

Agri-Tech, Canada

Global Incubator Programme

Briefing event
27 November 25



The UK's innovation agency



Agenda

Introduction to Innovate UK

Jon Hazell, Innovate UK

Introduction to Cultivator

Calder Dollard, Cultivator powered by Conexus

Application process & key dates

Jodie Shaw, Innovate UK Business Growth

Previous cohort experience

Andy Lessey, Antler Bio

Q&A

Introduction to Innovate UK

The UK's innovation agency

Jon Hazell – Global Incubator Programme



We are 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.

We work for you to create a better future by inspiring, involving and investing in businesses developing life-changing innovations.



A typical Innovate UK backed business raises

>30%

more money
from the
private sector



Than similar businesses. Since 2007

**Direct
business
benefit**



£3.61

For every £1 invested

Over a seven-year period. Based on the most recent independent evaluation.

Our purpose

We drive **productivity and economic growth** by supporting businesses to develop and realise the potential of new ideas, including those from the UK's world-class research base.

We **connect businesses to the partners, customers and investors** that can help turn these ideas into commercially successful products and services, driving productivity, and supporting business growth.

Our mission is to enable the creation and adoption of innovation across the UK.

Going Global

Supporting our future global competitiveness and tackling societal challenges

- Help innovative UK businesses understand new markets and gain insights that will allow them to explore and exploit new opportunities
- Build an understanding of the culture, laws and legislation to de-risk innovation and protect UK businesses when working overseas
- Support businesses to undertake leading edge R&D through bilateral and multilateral programmes, including those through the Eureka framework
- Promote the UK's reputation and attractiveness as an international innovation **partner of choice** and one of the most attractive places in the world to do innovation.

Global Products and Services

Global Scoping Workshops (GSW)

These workshops bring together UK businesses, research organisations and other stakeholders in specific technology and sector areas to help identify countries offering the best prospects for partnership and collaboration with the UK.

The outputs of the workshop(s) will help to narrow down where Global Expert Missions could be used to scope opportunities in more detail.

Global Expert Missions (GEM)

A group of 6-8 UK experts scopes the innovation opportunities for UK businesses in a specific tech area sector/challenge in a specific country, with the information gathered by the experts then disseminated to UK businesses.

Three stages –

- Scoping visit
- Dissemination report
- Dissemination workshop

Global Business Innovation Programme (GBIP)

Cohort of c.15 innovative high growth businesses exploring opportunities and building collaborations and partnerships in specific countries and technology and sector areas.

Programme over 9-12 months with 3 phases –

- Get ready
- Visit the market
- Exploit the opportunity

Global Incubator Programme (GIP)

Cohort of c.6-8 innovative high growth businesses building long-term relationships and foundations for future market growth.

In Canada, USA, Australia, Singapore and India in specific technology and sector areas.

Programme over 12-18 months with 3 phases

- Prepare
- Pursue – 3-6 months in an incubator in country
- Exploit

Global Explorer Programme (GEP)

Global Explorer provides support to help prepare, test or adapt ideas and products, not the actual commercialisation resulting in revenue generation. It is about exploring collaboration and partnerships. Funding is available for up to **70%** of eligible project activities, up to a maximum of **£21,000**. A typical funded project will:

- Build new international partnerships
- Explore & further opportunities to forge international partnerships, accessing new markets through collaboration & research
- Seek to effectively develop strong innovative ideas

Bilateral and multilateral R&D + innovation funding programmes

Collaborative R&D grant funding programmes to support projects involving UK businesses + researchers and overseas counterparts, often up to 36 months in specific technology and sector areas.

Enables partners to take forward the development of innovative products and services of relevance to the UK or partner countries involved.

Funding programmes can be bilateral or multilateral, such as through Eureka network.

Supporting access to Horizon Europe

Key elements of the programme

Cohort of up to 8 innovative high growth and scaling UK businesses in specific sectors building long-term relationships and foundations to accelerate future market growth.

Sector specific global incubators – immersion for the UK companies in the eco-system

12-18 months programme for the UK business including 4-6 months working with the incubator – 2 country visits and virtual programming

Tailored programme which is appropriate for the market and sector

Target innovative high growth and scaling businesses

Two-stage selection process - written application and interview

Each company allocated a UK based Innovate Business Growth Innovation & Growth Specialist



Global Incubator Programme – Three stages

Stage 1: Prepare

Recruitment
& selection

Meeting
with IUK BG
Innovation
& Growth
Specialist

Preparation
workshop
and agreed
action plan



Stage 2: Pursue

4-6 months
market
immersion
with incubator
with 2 country
visits

Tailored
support from
in-country
mentors and
IUK BG IGS
Specialist

Partner
meetings,
customer
discovery,
workshops,
demo days, etc.

Stage 3: Exploit

Work with
IUK Specialist
on
opportunities

Exploitation



UK in a global world

The Opportunity:

- 99% of population live elsewhere
- 97% of WW GDP is elsewhere

Thank you



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Introduction to Cultivator

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Conexus



Application process & key dates

Jodie Shaw, Innovate UK Business Growth



GIP Agri-Tech Canada - Timeline



**Application
deadline
11 Jan 26**



**Selection panel
14 Jan 26**



**Shortlist interviews
19-21 Jan 26**



**Notification
Week of 26 Jan 26**



**1st Visit
11-18 April 26**

**2nd Visit
18-25 July 26**



**Virtual sessions
From April-July
26**

Applications

- All applications are made online
- **Company information:** Is your company currently engaged with global markets? Has your company previously participated in an Innovate UK funded global programme?
- **Scope:** How does your application fit with the scope of the GIP?
- **Product Innovation:** What is the innovation? Why is it innovative? What is the stage of development? Who is the target market?
- **Experience & aims:** What does the company hope to gain from participation in the programme? How will this support your growth strategy in terms of building partnerships & collaborations?
- **Market:** Why specifically the Canadian market? What is your understanding of the competitive landscape? How will working with Australia to further develop or exploit your innovation?
- **Capacity:** Do you have the capacity within your team to exploit the programme? What is the scalability of your business model?

Expectations

- Be part of a cohort – You will attend the virtual sessions, travel to Canada and join in-market activities as a group.
- Be committed – be involved in all parts of the programme and play an active role. The virtual sessions are a mandatory part of the programme.
- Maximise your chances – work closely with the advisors on the programme.
- Demonstrate sufficient investment – ensure that you have the resources to participate effectively in the programme.
- Develop and implement an impact focused strategic development plan – working closely with your adviser on the programme.
- Engage an appropriate representative in the programme.
- Support and challenge each other.
- Represent UKRI & Innovate UK at the highest standards at all times

Costs

Innovate UK will fund for both visits

International flight – Group return economy travel from the UK to Canada
Group hotel accommodation
Group hotel transfers
Group travel within the international market
Group subsistence
Event or conference fees
Participation on the programme

Companies will fund

Programme commitment fee - £2000; returned in full after programme completion
Travel within the UK
Border entry and Visa documentation
Travel and medical insurance

FAQ

Q. Can an additional company representative travel or be part of the virtual sessions?

A. Yes – in principle but at the discretion of the GIP lead. The company would have to fund the additional person and they would have to follow the same itinerary.

Q. Can the return to the UK be extended?

A. Yes – delegates can extend their market visit and arrange their own additional business meetings. If successful, you should inform the GIP lead when you accept your place. If additional costs incur, the company would be expected to cover these.

Q. Will visa or supporting documentation be arranged?

A. No. Each traveller will be responsible and must have a visa in place in advance of the travel.

Previous cohort experience

Andy Lessey, Chief Operating Officer,
Antler Bio



Innovate
UK



Q&A

Please reach out to:
global1@iukbg.ukri.org

