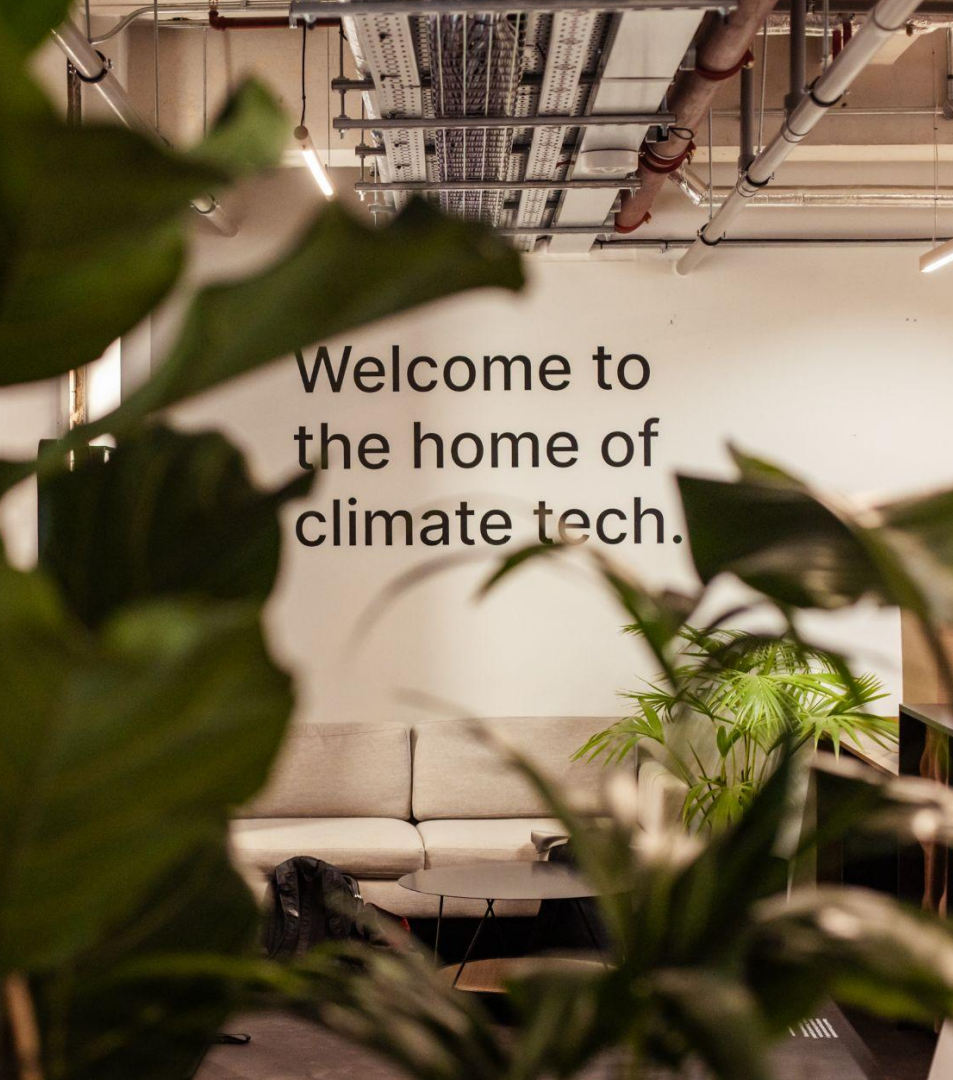


Sustainable Ventures

# Impact Report 2022-23





Welcome to  
the home of  
climate tech.

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## A Letter From Our Impact Team.

During the creation of this report, we have reflected on the context that we find ourselves in compared to when Sustainable Ventures was launched in 2011. Whilst awareness of the catastrophic impacts of climate change and resource scarcity has never been greater, so too are the challenges in meeting our binding net zero commitments.

We remain wholeheartedly committed to supporting companies developing commercial innovations to address these challenges, with a mission to develop 1000 sustainable startups by 2025. Our rapidly growing ecosystem of more than 450 ventures have already raised £950m in funding and created more than 5,500 green jobs. Our hope is that these startups will form the backbone of technological low carbon transformation and through the support of our experienced team and wider ecosystem, do so at the scale and pace needed to keep warming below 1.5 degrees.

2022-23 has seen rapid growth in investment into the sector, with over a quarter of all venture capital going to climate tech startups. Yet we know that there are still significant gaps, with <9% of global climate tech investment going to female founding teams.

65% of our investments have gone to startups with female or underrepresented co-founders, and we are committed to increasing this figure. 2022 also saw our second exit, with Zeigo being acquired by Schneider Electric.

We are grateful for continued strong collaboration with our public and private sector partners, recognising that climate change and resource scarcity must be addressed with a whole-systems approach. 2023 has brought the opening of our largest co-working space to date, that will house over 1000 people working in climate tech businesses in the home of climate tech on the banks of the River Thames. This wouldn't be possible without the support of our partnership with Lambeth Council and support from Big Issue Invest.

We are in a critical moment on our journey to net zero, and we hope that alongside our partners, we can demonstrate how innovation and collaboration can catalyse action on a local, national and international level.

**We look forward to welcoming you soon to the home of climate tech.**



**Andrew Wordsworth**  
Managing Partner

**Lee-Ann Perkins**  
Venture Support  
Director

**Hans Jager**  
Finance & Operations  
Controller

**Katie Agar**  
Senior Venture  
Associate

**Emily Brown**  
Graphic Designer

# Our story.

**We've always said we're on the side of the entrepreneur - they're at the heart of everything we do.**

Sustainable Ventures was founded in 2011 with a vision of a world in which the twin challenges of climate change and resource scarcity are addressed by commercial solutions.

Since 2011, we've created Europe's largest cluster of net zero and sustainability startups through venture development, workspaces, investment and venture support services.

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2022 saw us almost double the number of startups in our ecosystem, with a focus on promoting equitable access to support for founders from all backgrounds.

As the world transitions to a net zero economy, we see an opportunity to scale our impact across the UK and globally.



# Our focus verticals.

Our ecosystem of climate tech companies is made up of whose core activities address the challenge of climate change and/or resource efficiency. We are focussed on specific themes where we believe disruption is critical.



## Agritech & Food

Ongoing increases in global population requires a revolution in food systems. All aspects of the value chain are being disrupted from land data science, smart agritech and novel protein production through to new sustainable packaging and logistics.



## Building Technology

Buildings and construction are responsible for 39% of global emissions which will be addressed through smart building technology and employing new materials. Example business models include IoT platforms, air purification systems and smart controls.



## Future Energy

Technologies and business models that will deliver the digitised, decentralised and decarbonised supply of energy of the future, including smart grid software, battery optimisation, peer to peer trading platforms and industrial energy efficiency technologies.



## Mobility

Transport accounts for 23% of global emissions. Opportunities exist in electrification of the transport system as well as smart transport infrastructure, increasing asset utilisation, smart freight and logistics and urban planning systems.



## Circular Economy

Traditional waste management systems are being replaced with new technologies that redesign traditional business models, optimize asset life, reuse materials into production processes, dematerialize physical assets and increase use of biomaterials.

# Our values.

## Sustainable

Everything we do has an enduring and positive impact on society, our economy and the environment

## Commercial

Every solution, product or service we develop or invest in needs to be on a path to becoming financially sustainable

## Creative

We are passionate about our work and finding new ways to overcome the challenges of developing and growing new businesses

## Pragmatic

We measure our impact on what is actually done – so our solutions and advice need to be deliverable using the available resources

## Supportive

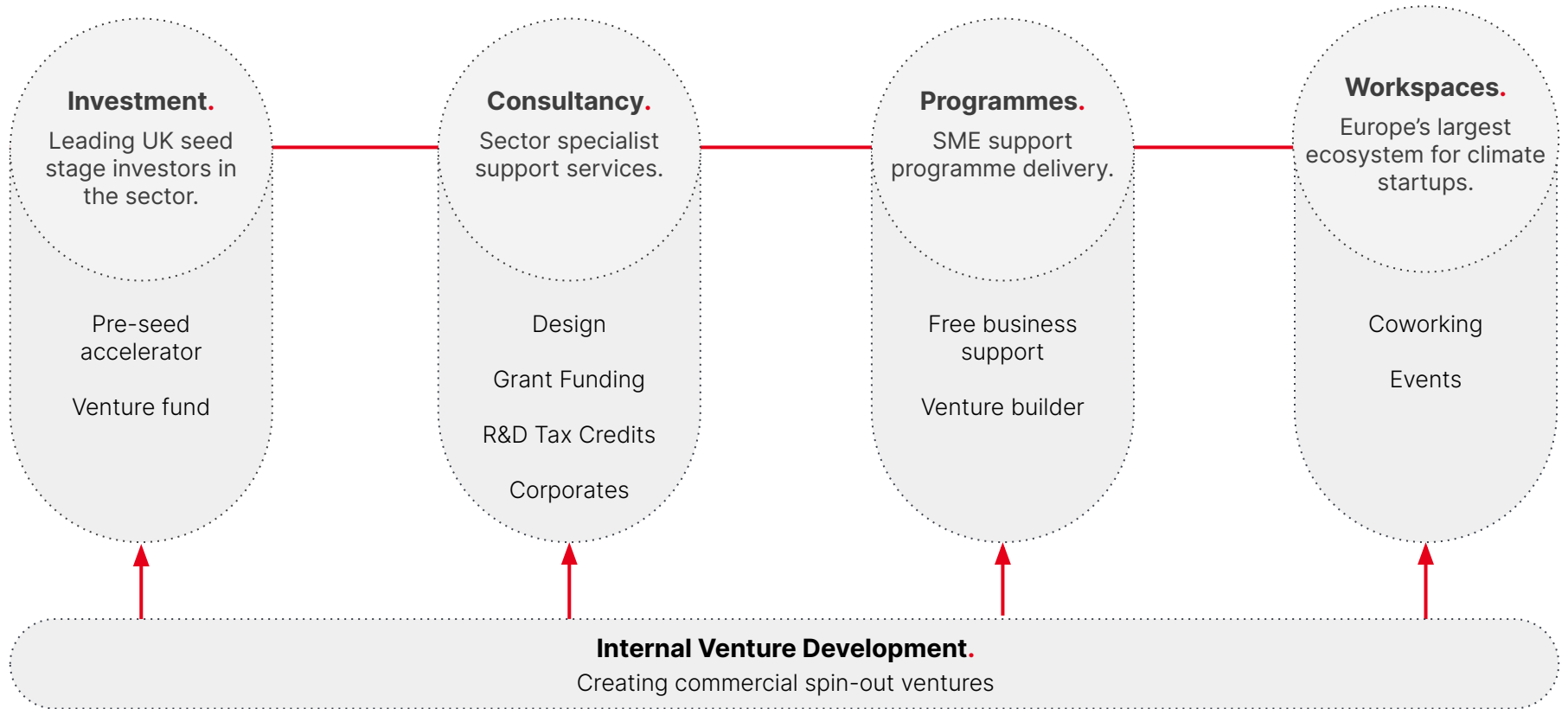
We understand delivering growth companies is hard; we empathise with entrepreneurs, investors and team members and help them achieve their goals

## Collaborative

We recognise that we deliver greater value to our clients and stakeholders by working together

# What we do.

We're a full service ecosystem, supporting the growth of climate tech innovation.



# Report Methodology.

**Sustainable Ventures recognises that addressing the challenges of climate change and resource scarcity is a complex task, involving actors from across all sectors, industries, governments and through encouraging a culture of collaboration.**

Our reports uses a **Theory of Change** methodology, reporting on the impact chain that drives positive outputs and outcomes.

Our Theory of Change identifies the part that we play in enabling the startup companies within our Ecosystem to deliver impact performance against the UN Sustainable Development Goals (SDGs) and increasing the growth of the overall sector.

## Glossary

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A **'Theory of Change'** identifies what a company is doing, and how this will drive change which impacts its beneficiaries and the wider environment – it is the company's "impact chain" which links the company's activities to their outputs and outcomes.

**Outcomes** represent the actual social and environmental benefits achieved which are absorbed into beneficiaries' lives. We have identified the six key outcomes that are driving the long-term growth of the sustainable startup sector.

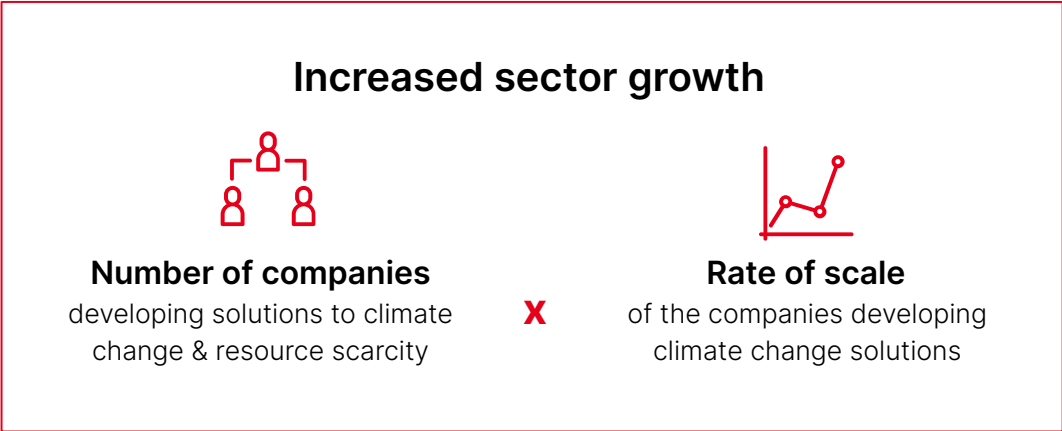
**Outputs** are the immediate results of the company's activities (e.g. services supplied, goods distributed) which are delivered to their beneficiaries.



# Our Path to Impact.

To ensure Climate Change Mitigation and Sustainable Consumption

requires





# Our Path to Impact - Activities.

Each activity area has established metrics to assess the contribution each area is making towards the six outputs detailed on the following page.

## Sustainable Ventures



### Investment



Make investment into high-potential innovations



Build network of investors



### Consultancy



Support with applications for grants/non-equity finance



Create corporate and NGO partnerships



Deliver 1:1 tailored business commercialisation support



### Programmes



Deliver training on sector skills & business commercialisation



Create opportunities for individuals to enter the sector



### Venture Development



Create new businesses delivering sustainable solutions



### Workspaces



Create affordable, flexible workspaces for sustainable businesses



Set targets for ensuring support to underrepresented groups














Create a culture of collaboration through connections and events



# Our Path to Impact - Outputs.

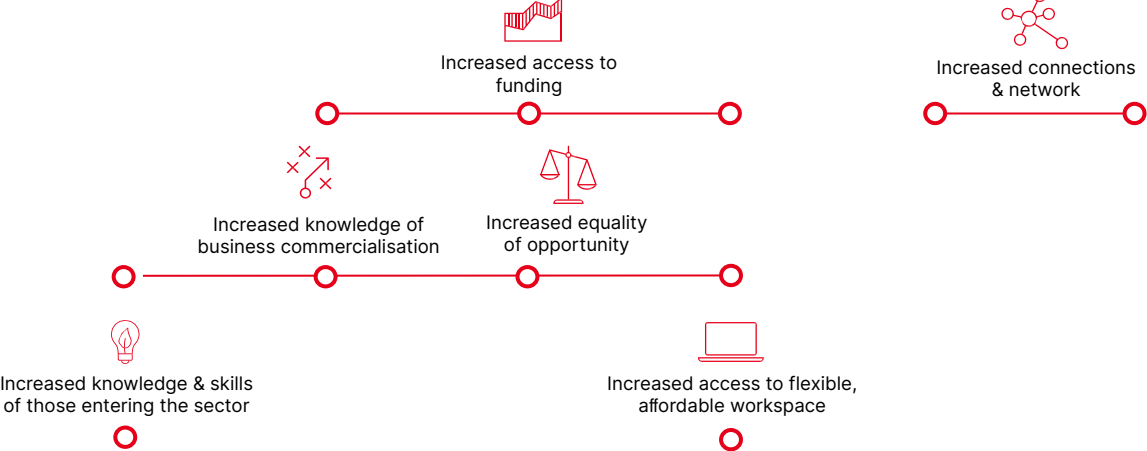
The impact value of our full-service model is its ability for multiple activities to support the key outputs.

	 Investment	 Consultancy	 Programmes	 Venture Development	 Workspaces
<b>OUTPUTS</b>					
 Increased equality of opportunity	○		○		○
 Increased knowledge & skills of those entering the sector	○		○	○	
 Increased access to funding	○	○	○	○	○
 Increased access to flexible, affordable workspace					○
 Increased knowledge of business commercialisation		○			
 Increased connections & network	○	○	○	○	○

# Our Path to Impact - Outcomes.

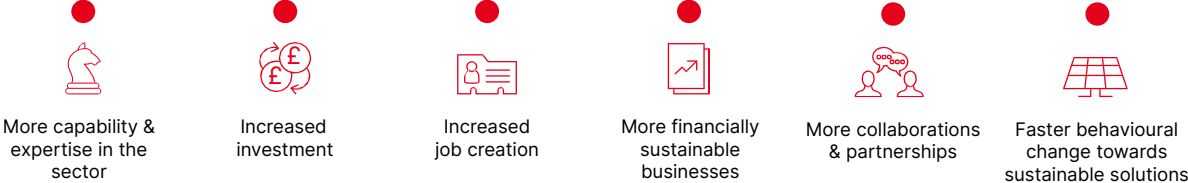
These outputs contribute to six key outcomes that are vital to increasing the number of companies in the sector and their rate of scale.

## OUTPUTS



OUTPUTS drive change, leading to OUTCOMES

## OUTCOMES



OUTCOMES drive change, leading to IMPACT

## IMPACT

### Climate Change Mitigation & Sustainable Consumption

# Impact at a glance.

We are privileged to work with hundreds of companies developing solutions that promote prosperity while protecting the planet.

**450+**

Startups in our direct ecosystem\*

**5500+**

Total jobs created / maintained

**£950m**

Total equity funds raised to date

**3,000+**

Organisations in wider network

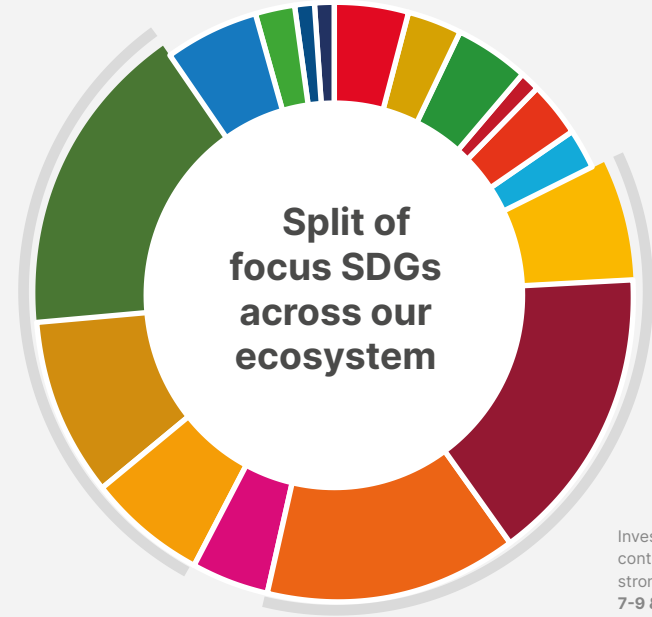
**85%**

Diversity index

**98%**

Companies in core sustainability verticals

\*We class companies to be within the Sustainable Ventures direct ecosystem if they are operating within one of our core sustainability verticals.



Investment portfolio contributions are strongest across SDGs 7-9 & 11-13.

- SDG 1** No Poverty
- SDG 2** Zero Hunger
- SDG 3** Good Health & Well-being
- SDG 4** Quality Education
- SDG 5** Gender Equality
- SDG 6** Clean Water & Sanitation
- SDG 7** Affordable & Clean Energy
- SDG 8** Decent Work & Economic Growth
- SDG 9** Industry, Innovation, and Infrastructure
- SDG 10** Reducing Inequality
- SDG 11** Sustainable Cities & Communities
- SDG 12** Responsible Consumption & Production
- SDG 13** Climate Action
- SDG 14** Life Below Water
- SDG 15** Life on Land
- SDG 16** Peace, Justice, & Strong Institutions
- SDG 17** Partnerships for the Goals

# Investment.

**We are one of the UK's most active climate tech investors.**

We invest into high potential startups that deliver commercial solutions to the challenges of climate change and resource scarcity.

We provide seed investment, often to pre-revenue startups, meeting the equity gap between grants and angel syndicate or early-stage Venture Capital funding. We work closely with each portfolio company, initially through a 12-month accelerator programme providing 1:1 support as companies move to secure their next funding round.



**42**

Investments made in total



**2.8x**

Average valuation uplift at next round



**£6.8m**

Investment fund size



**1 exit**

4x valuation uplift

## Increased access to funding

**8**

Investments made in 2022

**£110m**

Further funding secured to date

**326**

Jobs in investment portfolio companies

## Increased connections & network

**2731**

Investors into SA funds

## Increased knowledge of business commercialisation

**2450**

Hours of support delivered

**+85%**

Portfolio companies still trading

## Increased equality of opportunity

**65%**

Female or underrepresented co-founders

# BIOPHILICA

**Biophilica transforms green waste into a plant-based leather alternative that is 100% biobased (free of PU, PVC and any other petrochemicals), home compostable, low-resource and made in London.**

Biophilica's first product is Treekind® - a leather alternative free of PU, in comparison to many other leather alternatives, made instead with lignocellulosic feedstocks from urban parks and gardens and inedible agricultural feedstock.

Biophilica are supported by Sustainable Ventures through the *Sustainable Accelerator* (Fund 4), receiving **equity investment and a year-long programme of tailored commercialisation support**. Biophilica also recently hired into the **team via the Better Futures+ Resourcing Programme**, that works with organisations such as Catch 22 to open up pathways into climate tech and connect talent with the startup community.

## SDGs and Impact:

The environmental benefits of Treekind®:

### Zero

Plastic or petrochemical derived components

### <0.1%

of the water use of traditional leather processing



Home compostable per ISO 14855: Biodegradability test in home compost tested by Eurofins



Image Source: Biophilica



## £1.3M

Equity investment secured to date

## £1.2M

Equity investment raised in 2022

## 13

Team members (275% growth in 2022)

## £147k

Grant funding secured in 2022

## 5

Brand collaborations

## 4m/min

Achieved continuous production speed

## Accolades and achievements:

EcoCult ranked Treekind® ranked #2 in the global leather alternative market

Winner of Innovate UK's Women in Innovation

Winner of IET and Fashion District Manufacturing Futures Prize

Winner of The Mills Fabrica – Techstyle For Social Good Grand Prize

Winner of QMSVF Social Venture Fund

Finalist in Drapers Awards, Vogue Yoox, Microfiber Innovation Challenge, and UKBAA Angel Investments Awards

Featured in The Guardian, British Vogue, The New York Times, The Financial Times, BBC.co.uk

# Consultancy.

**We use our specialist knowledge of the sector to bring additional funding and expert resources to leverage the internal capabilities of each startup in our community.**

Drawing on our venture development experience, we deliver a range of services tailored to startups & corporate innovation teams. Our key focus areas include:

- **Grant funding** - we work with startups and scaleups to secure much needed non-dilutive funding to underpin technology and commercial development;
- **Design** - our multi-disciplinary design team helps climate tech founders & teams to build and grow impactful products, businesses and experiences that are better for people, and the planet.
- **R&D tax credits** - we help climate-tech companies claim back their R&D costs so that they can continue to grow their business; taking care of and maximising the full R&D claim.
- **Commercialisation services** - from developing companies' business plans through to assistance in implementing market entry strategies.



## Increased access to funding

**£960k**

Non-dilutive funding secured (2022)

**>£12m**

Non-dilutive funding secured to date

## Increased connections & network

**17**

Collaborative innovation projects supported

**33**

Corporate/public sector partnerships

## Increased knowledge of business commercialisation

**5006**

Hours of support delivered

**>110**

Client companies

**SafetyNet Technologies makes practical Precision Fishing tools that uses specialist technology and data to make commercial fishing more predictable, profitable and sustainable.**

Up to 25% of fish caught in the global commercial fishing industry are discarded each year due to the challenges involved in targeting and catching the right fish. SafetyNet Technologies design and build high-quality LED lights, underwater video cameras and ocean sensors specifically for the commercial fishing industry.

**CatchCam** is a robust underwater camera that allows the fishing crews to see their gear in action, taking the guesswork out of fishing. **Sustainable Ventures** worked closely with their product team to **design and trial a dual channel wireless charger for the CatchCam devices.**

### SDGs and Impact

SafetyNet Technologies' solutions enable for commercial fisherman:

**25%**

Up to 25% revenue increase from improved yield

**20%**

Fuel savings from improved efficiency

**90%**

Reduction in the need for sorting



**£3.2M**

Equity investment secured to date

**£1.8M**

Equity investment raised in 2022

**20**

Team members (67% growth in 2022)

**£79k**

Grant funding secured in 2022

**11**

Countries in which SafetyNet technologies are now being used

**1650**

Hours of technology use aboard commercial vessels in 2022

### Accolades and achievements:

Winner of the **James Dyson Award**

Featured in **NatWest SE100 Index 2022**

Featured in **CB Insights Game Changers**

Winner of the **Index Award**

Winner of the **Stephen Lloyd Award**



# Programmes.

## We support sustainable businesses and the entrepreneurs of tomorrow.

We are proud to deliver a number of programmes providing support to entrepreneurs and early-stage startups developing the technologies and solutions that will enable a more sustainable future.

Our programmes provide the vital early support and advice that empowers entrepreneurs to envision their solutions at scale.

Our programmes include:

- Mayor of London **Better Futures Extension Programme**
- ERDF-funded **Better Futures Programme**
- **Lambeth Economic Resilience Programme**
- **Ebico Affordable Warmth Incubator**
- **Ignite with Ebico**

We are also a delivery partner of the Department for Energy Security and Net Zero's **Net Zero Innovation Portfolio** (NZIP).

### Increased knowledge of business commercialisation

# 165

Total companies supported in 2022

### Increased connections & network

# 29

Organisations providing pro-bono support

### Increased knowledge and skills of those entering the sector

# 131

Workshops and events

# 32

Individuals supported to enter careers in the sector

### Increased equality of opportunity

# 33%

of entrepreneurs supported in 2022 were female

# 41%

of entrepreneurs supported in 2022 were from a minority ethnic group

### Increased access to funding

# £11.2m

Further funding secured in 2022

SkenarioLabs help property owners, investors, local authorities and insurance companies make more responsible real estate decisions through our AI-driven risk and value assessment platform.

SkenarioLabs are on a mission to make real estate sustainable through their objective risk and value analytics platform. Their predictive property insight solutions both support the decarbonisation of existing buildings as well as helping them to become truly climate resilient, without losing sight of financial returns.

Skenario Labs were supported by Sustainable Ventures via the Better Futures programme. Support covered Skenario Labs' go-to-market strategy in the UK including value proposition refinement, as well as a brand and communications review.

### SDGs and Impact

Since beginning operations:

2.7B

Building assessments completed

~60%

Carbon emissions mitigation identified

5

UK city decarbonisation pathways analysed



€3.4M

Equity investment secured to date

€3M

Equity investment raised in 2022

32

Team members (30% growth in 2022)

10x

UK revenue growth in 2022

4x

UK team growth in 2022

4

New geographies entered in 2022

### Accolades and achievements:

Shortlisted for **Unlock Net Zero 2023** - Collaboration of the year (knowledge building and research) with Arup.

**F10 Incubator and Accelerator**

Invited to present at **COP27** by the Egyptian Government

# Workspaces.

**We provide flexible and affordable office, workshop & events space to support the growth of innovative, sustainable companies.**

We are proud to have created Europe's largest cluster of startups in the sector, the home of climate tech.

Our flagship workspace, within London's County Hall, represents the culmination of 12 years of Sustainable Ventures, and highlights the scale of our ambition for the next 10 years. Launched in May 2023, **our County Hall workspace already houses over 70 companies**, all with sustainability at their core, and is growing month by month.

This prominent London landmark has become the centre of the Sustainable Venture's ecosystem of startups and stakeholders including corporates, NGOs, local and national government organisations.



## Increased access to flexible, affordable workspace

**750**

Workspace members

**125,000** sq ft

of refurbished office space

## Increased connections & network

**150**

Member & alumni companies

**20,440**

Visitors

**48**

Community events

## Increased equality of opportunity

**45%**

Female members

## Increased access to funding

**>£200m**

Total raised by workspace members to date



**TripShift provides automated carbon tracking for employee commutes, business travel and transport, providing data to meet regulatory and stakeholder requirements, as well as to inspire behaviour change to more sustainable mobility.**

The TripShift app delivers game-changing tracking and analysis of your movement, without you or your team having to lift a finger. Using proprietary technology to understand where and how your employees are moving, whatever their mode of transport, TripShift is then able to accurately calculate carbon data for the journey.

TripShift are **active members of Sustainable Ventures' workspace at County Hall**, and have also been supported through the Better Futures programme, including **in the recruitment of their most recent team hire via the Better Futures+ Resourcing Programme**, through talent partner **Generation UK & Ireland**.

### SDGs and Impact

Since beginning operations:

**62k**

Journeys measured

**5**

Continents operated in

**25+**

Clients supported in 25+ countries



**£445k**

Equity investment secured to date

**£119k**

Equity investment raised in 2022

**12**

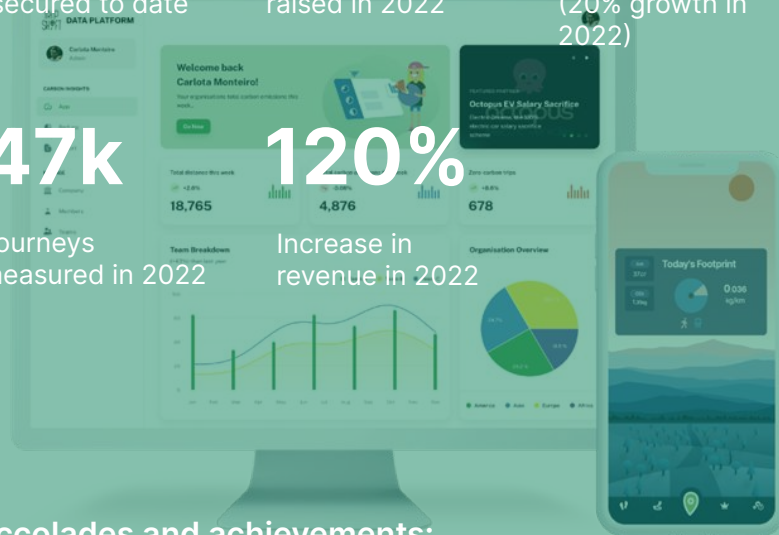
Team members (20% growth in 2022)

**47k**

Journeys measured in 2022

**120%**

Increase in revenue in 2022



### Accolades and achievements:

Part of the London & Partners **Grow Global** program

Accepted onto the **Innovate UK Edge** program

Members of the **Enterprise Europe** Network

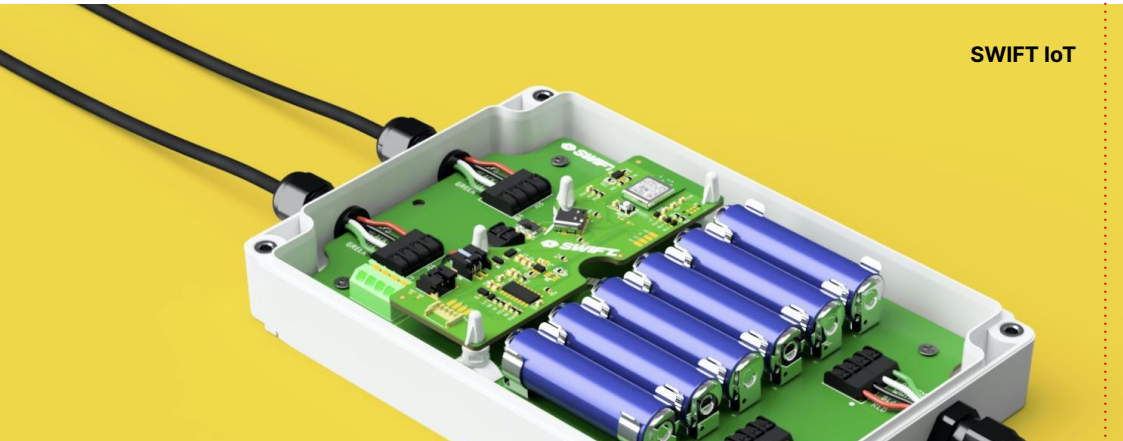
Onboarded **Siemens** as first global enterprise client

# Venture development.

**We started with the ideation and spinout of our own ventures, we now leverage this experience to support our ecosystem.**

We are entrepreneurs at heart. Since the launch of Sustainable Ventures, we have sought to lead by example by through creating, developing and exiting spin-out businesses directly addressing problems within our focus verticals.

This has enabled the rapid growth of our 950+ sustainability stakeholder ecosystem of corporate, NGO, public sector and startups.



SWIFT IoT



## Increased access to funding

**£16.2m**

Equity investment  
raised to date

**£7m**

Grant funding  
secured to date

**>£2m**

Revenues in 2022

## Increased connections & network

**>3000**

Customers secured

## Increased knowledge and skills of those entering the sector

**8**

Ventures launched  
since 2011

**45**

Employees in spin-out  
companies

**Airex has created the world's first smart air brick to reduce the home's energy bills, helping to end fuel poverty and climate change with a simple building retrofit.**

Heating buildings is responsible for 36% of CO2 emissions across Europe, and significant energy is wasted in heating buildings that are poorly insulated and energy inefficient. Air bricks (air ventilation holes that provide natural airflow) are responsible for up to 15% of heat loss from homes, equivalent to 34,000 GWh/year in the UK.

Airex systems combine vents that can open and close, sensors and smart algorithms to optimise airflow. It helps improve the thermal efficiency of homes whilst ensuring a healthy environment for both buildings and occupants.

### SDGs and Impact

Airex's smart air brick technology is enabling:

**338T**

Annual CO2e emissions savings from deployed units

**12-16%**

Heat loss reduction per house, validated by trials sponsored and supported by EDF.

**2,239 MWh**

Annual energy savings from deployed units



**£5.7M**

Equity investment secured to date

**£2.6M**

Equity investment raised in 2022

**16**

Team members (50% growth in 2022)

**£286k**

Grant revenue secured in 2022

**5,900**

Units sold to date (as of Q4 2022)

**1,180**

Fuel poor households supported to date to improve quality of life

### Accolades and achievements:

Winner of Innovate UK's **Women in Innovation**

Featured in Business Cloud's **London Tech 50**

Featured in Tech Nation's **Net Zero Top 30**

Winner of the **Shell StartUp Engine Award** (Unreasonable)

Winner of Lloyds Banking Group and Wates' **Sustainable Innovations Competition**

1st Technology to be approved under **ECO3 scheme** as delivering SAP point improvement on EPCs

# Theory of Change Outputs.



Increased **equality of opportunity**



Maintain 65% of investment into female or underrepresented founders



Increased **knowledge & skills** of those entering the sector



Increase support to disadvantaged individuals to enter the sector through access-to-work and support programmes



Increased **access to funding**



Expand equity and public funding partnerships



Increased access to **flexible, affordable workspace**



Launch sites in at least one new geography to provide flexible and affordable space for the local startup ecosystem



Increased **knowledge of business commercialisation**



Expand the number of business supported through our programmes and consultancy activities



Increased **connections & network**



Increase number of stakeholder events held at our workspace sites to galvanise local collaboration and partnerships.

**2023-24**

Impact Commitments

A group of people are gathered in a modern, industrial-style space, possibly a cafe or event space. The room features exposed concrete beams, large windows, and hanging pendant lights. People are engaged in conversations, some holding drinks. A woman with long blonde hair and glasses is in the foreground, smiling and gesturing. A man in a dark blue t-shirt is looking towards the right. The overall atmosphere is casual and social.

**For more information  
chat to our team**

[contact@sustainableventures.co.uk](mailto:contact@sustainableventures.co.uk)

→ [sustainableventures.co.uk](https://sustainableventures.co.uk)