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ABERDEEN

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EDINBURGH

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GLASGOW

Educate | Inspire | Connect

| 80 | 175+ | 215,000+ |
| --- | --- | --- |
| COUNTRIES | CITIES | ENTREPRENEURS |

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## What is Startup Grind?

Startup Grind is a global startup community designed to educate, inspire and connect entrepreneurs.

We host monthly events in more than 175 cities and 80 countries featuring successful local founders, innovators, educators and investors who share personal stories and lessons learned on the road to building great companies.

## Startup Grind Scotland Objectives

- To encourage entrepreneurship and business success.
- To provide entrepreneurial role model learning and inspiration.
- To be the pre-eminent startup community in Scotland that connects local entrepreneurs to our global community.

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# 2015 The Numbers

**3**
Cities

**25**
Events

**1,162**
Attendees

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# How we fared in 2015

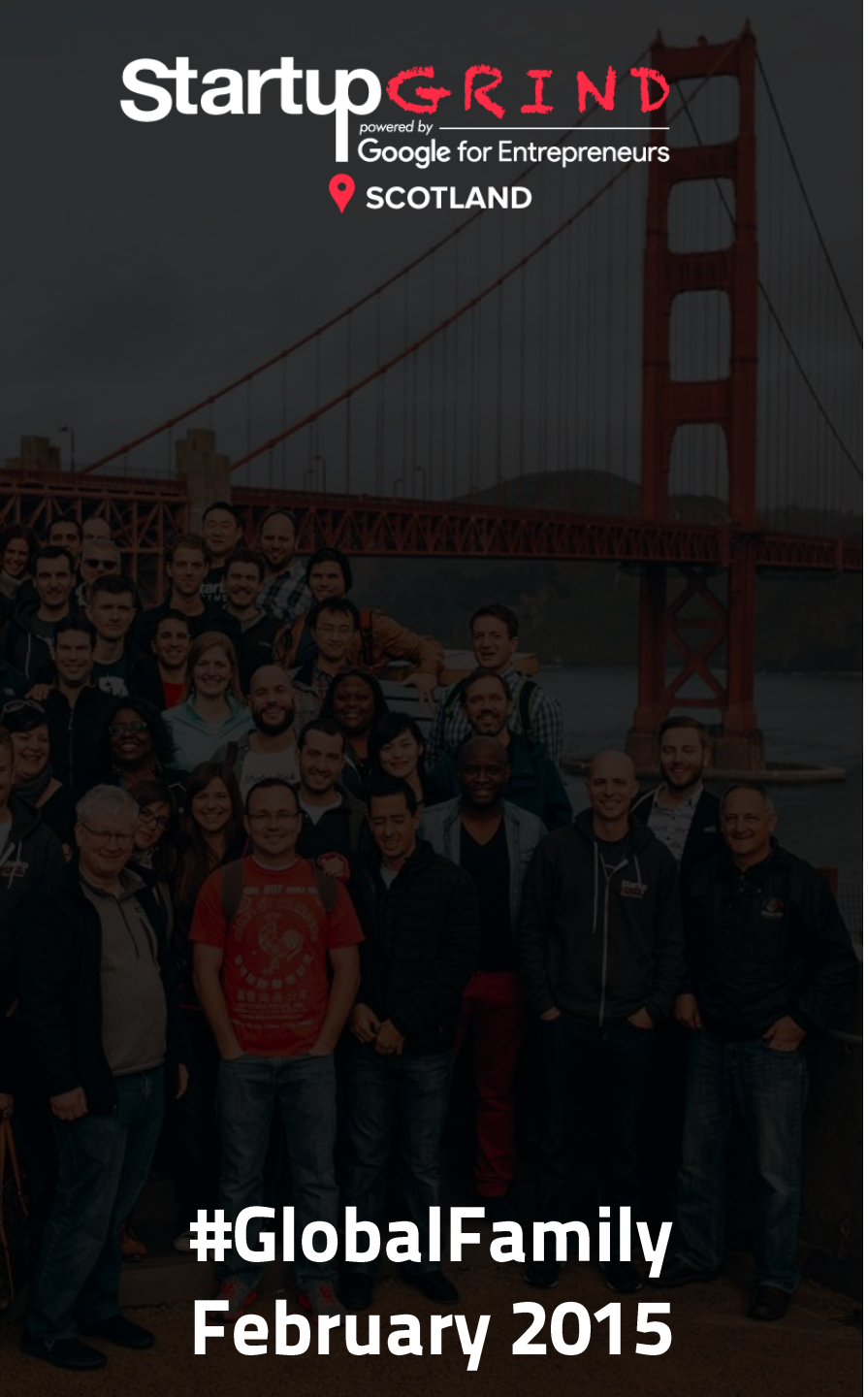
**2015** was an amazing year not only for Startup Grind globally, but Startup Grind in Scotland.

We hosted **25 events**, an increase of **12** from our **2014** figure of **13 events**. Attendee numbers doubled as well from just over **500** in **2014** to over **1,100** in **2015**.

Our speaker line up was impressive. Covering a wide spectrum of the entrepreneurial ecosystem and sectors. These included guest speakers from Software & Hardware Tech, BioTech, Food & Beverage, Social Enterprise, Education, Fashion, Incubators, Investment and Private Equity.

Our global partnership with Google for Entrepreneurs was extended for a further 3 years , reinforcing their admiration in our community. Locally, our Entrepreneur Partner programme remained strong with Eden Scott representing the Recruitment and Talent sector, Harper Macleod LLP the Legal sector, Scott-Moncrieff the Accounting and Professional services sector and LINC Scotland the Angel Investment sector.

Globally, Startup Grind has grown to over **215,000 entrepreneurs** in **200 cities**. We are the largest independent startup community in the world.




# Startup Grind Directors Summit & Global Conference

In February, Phin Mpofu travelled to San Francisco and Silicon Valley to represent Scotland at the Startup Grind Directors Summit & Global Conference.

It was an insightful and educational trip confirming not only the values of the Startup Grind community, but also our strength and global reach.

Phin's three key takeaways from the trip were:

- Silicon Valley and San Francisco, are really about the mindset. It's one of the primary reasons they are a hotbed for high growth start-ups.
- The global reach of Startup Grind is phenomenal. They were 80 Directors from around the world present. We should do more to leverage this global network.
- Building a high growth start-up is challenging and it's important to have a supportive and collaborative entrepreneurial ecosystem on the journey.

# #SGWomen Global Campaign

Our global #SGWomen campaign in May proved a huge success.

Over 70 Startup Grind Chapters hosted female entrepreneurs or Executives in the month of May.

In Scotland, we hosted 4 events. Edinburgh saw us hosting 2 of the 4 events. The first with Heidi Roizen (DFJ Ventures)  and Kim Polese (ClearStreet) and the second with Jo Macsween (Macsween of Edinburgh).

In Glasgow we hosted Fiona Godsman (Scottish Institute for Enterprise) and in Aberdeen we hosted Dr. Deborah O'Neil (NovaBiotics).

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# Collaborating with the wider Scottish Entrepreneurial Ecosystem

An area we were particularly proud of in 2015, was our collaboration and support of initiatives within the wider Scottish entrepreneurial ecosystem.

These included:

SCOTLAND CAN DO – IT'S TIME TO MAKE HISTORY

In February, Phin Mpofu attended the Scotland Can Do event in Glasgow.

EIE – ENGAGE INVEST EXPLOIT

In May, Startup Grind Scotland hosted a table with some of our past guest speakers for the EIE dinner.

INFORMATICS VENTURES | eclub edinburgh | Entrepreneurial Scotland...

In May, Startup Grind Edinburgh in collaboration with Informatics Ventures, eClub and Entrepreneurial Scotland co-hosted a fireside chat with Heidi Roizen and Kim Polese.

SCOTLAND CAN DO SCALE

In August, in addition to Lisa Thomson's role as interim Project Manager on the Scotland CAN DO SCALE programme, Startup Grind Scotland exhibited as well.

VENTUREFEST

In September, Lisa Thomson participated in the Innovation Panel for her consultancy Purpose HR. Startup Grind Scotland promoted the event to our community.

PITCH@PALACE ON TOUR

In September, Phin Mpofu and Lisa Thomson attended 'Pitch@Palace on Tour', on the kind invitation of Informatics Ventures.

**#Collaboration February, May, August, September 2015**

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# Commentary from our Entrepreneur Partners

edenscott

HM Harper Macleod LLP

Scott-Moncrieff
business advisers and accountants

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# Commentary from our Recruitment Sector Entrepreneur Partner

Scotland has a long history of Innovation and Invention. Recent years have seen a celebration of this entrepreneurial mind-set and the development of a strong ecosystem to support it. Accelerators and incubators such as Codebase, Entrepreneurial Spark and BioCity have encouraged like-minded individuals to cluster together creating a positive 'can do' belief, allowing them to learn from each other's experiences and share in one and other's success.

Growing companies invariably need investment. However, capital and talent are intrinsically linked - It is almost impossible to attract one without the other.

Eden Scott is an Independent recruitment business with offices in Edinburgh, Glasgow and Aberdeen. We cover key Scottish markets, including high growth sectors such as digital, life sciences and technology and have an extensive footprint in the start-up and SME space in Scotland.

TalentSpark is a fresh initiative to provide an ecosystem and innovative recruitment solution for the burgeoning Scottish entrepreneurial sector. Bringing together the best start up events, allowing inspirational entrepreneurs to share their experiences and creating employer profiles to attract candidates to exciting innovative companies, TalentSpark brings together the best of the Scottish start-up scene into one location. It is a community platform to enable growing businesses to widen their commercial capacity and aid them in attracting further investment through talent.

The market for skills – particularly in software development – has never been keener. Companies have to work hard to develop an attractive employer brand to compete. In providing a 'different front door' into Eden Scott, TalentSpark allows fledgling companies an opportunity to engage with our dedicated recruitment specialists who are able to provide exceptional industry and commercial expertise; delivering insight into the market; salary levels and availability of talent. We can assist young companies in refining roles and job descriptions, allow them to advertise roles free of charge or provide a bespoke recruitment solution.

Through strategic partnerships TalentSpark is providing a mechanism for young companies to be connected with enablers. Start Up Grind is one such affiliation, allowing aspiring entrepreneurs and developing businesses an opportunity to learn the lessons of those already on the growth trajectory. We see that this sharing of knowledge is essential in encouraging start-ups to scale.

**Jane Kennedy**
Business Development Manager | Eden Scott

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HM Harper Macleod LLP

# Commentary from our Legal Sector Entrepreneur Partner

Over the past five years we've witnessed a monumental step forward in Scotland's entire entrepreneurial ecosystem. The fact that our goal is now to create more Scottish-based 'Unicorns' is testament to how the shackles have been thrown off and people accept no limits on their potential.

So what has changed, and what's to come?

Scotland needed an environment in which start-ups could flourish. In 2015 we believe we reached that stage, and are now ready to move things to the next level.

As a law firm, we now see young companies better prepared for the diligence and legal requirements their business will face. It has been great to be a part of this evolution, working with enthusiastic and innovative companies and inspirational organisations such as Startup Grind, Entrepreneurial Spark, Scottish EDGE and many more.

**Education, education, education**

It's been a steep learning curve but Scotland is now a great place to launch a business and those with potential can access much more help than was ever the case.

From a legal perspective, it's clear that we now have:

- ✓ An informed entrepreneurial ecosystem
- ✓ Businesses much better prepared so deals can be done quickly – they have done their own due diligence, they understand the importance of intellectual property etc
- ✓ Increasing deal values and investor interest

In effect, we are now seeing the move to scale, and this is what we see as the main story of 2016. Over the next 12 months we expect to see more large scale success stories, with the tech sector leading the way.

- ✓ Move from pure start-up to scaling and high growth
- ✓ More high-value deals, particularly in the tech sector
- ✓ The return of corporate investors in this market
- ✓ Some companies are now realistically looking at flotation as a form of exit

**Paula Skinner**
Partner | Harper Macleod LLP

# Commentary from our Accounting & Professional Services Entrepreneur Partner

This is a great time for Scottish startups. We are blessed with one of the most active and mature angel investment networks in the world. Our angels are not only active investors, but have lobbied for and established innovative co-investment funds, support networks and partnerships that ensure our startups have access to funding, but also to valuable training and support. We have one of the most active, collaborative and supportive markets in Europe, if not the world - other nations are looking on in envy.

I think 2016 will continue to see our angels play an active role in supporting our startups. I'm really excited about new syndicates such as Apollo Informal Investment. Apollo has launched with a sole focus on very early stage Scottish startups, taking advantage of the seed enterprise investment tax relief. Gatekeeper, Michiel Smith, is actively looking for new start up opportunities worthy of investment and is well worth contacting.

I'm also really excited by initiatives such as CodeClan, the UK's first digital skills academy, based in Edinburgh. Our tech and digital sectors are booming, and CodeClan's aspiration to create the much-needed resource in terms of market-leading software developers and engineers puts our Scottish digital start ups in a very strong position.

But we must stay focused. With volumes of investment propositions on the up, our angel investors need us to get straight to the point – startups need to grab their attention. Dozens of pages of technical jargon and detailed sales projections aren't going to cut the mustard, and worse, might just lose them completely. A concise, punchy summary of the product, the market, the screaming market need and the management team is what's needed.

At Scott-Moncrieff we really understand startup invested companies and really understand what investors need, how they want it presented, and how to get the deal done. We're always keen to meet to hear about your startup plans, and to talk about how we can help.

**Gareth Magee**
Partner | Scott-Moncrieff

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# Thank you ...

We'd like to take this opportunity to thank all our past guest speakers for giving their time so generously to share their knowledge and entrepreneurial journey.

Thank you to all our Entrepreneur Partners for their past and continued support.

Thank you to every single person who attended a Startup Grind Scotland event.
May you continue to be inspired, educated and connected.

# Our Values

**Give first**
don't take

**Make friends**
not contacts

**Help others**
before yourself

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