

Mentor Led Session – Growth plans



Scottish Enterprise

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Green Heat Accelerator

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26th January 2023

Purpose of today



- To use market foresighting (5 years +) to start thinking in concrete terms about future growth plans:
 - Interactive session with mentor input
 - Peer to peer discussion and knowledge sharing
 - Get you thinking about options...

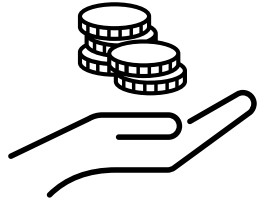


What will the green heat market look like in 5 years?

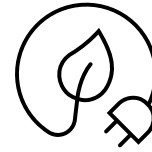


- Scottish Government to introduce (within 2 years) new minimum environmental design standards for all new build housing to meet a Scottish equivalent to the Passivhaus standard.
- Renfrewshire Council have stipulated an ambitious low carbon standard (the AECB Retrofit Standard) for a large social housing retrofit programme.
- UK Government has a target of 600,000 installations per year by 2028. (Source: Energy Systems Catapult)
- Net Zero Review (2023)
 - No new homes with gas boilers from 2025.
 - All homes sold should be EPC C by 2033.
 - Low carbon jobs to more than double this decade to 880,000 in UK.
- **WHAT ELSE?**

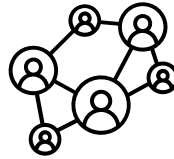
So what will this mean for....



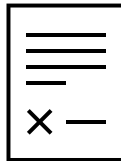
Size of the market?
Scotland/UK/Other



Product/technology
mix?



Key Influencers?



Commercial
Arrangements?



Types of businesses
in the supply chain?



Winners/Losers?

A woman with short grey hair and glasses, wearing a dark blue blazer over a white collared shirt, stands with her arms crossed. She is looking upwards and to the right with a thoughtful expression. The background is a blurred, dark-toned interior space with a grid-like structure, possibly a window or a wall panel. The overall lighting is dim, creating a professional and contemplative atmosphere.

What is the vision for your
business?

No right or wrong

- Small and specialist/local versus national
- Large and specialist/national versus international
- Large, diversified and international
- Part of a larger business/local → international



No right or wrong – different constraints



- Small and specialist/local versus national
- Large and specialist/national versus international
- Large, diversified and international
- Part of a larger business/local → international



What does this mean for your growth plans?

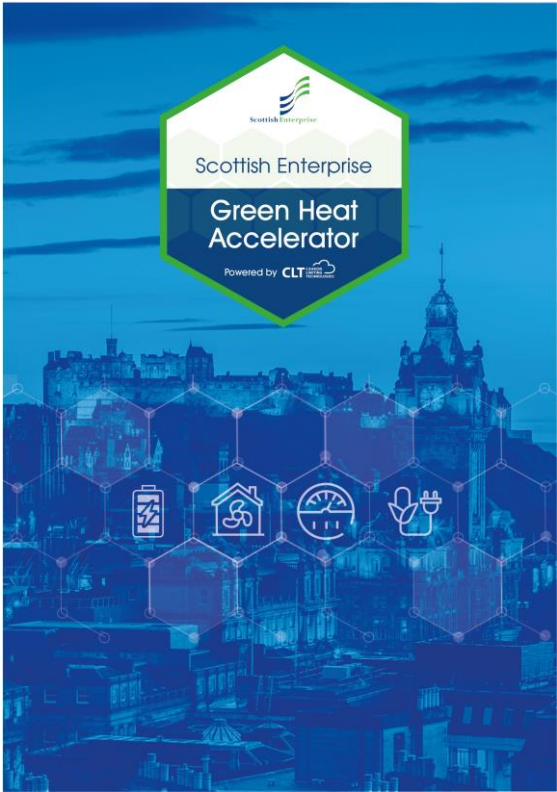


Need to build a solid platform for growth in **next 12-24 months**. Think about:

- Revenue targets
- Target clients
- Routes to market/partnerships
- Organisational development
- Recruitment
- Funding
- **Risks?**
- What else?



Your Growth Plan



Wrap Up



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