



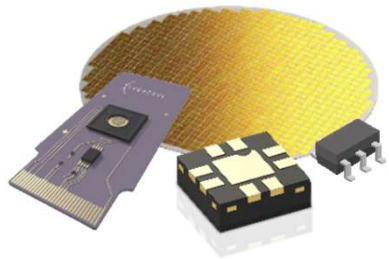
Scaling a Deep Tech Business in the UK

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CEO



Company Background | Scene Setting



BUSINESS PROFILE

Deep Technology



Hard Technology



Materials Technology



Global Business



SUCCESS REQUIREMENTS

Specialist skills

Sustained capital

Suitable Infrastructure

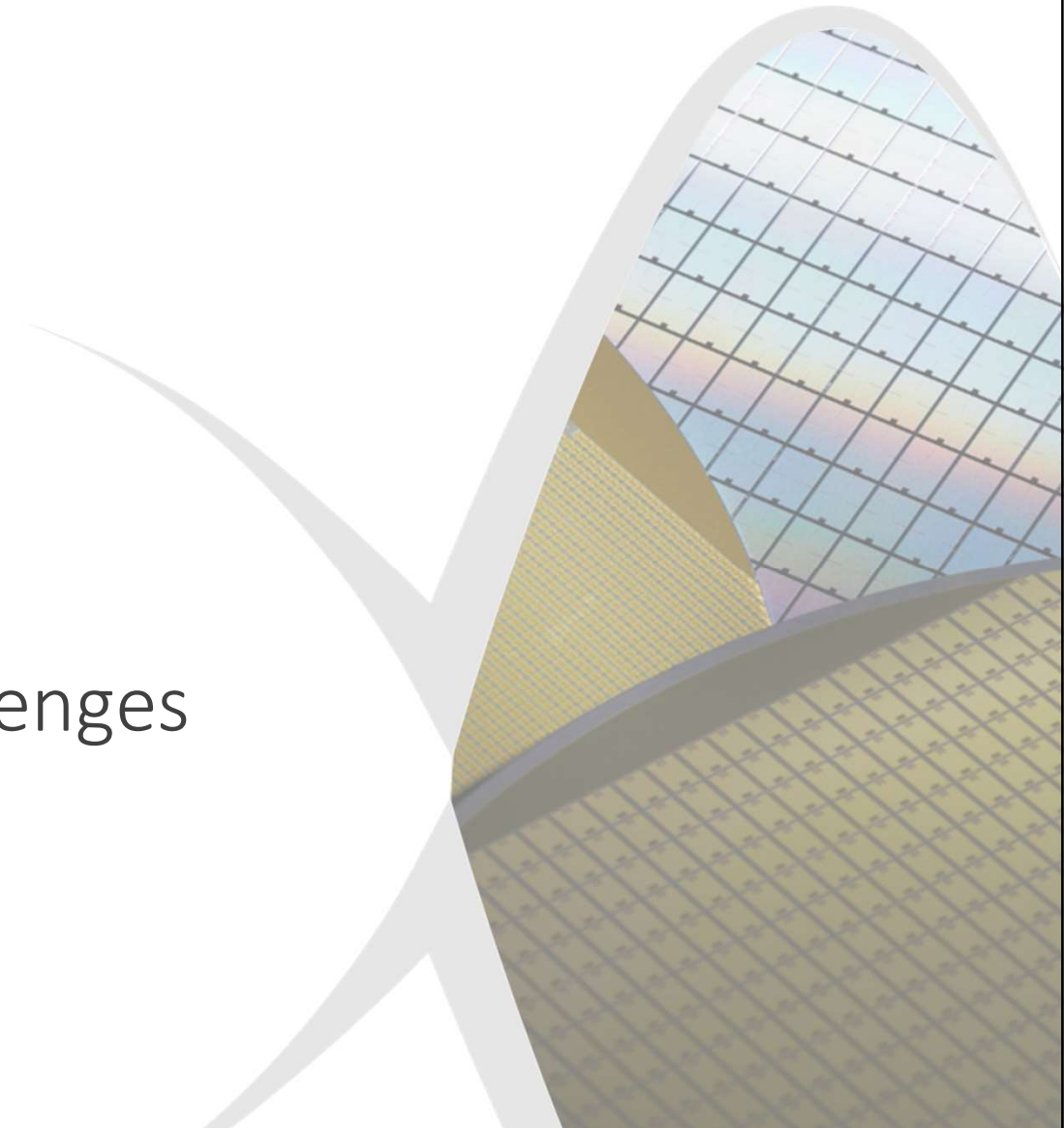
Supportive FTO





The 4 Critical Scaling Challenges

...from the perspective of a deep tech
manufacturing company...



(1) Access to Capital



Scaling a business requires capital, it is costly...
but the rewards can be very big

CHALLENGE

Early-stage investment in the UK is great, later stage is terrible

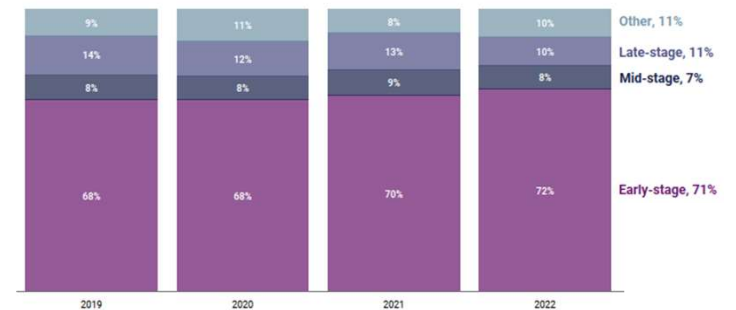
EXAMPLE

Fundraising is not just difficult it is business impacting



The investment risk for private capital could be lowered

Annual Percentage of Deals by Deal Stage UK



(2) Access to Talent



At the core of every great business are great people

CHALLENGE

Growing companies need skilled people and there is a huge talent shortfall in the UK

EXAMPLE

Hiring experience can take 12-month+ and key immigration can be blocked



UK talent strategy was industry led

(3) Access to Infrastructure



Building a strong business requires somewhere to... build a company

CHALLENGE

Industrial manufacturing infrastructure is like gold-dust

EXAMPLE

Building custom requirements is very time-consuming & costly



Manufacturing was as easy to build as service focused facilities

(4) UK Policy



The level of success of a business is heavily influenced by the landscape it operates in

CHALLENGE

Scaling businesses need clarity, UK policies are often difficult to decode

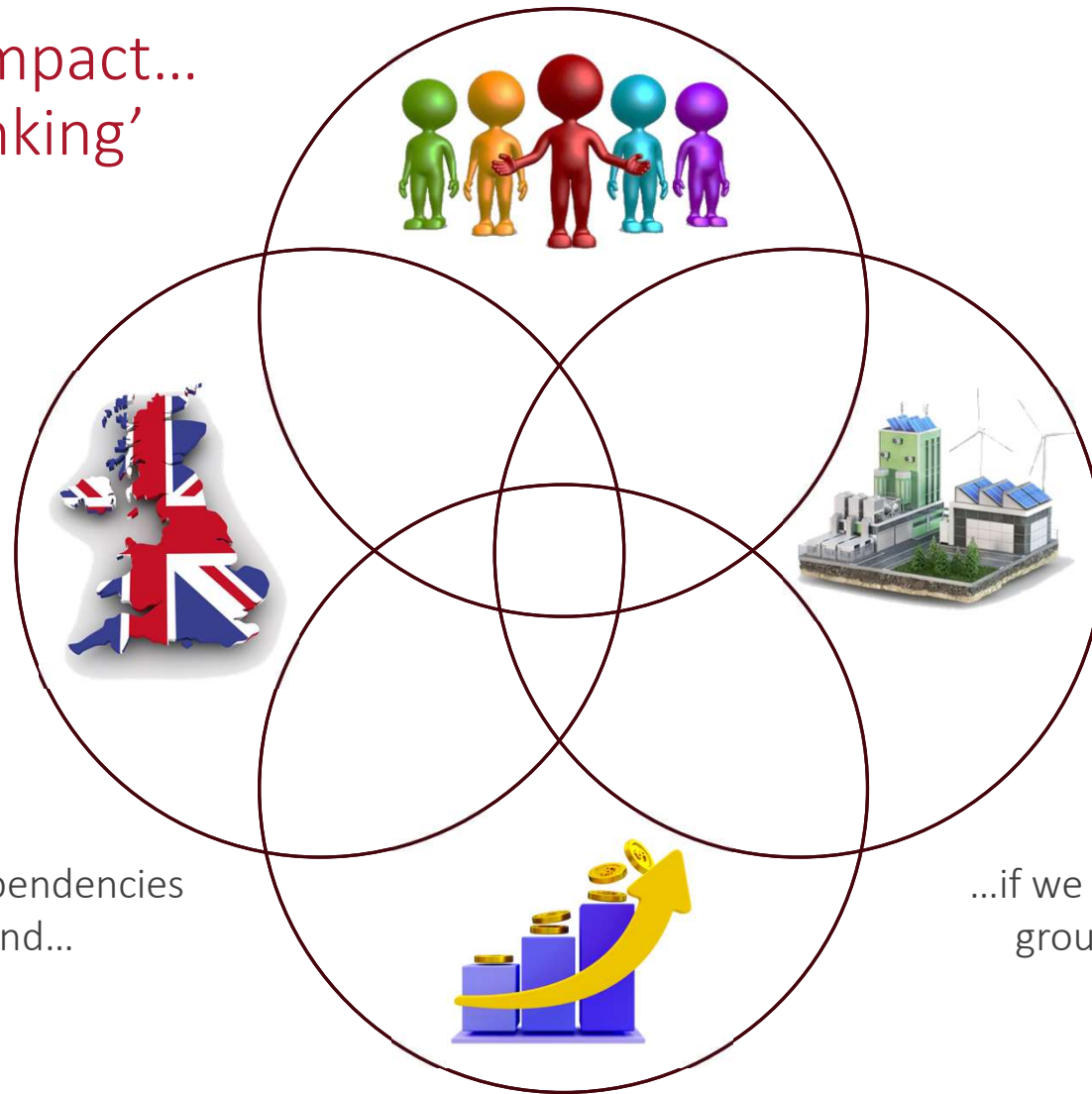
EXAMPLE

Understanding UK policies is costly, and they can be growth limiting



Industry led cross party collaboration enabled critical strategies to outlive the administration

The Greatest Impact... 'Joined Up Thinking'



The challenge interdependencies
are critical to understand...

...if we want to deliver a fertile
ground in the UK for scaling



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