



High Growth Spin Out Programme (HGSP)

**Dr Frank Tooley
High Growth Company Creation Team
Scottish Enterprise**



High Growth Spinout Programme



THE UNIVERSITY
of EDINBURGH



Funding & Specialist Support
For
Projects from Scotland's Universities,
Research Institutes and the NHS
To
Create High Growth
Investment Ready Spinout Companies

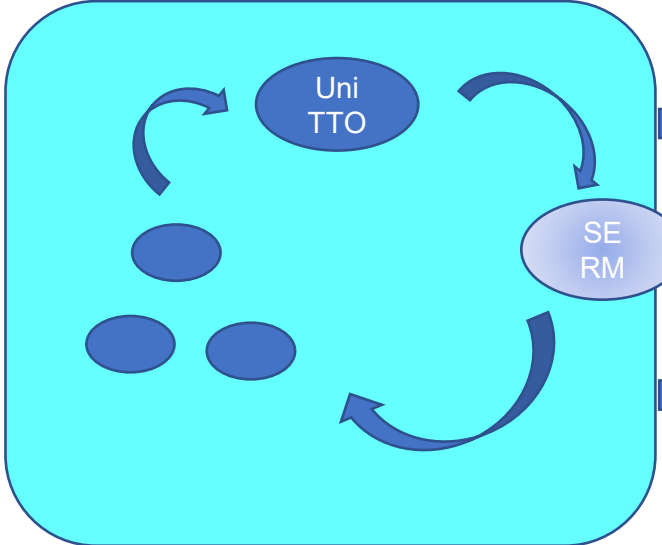


Edinburgh Napier
UNIVERSITY



The HGSP Journey

Relationship management



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Project implementation

Opportunity Qualification

- Toolkit-based
- Up to 12m and £75k
- Applications accepted year-round

Company Creation

- Grants up to £200k
- Up to 18m
- Competitive calls for applications

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Early company growth

Investment Completion

- ASA to company
- Up to £400k
- Flexible duration

Invested
high growth
company

HGSP Outcomes since 2014

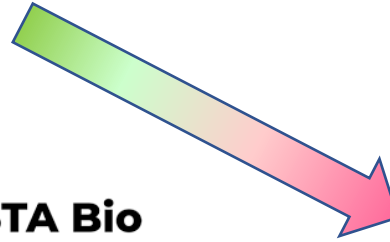
68 projects



19 spinouts



£57M investment



Scaling Companies:

- 5 Converge Prize winners
- Fierce 15 Med-tech
- Higgs EDGE prize



CASE STUDY: novosound

OPPORTUNITY



TECHNOLOGY
Thin film piezo, flexible, very high frequency, retained at v high temperature

TEAM
Inventor focus on tooth enamel

MARKET

SE HGSP GRANT FUNDED PERIOD

TECHNICAL DEVELOPMENT
Validate Target Product Profile
Progress Lead Assets
Develop to Value Inflection Point

+ Commercial Champion
Richard Cooper

COMMERCIAL DEVELOPMENT
Market Analysis
Business Plan & Financial Modelling
Skills Gap Analysis
Investor Engagement to terms sheets
Recruit Management Team

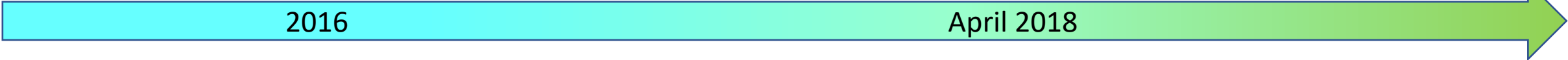
SE HGV SUPPORT



Novosound
Printable US sensors
£1.5m Seed Investment Apr 2018
£1m SE grant Jun 2019
£3.3m Investment Dec 2019

+30 High Value jobs

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CASE STUDY: Solasta BioPesticides

OPPORTUNITY



TECHNOLOGY

Pesticides Discovery Platform
Sustainable
Pollinator Friendly

TEAM

Scientific Leads:
Cell signalling, Insect Physiology
Peptide Chemistry

MARKET

AgriChemical
Co-Dev/Licensing Deals

SE HGSP GRANT FUNDED PERIOD

TECHNICAL DEVELOPMENT

Validate Target Product Profile
Progress Lead Assets
Develop to Value Inflection Point

+ Commercial Champion
+ Board Members

COMMERCIAL DEVELOPMENT

Market Analysis
Business Plan & Financial Modelling
Skills Gap Analysis
Investor Engagement to terms sheets
Recruit Management Team

SE HGV SUPPORT



SOLASTA BIO

£250k CLN Mar 2021
£1M Seed Investment Aug 2021
>£1m IUK grant Jan 2022

15 High Value jobs

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MAR 2019

FEB 2021

Other support

- Funding Information and Support Service (FISS) for innovative SMEs - Scottish Enterprise
- www.scottish-enterprise.com/support-for-businesses/funding-and-grants/business-grants/smart-scotland-grant
- SE SMART £100K project at 70% - third upfront quarterly in arrears.
- Innovate SMART has 100x SE budget- don't be put off by 2% success rate and scoring >85% to be funded.

Challenges / Opportunities?



It's a Team Game
(and you do not have all the players)

Expect the
Unexpected





High Growth Company Creation Team:

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