

Urban Systems Global Business Innovation Programme (GBIP), India

Briefing Session



The UK's innovation agency

Agenda

1 Welcome & Introduction to Innovate UK and GBIPs

Charlie Fraser, Innovate UK India Partnerships Manager

2 Why India & Urban Systems

Charlie Fraser, Innovate UK India Partnerships Manager

James Taplin, Innovate UK Urban Systems Innovation Lead

3 GBIP Application Process

Nathan Lawes, Innovate UK Business Growth Programme Team Lead

Welcome to Innovate UK

**Charlie Fraser, Innovate UK
India Partnerships Manager**



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Innovate UK is the UK's innovation agency

As part of UK Research and Innovation (UKRI), **Innovate UK** is publicly funded to drive innovation and productivity across the UK.

It works to create a better future by inspiring, involving and investing in businesses that are developing life-changing innovations.



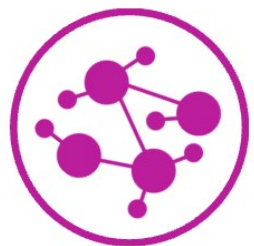
At Innovate UK we:



Accelerate innovation, investment and productivity through a world class suite of services that supports UK businesses to grow and develops the innovation talent and skills pipeline.



Inspire and invest in **emerging technologies and cutting-edge science, research and development** to directly benefit the UK's industrial future.



Create powerful connections that catalyse and create benefit from the **ethical and safe development of innovative technologies** across the whole of the UK.

Our domains

Three pivotal domains to support innovation across critical sectors



We support businesses at all stages

From spin-outs and start-ups to growth and scale

Spin-Out

Support to **commercialise innovations**, patents or technologies being developed and to leverage intellectual property. **Making connections** with research expertise to bring **groundbreaking innovations** to market.

Start-Up

Support to mitigate risk, **validate business models**, secure **initial funding** and gain early customer traction. **Encouraging innovation** and iteration to help startups achieve **product-market fit**.

Growth

Expert advice to **improve market presence**, innovate product offerings, enter new markets and **enhance competitive positioning**. Support with innovative and **sustainable expansion**, productivity and customer satisfaction.

Scale

Advice to **increase productivity** and expand customer base by connecting to **sector expertise** and proven business models. Support for innovators on funding, **enhancing infrastructure** and **optimising processes** for growth.

Supporting innovative businesses

20,000 businesses supported each year
Managing a budget of ~£1.6bn (~€1.9bn)

Project Funding

Invest through open competition grants and loans to support innovation, scale up and growth

86% of core IUK grant funding to SMEs

£69k average SME grant in 22/23

4,000 new grant funded projects in 22/23 across core, managed progs and challenges

Business Growth

Advise, train, support and connect SMEs with private capital for Scale Up/growth/export

600+ skilled innovation & growth specialists across the UK.

9 Catapults across 50 sites supporting 5,000 SMEs;

13 regional Innovation Accelerators/ Launchpads;

Helping you to grow and scale your business globally

- Explore global opportunities through R&D and innovation
- Develop a better understanding of the challenges and opportunities of different global markets
- Find collaborators and partners to develop your network in the UK and globally
- Improve your company value proposition to international partners and investors
- Understanding the support available to help your business scale globally

Overview of Innovate UK Global Products + Services

Drive UK businesses to realise their global potential

Opportunity
definition

Exploring new markets

Facilitating R&D and innovation

New
geographies
and sectors

Support innovative businesses
to grow and scale

Access to innovation knowledge through
partnerships

Market Research

Global
Business
Innovation
Programme

Global
Incubator
Programme

Collaborative R&D Programmes

Global Scoping
Workshop

Discovery Visit

Global
Explorers

Enterprise
Europe
Network

Access to
Horizon
Europe

Bilateral
Collaborative
R&D

Eureka

Global Expert
Mission

Products and services



Our system

Innovate UK is at the heart of the UK's innovation ecosystem, inspiring, involving and investing in the innovators of today and tomorrow.

As part of this system **Innovate UK Business Connect** creates diverse connections for positive change.

Bringing innovators together with new partners and opportunities and accelerating ambitious ideas into real-world solutions.



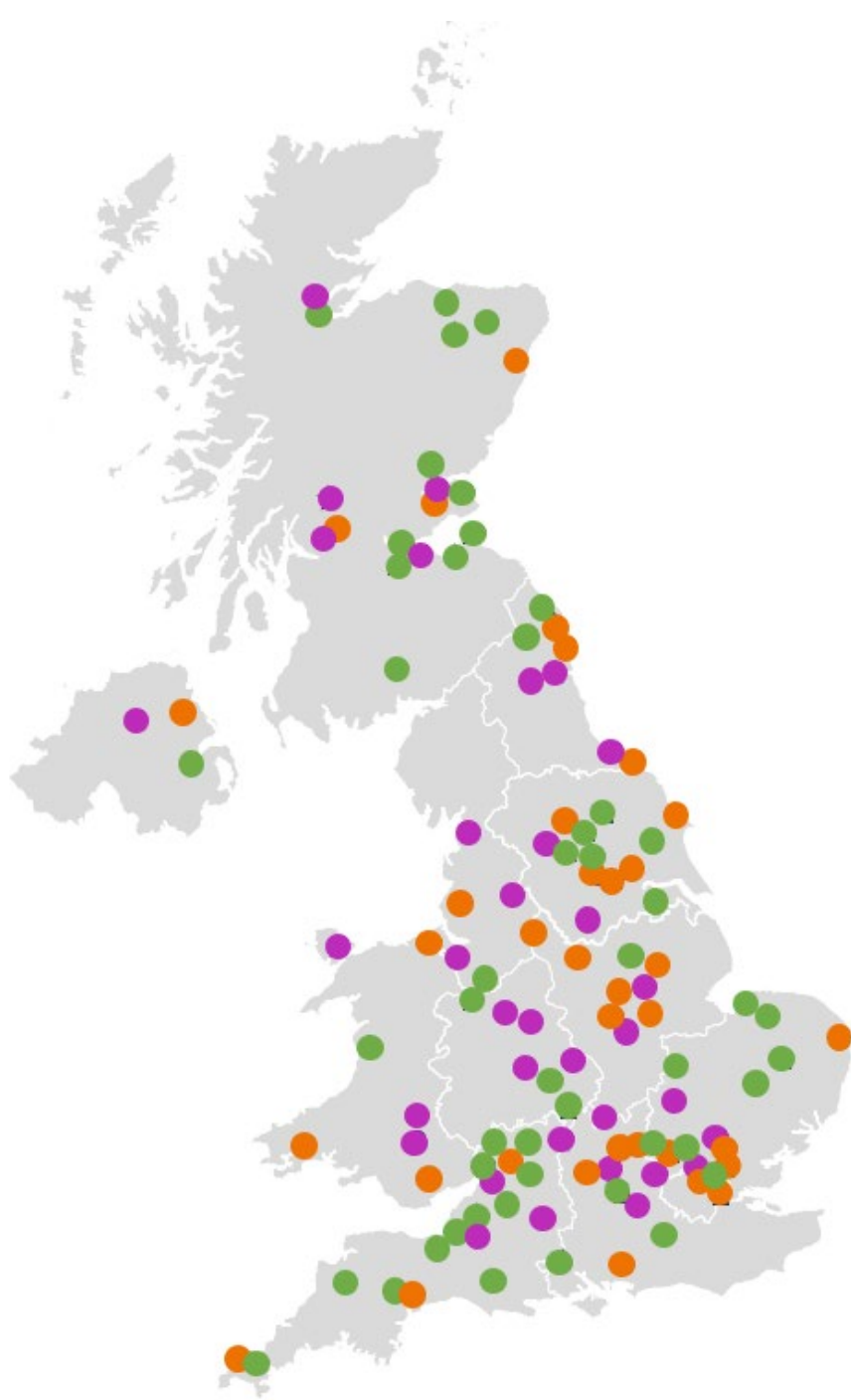
Innovate
UK




Business
Connect

Innovate UK footprint

From funding and advisory services to facility and technology access, Innovate UK and our partners offer innovation support to businesses everywhere in the UK.

The geographical distribution of our staff and facilities ensures we engage place-based stakeholders and meet the needs of the regions and nations of the UK.



-  *Regional Managers, Partners, Offices and KTAs*
-  *Innovate UK Catapult Network*
-  *UK Agri-Tech Centre*

Global Business Innovation Programme (GBIP)

To explore new markets

- Cohort of up to 15 innovative high-growth businesses exploring global opportunities and building collaborations and partnerships in specific countries and technology and sector areas
- Programme over 9-12 months with 3 stages –
 - Get Ready
 - Visit the Market – 1 week visit to key markets
 - Exploit the Opportunity
- Each business has the support of an Innovate UK Business Growth innovation and growth specialist

Why India?

**Charlie Fraser, Innovate UK
India Partnerships Manager**



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Why India?

Where Innovation Meets Global Scale

- **Massive Market and Talent pool:** 1.46bn people with the median age of just 28
- **Economic Powerhouse:** 4th largest economy in the world (predicted 3rd by 2028) and is the fastest growing economy in the world
- **Strong Startup ecosystem:** one of the best in world with over 1000 incubators nationwide
- **Shared goals:** Both the UK and India aim to address global challenges in climate, health and industrial sustainability through R&D and tech
- **Complementary strengths:** The UK offers deep research expertise while India brings scale, agility, and a dynamic innovation ecosystem.



Our Objectives for India

Position

Position the UK as partner of choice for innovation

Boost

Boost and strengthen UK-India research and Innovation Partnerships

Grow

Expand funding opportunities for UK businesses to work with India

Demonstrate

Demonstrate the value of working with India to the UK innovation ecosystem

Our collaboration with India

India-UK Collaborative CR&D for Industrial sustainability

Through joint Collaborative R&D calls, Innovate UK and India's Department of Science and Technology (DST) aim to:

1. **Accelerate** innovation
 2. **Foster UK-India** partnerships in business-led R&D
 3. **Deliver** commercially viable solutions to global challenges
 4. **Promote** sustainable industrial growth in both nations
-
- Round 1 focused on TFI, PEMD and Advanced manufacturing. Three 12–18-month projects are now concluding.
 - Round 2 focused more broadly on Net Zero Technologies. The winners to be announced in early August.
 - We hope to launch Round 3 in 2026.

Our collaboration with India

Global Business Innovation Programme Missions (GBIPs)

Facilitating business collaboration and networking.

In FY 24/25 we delivered 5 GBIPs to India in the following sectors:

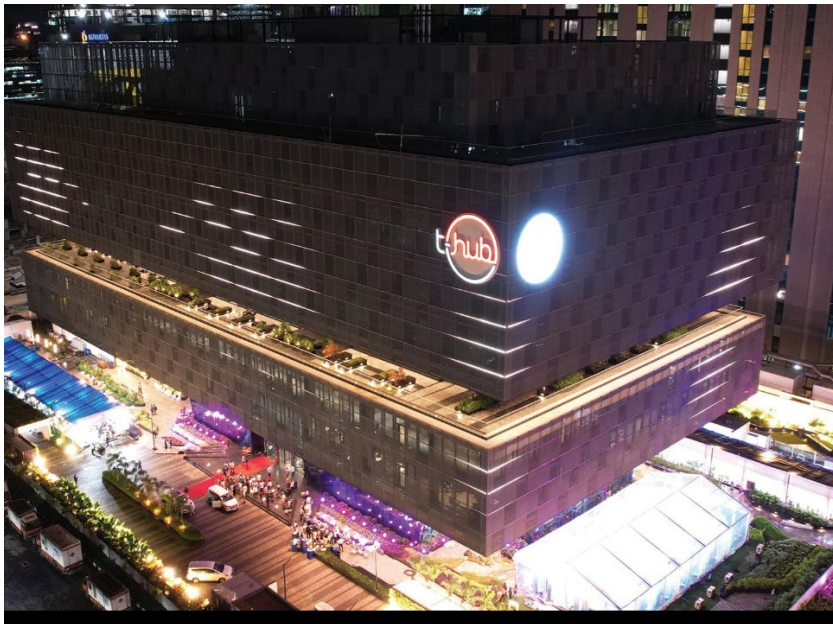
- **Antimicrobial Resistance (AMR)** to Hyderabad and Bangalore – June 2024
- **Urban Systems** to Chennai and Kolkata – July 2024
- **Smart Sustainable Plastics** to Mumbai and Ahmedabad – September 2024
- **Future Telecoms** to New Delhi – October 2024
- **Urban Systems** to Lucknow and Bangalore – March 2025
- **Urban Systems** to Chandigarh, Chennai and Coimbatore - October 2025



Our collaboration with India

Urban Systems Global Incubator Programme (GIP)

- A structured acceleration initiative designed to help UK-based, innovation-led SMEs expand into international markets. Our Indian GIP is focused on Urban Systems and is delivered in partnership with T-Hub, a leading innovation ecosystem in Hyderabad.
- Four cohorts of 8-10 companies will be taking part between 2024-2026, with recruitment for cohort 4 underway.
- Support includes two fully funded market visits, mentorship, regular virtual sessions with the incubator, use of T-Hub's facilities and access to their network of investors and connections throughout the duration of the GIP.



Urban Systems

**James Taplin, Innovate UK
Net Zero International Innovation Lead**



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Net Zero programme structure



Power

Heat

Make & Use

Mobility

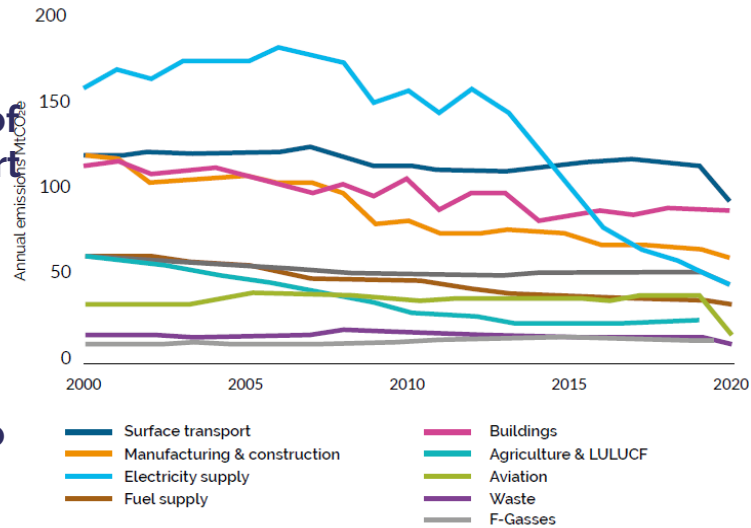
Net Zero Living /
Urban Systems

Green Finance

Circular Critical Materials

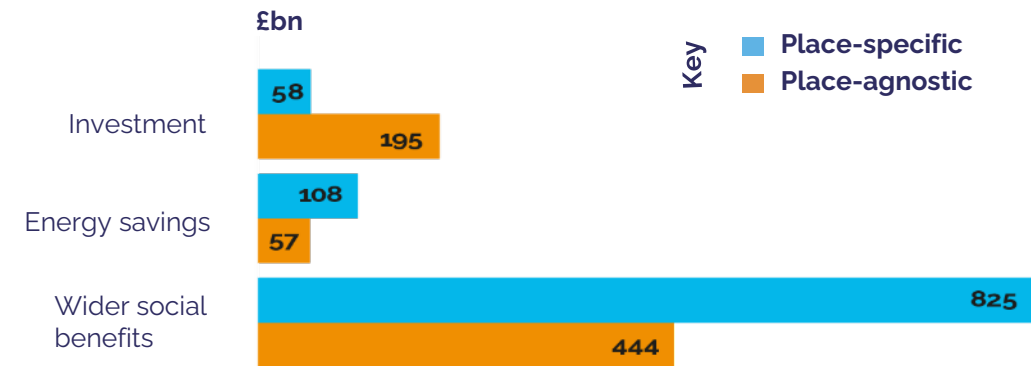
Background: Net Zero Living programme rationale

Place-based solutions target key policy problems of heating of buildings and transport – the two sectors that have flat-lined over the past decade in decarbonisation progress, and now largest contributors to emissions.



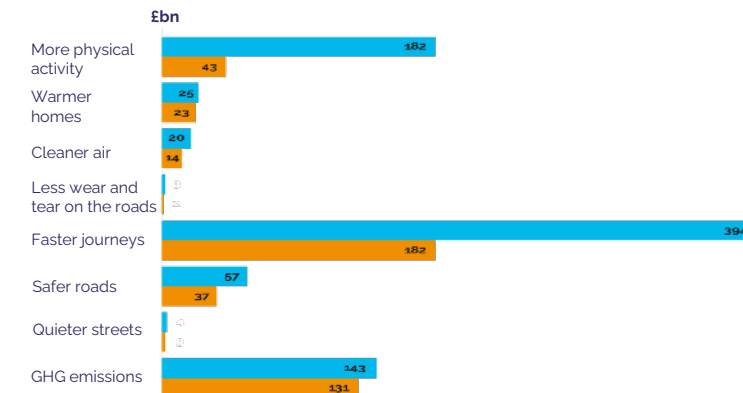
Source: Climate Change Committee (2021). Progress in reducing emissions 2021: Report to Parliament

Recent research shows £100bn's of market opportunity to decarbonise where we live. And that it is much better value to do that tailored for each place's needs and resources. (PWC'22)



Vision for Net Zero Living:

For places and communities to thrive through their transition to net zero



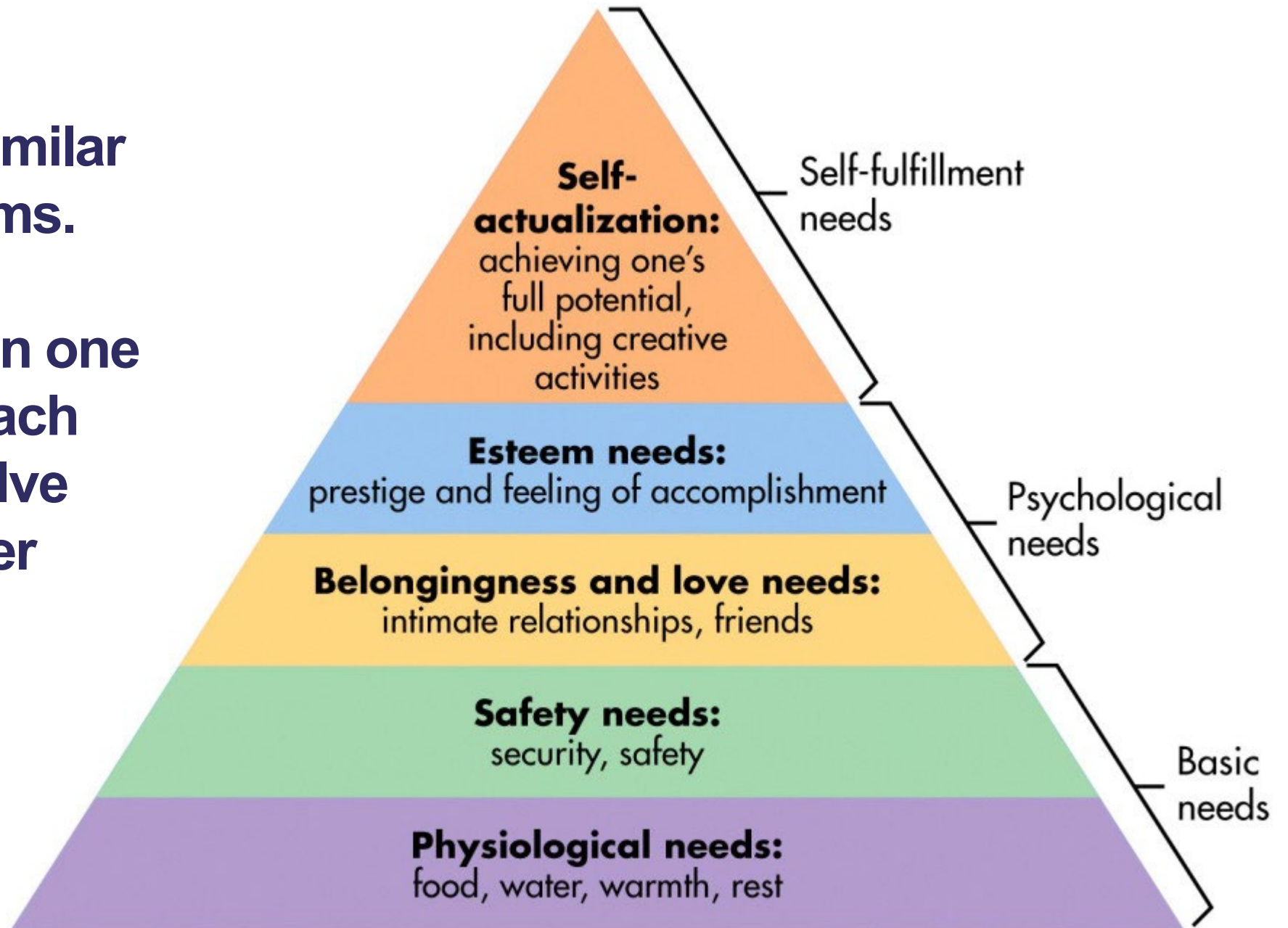
And effective action will create huge societal benefits across the UK that level-up life-experience across the country through productivity, health and pollution benefits.. (PWC, 22)

International Net Zero

- **A global problem requires a global solution**
 - 97% of the solutions and opportunity lie outside the UK
- **You can't get out of problems with the same thinking that got you in to them**
 - Endlessly combining ideas from the same gene pool threatens inbred solutions
- **Innovation accelerates where many differing minds meet**
 - The greater the degree of separation (in systems, geographies, demographics, etc.) the less incremental the solution
- **Innovation should be for everyone**
 - The imperative, and the opportunity, is to create solutions that meet everybody's needs. This needs new business models and ways of thinking.
- **It's hard to meet people**
 - It's a big world out there, UK businesses need help with introductions and direction

Places have similar sets of problems.

Solving them in one place helps teach you how to solve them in another



What to expect

- **Innovation Collaboration NOT Trade & Export**
- **A diverse set of delegates: exploratory through to active partner development**
- **A diverse set of businesses: startup through to established**
- **A diverse focus of businesses: multiple systems**
- **A diverse set of engagements:**
 - **Municipal authorities**
 - **Big & small business**
 - **Academia**
- **An intensive week**

GBIP Application Process

Nathan Lawes,
Innovate UK Business Growth,
Innovation & Growth Programme Team Lead



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What is the process?

- Application deadline – Tuesday, 5th August 10 AM
- Notification of outcome – Tuesday, 12th August
- Payment of £1,000 commitment fee
- Innovation and growth specialist allocated
- Wrap-around support starts
- Pre-visit action planning starts

Key programme dates

Stage 1: Get Ready Workshop (in-person):

Wednesday 4th & Thursday 5th Sept 2025

Stage 2: Innovation Visit:

Saturday 4th to Saturday 11th October 2025

Stage 3: Exploit the Opportunity Workshop (in-person):

Thursday, 5th February 2026

***All events are in-person and attendance are mandatory**

What information we are looking for

- 1) Application fits with the scope of the GBIP
- 2) Accurate, legible description of innovation and growth stage
- 3) Fit with target market?
- 4) Current global activity?
- 5) Who do you want to meet?
- 6) What will be gained by participating?
- 7) How will you grow and scale as a result?
- 8) How are you currently engaged with Innovate UK?
- 9) Previous GBIP attendance / funded programmes?

Considerations

- 1) **CEO, founder or senior decision maker** must apply and complete all activities
- 2) Ability to **commit to all dates, in person**
- 3) Company **resourced** to maximise the opportunities created
- 4) Willingness to **work closely with your innovation and growth specialist**
- 5) Download a copy of the word application form to complete, before submitting online
- 6) Committed to **report back on meetings and outcomes achieved**
- 7) **Who can provide support?** Your innovation and growth specialist: <https://iuk-business-connect.org.uk/business-growth-contact/>

Additional information

- For any enquiries, please contact us at event.enquiries1@iukbg.ukri.org
- To view all GBIP opportunities, please visit: <https://iuk-business-connect.org.uk/opportunities/>



Thank you and questions?



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