](#)

#### Upload your completed spreadsheet

No file currently uploaded

+ Upload

# Capital equipment usage\*

## Costs supported:

Usage costs for the period of use  
A justification if greater than expected  
Depreciation charge is included

## Costs not supported

Purchase price of equipment  
Usage costs for the whole of the project period  
if only used for part of the time  
100% write down within the project timeline\*\*  
\*Please provide your Fixed Asset Register  
\*\*If not applicable

Capital usage	£750 —
You can claim the usage costs of capital assets you will buy for, or use on, your project.	
<a href="#">▶ Capital usage guidance</a>	
Please provide a breakdown of the capital items you will buy and/or use for the project.	
Item description	
<input type="text" value="Laptop"/>	
New or existing item	
<input checked="" type="radio"/> New <input type="radio"/> Existing	
Depreciation period (months)	
<input type="text" value="24"/>	
Net present value at the start of your project or the price you bought it for (£)	
<input type="text" value="2000"/>	
Residual value at end of project (£)	
<input type="text" value="500"/>	
Utilisation (%)	
<input type="text" value="50"/>	
Net cost	
£750	

# Other costs \*

## Costs supported

Facility usage\*\*

Licence fees (or appropriate proportion)

Miscellaneous (not covered in other categories)

Quality certification\*\*\*

Specific PPE

Dissemination costs

Patent filing costs (for SMEs only) limited to £7.5k

## Costs not supported

Facility charge rates

Marketing

Trademark

Undefined mixed costs

Contribution in kind

Business as usual costs

\*You will be required to provide invoices and basis of daily rates

\*\*At daily or hourly cost

\*\*\*Where required for sign off

**Other costs** £ 0 ▲

Please provide details of any project costs which cannot be covered by the other cost categories.

[▶ Other costs guidance](#)

Please note that legal or project audit and accountancy fees are not eligible and should not be included as an 'other cost'. Patent filing costs of new IP relating to the project are limited to £7,500 for SME applicants only. Please provide estimates of other costs that do not fit within any other cost headings.

Description and justification of the cost	Estimated cost (£)
<input type="text"/>	<input type="text" value="0"/>

[Add another cost](#)



# Funding

## Funding rules

The level of funding awarded will depend upon the type of organisation and the type of research being undertaken in the project

Funding is calculated by project participant

**Grant funding will only be offered if the aligned investment completes in this programme**

IFS will advise the maximum grant % you can request based upon your answers to:

- type and size of organisation
- research category defined by the lead applicant in the Application Details section of the application



# Summary of funding

Research category	Project size	Grant available (as a % of total project costs)	Project duration	Aligned investment
Feasibility study	£50K to £300K	70%	6 to 12 months	The investment must be at least <b>equal</b> to the grant funding
Industrial research	£100K to £1M	70%	6 to 24 months	The investment must be at least <b>equal</b> to the grant funding
Experimental development	£250K to £2M	45%	12 to 24 months	The investment must be at least <b>twice</b> the grant funding

[Research category definitions](#)

# Submitting your application



# Checking your finances are complete

## Finances Summary

The following organisations have not marked their finances as complete:

- EMPIRE LTD



[Return to the finances section to complete your finances](#)

This application cannot be submitted unless finances have been marked as complete by all partners.

		Total costs	% Grant	Funding sought	Other public sector funding	Contribution to project
<b>Barry Shaw Experts Ltd</b> Partner	✓	£230,162	70%	£161,113	£0	£69,049
<b>EMPIRE LTD</b> Lead organisation	⚠	£282,655	70%	£197,859	£0	£84,797
<b>University of Bath</b> Partner	✓	£239,114	0%	£0	£0	£239,114
<b>Total</b>		<b>£751,931</b>		£358,972	£0	£392,959

Make sure you have marked your finances as complete.

**IFS DOES NOT VALIDATE TOTAL PROJECT COSTS**

# Editing a submitted application

**test**  
Application number: 242  
Competition: 599 Covid de minimis round 2

Awaiting assessment

**Application submitted**

[Reopen](#)

Reopen by clicking here

**Terms and conditions**  
You must agree to these before you submit your application.

[Award terms and conditions](#) ✓ Complete

[Review and submit](#) [Print your application](#)

Remember to press  
'Submit application'

**Terms and conditions** [Open all](#)

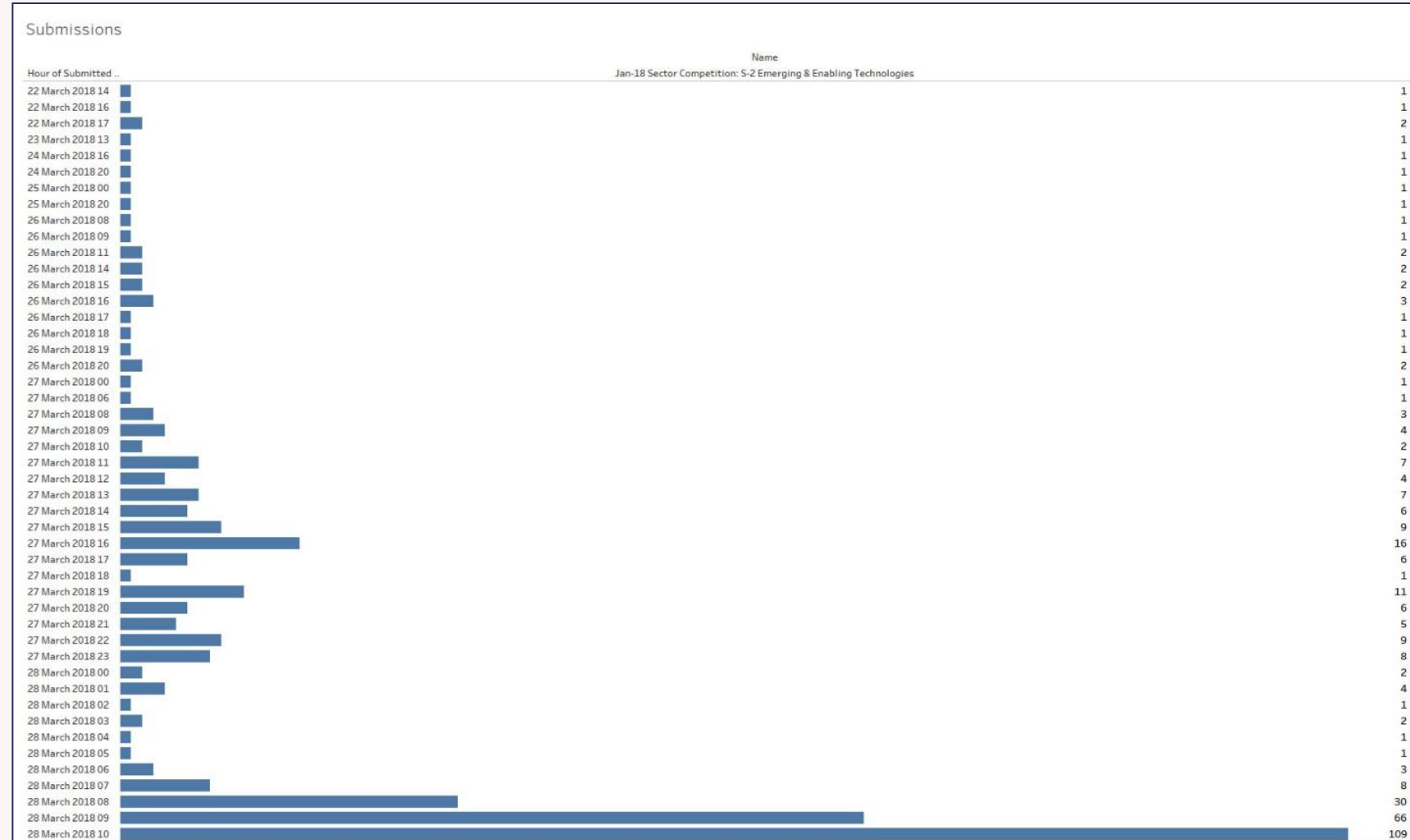
[Award terms and conditions](#) ✓ Complete +

[Submit application](#)

Need help with this service? [Contact us](#)

# Submit your application early!

Customer Support can help resolve any issues you might have when submitting but only if they are contacted before the deadline. Once the deadline has passed, your application cannot be submitted.



# Assessment



# How do our assessors assess?

All applications are assessed by an independent **pool** of assessors drawn from industry and academia.

We require our assessors to maintain confidentiality and declare any conflicts of interest, ensuring a fair and transparent process.

Assessors are unable to contact you regarding your application content. Therefore, your application should contain:

- a justification for a viable opportunity for growth and a level of innovation that necessitates public investment
- clear and concise answers
- the right amount of information
- no assumptions

We recommend you review the competition brief and guidance for help.



# Assessment and feedback

Assessors will score each question in your application.

After the assessor process, Innovate UK will independently moderate assessor scores. Any outliers in scores may be removed and your total score will be updated.

Whether successful or unsuccessful in receiving grant funding, you will receive feedback on your application. It is intended to be constructive in nature and to highlight both the strong as well as the weak areas of your application.

# Funding decisions

What are we looking for:

- a high quality application within our future economy focus areas (innovation)
- confirmation that the grant award is accelerating the investment (additionality)
- likelihood of the investment completing (traction)

Applications below the innovation project quality threshold will not be considered for funding.

Funding decisions will be made on a portfolio basis, based on funding available for:

- Areas of specific interest
- Broad future economy areas
- Knows No Limits

The additionality and traction are determined principally from the information provided in the expression of interest. This information is confirmed with the investor prior to the funding decision.

We normally expect investment to complete within 3 months of the funders panel.

# Additionality and traction

## Additionality factors

- Investment amount vs grant
- Existing portfolio company
- Proportion of investment from investor partner
- Diversity
- Region
- Alignment to specified areas of focus

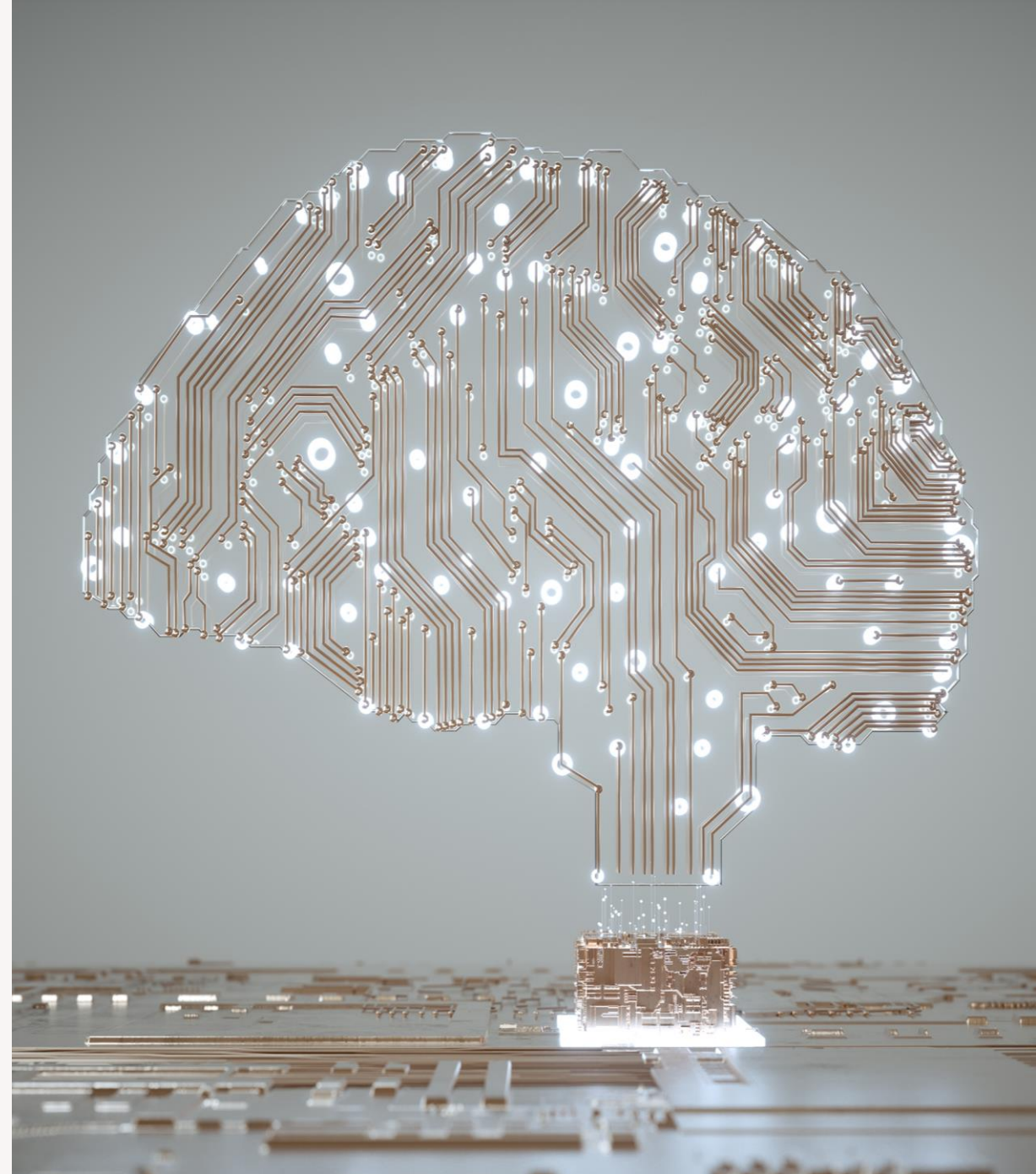
## Traction factors

- Stage of completion
- Level of commitment
- Level of support
- Number of investors involved

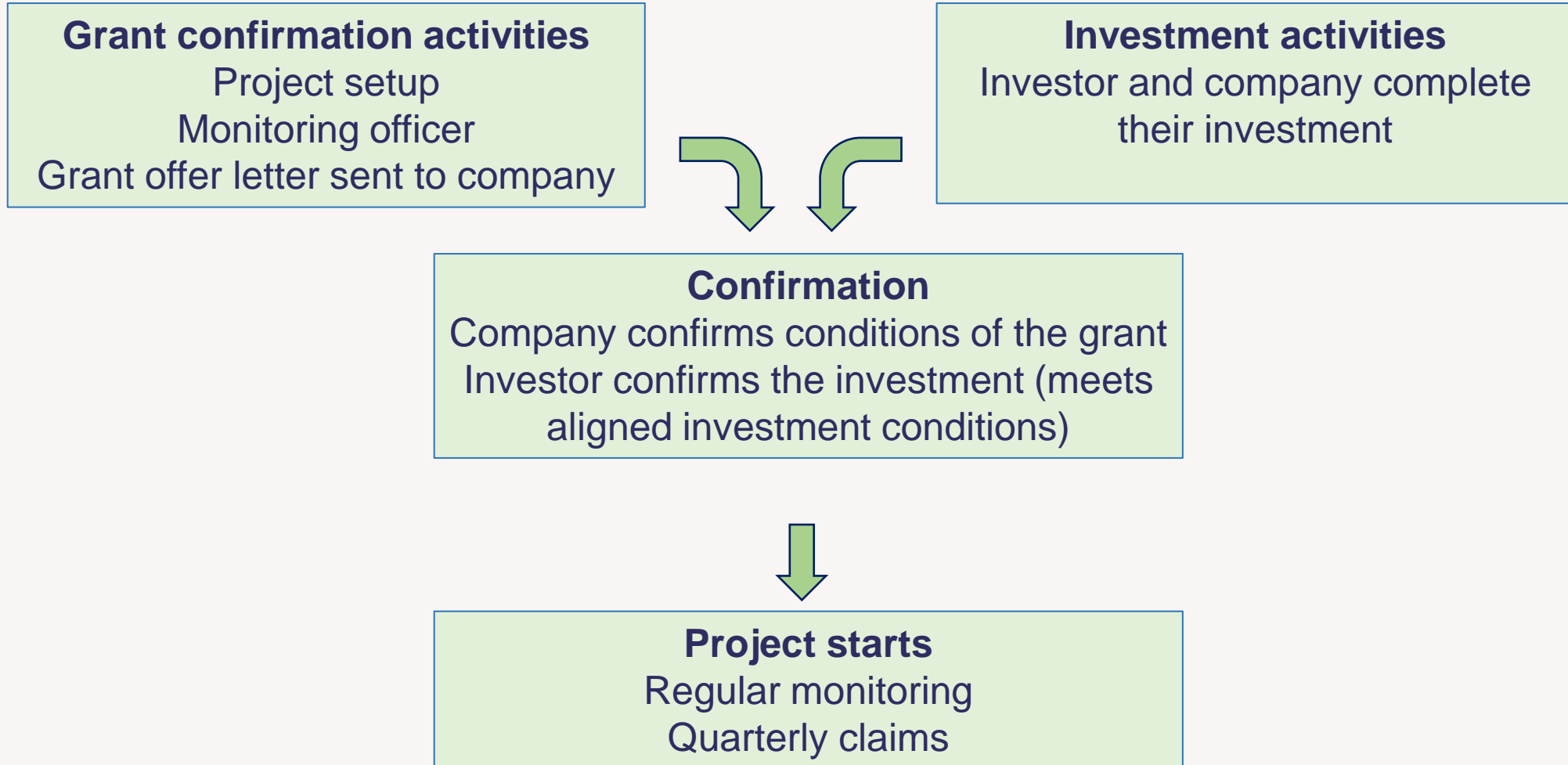
# Project setup for successful applicants



Innovate  
UK



# Investment confirmation and project start



# Notification

## If you are unsuccessful in this competition

You can use the feedback from the assessors to develop your idea and apply into another competition that allows previously submitted applications

## If you are successful in this competition

- you will be assigned a Delivery Executive who will guide you through the Project Set Up process
- you will have 7 days to complete the project team, project details and bank details
- you will typically then have approximately 90 days to confirm completion of the aligned investment and to complete project set up – funding may be withdrawn if this is not completed within this timeframe

**Please ensure all your contact details in the IFS portal are correct and up to date and that you regularly monitor it.**

# Project set up

- All communication will be through IFS.
- Lead applicant must provide collaboration agreements and exploitation plans if applicable.
- Any partners with individual total project costs of **up to** £50,000 must provide evidence with a Statement of Expenditure (SoE).
- Any partners with individual total project costs **above** £50,000 must provide evidence with an Independent Accountants Report (IAR).

## Project delivery

- All grants are paid quarterly in arrears and are only paid following quarterly reporting and necessary audits.
- Claims can only be made for costs incurred and paid between the project start and end dates.
- Monitoring of the project includes a visit from the appointed Monitoring Officer.

# Additional Support





# Innovate UK EDGE

*Bespoke growth and scaling support at the business end of innovation*

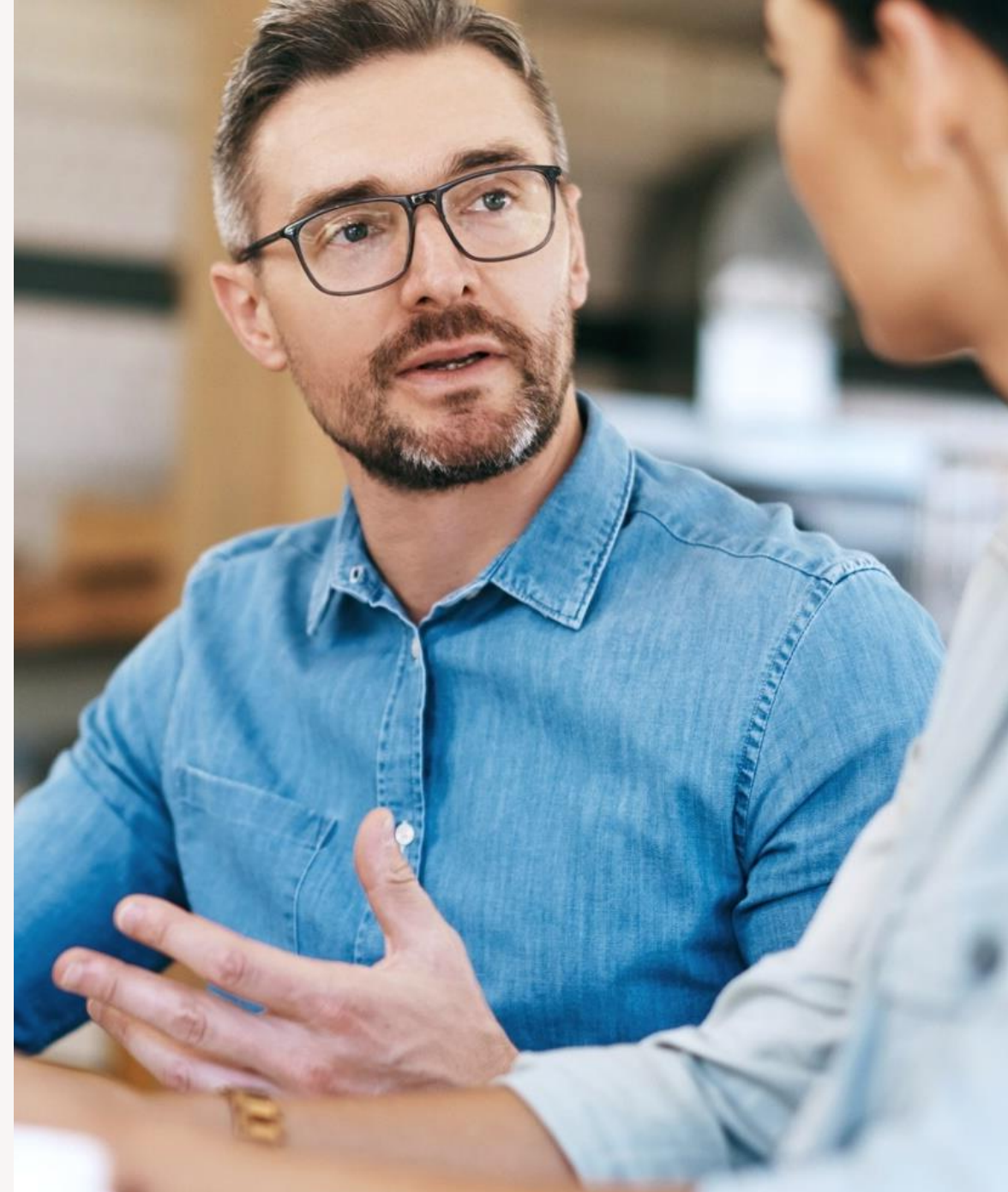
- Intensive growth and scaling support tailored to the needs of each of our ambitious innovation-driven clients
- Offered alongside project funding to Innovate UK award winners, most of whom engage us. We are also available to all high growth potential innovative small or medium-sized businesses\*
- Engagement at early, growth and scaling stages, with our core high growth service and enhanced Scaleup Programme
- Delivered by 290 innovation and growth specialists embedded in regional ecosystems across the UK, including a board of expert scaleup directors

*\*subject to eligibility and currently in all nations and regions outside Scotland*

# Innovate UK EDGE

An innovation and growth specialist, or scaleup directors, work with a company's leadership to hone its commercial strategy and help it take targeted action to, for example:

- Build investment readiness
- Manage innovation effectively
- Enter global markets
- Providing local to national to international growth and scaling support



# Equality, Diversity & Inclusion

- We are on a mission to embed Equality, Diversity, and Inclusion in everything we do, internally and externally.
- We believe that great ideas can, and do, come from anyone and everyone.
- We know that diversity and inclusion in businesses contributes to enhanced innovation, satisfaction, performance, and ultimately, commercial success.



# Available Support

- We welcome and encourage applications from people of all backgrounds and are committed to making our application process accessible to everyone.
- This includes providing support for people who have a disability or long-term condition and face barriers applying to us.
- So, if you would like any support, please contact our Customer Support Service Team on [support@iuk.ukri.org](mailto:support@iuk.ukri.org) or at **0300 321 4357**.



# What D&A support to expect

1.

Contact our Customer Support Services Team as early as possible – we suggest at least 15 working days before the deadline

2.

Complete a request form which will be sent to our partner Diversity & Ability (D&A)

3.

D&A will conduct a Discovery Conversation with you and make reasonable adjustments recommendations

4.

D&A will organise and deliver bespoke reasonable adjustments for and with you

5.

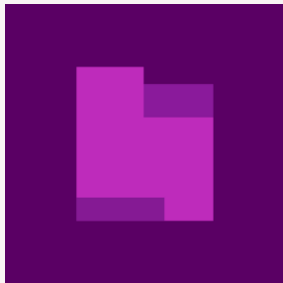
Submit your application – please do so well ahead of the deadline as extensions cannot be provided

# Contact

## Customer Support Services

0300 321 4357 (Monday - Friday 9-5pm)

[support@iuk.ukri.org](mailto:support@iuk.ukri.org)



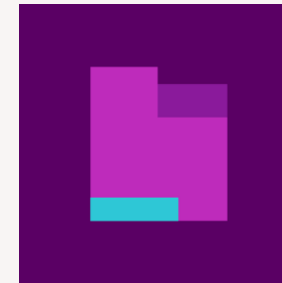
**Innovate UK**

[ukri.org/councils/innovate-uk](https://ukri.org/councils/innovate-uk)



**Innovate UK KTN**

[ktn-uk.co.uk](https://ktn-uk.co.uk)



**Innovate UK EDGE**

[innovateukedge.ukri.org](https://innovateukedge.ukri.org)

# Investor Partnerships – Your Next Steps

## Strategic Fit?

Is this programme a strategic fit?

- Highly innovative R&D
- Capital raising
- At the same time

Engage with Innovate UK EDGE to confirm investment readiness

## In Scope?

Do you fit with the specific areas of focus?

Check the areas of interest within:

- Net Zero
- Health & Wellbeing
- Digital & Technologies
- Equality, Diversity & Inclusion

## Investment?

Do you have interest from one of more of our investor partners?

Engage with our investor partners directly or through Innovate UK KTN

## Interest?

Do your R&D and investment fit this programme?

Investor and SME should submit expression of interest together to confirm likely suitability

## Apply

- If there's a strategic fit
- If you're ready for investment
- If you're in scope
- If you have investment traction

## Offer / Award

- High innovation score
- Investment additionality / traction
- Completion

# Q&A



Innovate  
UK



# Thank You

 @InnovateUK

 Innovate UK

 Innovate UK

 @weareinnovateuk