

TECH CLIMBERS YORKSHIRE 2023 ENTRIES REPORT

TECH CLIMBERS
YORKSHIRE
2023



2023

tech 
climbers
yorkshire

 ACTIVE
PROFILE

BusinessCloud
faster growth through tech

TECHBLAST
LAUNCHPAD FOR GROWTH



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WHAT IS TECH CLIMBERS?

Tech Climbers is a regional list published with BusinessCloud and TechBlast that showcases the top-performing, IP-rich, product-led technology businesses.

Our mission is to shine a light on scaling tech businesses across the UK. We offer a platform for start-ups and scale-ups to gain support and investment that'll encourage a growth journey that will set them up for success to becoming the region's leading lights.

THE CRITERIA

IMPACT

Is the company solving world problems, generating economic growth, and creating positive environmental or social outcomes?

INNOVATION

Is the company developing cutting-edge technology or making ground-breaking digital advancements?

INVESTMENT

Is the technology and commercial model stable? To date, does the company have an impressive growth record that would attract investors?



THE LIST INCLUDES:



ONES TO WATCH

Up-and-coming businesses with bags of potential, which are on track for future success.

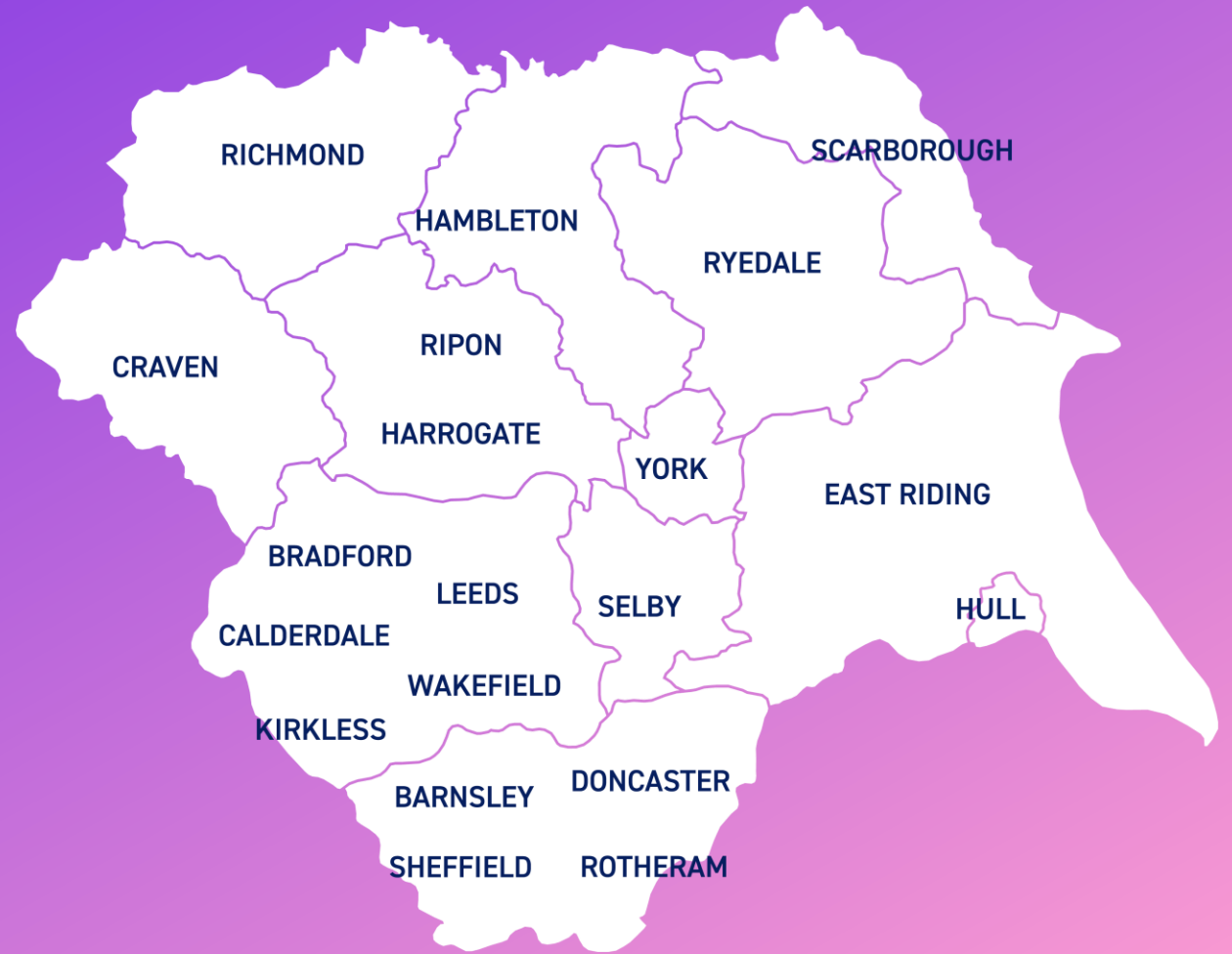


MAIN LIST

Celebrates the rising stars in the city region that make Yorkshire an exciting tech destination in the UK.

ENTRIES WERE REVIEWED BY SENIOR REPRESENTATIVES FROM OUR PARTNER ORGANISATIONS.

**ENTRIES SOUGHT
FROM ACROSS THE
YORKSHIRE REGION**



YORKSHIRE 2023

TECH CLIMBERS

 **datacity**

equinox

 **FourJaw**
Manufacturing Analytics

 GOLD
STANDARD
PHANTOMS



 **HyperFinity**

JUST:Access

**Little
Journey**

MAGTEC
ELECTRIC VEHICLE DRIVE SYSTEMS

 **mindtech**

panintelligence
always thinking.

 **PentestPeople**

 **satsense**

 **SwiftCloud**
Simply a Touch Away

tred

 **TRIBOSONICS**

UMA

XR
GAMES

**WHITE
LABEL
LOYALTY**

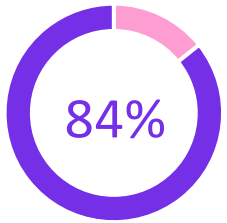
YORKSHIRE 2023

ONES TO WATCH

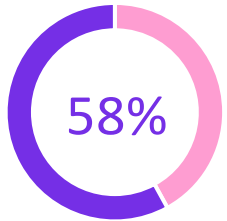




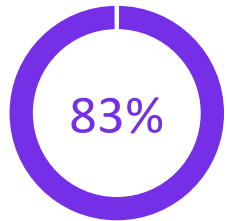
FUELLED FOR GROWTH



84% of entrants are new to Tech Climbers
32.5% YoY increase



58% of entrants (under 1 year) have already received funding, contributing to the total of 9,915 start-ups* that have secured funding across the UK.



83% of entrants (under 1 year) are looking for funding



Average amount of funding businesses are looking for

**Start-up figure applies to all business sectors in the United Kingdom.*

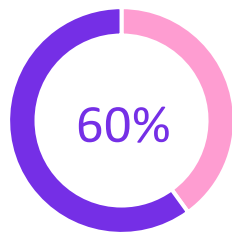
The start-up economy in the UK consists of 4.4million companies out of which 266,789 start-up companies are in the Yorkshire area, growing at a rate of 8.6% per year contributing close to 64 billion in turnover. (The Data City, 2023)

As the larger cities in Yorkshire; Leeds, Sheffield and Bradford are leading the way in terms of turnover, employee count and number of start-ups. (The Data City, 2023)

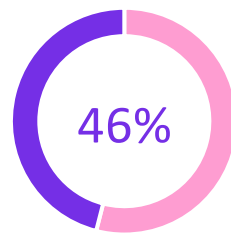


FUNDING OUTLOOK

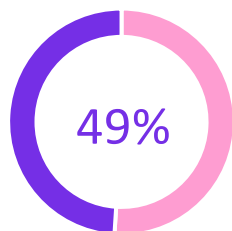
71% of entrants are looking for funding to grow.
Out of these...



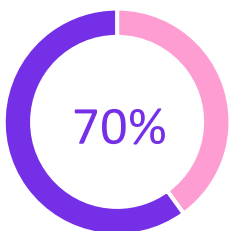
60% are looking for combined Seed and Series A funding.



46% chose access to finance as the biggest barrier to growth



49% are looking for Seed funding.

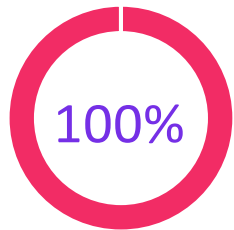


70% of entrants host their own IP with 79% developing an IP strategy

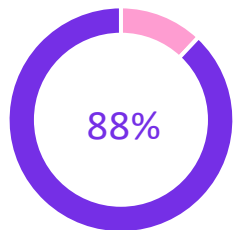
71% of all applicants are looking for funding to grow, with 60% opting for Seed and Series A funding. Amongst our group of entrants 'access to finance' is the biggest barrier when thinking about the future of the business with 'access to talent' and 'marketing and sales strategy' being their joint second concern.



THE TALENT QUEST



100% of entrants are looking to hire talent



88% of entrants have, or are working on, an equality, diversity and inclusion policy



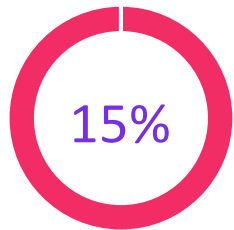
Entrants are projected to create 301 new jobs

IN THE NEXT 12 MONTHS

Great news for Yorkshire – all 2023 entrants are looking to hire talent within the next 12 months, projecting a creation of 301 new jobs within the tech industry. Diversity and inclusion policies are important for many reasons, including attracting and retaining a stronger talent pool, but also data shows diverse teams improve revenue growth and readiness to innovate. It's encouraging to see that 88% of entries are working on, or have, an equality, diversity and inclusion policy.

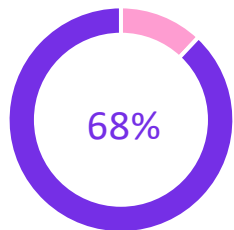


THE RACE TO NET ZERO



15%

of entrants operate within the life science, cleantech and net zero sectors



68%

of companies in Yorkshire's net zero sector are start-ups



£430.2M

Yorkshire's net zero economy has secured the highest grant funding of £430.2M

Yorkshire is a hotspot for the net zero economy, with Leeds, Humber and South Yorkshire being the key places within the region that are driving the transition to a sustainable future.

The majority of companies within Yorkshire's net zero sector are start-ups, demonstrating the region's strong entrepreneurial spirit and dedication to addressing climate change.

Energy & Climate Intelligence Unit (ECIU) report
(The Data City & CBI)



PARTNERS



BDO LLP is the leading UK accountancy and business advisory firm focused on ambitious, entrepreneurially-spirited and fast-growing businesses. Having operated in the Leeds City Region for several years, we continue to invest in our client's growth by developing our people and teams to provide an unrivalled breadth of services.

Our broad range of technology clients from across the region are key contributors to Britain's economic engine. We are proud to hear our clients say how our local specialists really take the time to understand their needs and help provide practical and insightful, joined-up advice and solutions.



Hyperact is the go-to product development partner for tech start-up and scale-up companies looking to create new categories and disrupt existing markets.



PARTNERS



Mercia is a proactive specialist asset manager with a focus on regional businesses seeking venture, private equity or debt finance to scale their businesses. Mercia currently manages c£940m assets under management and a portfolio of c430 businesses across the UK.

Mercia's specialist approach delivers deep domain knowledge, not just about sectors, but equally, the regions in which they do business. The 100+ team, across 8 regional offices gives them the ability to deliver this effectively, investing in the right businesses.



Page White Farrer is one of the leading firms of specialist patent and trade mark attorneys in Europe with offices in the UK (London and Leeds) and Germany. They are experienced in all aspects of intellectual property law, and clients range from multinational companies, to small start-ups and individual inventors.



PARTNERS



TD SYNnex empowers IT innovators, ecosystem partners and technology talent to achieve great outcomes. TD SYNnex partners with the entire technology ecosystem to manage relentless transformation, execute confidently, and evolve to capture opportunities up ahead.



Ward Hadaway is a full service law firm offering a huge variety of services to a wide cross section of client groups such as business, built environment, healthcare, public and third sector and private individuals.

ASSOCIATE PARTNERS



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