

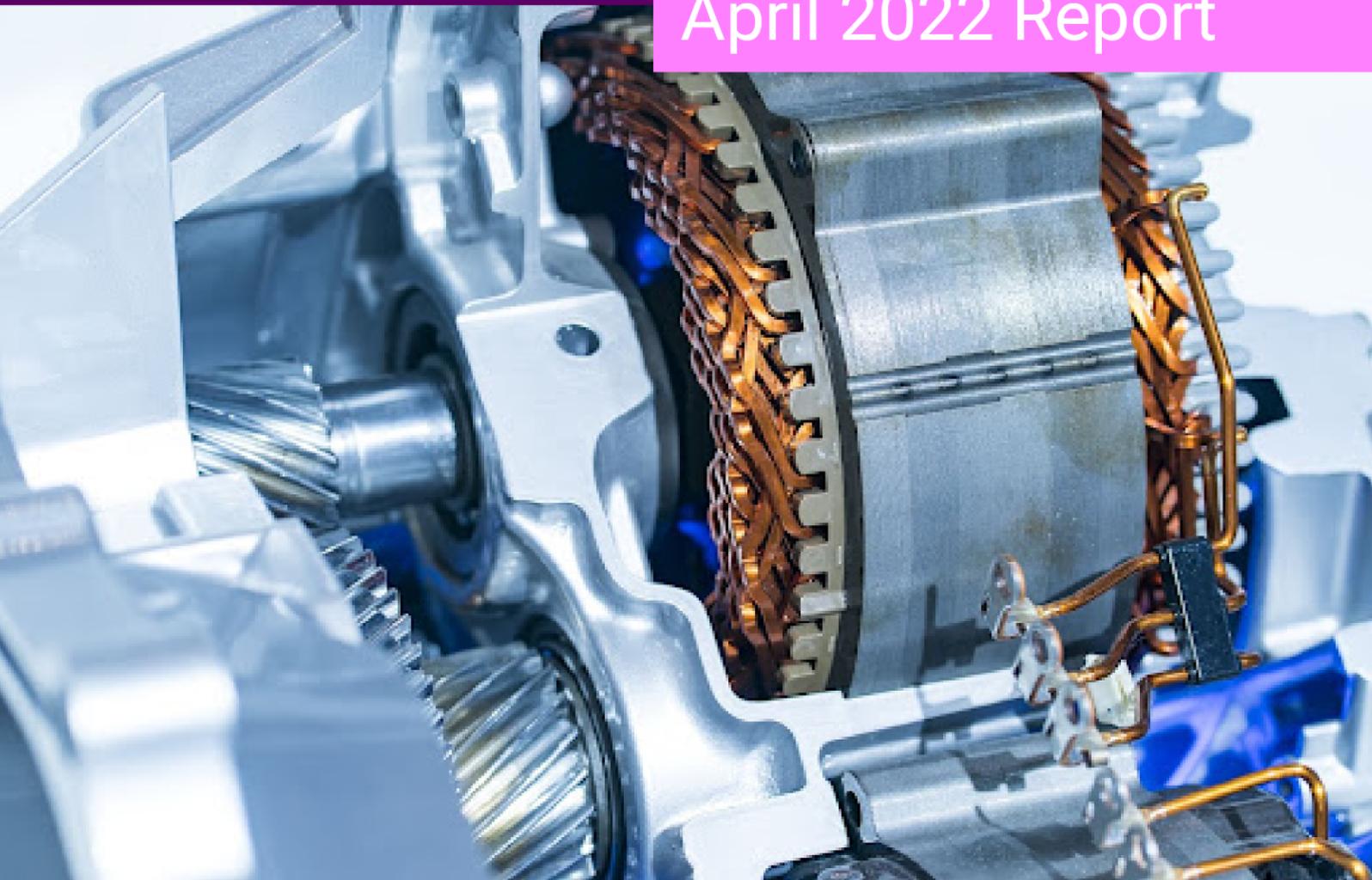


Innovate UK
KTN

Driving the Electric Revolution

Investment Readiness Programme

April 2022 Report



UK Research
and Innovation

Driving the Electric Revolution Challenge

The [Driving the Electric Revolution Challenge](#) was launched in 2019 by the Department of Business, Energy and Industrial Strategy as part of the Industrial Strategy Challenge Fund (ISCF). The programme represents an investment of up to £80 million over 4 years for business-led innovation projects that enable UK supply chain and manufacturing capability growth in Power Electronics, Machines & Drives (PEMD).

The Investment Readiness Programme Summary

Under this Challenge, the Driving the Electric Revolution Investment Readiness Programme 2022 (DER-IRP22) was initiated to build on the 2021 cohort activity by providing guidance and support activities to the organisations that received funding from Driving the Electric Revolution competitions. The programme aimed to support the growth of these innovative businesses and accelerate the uptake of technology implementation from the competition.

The training programme ran from January to March 2022 and covered how to understand the investment ecosystem, including all the different types of investment in addition to giving business owners insights into an investor's perspective. The programme trained the organisations on how to compete for investment including delivering an elevator pitch, the due diligence requirements, strategic business planning and valuing their company. Once this training was complete, the programme concluded with a session where the participating organisations pitched live to investors.

Investment Readiness Programme Cohort

Having expressed an initial interest, a cohort of 13 companies were invited to get involved with the Investment Readiness Programme including:

- [ARWAC](#)
- [Brandauer](#)
- [Charge My Street](#)
- [Clas-SiC Wafer Fab](#)
- [Domin Fluid Power](#)
- [Inovex](#)
- [Minviro](#)
- [Nascent Semiconductor](#)
- [Nedra](#)
- [OxDrive](#)
- [Supply Design](#)
- [Turbo Power Systems](#)
- [Wave Drives](#)

Investment Readiness Programme Activities

To help programme participants prepare for the investor pitch day, a variety of specialist one to one sessions took place in advance where participants discussed the following topics:

- Using the [Innovation Canvas](#) to accelerate the development of their organisation's innovative product, service or process
- Advice on developing an impactful investment strategy including creating a strong elevator pitch and brand for the business
- Establishing a unique value proposition for the business using accurate, up to date market research
- Guidance in preparing for an investment pitch with detailed feedback for each company presentation to maximise the engagement from investors

Investment Readiness Programme Pitches

From the initial cohort of 13 companies, three businesses were selected for the showcase day in London. On the 16th of March 2022, each company delivered a live 7-minute pitch in addition to participating in a 7-minute Q&A session to an online audience of investors.

The London investor pitch session was streamed to an online audience, with several investors watching live and several more viewing the recording afterwards. Following the event, representatives from an angel fund asked to be introduced to one of the presenting companies to undertake further due diligence.

We continue to work with all the companies that took part in the programme, making introductions and connections to support growth. Several of the companies indicated that they are interested in further training and pitching opportunities later in the year.

Investment Readiness Programme Summary

The Driving the Electric Revolution Investment Readiness programme took a cohort of 13 companies through a training programme designed to support them in not only being able to pitch for investment, but also being ready for the due-diligence process.

The companies had the opportunity to pitch to investors, which resulted in an initial set of investor introductions and that laid the groundwork for future discussions as these companies continue to refine both their value proposition and their pitch.

[Innovate UK KTN](#) will continue to work with the cohort, providing one-to-one support in addition to further training sessions in the future to provide investment opportunities that will enable businesses that have won Driving the Electric Revolution competition funding to continue to scale and succeed.

Contact Us

For more information about the Driving the Electric Revolution Investment Readiness Programme, make sure to contact [Sven Knowles](#), Electronic Systems Knowledge Transfer Manager and [Matthew Wasley](#), Photonics Knowledge Transfer Manager.