



EXPRESSION OF INTEREST FORM

Introduction

Sharing in Growth (SiG) was created as an ambitious approach to raising the competitiveness of the UK aerospace supply chain, to win a larger share of the global market. The programme operates across the UK and has succeeded in attracting over £5 billion in new business for the 65 companies that have taken part and there is a clear pattern that business growth, capital investment and net worth have increased beyond their peers in the wider supply chain.

Sharing in Growth (SiG) is pleased to be working with the Offshore Wind Growth Partnership (OWGP) to develop a multi-year programme to improve the competitiveness of the UK offshore wind industry supply chain. This form is to express interest to join a £1.5m pilot which will deliver the first phase of intervention of c. 9 months each to circa 8 UK offshore wind supply chain companies.

The programme is aimed at UK facilities that manufacture, service or support the Offshore Wind Sector, with ambition to grow and compete as mid cap companies.

Reference

Extract Date

Internal descriptor

section A – Applicant Information

1. Name of Primary Contact

2. Company/Organisation

3. UK Company Registration Number

4. Address

5. E-mail

6. Please provide a brief explanation of your company ownership structure and % share and your Board structure – NED's etc

7. Number of employees – total and direct / indirect split

8. Your principal customers and their share of your sales and number of years as a customer.

How many years have you been supplying the offshore market?

section B – Project Overview

9. Rationale - Summarise why you need OWGP funding to carry out the programme.
(1200 characters max)

section C – Eligibility

10. Location – One of the aims of the Offshore Wind Growth Partnership in-line with the UK Offshore Wind Sector deal is to create jobs in the UK.

- i. What is the address of the principal beneficiary of the programme, if different from above?

11. Offshore Wind sector – the aim of the programme is to create UK jobs for the offshore wind .

- i. What proportion of your business is into the offshore wind sector and by how much is this expected to change in the next 5 years?

section C – Eligibility *(continued)*

12. Commitment – Your development will be unsuccessful without your full commitment to this intensive supplier development programme, including: sharing data; working collaboratively; fully committing resources; fully committing to implementing change, etc.

- i. How would you integrate this programme into your daily operation and current business plans?

- ii. Please highlight any issues you foresee in committing resources and allowing access to your operation.

section C – Eligibility *(continued)*

13. Competitiveness – In order for the programme to be successful you will need to compete globally. Therefore beneficiary suppliers will need to show how becoming more competitive could generate growth opportunities.

- i. Please highlight the three key things that are critical to your accelerated growth, that are within your control, quantified wherever possible, eg cost competitiveness, quality performance, capacity constrained, ageing workforce, insufficient innovation or ownership in the workforce, low quotation yield, too much working capital, etc. (1200 characters max)

- ii. In addition to improving operational competitiveness, would this growth be dependent upon any other investments, eg Capital or R&D, and if so, how much (£M)? Note that this scheme does not provide access to funds for capital or R&D.

14. Commodity – the programme is targeted at high value manufacturing for the Offshore Wind sector.

- i. What commodities/product groups do you make/service and what are the main services, operations or maintenance provided or the main manufacturing processes used?

section D – Financial Health

15. Could you please complete the tables below with your actual and forecast financial data and a split of your latest turnover by market and product groups indicating the percentage of your latest turnover which is exported. Could you also supply any management accounts or cashflow forecasts which will assist us to assess your financial health and support your application.

	FILED ACCOUNTS					NOTES
	N MINUS 4	N MINUS 3	N MINUS 2	N MINUS 1	LATEST (N)	
ACCOUNTS DATE						
MONTHS IN PERIOD						
TURNOVER £M						
OPERATING PROFIT £M						
HEADCOUNT						
CAPEX SPEND IN YEAR £M						

	FORECAST					NOTES
	N PLUS 1	N PLUS 2	N PLUS 3	N PLUS 4	N PLUS 5	
ACCOUNTS DATE						
MONTHS IN PERIOD						
TURNOVER £M						
OPERATING PROFIT £M						
HEADCOUNT						
CAPEX SPEND IN YEAR £M						

(LATEST (N) denotes the accounts for the last FULL financial year, N PLUS 1 will be the current financial year)

TURNOVER BY PRODUCT GROUP				
NUMBER	PRODUCT GROUPS	£M	%GE	
1				
2				
3				
4				
5				
6	OTHER			
TOTAL TURNOVER				

TURNOVER BY MARKET				
NUMBER	MARKET	£M	%GE	
1				
2				
3				
4				
5				
6	OTHER			
TOTAL TURNOVER				
PERCENTAGE OF TOTAL TURNOVER EXPORTED				