



Innovate  
UK

# Innovation loans



## Innovation Loans Future Economy Round 16 Applicant Briefing Webinar

9<sup>th</sup> July 2024



GROWTH  
FINANCE  
AWARDS | 2019

WINNER  
INNOVATIVE  
PRODUCT  
OF THE YEAR





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- The briefing will be recorded and available to refer to through the IFS date page
- Recordings of this webinar, a webinar on project application advice and a webinar focused on completing the business and financial submission, together with further resources, are available on the Innovate UK KTN website: <https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/>
- PDFs of the presentation will also be available on request
- For more information on the competition process, please go to: [Competition briefing: applicant information - YouTube](#)

# Welcome and Introductions

Jemima Jones – Investment Specialist

Adam Barrass – Credit Specialist

Phil Morgan – Credit Specialist

Laura McCartney – Competitions Manager



# 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

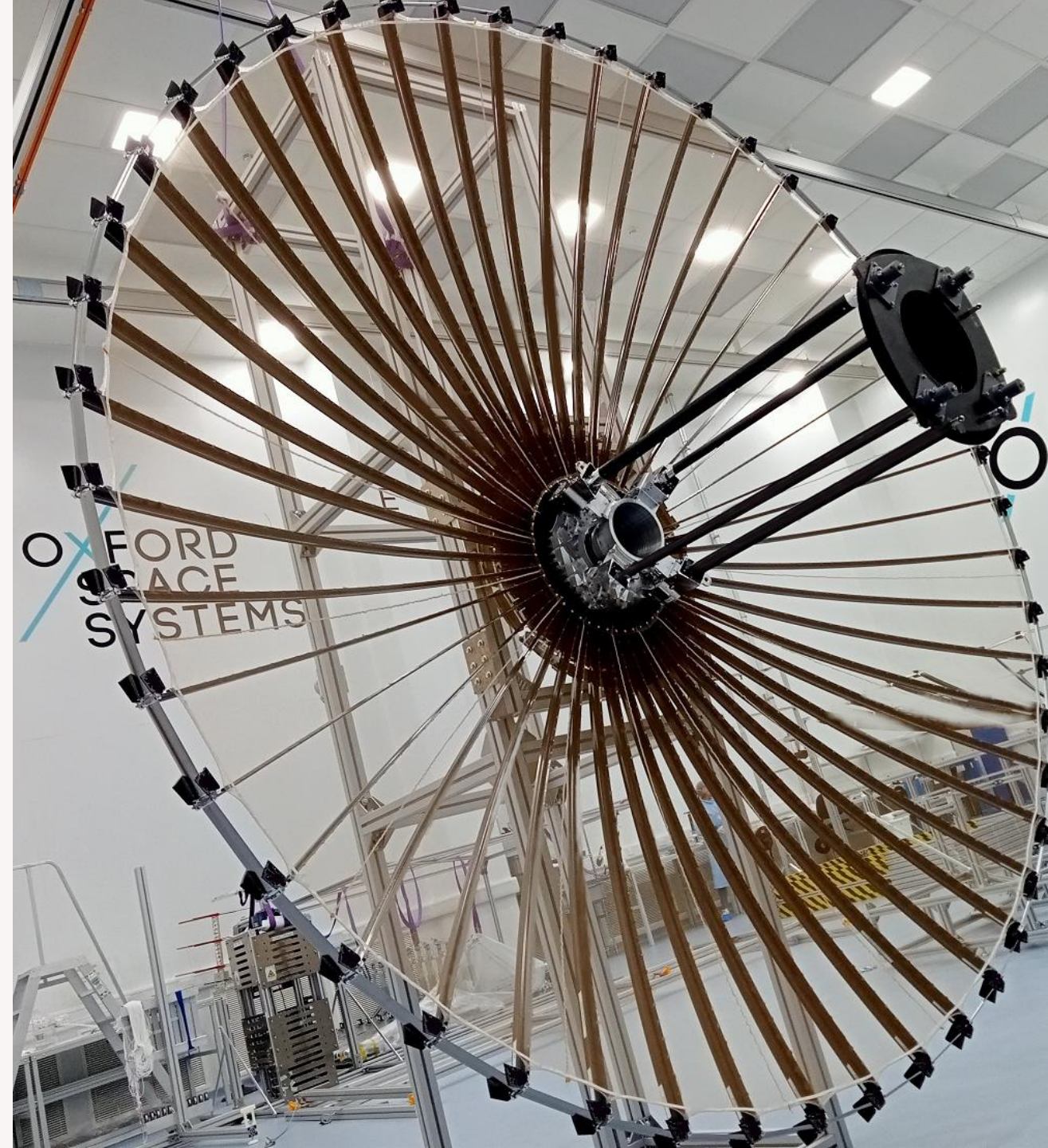
## Our Mission

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.



# Agenda: Innovation Loans applicant briefing

- What are innovation loans?
- How do we decide who to lend to?
- Our credit evaluation process and approach
- Q&A (1)
- How to complete your application
  - IFS account set up
  - Business and financial information
  - Business financial spreadsheet
  - Project Proposal and Project Costs
- Eligibility considerations
- Additional Support
- Q&A (2)



# Key dates for Round 16

Timeline	Dates
<b>Competition Open</b>	<b>27<sup>th</sup> June 2024</b>
Applicant Briefing Webinar	9 <sup>th</sup> July 2024
Good Application Guide Workshop (Answering the Assessors Prayer)	Please view a recording at <a href="https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/">https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/</a>  Or read the Guide at <a href="#">Good Application Guide - Innovate UK Business Connect (ktn-uk.org)</a>
How to Complete the Financial Submission Workshop	Please view a recording at <a href="https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/">https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/</a>
Financial Submission 'Deep Dive' Workshops – Register to attend one workshop	Workshop 1: 17 <sup>th</sup> July 2024 2.00pm – 3.30pm Workshop 2: 23 <sup>rd</sup> July 2024 2.00pm – 3.30pm Workshop 3: 31 <sup>st</sup> July 2024 2.00pm – 3.30pm
<b>Submission Deadline</b>	<b>21<sup>st</sup> August (11am)</b>
Initial notification to applicants	11 <sup>th</sup> October 2024
Decision Notification following full Credit Analysis	February 2025
Expected project start	1 <sup>st</sup> April 2025

# What are Innovation Loans?



# Innovation Loans



Helping businesses to access funding at all stages of innovation

- Late stage R&D
- Clear route to commercial success
- Innovative and growth orientated
- 'Scaling' rather than 'starting'
- Credit Constrained
- £150m programme over 3 years



**Single SME Applicants**

**7.4%**

**Below-market Interest rate**

Partial deferral during project period

**7 Years**

**Flexible & Patient**

Up to 7 years Availability, Extension and Repayment



**Up to 100% of Eligible Project Costs**



**Loan size  
£100k to £2m**

**Security**

- Debenture
- No personal guarantees

**Covenants**

- Liquidity ratio of 1.1X throughout loan
- Debt Service Coverage Ratio of 1.2X throughout repayment period



# Innovation Loan Structure

## Availability Period

### R&D Activity

Quarterly loan drawdowns in advance

Interest payable quarterly in arrears on amount borrowed

3.7% payable and 3.7% deferred to repayment period

Project monitoring by Monitoring Service Provider and Portfolio Team

Up to 3 years

## Extension Period

### Commercialisation Activity

No further drawdowns permitted

Ends on earlier of agreed date or first commercial sale from results of project

Interest payable quarterly in arrears on amount borrowed

3.7% payable and 3.7% deferred to repayment period

Project monitoring by Monitoring Service Provider and Portfolio Team

Up to 2 years

## Repayment Period

### Repayment of Capital and Interest

No further drawdowns permitted

Repayment of principal and deferred interest

Interest payable at 7.4%

Quarterly level payments

Monitoring by Portfolio Team

Up to 5 years



# Future Economy



- What the UK and global economy will look like in future decades
- Driven by a desire to improve the quality of life for all, protect the environment and Earth's resources
- Described in the Innovate UK Plan for Action <https://www.ukri.org/about-us/innovate-uk/our-plan-for-action/>



## Net Zero

Innovations in

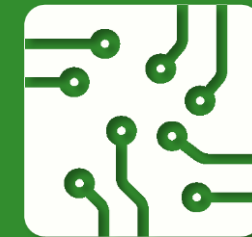
- energy
- impact of industrial processes & use of materials
- agriculture & food and other sources of emissions
- capital intensity



## Health & Wellbeing

Innovations in

- wellbeing
- tackling ill-health
- diet & food

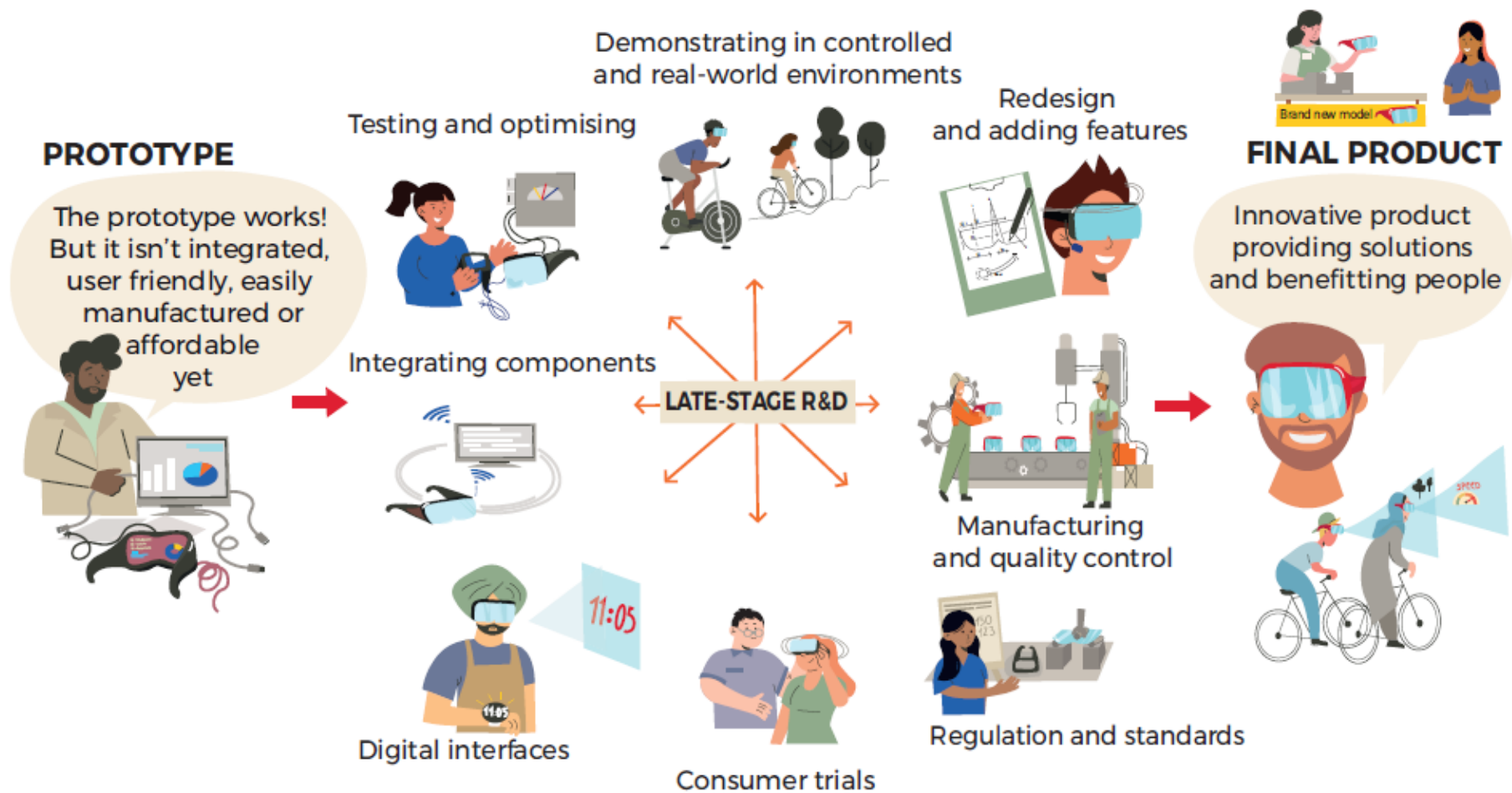


## Technology Families

- advanced materials & manufacturing
- AI, digital & advanced computing
- bioinformatics & genomics
- engineering biology
- electronics, photonics & quantum
- energy & environmental technologies
- robotics & smart machines

## Next Generation Digital Technologies

## Late-stage R&D: from prototype to commercialisation



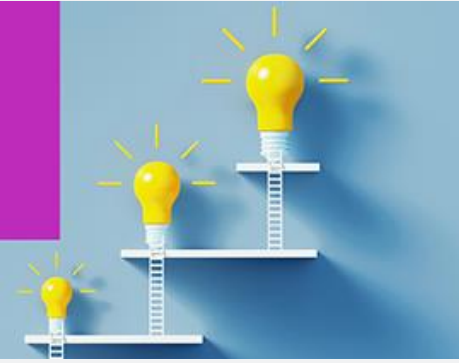
# Innovation Loans: Security, Covenants and Monitoring

- Security – Debenture
  - Senior subordinated debt/priority
  - No personal guarantees
- Liquidity Ratio of 1.1x throughout the loan
  - Current assets exceed current liabilities by 10%
- Debt Service Coverage Ratio of 1.2x throughout the repayment period
  - Cash EBITDA exceeds interest and debt repayments on all debt by 20%
- Project monitoring
- Quarterly management accounts
- Annual accounts (within 6 months of year end)



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# Innovation loans



## Innovation Loans Portfolio Overview

**255** loans  
**234** companies  
**£206m** committed  
**£184m** drawn



**13** in  
Execution



**60** in  
Extension



**45** in  
Availability



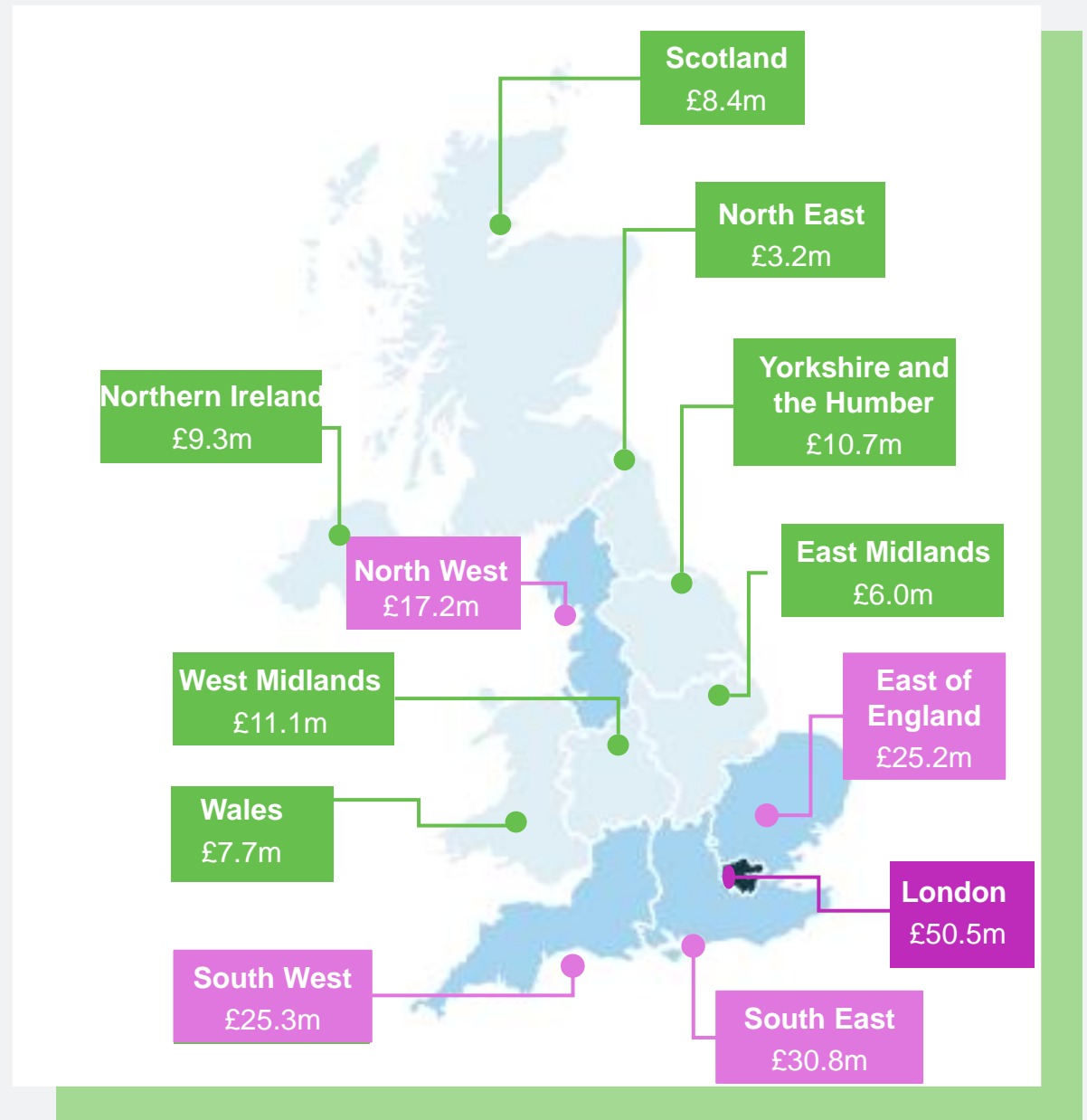
**123** in  
Repayment  
& **27** Exits



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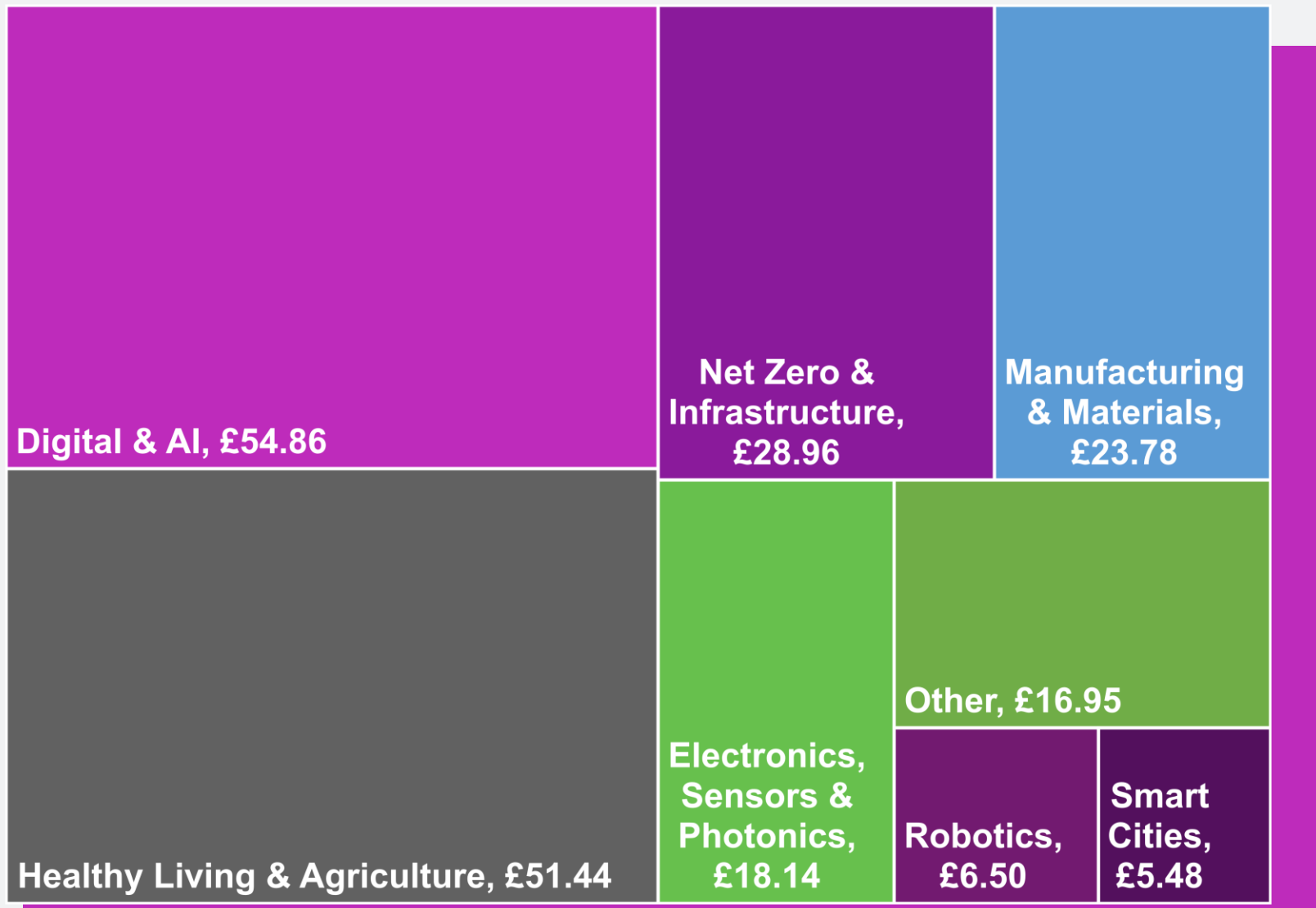
# Innovation loans

## Regional Portfolio Commitments



# Innovation loans

## Sector Portfolio Commitments



# How do we decide who to lend to?





# What are we looking for?

*Read Scott's blog!*  
<https://www.ukri.org/blog/innovation-loans-ceos-convene-for-portfolio-event/>



We are looking for businesses who can demonstrate that their innovation activities have the best potential for future growth

Your application will be evaluated on:

- the quality of your project
- our judgement on the suitability of your business to receive a loan

We look for applications that show:

- an appropriate and evidenced borrowing proposal from a suitable business
- a high quality later-stage R&D project
- a clear route to commercial success
- a strong management team
- why you need additional public funding in order to be able to carry out your project
- why you are unable to fund the project from your own resources or other forms of private-sector funding

# How are successful applicants selected?



## Project proposal

- Assessors will score each question in your project proposal.
- 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.

## Initial credit evaluation

- Our Credit team will carry out an initial evaluation of your suitability to take on a loan

## Progress Panel

- Your innovation score together with the credit evaluation will be used in deciding the next steps.
- You will receive email notification that your application is progressing to detailed credit evaluation or to inform you that your application has been unsuccessful on this occasion.

## Detailed credit evaluation and final decision

- Our Credit team will carry out a detailed credit evaluation and will contact you for further information
- You may need to present to the Credit Committee
- A final lending decision will be made by our Credit Committee, which may include conditions

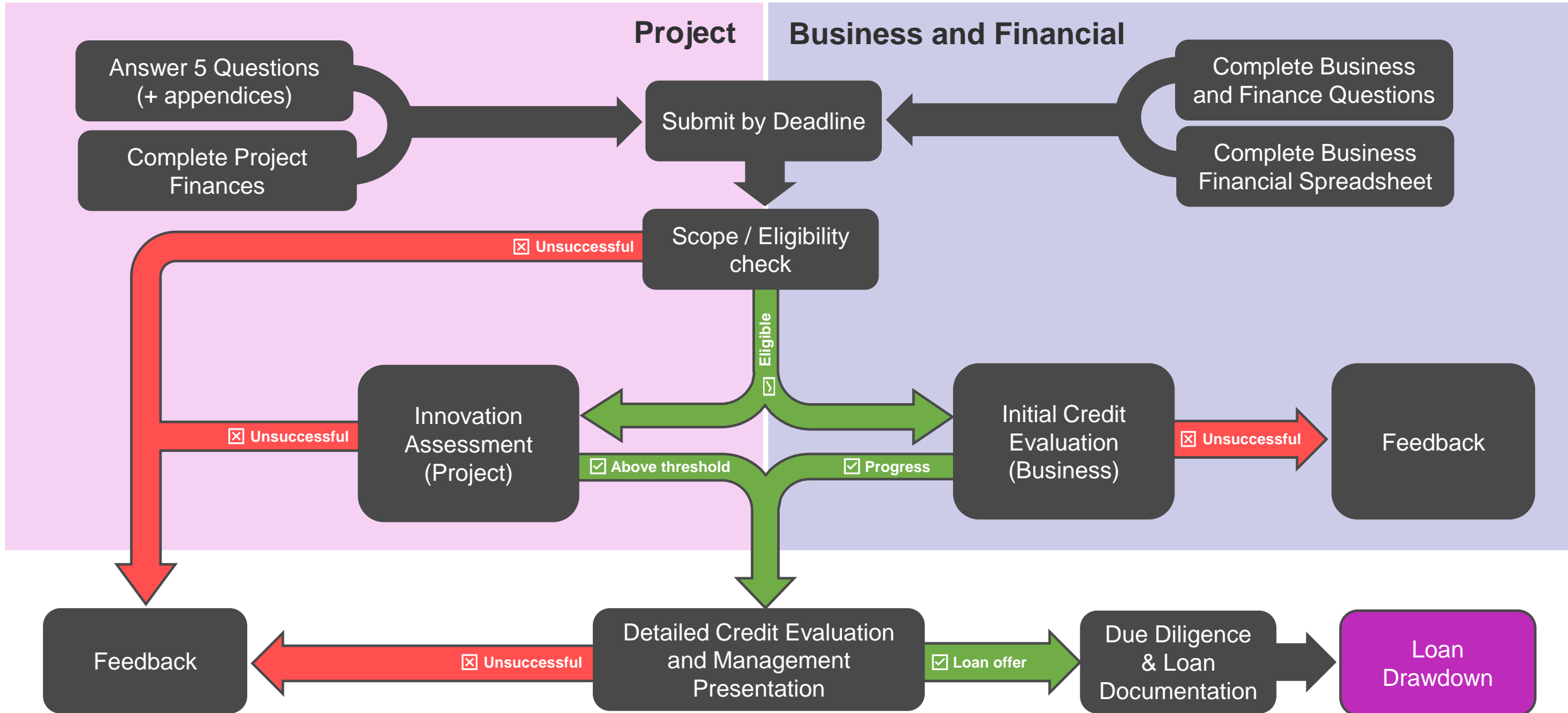
*Whether successful or unsuccessful in receiving loan funding, you will receive feedback on your application.*

*Feedback from assessors will be through IFS*

*Feedback from Credit will be sent by email*

*It is intended to be constructive in nature and to highlight both the strong as well as the weak areas of your application.*

# Application Process



# Innovation loans approval “funnel”





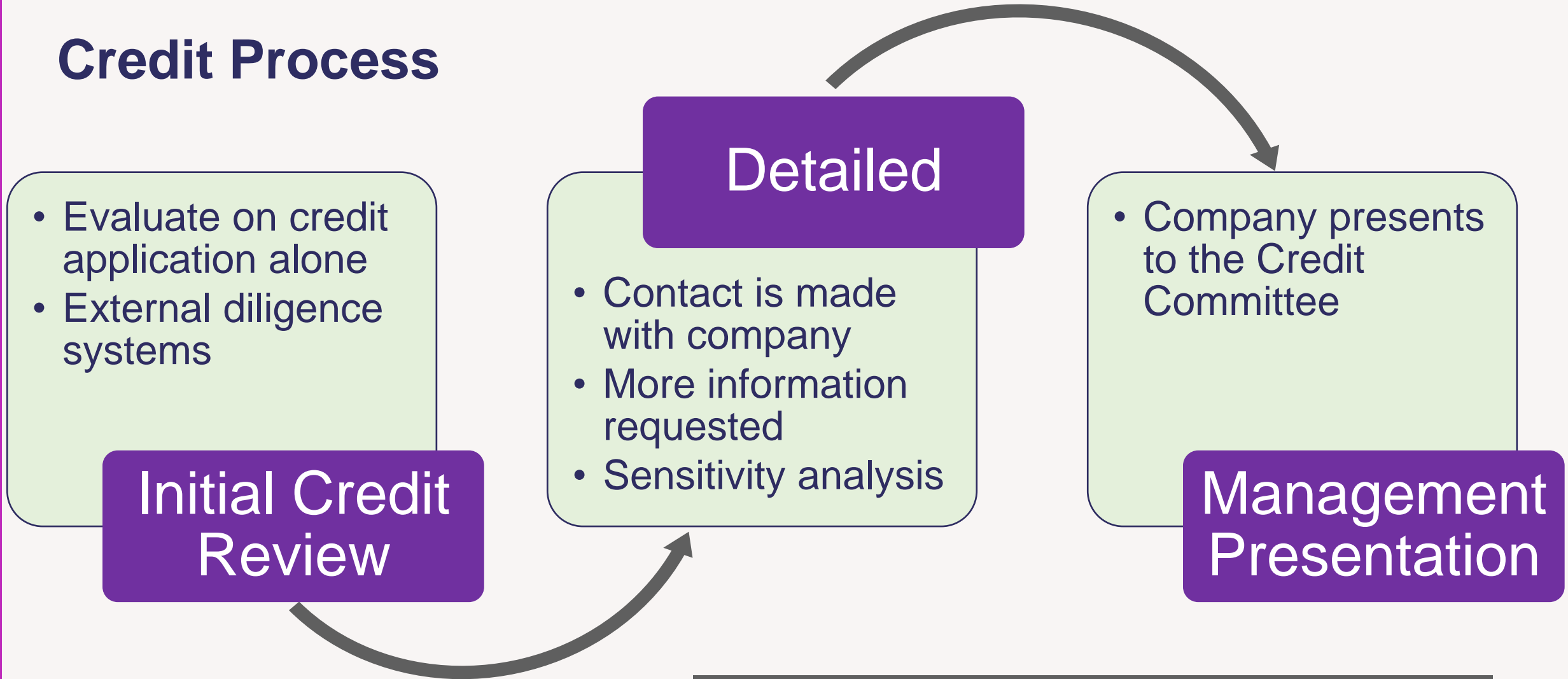
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# Credit Evaluation – our process and approach



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# Credit Process



At each stage Credit Committee will provide the final decisions whether to progress or to decline.

# “Suitability” versus “Additionality”



# Initial Credit Evaluation

- All applications are reviewed by our Credit Team
- An initial credit evaluation is undertaken, focusing on the **business** and **financial submission**
- The **Early Metrics High Growth Startup Index** informs our review
- **External credit models** are utilised based on the application responses
- Diligence systems are used for company and director checks

From the initial analysis, the Credit Committee will decide on the following **four outcomes**:

<b>Recommend</b>	Credit concerns appear manageable from initial analysis
<b>Marginal Recommend</b>	Credit concerns exist, but more positive factors than negative
<b>Marginal Decline</b>	Credit concerns exist, but more negative factors than positive
<b>Decline</b>	Credit concerns are not likely be overcome



# Progression to detailed credit evaluation

Both:

- Innovation quality and
- Credit suitability required

Bias towards innovation

<b>Risk appetite: Recommended</b> <b>Innovation: Above quality line</b>	
<b>Risk appetite: Marginal Recommend</b> <b>Innovation: Top c75% above quality line</b>	<b>Risk appetite: Marginal Decline</b> <b>Innovation: Top c25% above quality line</b>
<b>Risk appetite: Marginal Recommend</b> <b>Innovation: Lower c25% above quality line</b>	<b>Risk appetite: Marginal Decline</b> <b>Innovation: Lower c75% above quality line</b>
<b>Risk appetite: Any</b> <b>Innovation: Below quality line</b> <b>or</b> <b>Risk appetite: Decline</b> <b>Innovation: Any score</b>	

# Our approach to Detailed Credit Analysis

## The 5 Cs of Credit

1. Character (credit history)
2. Capacity to repay (the financial standing of the business)
3. Capital (the equity in the business)
4. Conditions (terms of the transaction)
5. Collateral (your security)

- Character:
  - Likely commitment of the business to repay
- Management team / people:
  - Capability / capacity of the business as a whole
  - Corporate governance
- Liquidity / affordability: suitability of business for proposed loan
  - Cashflow
  - Interest and debt service coverage
  - Leverage
  - Sources of additional capital
  - Balance sheet
- Market:
  - Route to market
  - Resilience
  - Competitor / market analysis
  - Innovation risk
  - Political / regulatory risk
- Control culture:
  - Awareness and management of risks
  - Project spend control environment

# Management Presentation

If successful through both initial and detailed credit evaluation stages, then you may be asked to present your case to the Credit Committee directly

## What are they for?

- Final chance to pitch the business to Credit Committee
- May lead to a loan being offered
- Used where the Credit Committee feel more information is required before making a decision
- Can be based on an underlying recommend/decline decision from the Detailed stage

## How do they work?

- Management will present for 30 minutes with additional time for Q&A and a tour of facilities (if held physically)
- Credit Specialists provide feedback from the Detailed stage to concentrate the presentation on key areas
- Credit Specialists will also offer to review the management presentation content ahead of time and provide feedback

# Lending Decisions and Documentation

- Final decision rests with the Credit Committee, following the detailed credit analysis
- We will use our standard loan agreement and security documentation
- Execution is by electronic signature, using DocuSign
- Conditions:
  - Know Your Customer / Anti Money Laundering / Politically Exposed Persons
  - Specific conditions may be required – before and after drawdown
- Corporate authorisations will be required to evidence that the loan agreement has been entered into with appropriate approval

# Credit Specialist Observations

To ensure that your application has the greatest chance of success, please:

1. Evidence an adequate funding strategy
2. Consider liquidity throughout the forecast
3. Provide justifiable forecasts with well-considered assumptions
4. Consider downside risks and impact on financials
5. Explain the value proposition and quantify where possible
6. Ensure financial template is correct and complete

*Read Pam's blog!*  
<https://www.ukri.org/blog/innovation-loans-insider-tips-from-a-credit-specialist/>

# Q&A



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# **How to complete your Application using the Innovation Funding Service (IFS)**

# Search for a funding competition and review criteria –

## Innovate UK innovation loans future economy: round 16

### Innovate UK innovation loans future economy: round 16

UK registered businesses can apply for loans for innovative projects with strong commercial potential to significantly improve the UK economy.

- **Competition opens:** Thursday 27<sup>th</sup> June 2024
- **Competition closes:** Wednesday 21<sup>st</sup> August 2024 at 11am

The screenshot shows the 'Innovation Funding Service' page for 'Innovate UK innovation loans future economy: Round 16'. The page includes a 'GOV.UK' logo, a 'Sign In' link, and a 'BETA' notice. A navigation link for '< Back to all competitions' is present. The main heading is 'Funding competition Innovate UK innovation loans future economy: Round 16'. Below this, it states that UK registered businesses can apply for loans for innovative projects with strong commercial potential to significantly improve the UK economy. Key dates are listed: 'Competition opens: Thursday 27 June 2024' and 'Competition closes: Wednesday 28 August 2024 12:00pm'. A green button labeled 'Start new application' is visible. Below the button, there is a link to 'sign in' to continue an existing application. A tabbed interface shows 'Summary' as the active tab, with other tabs for 'Eligibility', 'Scope', 'Dates', 'How to apply', and 'Supporting information'. The 'Description' section under the 'Summary' tab provides details: 'Innovate UK is offering up to £25 million in loans to micro, small and medium sized enterprises (SMEs). Innovate UK innovation loans are for highly innovative late stage research and development (R&D) projects with the best potential for the future. There must be a clear route to commercialisation and economic impact. Your project must lead to innovative new products, processes or services'.



# Create an account

You 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?](#)



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## **Business and Financial Information:**

***Is your business suitable to take on a significant long term loan commitment?***



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# Business and financial information

**Application progress**

0% 100%

**Applicant details**  
Please provide information about your project. This section is not scored but will provide background to the project.

<a href="#">Subsidy basis</a>	Incomplete
<a href="#">Business and financial information</a>	Incomplete
<a href="#">Application team</a>	Incomplete
<a href="#">Application details</a>	Incomplete
<a href="#">Research category</a>	Incomplete
<a href="#">Equality, diversity and inclusion</a>	Incomplete
<a href="#">Overview and Project summary</a>	Incomplete
<a href="#">Public description</a>	Incomplete
<a href="#">Scope</a>	Incomplete

**Application questions**  
These are the questions which will be marked by the assessors.

<a href="#">1. Applicant location (not scored)</a>	Incomplete
<a href="#">2. Project proposal</a>	Incomplete

# Business and financial information

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

[◀ Back to application overview](#)

Untitled application

## Business and financial information

✓ This question is marked as complete.

### Business and financial information

#### Business and financial details

For us to consider the suitability of your business for a loan, we need detailed information about your business as well as financial information and forecasts.

#### Financial information

You must submit financial information to us about your business. This is done through completion of a spreadsheet template. Please download the financial spreadsheet template and fill this in offline. At the end of the business and financial information you will be asked to upload the financial spreadsheet.

#### Edit the online business survey

At any stage, you can return here to carry on editing incomplete form.

[Continue](#)

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

# Business information

[< Back to Application Overview](#)

Application Number:10033540

## Business and financial information

**What is the purpose of this business and financial information section in the application for an innovation loan?**

We will use the business and financial information that you provide us, alongside your project application on the Innovation Funding Service, to consider the suitability of your business for a loan.

For us to consider the suitability of your business for a loan, we need detailed information about your business as well as financial information and forecasts.

### Business information

Guidance on completing the Business Information Questions can be downloaded [here](#)

### Financial information

You must submit financial information to us about your business. This is done through completion of a spreadsheet template that you should download and fill in offline. At the end of this part of the application you will be asked to upload the financial spreadsheet. You must use the template provided to complete the financial information submission form, which can be downloaded here: [Financial information form](#)

Guidance on completing the Financial Information form can be downloaded [here](#)

[Continue](#)

# Business Information: questions about your overall business

## Business Overview

- What is your business, core product offering / value proposition? How will it be impacted by this project?

## Loan request

- What loan amount and period do you require?

## Human resources / company structure

- Who are the founders / management team, what experience do they have and what is the management structure?

## Commercial activity

- What is the past, current and forecast commercial activity / customer base / sales channels / domestic and international?

## Product development

- What is the past, current and forecast stage of development of your technology and plans for future developments?

## Finance and fundraising

- What is the financial situation for your business and why do you need public funding?

## Growth challenges

- What are the main challenges and risks to your business growth?



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## **Business Financials Spreadsheet:**

***Do your historic and forecast financial statements provide evidence to support your suitability to borrow?***



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# Financial information



 GOV.UK

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Application Overview

[< Back to Application Overview](#)

Application Number: 10033540

## Business and financial information

**What is the purpose of this business and financial information section in the application for an innovation loan?**

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Guidance on completing the Financial Information form can be downloaded [here](#)

Continue

*Follow the detailed guidance*

*Watch the recorded webinar on completion of the financial submission:*

<https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/>



# Business Financials

## Required:

- Profit & Loss Account
- Balance sheet
- Cashflow Forecast
- Historic (3 years if available) and
- Forecast (**must cover full loan term**)

### P&L / Balance Sheet Summary (annual)

Financial year	Actual			Forecast							
	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028
Turnover				250,000	1,125,000	1,750,000	2,375,000	3,375,000	4,375,000	6,000,000	8,250,000
Other income / grants											
Total income	-	-	-	250,000	1,125,000	1,750,000	2,375,000	3,375,000	4,375,000	6,000,000	8,250,000
Cost of Sales				150,000	650,000	1,000,000	1,350,000	1,900,000	2,450,000	3,350,000	4,600,000
Gross Profit	-	-	-	100,000	475,000	750,000	1,025,000	1,475,000	1,925,000	2,650,000	3,650,000
Administrative and other costs			50,000	200,000	250,000	350,000	400,000	450,000	500,000	550,000	600,000
EBITDA	-	-	- 50,000	- 100,000	225,000	400,000	625,000	1,025,000	1,425,000	2,100,000	3,050,000
Innovation Loan Interest	-	-	-	9,250	64,750	92,500	92,115	64,645	31,220	2,289	-
Other Interest											
Depreciation / amortisation											
Tax											
Net profit	-	-	- 50,000	- 109,250	160,250	307,500	532,885	960,355	1,393,780	2,097,711	3,050,000

# Business Financials

## Required:

- Profit & Loss Account
- **Balance sheet**
- Cashflow Forecast
- Historic (3 years if available) and
- Forecast (**must cover full loan term**)
- Working capital **must** be detailed – cash, debtors, creditors

Fixed assets (tangible & intangible)			75,000	425,000	750,000	1,000,000	1,250,000	1,500,000	1,750,000	2,000,000	2,250,000
Cash			25,000	376,625	2,188,000	2,329,250	5,202,198	5,291,963	5,781,727	7,211,981	9,605,731
Debtors				62,500	281,250	437,500	593,750	843,750	1,093,750	1,500,000	2,062,500
Inventories				18,750	81,250	125,000	168,750	237,500	306,250	418,750	575,000
Other current assets											
<b>Total current assets</b>	-	-	25,000	457,875	2,550,500	2,891,750	5,964,698	6,373,213	7,181,727	9,130,731	12,243,231
<b>Total assets</b>	-	-	100,000	882,875	3,300,500	3,891,750	7,214,698	7,873,213	8,931,727	11,130,731	14,493,231
Trade Creditors				37,500	162,500	250,000	337,500	475,000	612,500	837,500	1,150,000
Bank loans / overdrafts repayable <1 year											
Other current liabilities											
<b>Total current liabilities</b>	-	-	-	37,500	162,500	250,000	337,500	475,000	612,500	837,500	1,150,000
Bank loans repayable >1 year											
Directors loans											
Innovation Loan				504,625	1,137,000	1,333,250	1,035,814	596,473	123,708	0	0
Other long term liabilities											
<b>Total liabilities</b>	-	-	-	542,125	1,299,500	1,583,250	1,373,314	1,071,473	736,208	837,500	1,150,000
<b>Total Net Assets</b>	-	-	100,000	340,750	2,001,000	2,308,500	5,841,385	6,801,740	8,195,520	10,293,231	13,343,231
Subscribed share capital (share capital + share premium)			150,000	500,000	2,000,000	2,000,000	5,000,000	5,000,000	5,000,000	5,000,000	5,000,000
Accumulated Profit and Loss			- 50,000	- 159,250	1,000	308,500	841,385	1,801,740	3,195,520	5,293,231	8,343,231
Other Reserves											
<b>Total Equity</b>	-	-	100,000	340,750	2,001,000	2,308,500	5,841,385	6,801,740	8,195,520	10,293,231	13,343,231

# Business Financials

## Required:

- Profit & Loss Account
- Balance sheet
- **Cashflow Forecast**
- Historic (3 years if available) and
- Forecast (**must cover full loan term**)

Cashflow Forecast (annual)											
Financial year	Actual			Forecast							
	FY2018	FY2019	FY2020	FY2021	FY2022	FY2023	FY2024	FY2025	FY2026	FY2027	FY2028
Cash from debtors				187,500	906,250	1,593,750	2,218,750	3,125,000	4,125,000	5,593,750	7,687,500
Other income / grants											
Other Loans/Equity introduced			150,000	350,000	1,500,000		3,000,000				
Innovation Loan drawdowns	-	-	-	500,000	600,000	150,000	-	-	-	-	-
<b>Total cash inflows</b>	-	-	150,000	1,037,500	3,006,250	1,743,750	5,218,750	3,125,000	4,125,000	5,593,750	7,687,500
Cost of sales				131,250	587,500	956,250	1,306,250	1,831,250	2,381,250	3,237,500	4,443,750
Administrative and other costs			50,000	200,000	250,000	350,000	400,000	450,000	500,000	550,000	600,000
Other interest payments											
Innovation Loan interest payments	-	-	-	4,625	32,375	46,250	80,553	64,645	31,220	2,289	-
Other loan repayments											
Innovation Loan repayments	-	-	-	-	-	-	308,999	439,341	472,765	123,708	-
Assets purchased			75,000	350,000	325,000	250,000	250,000	250,000	250,000	250,000	250,000
Dividends											
Tax payments											
<b>Total cash outflows</b>	-	-	125,000	685,875	1,194,875	1,602,500	2,345,802	3,035,235	3,635,235	4,163,496	5,293,750
<b>Opening balance</b>			-	25,000	376,625	2,188,000	2,329,250	5,202,198	5,291,963	5,781,727	7,211,981
<b>Net cash movement</b>	-	-	25,000	351,625	1,811,375	141,250	2,872,948	89,765	489,765	1,430,254	2,393,750
<b>Closing balance</b>	-	-	25,000	376,625	2,188,000	2,329,250	5,202,198	5,291,963	5,781,727	7,211,981	9,605,731



# Suitability for an innovation loan

You are applying for a Loan

For our Credit Team, the Business and Financial questions and financial spreadsheet are even more important than the Project Application.

Make sure you allocate sufficient time to complete the business questions fully

Allocate even more time to complete the financial spreadsheet in full – and get expert support

Failure to do this, will result in your application not being successful

*Of 942 applications received in rounds 1 to 13, 269 (29%) were ineligible – primarily due to inadequate financial information.*

*79% of eligible applications did not progress beyond the innovation assessment and initial credit evaluation*

*70% of applications above the quality threshold were not considered suitable and did not progress to detailed credit evaluation*

*Make sure that a loan is right for your business!*

# Financial submission “Deep Dive” workshops

Areas of the financial submission where applicants struggle to evidence their suitability:

- Presenting credible forecasts for future revenues and costs
- Demonstrating effective management of liquidity and working capital
- Evidencing adequate capitalisation

Online 90 minute workshop, with a maximum of 30 participants, to cover:

- The three core ‘problem areas’, with anonymised examples
- Engaging discussions, led by a member of the innovation loans team, to enable participants to take a ‘deep dive’ into each of the core areas
- Reflections on the ‘deep dive’ discussions as a group

Prior [registration](#) is mandatory for these workshops

One participant per applicant at one workshop

We recommend that this should be the Chief Financial Officer or another member of the Board or Senior Leadership team with responsibility for developing the funding strategy of the business.

3 opportunities to join: Workshop 1: 17<sup>th</sup> July 2024 2.00pm – 3.30pm  
Workshop 2: 23<sup>rd</sup> July 2024 2.00pm – 3.30pm  
Workshop 3: 31<sup>st</sup> July 2024 2.00pm – 3.30pm



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## **Project Proposal:**

***Are you proposing a high quality, late stage R&D project that will deliver commercial growth through innovation?***



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# Project Proposal Questions and Costs



## Applicant Location

- Name of your organisation and full registered address

## Project Proposal

- What is the business need, technological challenge or market opportunity behind your innovation? What approach will you take and where will the focus of the innovation be?

## Market Opportunity

- What does the market you are targeting look like and how are you going to grow your business as a result of the project?

## Project Delivery

- Who is in the project team, what are their roles and how will you manage the project effectively?

## Project Risks

- What are the main risks for this project?

## Project Costs and Value for Money

- How much will the project cost and how does it represent value for money for your business and the taxpayer?

## Project Costs

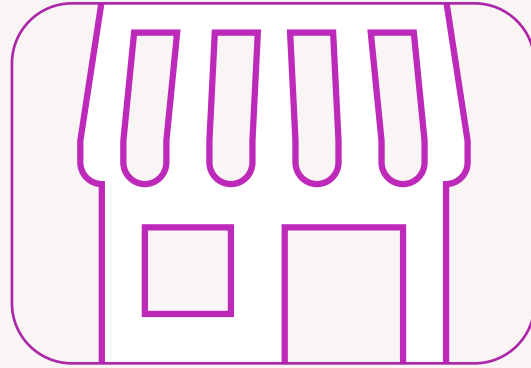
- What are the project costs?



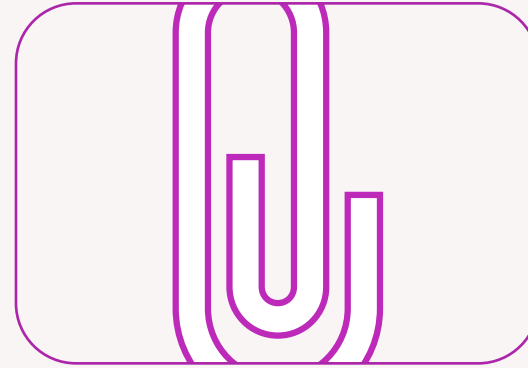
# Your Project Cost Categories



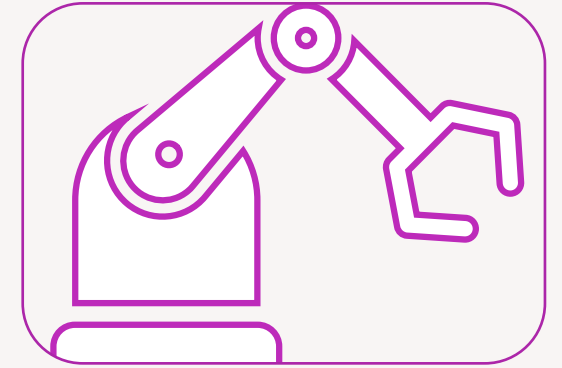
Labour



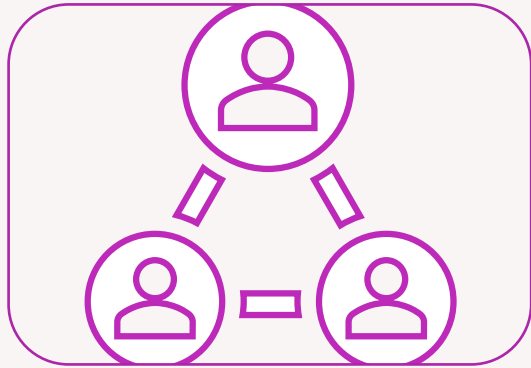
Overheads



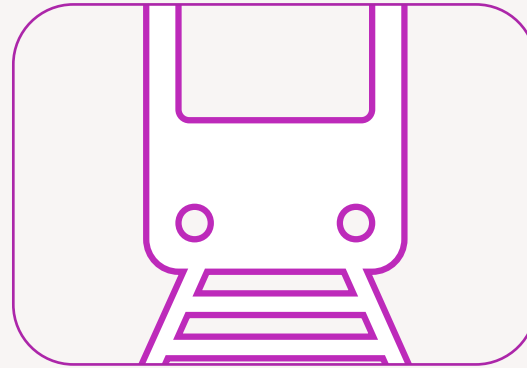
Materials



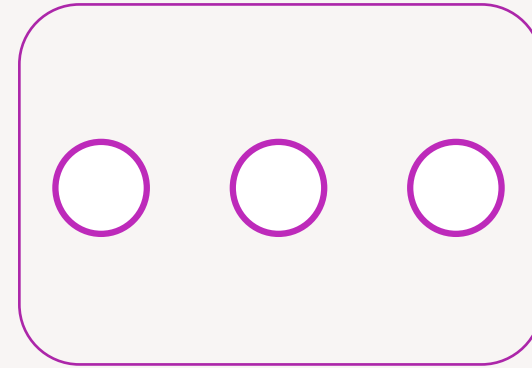
Equipment Usage



Subcontractors



Travel & Subsistence



Other

# Project application assessment

All eligible and in scope project applications will be assessed by **3** independent Assessors

## What do they look for?

- **Clear and concise** answers
- **The right amount of information**
  - not too much detail
  - no assumptions
- **Quantification and justification**
- A proposal that presents:
  - a **viable opportunity for growth**
  - a **level of innovation that necessitates public sector support**
  - the right **team and approach** to be successful
  - an **appropriate level of costs** that represent **value for money**

**Keep your Assessors engaged and interested in your proposal. You want them to be fascinated and excited by your idea. You want them to see that your project is credible and deliverable.**

*Watch our “Answering the Assessors’ Prayer” video:*  
<https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/>

# Eligibility considerations



# Previously submitted applications

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

Previously submitted application	Not a Previously submitted application
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)	A brand-new application, project or idea that you have not previously submitted into an Innovate UK competition  OR A previously submitted or ineligible application which: <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>

# 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. An innovation loan is a form of UK Subsidy – registered scheme SC10698.**

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.

## 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 loan 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 – Windsor Framework

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 Windsor Framework](#), 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.

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 loan 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.

# British Overseas Territories

You are 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



# Other Innovate UK projects

If you have an outstanding final claim or Independent Accountant Report (IAR) on a live 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 loan or grant terms and conditions.

# Project Impact questions

- **Successful applicants will complete Project Impact questions at the start of their project**
- The Project Impact questions ask for data about your business and innovation and its contribution to the UK economy, society, and the environment
- Visit the [Project Impact guidance](#) page for more information, the types of questions you will be asked and how to get further support
- By providing this data, you are enabling us to better understand the impact of our support. It will help us identify success stories and provide evidence to government and the public of the value of supporting innovative businesses



## For more information:

- Watch Our Impact Management Framework video [here](#)
- Watch How is the Project Impact data collected? video [here](#)

# A great idea can come from anyone

- Diversity in businesses contributes to enhanced performance and commercial success
- We welcome and encourage applications from people of all backgrounds and are committed to making innovation support more visible, accessible, and inclusive.
- We can provide support for people who have a disability or long-term condition and face barriers applying to us
- If you would like any support or advice, please contact Customer Support Service on 0300 321 4357 or [support@iuk.ukri.org](mailto:support@iuk.ukri.org)



# Additional support



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## Innovate UK Business Connect

Innovate UK Business Connect exists to connect innovators with new partners and new opportunities beyond their existing thinking – accelerating ambitious ideas into real-world solutions.



Innovate  
UK

Business  
Connect

# We connect

---

**Diverse communities** | Innovation Networks

**Regional, national and global** | Global Alliance

**Research and business** | Knowledge Transfer Partnerships

**Innovators, funders & collaborators** | Innovation Exchange

**Insight to impact** | Insight reports

**Investors to UK Innovation** | Investment

**...for positive change**



# Investor Engagement in Action - Examples



## Investor Connect

Flagship event to drive engagement of investors with IUK Group, its products and services, and domain areas



## Innovation Loans

Supporting the competitions and striving to reach diverse audiences, connect portfolio businesses to investors



## Investor Partnerships

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



## Financing Net Zero

Convening and catalysing dialogue with investors exploring barriers & solutions and informing future programmes

# Good Application Guide

<https://iuk.ktn-uk.org/investment/good-application-guide/>

Please view a recording of 'Answering the Assessors' Prayer at:

<https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/>





# Innovate UK Business Growth

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



# Innovate UK Business Growth

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

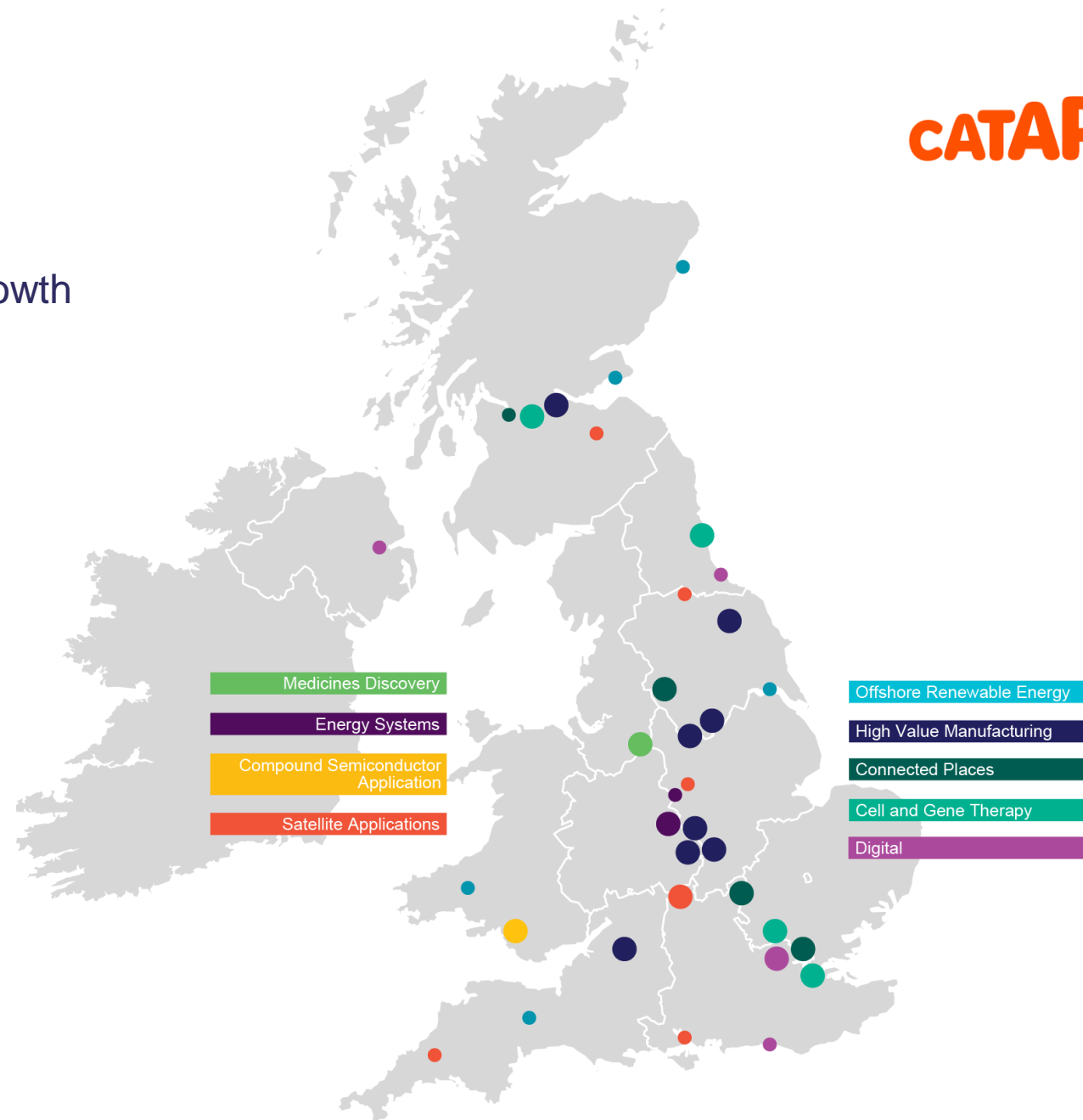
- Intensive growth and scaling support tailored to the needs of each of our ambitious innovation-driven clients
- Offered alongside project funding to Innovate UK award winners, most of whom engage us. We are also available to all high growth potential innovative small or medium-sized businesses\*
- Engagement at early, growth and scaling stages, with our core high growth service and enhanced Scaleup Programme
- Delivered by over 400 innovation and growth specialists embedded in regional ecosystems across the UK, including a board of expert scaleup directors

# Catapults

CATAPULT

Fostering innovation to drive economic growth

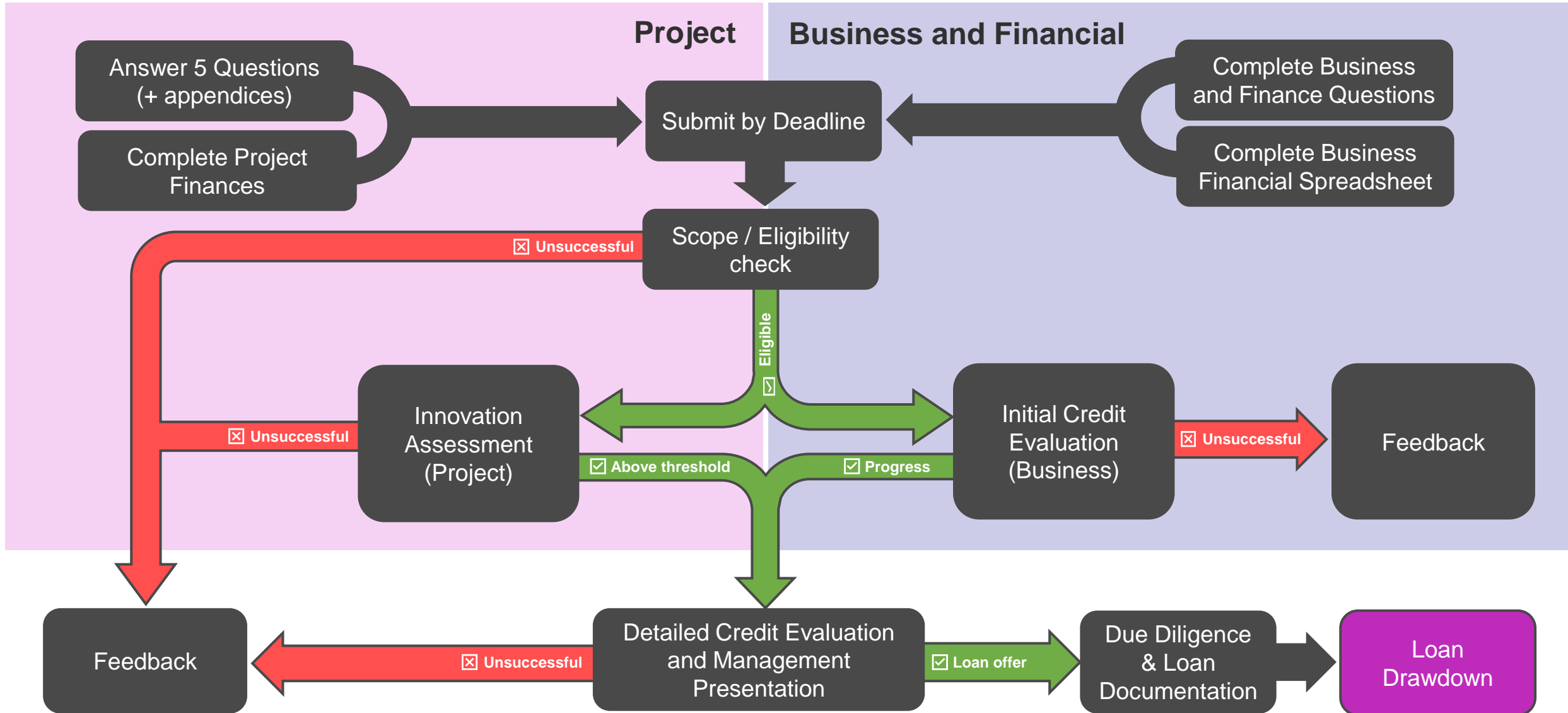
- bridge the gap between businesses, academia, research and government
- transforming the UK's ability to create new products and services
- ensure global opportunities for the UK and sustained economic growth for the future



# Recap and 'top tips'



# Application Process



# Key dates for Round 16

Timeline	Dates
<b>Competition Open</b>	<b>27<sup>th</sup> June 2024</b>
Applicant Briefing Webinar	9 <sup>th</sup> July 2024
Good Application Guide Workshop (Answering the Assessors Prayer)	Please view a recording at <a href="https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/">https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/</a>  Or read the Guide at <a href="#">Good Application Guide - Innovate UK Business Connect (ktn-uk.org)</a>
How to Complete the Financial Submission Workshop	Please view a recording at <a href="https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/">https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/</a>
Financial Submission 'Deep Dive' Workshops – Register to attend one workshop	Workshop 1: 17 <sup>th</sup> July 2024 2.00pm – 3.30pm Workshop 2: 23 <sup>rd</sup> July 2024 2.00pm – 3.30pm Workshop 3: 31 <sup>st</sup> July 2024 2.00pm – 3.30pm
<b>Submission Deadline</b>	<b>21<sup>st</sup> August (11am)</b>
Initial notification to applicants	11 <sup>th</sup> October 2024
Decision Notification following full Credit Analysis	February 2025
Expected project start	1 <sup>st</sup> April 2025

# Start early and submit your application early!

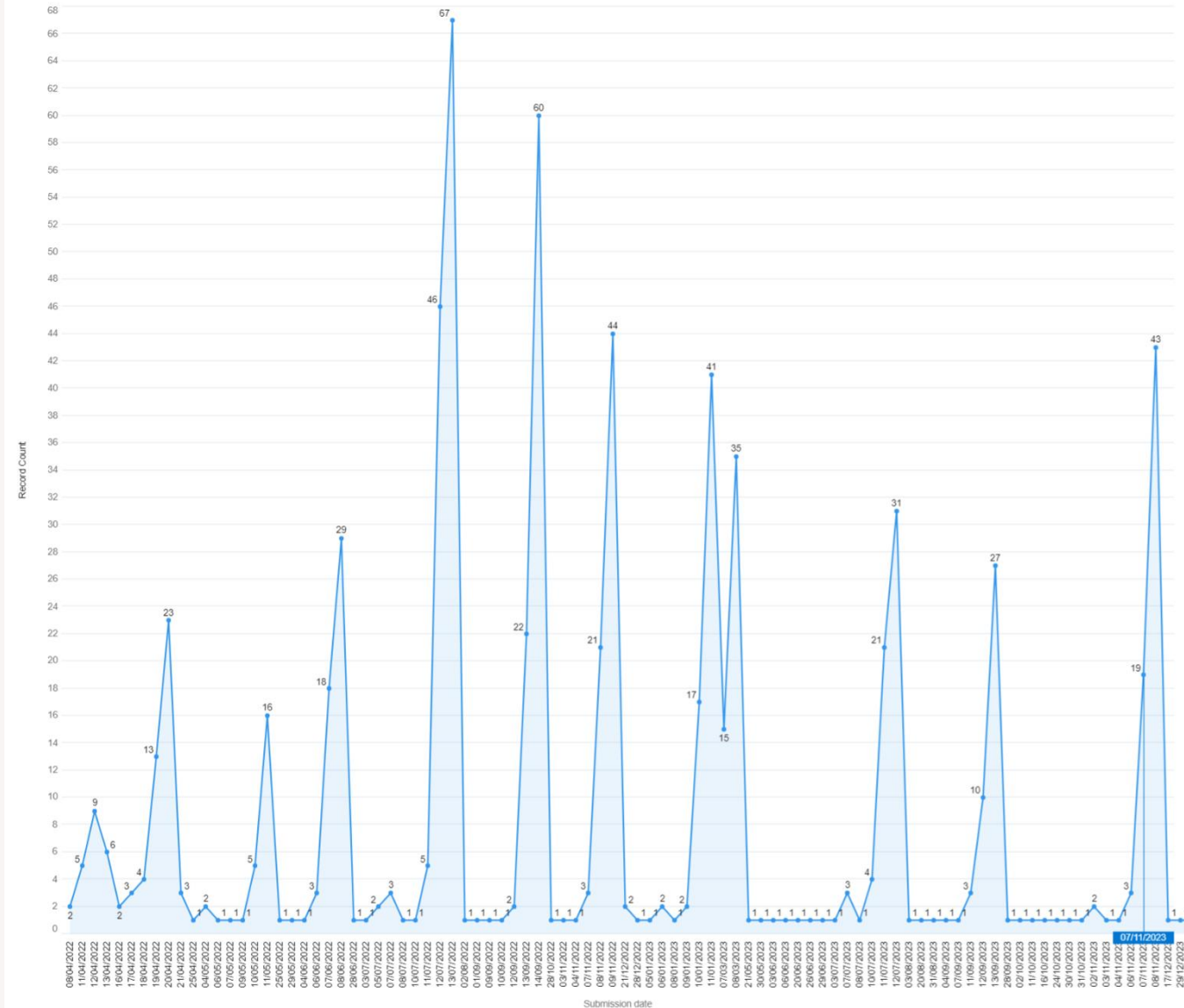
Be aware of the potential for last minute technical issues. They happen!

**c65% submitted on the last day**

**c31% submitted in the last 2 hours**

**Complete the business and financial questions  
and  
Upload the business financials spreadsheet  
and  
Complete the project questions  
then  
SUBMIT ALL  
BEFORE 11am  
21<sup>st</sup> August 2024**

Loan Applications by Date



# Our top tips...

- FOLLOW THE GUIDANCE and WATCH THE WEBINARS
- Prepare well in advance
- Seek financial and legal advice
- Submit ALL parts of the application
- **Complete ALL parts of the business financials**
  - **Profit and loss**
  - **Balance sheet**
  - **Cashflows**
- Cover the full loan period
- Evidence your liquidity and working capital
- Balance the balance sheet and match cash in the balance sheet and cashflow

- Describe the assumptions in the financials
  - Revenues – top down and bottom up, realistic
  - Costs – including all costs needed to deliver your ambitious growth plan
- Think about sensitivities and stress cases
  - Delays invariably happen
  - Revenues are rarely as high as forecast
  - Costs are typically higher than expected
  - Is the loan affordable?
- Have adequate capital
- Have sufficient cash throughout
- Use our Customer Support Services team for questions.
- Submit all parts of the application on time
- **READ THE INSTRUCTIONS**



# Contact

## Customer Support Services

0300 321 4357

(Mon – Fri: 9am – 12pm and 2pm – 5pm)

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



## Useful Links

- Innovate UK innovation loans future economy: round 16  
<https://apply-for-innovation-funding.service.gov.uk/competition/1925/overview/8fffbe04-148b-415d-9bd8-4a6953451d71>
- Link to Webinars -
  - Financial Submission Webinar and Answering the Assessors' Prayer <https://iuk.ktn-uk.org/programme/innovation-loans-future-economy/resources/>
- Innovation Loans: Guidance for Applicants  
<https://www.ukri.org/councils/innovate-uk/guidance-for-applicants/guidance-for-specific-funds/innovation-loans/>
- Innovate UK: General Guidance for Applicants  
<https://www.ukri.org/councils/innovate-uk/guidance-for-applicants/general-guidance/>
- Innovate UK <https://www.gov.uk/government/organisations/innovate-uk>
- Innovate UK Business Connect [www.ktn-uk.co.uk](http://www.ktn-uk.co.uk)
- The Good Application Guide: <https://ktn-uk.org/investment/good-application-guide/>
- Innovate UK Business Growth <https://www.innovateukedge.ukri.org/>
- British Business Bank Finance Hub <https://www.british-business-bank.co.uk/finance-hub/>

# Q&A



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# Thank You

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