



# CAPITAL ENTERPRISE ANNUAL REPORT 2018



## Capital Enterprise

We are London's startup experts; connecting & energising a world-class entrepreneurship ecosystem

To find out more visit [www.capitalenterprise.org](http://www.capitalenterprise.org)



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CAPITAL ENTERPRISE

# Introduction from the Chief Executive



Capital Enterprise continues to go from strength to strength with 2018 being one of the most successful years regarding both revenue and impact. By the end of this calendar year, the Capital Enterprise team will be helping, alongside our members and partners, to deliver ten different major projects (AI Seed, Business Basics, CAP-AI, CAP Talent, CASTS, Green Light, FastForward, IDEALondon, LCIF & OneTech) that will support entrepreneurs in London to start and scale innovative tech-enabled businesses.

Over five years ago, Capital Enterprise brought together its membership of tech startup support providers to collectively pool resources to bid for, match fund and collaboratively deliver European Union (EU) financed programmes in London.

This method has enabled relatively new organisations such as tech startup accelerators to access for the first time public funding, to both expand their existing programmes and to create new ones that benefit not just individual early stage tech startups, but the overall London Startup Ecosystem too.

In 2018 we see the fruits of that development as Capital Enterprise managed and delivered two EU co-funded programmes; Capital Accelerate & Scale Tech Superstars (CASTS) and CAP-AI (a new programme to support AI First startups in London).

By developing and managing these programmes, Capital Enterprise was able to co-finance the activities of over twenty member organisations.

In 2018 over five hundred tech startups were supported by these member projects, enabling ambitious entrepreneurs to raise millions in investment, startups to build and bring innovative, cutting-edge products to market, and London and the UK to benefit from wealth and job creation.

2018 was also the year that Capital Enterprise co-managed and co-delivered two early-stage seed funds; the London Co-Investment Fund and the AI Seed fund that together directly invested in over fifty primarily deep tech startups in the Capital.

Capital Enterprise's expertise and network enable us to run the UK's most active and successful "Investment Readiness" programme, The Green Light Programme, and maintain one of the largest networks of tech startups, investors and mentors in Europe.

In 2018 we were able to leverage our position at the heart of the London Tech Startup Ecosystem to develop a report for the Mayor of London with recommendations and measures to preserve and create affordable startup co-working space in the Capital.

We were also able to use our expertise and position to build a partnership of organisations that have now committed to working together to tackle the scandalously small number of women, people of colour and other underrepresented communities that are able to start and scale investor backed tech companies.

This initiative, called OneTech, was able to secure significant corporate sponsorship from JPMorgan and we hope it will be the start of many efforts to make London's world-class tech startup ecosystem more inclusive, more diverse and more innovative.

In 2018 the London Startup Ecosystem has had to grapple with the political and economic consequences of Brexit and the emerging priorities of the UK's Industrial Strategy.

We at Capital Enterprise are also having to cope with an unprecedented amount of uncertainty, but we are fortunate to be in a strong position to weather the storms and continue to strive to make London the best place to start and scale a business in Europe.

We hope that in 2019 we can collaborate with you to make it happen.



# Capital Enterprise

## About Us

We are a body of connectors, influencers, investors and policy-makers, collaborating to serve and super-charge London's start-up scene.

We unite a powerful membership network of London's leading universities and colleges, accelerators, co-working spaces, enterprise agencies, innovation institutes and public sector organisations.

We are committed to making London the best place in Europe to start and scale a business.

As a catalyst, we enable entrepreneurship in London by supporting our member organisations to initiate, develop, promote and deliver services directly to support the growth of startup companies.

The vibrant and evolving membership deliver across all 33 London boroughs to enterprises from all sectors.

We have a deep understanding of entrepreneurship in the capital and knowledge of the startup ecosystem, its trends, challenges and opportunities.

Capital Enterprise is funded through members' subscriptions, third-party sponsorship, and by income received from public/private sector partners to develop, pilot and manage innovative programmes that support enterprises and entrepreneurs in London.

Capital Enterprise is mission driven, not profit driven and is "limited by guarantee" democratically governed by a board of directors appointed by its members.

### **Startups**

We plug you into an ecosystem where your ideas can thrive and your business can grow.

### **Members**

We unite the major enterprise players to deliver prosperity, share knowledge and influence policy.

### **Policymakers**

We leverage the power of London's enterprise community for the good of the capital.



# Meet the Team



**John Spindler**  
CEO



**Darren Balcombe**  
Deputy CEO



**Alison Partridge**  
Head of Strategy



**Carly McNally**  
Chief Financial Officer



**Emma Obanye**  
Head of Delivery, OneTech



**Olivia Reid**  
Project Officer  
OneTech



**Julia Rabin**  
Green Light Programme  
Manager



**Lizzy Robins**  
CAP-AI Programme  
Manager



**Nick Slater**  
Principal, AI Seed Fund



**Lotta Olssen**  
CASTS Project Manager



**Martha Yeandle**  
CASTS Project Officer



**Gracie Jones**  
CAP Talent Programme Lead  
& Marketing and Events  
Manager



**Liya Getachew**  
IDEALondon Front of House  
and Hospitality Coordinator



**Justine Clark**  
IDEALondon Business  
Development &  
Partnerships Manager

# Directors



**Peter Thackwray**  
Chairman, Capital Enterprise



**Mike Brook**  
Deputy Chairman, Capital Enterprise



**Despina Johnson**  
Chief Executive,  
Enterprise Enfield



**Jo Parsons**  
Head of Programmes,  
Prince's Trust International



**Alex Wrottesley**  
Head of Geovation,  
Ordnance Survey



**Ami Shpiro**  
Founder, Innovation  
Warehouse



**Feodora Rayner**  
Enterprise Facilitator,  
UCL



**Asima Shaikh**  
Executive Member for Economic  
Development, Islington Council



**Deborah Okenla**  
Founder, YSYS



**Rose Lewis**  
Co-Founder, Collider



**Ian Merricks**  
Chair, The Accelerator Network



**Karen Shaw**  
Director of Research and  
Enterprise, City, University of  
London



**Rob Desborough,**  
Investment Director, Seraphim  
Capital, and Launch Director,  
Seraphim Space Camp



**Gillian Youngs**  
Professor of Creative and Digital  
Economy; Dean of Faculty of Arts and  
Humanities, Canterbury Christ Church  
University





Capital Accelerate & Scale Tech Superstars

## CASTS

Capital Accelerate & Scale Tech Superstars (CASTS) is a project that is part funded through the European Regional Development Fund (ERDF) and run by Capital Enterprise to generate more innovative technology-focused, fast growth companies by expanding the provision of London's high quality accelerator programmes.

Accelerator programmes provide ambitious and able tech startups with the support to build their team, management and leadership capacity, develop and test their world class technology or product, achieve market traction, raise seed investment and prove their business model is both repeatable and scalable.

Capital Enterprise uses ERDF and match funding from sixteen of its members, to provide London technology startups with support through CASTS, alongside delivery partners City, University of London, University College London and Newable.

CASTS is a high impact and cost efficient project that is hugely successful, surpassing its targets on job creation, private investment and the number of SMEs supported.

CASTS not only helps maintain the London accelerator ecosystem's level of excellence, but also builds upon it to ensure London and the UK continue to benefit from the jobs and wealth generated. An application to extend the programme for a further three years (2019-2022) has been submitted. The result is pending.

We look forward to increasing outputs further and continuing to overshoot on expected targets.

### CASTS impact to date (30/09/18)

#### TARGET

**600**

SMEs supported  
in programme

**£30M**

Private investment  
raised

**450**

Jobs created

#### ACTUAL

**611**

SMEs supported  
in programme

**£93.8M**

Private investment  
raised

**564**

Jobs created





## FastForward

FastForward (FFWD) is the UK's first and leading Pre-Accelerator Programme. The initiative is delivered by The Accelerator Network in partnership with Capital Enterprise, to prepare startup teams for first funding and successful application and entry into leading accelerators. Loughborough University London and London South Bank University are also partners in the scheme.

The programme aims to teach and mentor teams or individuals who want to build a scalable business, with all teams getting an opportunity to pitch to join an accelerator or incubator. Selected teams access a six-week programme of pre-accelerator support delivered in one-day sprints, coupled with a customised toolkit combining the best aspects of Lean Startup, Design Thinking, MBA analysis, common sense and street smarts.

To date FastForward (FFWD) has completed eight semesters and supported 170 early stage startups, with the programme running twice a year in Spring and Summer. 82% of programme participants have secured follow-on support/investment.

### FastForward (FFWD) Participant



ORB's Smart Mouthguard improves player fitness, decreases the risk of injury and optimises recovery time. Aiding in head injury research, enabling critical head injuries to be identified at the point of occurrence on the playing field.

### Case Study

Robert Paterson, CEO of ORB, was the sole founder at the time of the programme and with only engineering experience, lacked the knowledge to go from an idea to a viable business proposition. FastForward's well-structured methodology enabled ORB to build its business from the ground up. As a result of the programme, ORB was accepted into Loughborough University's Startup Incubator where it continued to grow and develop a viable business.

### Achievements

(Since Programme End)

- Joined Loughborough University's Startup Incubator
- Finalist in the NESTA Inventor Prize
- Joined Startupbootcamp's IoT Accelerator Programme
- Set to raise a seed round in the coming months

# ○ THE ○ GREENLIGHT ○ PROGRAMME

## The Greenlight Programme

The Greenlight Programme (GLP) is an investment readiness programme funded through the Capital Enterprise ERDF project, CASTS.

The GLP is a five-week programme for tech companies looking to raise between £250k-1.5m. Programme participants are sourced from the Capital Enterprise network of investors, universities, and, increasingly, by referrals from programme alumni & other CASTS supported programmes.

The programme teaches founders how the London investment scene works while advising them on all aspects related to scaling their startup, including pitch presentation, business strategy, and investor materials to help 'lift the veil' on what can be a confusing process for startups.

Capital Enterprise began its 17th cohort on 20th November 2018. To date, startups passing through the programme have raised around £16m with Capital Enterprise claiming £10m of this total against the CASTS programme.

The GLP has helped startups to raise a variety of round sizes, with some choosing to close at £75k and with others now raising Series A rounds of £3m+.

**170**

Startups supported since Jan 2017

**£16M**

Total raised by startups in GLP

**35%**

of startups supported by GLP that have raised

**29%**

of GLP startups that have raised, who are female-led

**29%**

of GLP startups that have raised, who are BAME-led

These numbers far exceed industry average. In VC, 7% of teams that get funded are female-led (Atomico's State of European Tech Report, 2018). We are aware that this is mostly due to a concerted effort on Capital Enterprise's part to recruit diverse cohorts. Going forward the GLP will be working within the OneTech initiative to not only maintain but improve these figures.

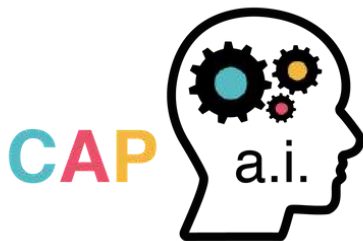
## ImproveWell.

ImproveWell have built a quality improvement platform for NHS employees providing managers with the tools to achieve better patient outcomes and improved performance.

## Case Study

ImproveWell CEO and Co-founder Lara Mott joined GLP at the beginning of her raise. We worked with the team on their investment materials and pitch, as well as introducing them to a number of investors including the fund that eventually invested in them in April 2018.

***"The Capital Enterprise Green Light Programme is a fantastic platform for SMEs. The candid feedback, advice and introductions we received...proved invaluable and underpinned our seed funding round. Furthermore, the alumni network and support we have received since continues to help us on our growth journey."*** Lara Mott, CEO, ImproveWell



POWERING A.I. RESEARCH

## CAP-AI

CAP-AI is London's first Artificial Intelligence (AI) enabling programme focused on stimulating growth in London's AI tech cluster.

For London based AI startups there is a difficulty in gaining access to the resources, computational power, talent and expertise they need to stimulate growth in their businesses.

The CAP-AI programme aims to support AI startups by;

- Running programmes to give access to computational power and other essential resources.
- Matching AI talent with London's most innovative startups.
- Fostering AI/ML research collaborations between London startups and research institutions.
- Leveraging our academic network to provide business support and expertise.

The support CAP-AI provides is primarily for London based startups but we also work with organisations, research institutions and industry experts to share knowledge and disrupt the AI Industry.

The programme is delivered by Capital Enterprise, Barts NHS Health Trust, Digital Catapult and supported by Tech Nation and The Alan Turing Institute.

**20**

R&D Knowledge Exchange and Embed Partnerships (KEEP) projects secured

**10**

Internships funded. For some, leading to full-time employment

**20**

Startups supported through the Machine Intelligence garage, seeing them raise investment and even exit.

**£6M**

Estimated amount raised by startups participating in CAP-AI



Count is an AI startup looking to dramatically reduce the complexity of exploring data. Their platform allows users of any technical ability to answer complex questions effortlessly.

## Case Study

Count's product is very ambitious. This made hiring talent difficult because they had no external materials to attract external candidates.

Count was involved in both the KEEP and Research Collaboration Programme.

As part of the KEEP programme, Count was able to hire a PhD level physics candidate who helped boost their expertise and capability to bring their initial platform to production.

As part of the Research Collaboration programme, they were also able to work with an MSc Business Analytics student to conduct a preparatory analysis into initial markets.

Count has been able to execute faster and with greater professionalism due to the quality of candidates hired through CAP-AI. The two CAP-AI candidates have now been hired full time and the company is planning to bring it's first product to market in the next year.



## OneTech

OneTech supports underrepresented tech founders in London.

One of our main goals is to double the number of female and BAME-led tech startups raising investment through our programmes.

We connect and support under-represented entrepreneurs through mentoring, access to pre-acceleration and investment readiness support and workspace.

We navigate founders around the rest of the tech ecosystem.

We are thought leaders, driving conversation, communities and action to change the face of startups.

OneTech is led by Capital Enterprise and delivered in partnership with a consortium

of respected partners; Tech Nation, Your Startup, Your Story [YSYS], Loughborough University London, Diversity VC and The Accelerator Network.

OneTech is also working with a wide range of other partners, such as Facebook, Harper Gray, Next Play and WeWork.

As of December 2018, we have had applications from nearly one hundred entrepreneurs, two of whom have already raised investment.

### OneTech Target

**300**

High value jobs created

**200**

BAME / female led startups & entrepreneurs supported

**£15M**

Investment raised

**60+**

Tech stakeholders to sign up to our diversity standard

## OneTech Launch Event

OneTech launched on Tuesday 30th October 2018 to an audience of over 250 attendees from London's Startup Ecosystem. Panel discussions included 'overcoming biases in pitching' and 'don't blame the pipeline' and the event featured an investor lounge.

The Evening Standard featured the launch with an interview with Emma Obanye, Head of Delivery, OneTech.

## OneTech is on a mission to grow 200 London female and BAME-led start-ups by 2020 – here's how it's going to do it

The initiative wants to improve the diversity of London's tech scene

AMELIA HEATHMAN | Tuesday 30 October 2018 10:17 | 0 comments





# OneTech Launch Event





## The London Co-Investment Fund

The London Co-Investment Fund continues to be one of the most active seed stage investment funds in Europe. As it approaches the end of its fourth year of existence, it is on track to have invested 90% of its original capital in approximately its 130th tech startup.

In terms of financial returns and in terms of the number of jobs created the London Co-Investment Fund is performing well.

The fund is due to stop investing in March 2019 but both founding partners, Capital Enterprise and Funding London, are hopeful of convincing the present Mayor of London to follow his predecessor's example, and invest more capital in the fund so that we can continue to invest in wealth and job-creating tech startups.



(JAN 15 - OCT 18)

**126**

Startups that have received LCIF investment

**£19.7M**

Total LCIF investment to date

**£162.6M**

Raised by LCIF startups following LCIF co-investment

**1756**

Jobs created



LCIF, delivered by Capital Enterprise and Funding London, was established by the London Economic Action Partnership (LEAP), which contributed £25m to the fund, and is supported by the Mayor of London.



SUPPORTED BY

**MAYOR OF LONDON**





## AI Seed Fund

AI Seed is a seed stage investment fund that provides funding and support to “AI First” startups. AI Seed also enables angel investors to invest in a diverse portfolio of seed stage AI startups that would otherwise be inaccessible due to the established network required to access these startups.

With most investors in London looking to invest at late seed, there is a funding gap at early seed where founders struggle to raise investment for their startup. AI Seed addresses this issue and helps syndicate the remaining amount of the investment round through its network of early stage investors and angels.

In the past twelve months AI Seed has invested in over twenty early stage AI startups across multiple different sectors, including FinTech, MedTech, AgriTech, and Industry Tech.

AI Seed has also helped portfolio companies raise further investment after they hit certain growth metrics.

Alongside CAP-AI, AI Seed also helps founders hire AI specialists for their startup. In addition, each startup has an observer from AI Seed on their board to provide support and advise as the business progresses.

**33**

Portfolio companies

**£20M**

Amount raised

**£3.6M**

AI Seed investment

**416**

Applications tracked  
(2nd round)



Hazy is building an AI powered data anonymisation platform which allows users to share data securely while complying with GDPR and with no risk of data leaks.

## Case Study

Hazy (trading as Anon AI at the time) was first discovered by AI Seed at the Cylon demo day, an accelerator that Capital Enterprise has funded in the past. Hazy was invited on to the Green Light Programme where they received training and mentorship in preparation of raising an early seed round.

AI Seed led their early seed stage round with a £100k investment alongside the UCL Tech Fund, London Co-Investment Fund and Ascension Ventures.

Support was then provided to Hazy through regular catch-ups, board meetings and by placing a grad through the CAP-AI programme. Hazy were then invited to the first AI Seed Portfolio Day where they met Microsoft Ventures (now M12).

After meeting Hazy, Microsoft led a £2.1m investment round in Hazy alongside Notion Capital and Nationwide. This funding came nine months after the initial raise and has allowed them to grow and scale rapidly, including beginning a commercial relationship with RBS that AI Seed instigated.



## CAP TALENT

CAP Talent is a summer internship programme placing Masters and Undergraduate students into London's tech startups.

Capital Enterprise piloted CAP Talent during the summer 2018, focusing predominantly on Computer Science students, and successfully placed 10 students into tech startups from the Capital Enterprise network.

We are currently developing plans for CAP Talent 2019, including expanding the student degree specialism and reaching out to more diverse student networks. A partnership and funding agreement has been reached with the City of London Corporation to enable us to expand the programme reach and maximise the outputs by covering costs of staff, programme delivery & development, marketing and evaluation.

### **CAP Talent:**

#### ***Helped tech startups create new products:***

Grzegorz led the development and build of a new product for Fuzed Innovations.

**"Grzegorz's contribution has been significant for the company"** Chikara Ono, Co-Founder of Fuzed Innovations Ltd

**"For little investment we got to do some R&D with our interns which helped us develop a new product"** Orla Shields, CEO and Co-Founder at Getrentr

#### ***Aids startups with their recruitment and talent pipeline:***

Gabriel, a computer science intern, was hired part-time by Getrentr following his successful CAP Talent internship placement. This allowed Getrentr to continue developing their projects.

Nathan's internship placement at MeVitae was extended for an extra month.

**"Nathan has been a fantastic asset. The programme is definitely valuable"** Riham Satti, Co-Founder and CEO of MeVitae

#### ***Enables interns to make a tangible impact:***

**"Working in a startup makes you feel like an integral and important part of the company's development"** Nathan Lamplough, intern at MeVitae

## Case Study

***"The brokered link to the startup community through CAP Talent is critical for addressing the talent gap in tech and to increase the opportunities for our students in alternative employment opportunities. We had four students take part in the scoping phase this summer and we are really keen to support the scheme moving forward."***

Eilidh Macdonald, Industry Employability Champion, Department of Computing, Goldsmiths, University of London





## IDEALondon

IDEALondon is an innovation centre in the heart of London's Tech City. Capital Enterprise manages and operates the centre on behalf of its partners Cisco, UCL Engineering and EDF Energy

IDEALondon opened its doors in 2013 as the first of its kind in Shoreditch and the UK. Back then it was at the forefront of the acceleration model and its thriving community has celebrated many successes.

Today our ecosystem is bursting and our members are working on the technology of tomorrow, leading on applications in AI, Cybersecurity, and Blockchain to name a few.

The strength of partnership between UCL Engineering, EDF Energy, Cisco and Capital Enterprise has played a vital role in the creation of the co-innovation community.

### IDEALondon Partners



CAPITAL ENTERPRISE

**40**

Startups supported

**200**

Customers introduced

**£20M**

Amount raised by startups in IDEALondon

**400+**

Innovation events held

**200**

IDEALondon community members



unibuddy

## Case Study

Unibuddy changes the way universities attract, inform and recruit students by embedding peer interactions and instant messaging tools on university websites.

After graduating from UCL with an MSc in Computer Science, the co-founders applied to join UCL's the Hatchery. Six months after joining, they completed a £500 000 investment round and had outgrown the space.

With UCL as a champion and able to remain in their ecosystem, Unibuddy joined IDEALondon.

IDEALondon supports many Machine Learning companies which was an ideal environment for Unibuddy to join. IDEALondon was able to help Unibuddy source funding, facilitate connections into Universities and give access to some of UCL's best Machine Learning graduates. Now Unibuddy have 30 employees in the UK, have raised over £1.5 million, are working with over 70 institutions globally, and are now expanding their team in the US.





# Consultancy & Research

In 2017, Capital Enterprise was asked to coordinate research for the Mayor's London Economic Action Partnership (LEAP) to explore the impact of the 2017 business rates revaluation on the capital's co-working spaces and to explore a voluntary workspace accreditation.

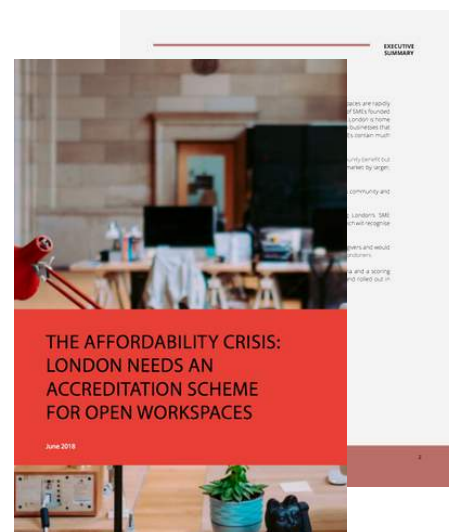
The work was overseen by officers at the Greater London Authority (GLA) and backed by the Mayor's Workspace Providers Board (WPB). The work was delivered by a team from Capital Enterprise, WorkWILD, Nordicity and Original Futures.

In June 2018 Capital Enterprise published its findings in two reports;

## **The Affordability Crisis: Business Rates Are Not Working for London's Open Workspaces.**



## **The Affordability Crisis: London Needs An Accreditation Scheme For Open Workspaces**



- Recent rises in rents and rates have significantly affected both open workspace provision as well as micro and small businesses in the capital.
- The report explores the impact of the 2016/7 business rates revaluation on London's open workspaces and presents some examples of the complexities and inconsistencies in the current system.
- The report offers solutions which would - at least in the short term - alleviate the situation. Long-term, structural reform is needed.
- The report found that many small, community-focused workspace providers offer significant community benefit but increasing costs mean that they are at risk of being squeezed out of the market by larger, more commercial providers.
- A voluntary accreditation scheme which measures, recognises and rewards community and economic value would contribute to addressing this market failure.
- The report sets out a framework for the accreditation, selection criteria and scoring system.

# Membership

Our members include top universities, accelerators, business incubators, co-working spaces, colleges, local authorities and enterprise support agencies.

Collectively, our constantly evolving membership community form a large part of London's world class ecosystem for new and growing businesses.

Our members deliver and operate their organisations across thirty-three London Boroughs with a reach from grassroots entrepreneurship to scale-ups. They serve approximately 15% of all entrepreneurs and SMEs in London, and a third of all companies looking to raise capital.

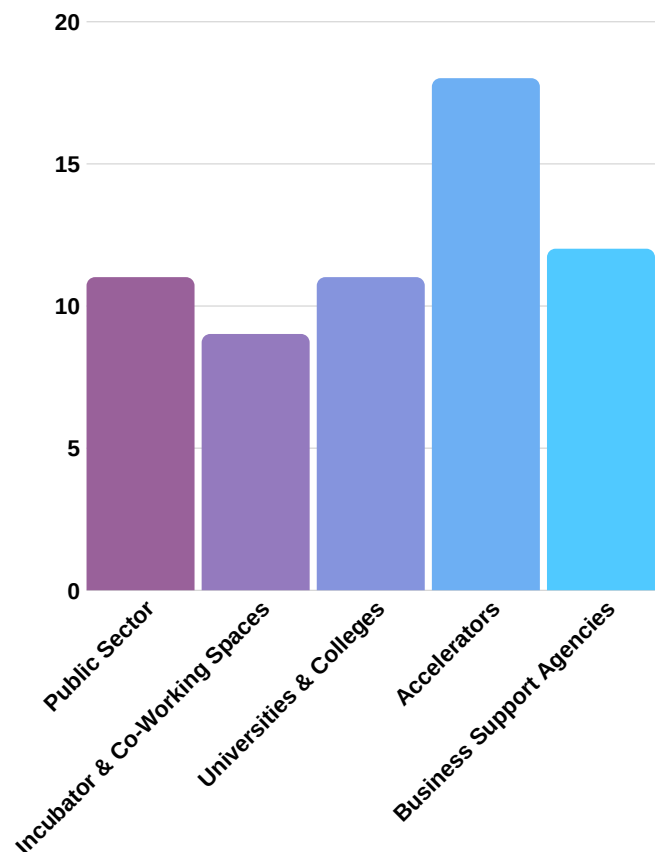
We create innovative support projects and delivery consortia from our membership base, to maximise the impact of public and private resources and co-investment.

Throughout 2018 we have helped startups raise finance, access business support & benefit from the innovation and knowledge capacity of our members.

For Our Members;

- We build coalitions to bid for funding and lobby for policy change in members interests.
- We collaborate to pioneer new approaches to accelerators, finance, and workspace.
- We host regular member networking events to connect and supercharge the ecosystem.
- We share inside knowledge on the latest funding, innovation and enterprise players.

## Membership Breakdown (61 Members)



## Case Study

### Seraphim Space Camp

Capital Enterprise supported, and advised its member, Seraphim Capital, the world's only SpaceTech Venture Fund, to co-create and host an accelerator programme dedicated to the rapidly growing SpaceTech start-up sector. Seraphim Space Camp is designed to support Seed & Series A SpaceTech companies to become sector-specific, 'investment-ready' and to facilitate commercial relationships with

space corporate partners. Through the Capital Enterprise ERDF project, CASTS, we co-fund the accelerator delivery staff and our investment programmes look to invest in startups emerging from the programme.

Capital Enterprise can support the development of similar initiatives with its membership.



# Membership

## Events Programme

Capital Enterprise is proud to host a variety of events to unite members and stakeholders across the wider ecosystem.

### Capital Enterprise Member Events

We unite our members every 6-8 weeks to share knowledge on the latest funding and innovation, to pioneer new approaches to startup support, and to collaborate to influence policy.

Most recently on Friday 9th November we were joined by Rachel Hesketh, Senior Policy Officer for the Industrial Strategy at City Hall, who presented plans for London's Industrial Strategy and invited our members to feed directly into these plans. Previous themes include Tech Scale-up and Acceleration post-March 2019 and the Affordability Crisis of London's Workspace.

### Capital Enterprise Monthly Networking Events

We bring together startups, investors and advisors from across London's startup community to share knowledge, insights and to network. We attract around 100 attendees per month, partnering with stakeholders across London to host each event.

### University Roundtable

During 2018 Capital Enterprise hosted two University Roundtable events to convene London's University enterprise and innovation community to share opportunities for collaboration and knowledge exchange. From these events, Capital Enterprise developed and piloted CAP Talent as well as fostered closer collaboration on other projects.

### 4xxi Pitch Event

During October and November 2018, we partnered with 4xxi to host a competition for a tech startup to win the development of a Minimum Viable Product. 39 startups from across the network applied, with 8 startups shortlisted to pitch. Uptree were selected as the winners of the MVP Development prize.

## Communications



- 4288 followers
- 3 new followers each day
- 606k impressions in 2018

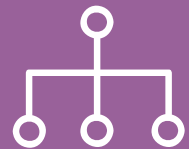
Tweet of the year:

*'Looking forward to working with @TechNation @ThisIsYSYS @lborolondon @XLR8Ruk @diversityvc to double the number of women and people of colour in tech, through our new #WeAreOneTech programme'*



# Membership

## Membership Offer 2018/19



### Representation and Advocacy

Have your say on the key issues affecting your sector



Increase your voice on the issues that matter to you. Capital Enterprise can lobby your views to government, decision makers and influential public sector bodies. We are able to exert our influence and represent your views to make sure you are heard.

We fight the case for the importance and relevance of enterprise and business support, and will lobby for changes or new initiatives that will enable our members to better serve London's entrepreneurs

### Network & Knowledge

Grow your network and knowledge



We host over twenty member events per year designed to help you stay relevant on key topics in enterprise and entrepreneurship. From topic specific roundtables to networking events, we help facilitate valuable connections with clients, potential sponsors and funders.

Members receive a monthly newsletter to share information, insights and build alliances.

We are also happy to speak at member events on subjects related to enterprise and entrepreneurship and help promote their own activities to the wider ecosystem.



# Membership

## Membership Offer 2018/19

### Commercial Opportunities



#### Support to succeed

We seek commercial opportunities and follow leads from both public and private sources for our members to individually or collaboratively leverage. From funding to partnership opportunities, we can advise members on how to develop new services or revamp existing offers so that they are more in tune with present market forces or political contexts.

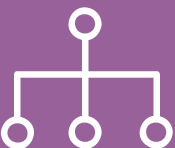
### Support to Win Funding



#### Win funding for your business

We actively support members to individually bid for public sector contracts or collaboratively bid for work. On request, we can help a member to source a funding opportunity, develop a new initiative, or apply for funding (including help to edit the funding proposals or carrying out a mock appraisal). We can act as a named referee or strategic supporter in a member-led funding application and via our associate bid writers, can write a supporting bid (for additional fee).

### Collaborative Project Opportunities



#### Increase your bid power

Capital Enterprise can act as an independent, neutral and expert project management team to lead a consortium bid.

In the past 2 years we have bid for, led, and managed primarily EU co-funded projects such as the Capital Accelerate and Scale Tech Superstars (CASTS) programme, and the CAP-AI programme, which combined are worth over £10m. Over 90% of the value of these contracts is paid out to members. In 2015-18, we co-funded the salaries of over sixty members of staff for the twenty two members of Capital Enterprise who participated in delivering these projects. Only members of Capital Enterprise get this opportunity.

# Moving Forward

“May you live in Interesting times” the cursed saying goes.

Regarding Brexit we certainly do, for as I write it remains unclear whether the UK will leave the EU in March 2019, and if or when we do, what type of Brexit it will be.

So planning for the future of Capital Enterprise is particularly hard to do at present and of course, Brexit has and will have a significant impact on our members, and especially on the tech startups that they serve.

In 2019 we should also get a clearer understanding of what the impact of National and Regional Industrial Strategies will have on government funding and support for innovation and entrepreneurship in London.

But despite this political uncertainty, the world carries on, and looking ahead, Capital Enterprise will do its best to adapt to the new realities (whatever they will be), maintain where possible present service levels, and where possible seek new opportunities to collaborate with members to support startups in new and impactful ways.

With this in mind, Capital Enterprise will prioritise three areas for further development in 2019;

- Maintaining & Expanding Support For Innovation-focused Startups
- Promoting and Enabling Inclusive Growth
- Exploring UK Wide Opportunities

## **Maintaining & Expanding Support For Innovation-focused Startups**

Capital Enterprise will continue to support entrepreneurship in innovation-impacted sectors; where change is happening, where different models are needed, and where the markets are dynamic and emerging.

Innovations and technology continue to drive societal and economic change thereby creating new opportunities for entrepreneurs and new wealth and jobs.

For every one job created in an innovation-focused company, five jobs are generated in the wider economy (Morreti, The New Geography of Jobs, 2012).

Supporting and enabling innovation-focused companies is now seen by experts as the best means to create and sustain wealth and jobs in our economy. As a result, Capital Enterprise will continue to initiate, develop and deliver programmes that support innovation focused startups.

Our aim for 2019 is to:

- Secure funding for CASTS; The CASTS ERDF co-funded programme enables our tech accelerator and university members to help hundreds of tech startups each year to scale, raise investment and create jobs. We are hopeful it will be renewed by the Greater London Authority (GLA) in 2019 for a further three years so that we can continue delivering the impact.
- Build out the CAP-AI ERDF programme that presently is the UK's largest programme that supports AI startups.

# Moving Forward

- Secure new funding for the seed investment funds, LCIF and AI Seed or failing that, find new ways to directly facilitate investment in innovation focused startups.
- Deliver new initiatives such as the Innovate UK funded Business Basics programme. A soon to start AI for SMEs programme designed to test new ways to support the adoption of AI by mainstream SMEs in the retail and hospitality sectors.

## Promoting and Enabling Inclusive Growth

A key priority for Capital Enterprise is that entrepreneurship remains accessible and affordable for all.

Capital Enterprise is committed to working with all members and partners to help them find a way to diversify the pipeline of ambitious entrepreneurs so to create more opportunities particularly in tech entrepreneurship for women, people from under-represented communities and those with limited financial and social capital.

To this end Capital Enterprise will:

- Expand the OneTech programme across London and position Capital Enterprise as a credible, trusted and knowledgeable voice on diversity in entrepreneurship in the London tech scene.
- Continue to advocate for inclusive growth such as more affordable workspace to the Mayor of London and National and Local Government.
- Expand our CAP Talent programme to give more opportunities to recent graduates to secure paid internships - leading to jobs in scaling tech startups.

## Exploring UK Wide Opportunities

If the UK does leave the EU, funding for innovation and entrepreneurship from support programmes such as the ERDF and Horizon 2020 is set to be replaced by a UK government Shared Prosperity Fund. If this occurs, there is a strong possibility that London, which has by far the most productive and innovative economy in the UK, could be excluded from receiving funding for innovation and entrepreneurship.

Capital Enterprise is set to explore partnerships with like-minded regional & national enterprise organisations to position the organisation in readiness for a post-Brexit world.

By way of illustration, Capital Enterprise on the invite of Sheffield City Region has bid for ERDF funding (a 60% intervention rate) to deliver a CASTS project in South Yorkshire. The project will focus on delivering pre-accelerator, accelerator and investment readiness programmes across the region. The bid shares similarities with the London CASTS model and will provide opportunities for our members to receive funding to work outside London.

This will be our first opportunity to see if the methods and programmes that work in London can be adapted to work in other regions of the UK. If successful more opportunities will follow.

Looking forward, Capital Enterprise will continue to innovate and grow, to do its best to make these “interesting times” work for our members and the entrepreneurs we serve.

# Capital Enterprise (UK) Limited

## Statement of Income and Retained Earnings Year Ended March 2018

	2018 £	2017 £
<b>TURNOVER</b>	4,371,288	971,754
Cost of Sales	(3,716,576)	(725,874)
<b>GROSS PROFIT</b>	654,712	245,880
Administrative Expenses	(595,874)	(242,300)
	58,838	3,580
Other operating income	13,933	-
<b>OPERATING PROFIT &amp; PROFIT BEFORE TAXATION</b>	72,771	3,580
Tax on profit	-	-
<b>PROFIT FOR THE FINANCIAL YEAR</b>	72,771	3,580



CAPITAL ENTERPRISE