# ANNUAL REPORT

### 2024/25



ENGINEERS IN BUSINESS FELLOWSHIP



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# REVIEW OF THE YEAR

Future Growth, Progress and Diversity



Finalists of the Engineers in Business Champion of Champions Competition in November 2024



2024 has been a year of innovation and forward-thinking change

# PRESIDENT'S REVIEW OF 2024/25

#### EXPANSION OF THE MBA SCHOLARSHIP PROGRAMME

This past year, Engineers in Business Fellowship (EIBF) was asked by our patron, Lord Sainsbury of Turville, to establish a new MBA scholarship programme for science graduates. In October 2024 we announced the offering of MBA scholarships of £50,000 for UK scientists, funded by Lord Sainsbury's Gatsby Charitable Foundation. The Sainsbury Science Management Fellows Scholarship Programme is aimed at high-flying young scientists and aspires to reproduce the many successes of the Engineering SMF programme from the last 38 years.

Six leading UK business schools were chosen to participate in the Science Management Fellows Scholarship programme: Saïd Business School at the University of Oxford, Cambridge Judge Business School, Imperial College Business School, Warwick Business School, Alliance Manchester Business School and Cranfield School of Management. All of these schools are supported by their own vibrant scientific community and are centres of excellence for UK scientific research.

The list of approved business schools for engineering scholarship candidates has now also been expanded to include these leading UK schools: Oxford, Cambridge, Manchester, Warwick and Cranfield, in addition to Imperial College London.

#### **IMPLEMENTING CHANGE**

The National Physical Laboratory (NPL) was selected to be our partner in administering the new science scholarship and is working in tandem with us, just as the Royal Academy of Engineering has been working with EIBF to manage the scholarships for engineers.

In October 2024 we became open to applications from both scientists and engineers who had not yet secured a confirmed place at an approved business school. This new approach allows candidates to secure conditional SMF scholarships before finalising their business school places, thereby providing confidence that they will have the finances necessary to proceed. Early indicators suggest this change has broadened our reach to a more diverse range of engineering talent.

This approach also gives us the opportunity to offer mentoring and MBA application support for those who wish to enter a top school, increasing our engagement with future SMFs. Given that this will increase the number of applicants, we now also require that a GMAT must be taken before applying for the scholarship, to demonstrate commitment to undertaking an MBA.

A new comprehensive EIBF website was launched in January 2025 to publicise the new science scholarship combined with information about all EIBF activities.



#### CHAMPIONING BUSINESS SKILLS TO YOUNG ENGINEERS AND SCIENTISTS

Sponsoring business competitions at universities has been an effective way for us to engage with young engineering students and engineers over the past 11 years. We have now expanded our remit to include students who are studying for science degrees. We work with leading universities and colleges, leveraging existing competitions or elective modules, and existing arrangements within higher and further educational institutions, such as those between engineering departments and affiliated business schools. The competitions encourage young engineers and scientists to get involved in business innovation and develop a passion for entrepreneurship at an early stage.

Our programme expanded this year in both size and engagement. This year we offered funding to competitions



The winners of the Engineers in Business Champions Competition 2024

involving science students. We added four new universities, which brings our total to 50 partner universities and several universities now run two competitions. Participation by engineering students in business competitions increased by 17% over last year, with 4,870 students taking part. More than half a million students, graduates and postgraduates received EIBF messages - an uplift of 66% over the previous year. For more information on our university partner competitions and their winners, see pages 14–24.

As well as receiving cash prizes, and possibly being far more valuable, the winning team members from our university partners are also offered ongoing guidance and support from SMF mentors. Accordingly, we held a Champion of Champions Coaching Day on 7 November 2024 for the ten finalist teams which participated in the Champions Final the next day. To read more about our Champions' Coaching Day, see page 25.

The Engineers in Business Champion of Champions Final gives us the chance to design and run our own competition and this was held on 8 November 2024 with 22 universities sending 34 impressive entries. There were two competition categories: 'Big Ideas', providing an opportunity for participants to express their vision and personal potential through a combination of technology and business, and the more traditional category of 'Start Ups'. The event was held at the Royal Academy of Engineering in London and over 200 university partners, friends and family attended the competition or watched online. Ten finalist university teams, comprising engineering graduates and postgraduates, pitched their business innovations in the hope of winning a share of the £16,500 prize fund. Publicity before and after the event reached a cumulative audience of over 28 million. This included students considering engineering as a course of study, those already studying engineering and also working engineers, some of whom may be future candidates for Sainsbury Management Fellows' Scholarships.

Our partnership with the Royal Academy of Engineering allows us to interact with the brightest and best young engineers. In addition to mentoring entrepreneurial engineers in the RAEng's Enterprise Hub, EIBF participated in three further extremely exciting and innovative initiatives: The Royal Academy of Engineering & National Academies of Technology France (NATF) Exchange Conference is funded by the UK government's International Science Partnership Fund and aspires to 'help the UK and its partners deliver bigger, better science than one country can do alone'. In January 2025, SMF Fang Fang participated in the NATF x RAEng UK delegation on electrical network stability and flexibility. During the exchange visit whilst in Paris, she engaged with both the UK and French delegations, fostering relationships to support the decarbonisation of the electricity grid. Fang Fang also arranged a private meeting with RTE's modelling team to enhance UK-France knowledge exchange.

The Schott Scale Up Accelerator is a twelve-month programme that develops, nurtures and strengthens the leadership capabilities of senior decision-makers in high-growth engineering and tech SMEs to scale their business to the next level. SMF Henning von Spreckelsen FREng joined the Schott Steering group/board in January 2025 and helped to interview candidates in February 2025.

Henning von Spreckelsen FREng also supported the RAEng by mentoring Ms Beren Kayali, a Royal Academy of Engineering Enterprise Fellow.

#### Engineering Leaders' Scholarship (ELS) Scheme provides

support for undergraduates in UK Higher Education Institutions, who display the potential to become leaders and innovators in engineering. SMFs Sam Cockerill and Mike Astell reviewed the applications for the ELS scheme in January 2025 and interviewed the chosen applicants in March 2025.

We wish to thank these SMFs for their involvement and continued support.

#### ENCOURAGING MEMBER ENGAGEMENT

**April 2024:** Kieran Chandler was a member of the judging panel at the University of Bath's awards evening and gave a talk about his career and work as a mentor.

May 2024: Andrea Buttle, Alastair Light, Hersh Shah and Henning von Spreckelsen FREng participated in the interview panels to select new SMFs.

Sainsbury Management Fellows were among 120 attendees at the EIBF Annual Dinner on 9 May 2024 in London. Guests included leaders in engineering and business, our university partners and EIBF Competition sponsors.



SMFs Lynda Nwike, Shrilekha Appicharla, Lord Sainsbury of Turville, SMFs Bhavinjit Ubhi-Hull, Mojgan Maramba and Imoni Akpofure at the EIBF Annual Dinner in May 2024

June 2024: Andrew de Rozairo represented EIBF at Imperial College London's WE Innovate Grand Final and presented the Engineers in Business prize.

Jayshan Ratnakumar attended the Flare Ignite Competition at the University of Hertfordshire.

Rob Perkins attended the University of Bristol's enterprise awards evening and presented the Engineers in Business prizes. I was delighted to present the prizes at the University of Nottingham's Ingenuity Competition.

The Energy and Sustainable Development Group, chaired by Tim Lowe, convened online and, following an overview of the Energy Industry by Tom Delay, presentations were given by Sam Cockerill, Mark Futyan and Chris Ambler.

September 2024: The Energy and Sustainable Development Group, chaired by Tim Lowe, convened online and informative presentations were given by Nikhil Sachdeva, JD Dunbar and David Parkin.

November 2024: William Burton, Andrew de Rozairo, George Fowkes and Mike Gansser-Potts joined me at the Royal Academy of Engineering for the Champion of Champions Coaching Day for the ten finalists of our Champions' Competition. The following day, at the Champion of Champions Grand Final, Chris Martin was head judge, supported by fellow judges Simon Barnes and Jo Hallas.

A quorum of SMFs attended the virtual EIBF Annual General Meeting.

Abhi Morey, Fang Fang and Davina Patel participated in the interview panels to select new SMFs.

**December 2024:** The SMF Christmas Curry Networking Event was held in London and 22 SMFs attended.

**February 2025:** Mojgan Maramba participated as a judge for Kingston University's Bright Ideas Competition.

Throughout the year, many SMFs volunteered to be mentors to EIBF business competition winners and several others agreed to be case studies. We wish to thank all those SMFs who participated in events, those who volunteered to assist at EIBF business competitions and the many who are now mentoring young engineers and students.

March 2025: The Energy and Sustainable Development Group chaired by Tim Lowe convened online and discussed several topical issues.



#### **SECURING THE FUTURE**

We are grateful to Sainsbury Management Fellows for donating nearly £102,000 in FY2023/2024. With interest, Gift Aid and subsequent matching, £209,000 was added to the Scholarship Fund. I am pleased to report that donations for this year's Step Challenge are still coming in! All donations from Sainsbury Management Fellows are used directly to fund SMF scholarships (unless the donor has made a specific alternative request, such as supporting the university competition scheme).

Our primary fundraising activity is The SMF Step Challenge, where all SMFs are asked to step up and contribute to SMF scholarships. This past year, we hoped to raise  $\pounds200,000$  during a "Giving Week", 16-22 March 2025, to fund three MBA scholarships. At the time of writing, with donations still coming in, we haven't yet reached our target. However, in terms of participation, we have surpassed last year's efforts, with a cadre of 19 SMFs contacting SMF colleagues.

Creating a culture of giving is essential to ensure the continuity of the SMF Scheme into the future. All new SMFs are required to make a monthly donation to SMF as soon as they have begun their jobs post MBA, in effect giving back to provide scholarships for others. We hope that all SMFs will be motivated to contribute double the amount of the current scholarship value over the course of their careers, estimated to be forty years. At present, this would be the sum of £100,000. We encourage all SMFs, whatever they may have already given, to aspire to this goal.

We are grateful for the work of our Engineers in Business Fellowship Trustees, without whom our success would not be possible. I hugely value the support, the challenges and the innovative ideas that our Trustees bring. I would like to say a big thank you to all of them for their commitment.

Our partnerships with the Royal Academy of Engineering and, most recently, the National Physical Laboratory have been instrumental in the success of our mission to empower engineers and scientists to become leaders in UK industry. Finally, I would like to thank our Patron, Lord Sainsbury of Turville, for his continued support of the Sainsbury Management Fellows and the Gatsby Trustees for their counsel.

**David Falzani MBE** *President* 

# THE BUSINESS OF THE FELLOWSHIP

Engineers in Business Fellowship (EIBF) is a registered charity that promotes the importance and value of business education for engineers and scientists to improve the performance of the UK economy.

EIBF empowers engineers and scientists to become leaders in UK industry, helps them achieve their full potential and attain career goals, and inspires a passion for business innovation amongst undergraduate engineers. It does this through:

- Sainsbury Management Fellows MBA scholarships up to £800,000 awarded each year
- Fundraising campaign to sustain the scholarship scheme and help more engineers gain an MBA
- Career and entrepreneur mentoring
- Business competitions aimed at engineering students and recent graduates

Engineers in Business Fellowship is guided by the vision formulated by its patron, Lord Sainsbury of Turville, of a high calibre cadre of engineers and scientists with an international business education who occupy leadership positions in British industrial companies and who serve as examples to engineering students and young engineers.

#### **MEMBERSHIP**

Members of Engineers in Business Fellowship have each received a Sainsbury Management Fellowship Award, which

helped them study for an MBA at a leading international business school. The awards began in 1987 and are administered by the Royal Academy of Engineering and are funded by the Gatsby Charitable Foundation.

#### **BUSINESS PLAN**

The Fellowship's activities are collated in the business plan. This includes a fundraising campaign which began in FY2014.

#### TRUSTEES

The Fellowship is governed by the Board of Trustees which meets quarterly. Officers and members receive no financial remuneration from the Fellowship.

#### **DISCLOSURE OF DIRECTORSHIPS**

Several members of the Executive Committee and Board of Trustees hold directorships of British and foreign corporations, a list of which is available from the Director of Communications. None of the directorships are with companies which do business with EIBF.





**President:** David Falzani MBE BEng MTech MBA CEng FIMechE



Imoni Akpofure BEng MSc MBA CEng



Secretary/Director of Communications: Cathleen Breeze BA MBA



Mike Astell BEng MBA CEng FIMechE



**Treasurer:** Mope Ogunsulire BSc MSc MBA



Simon Barnes MA MBA PhD



Henning von Spreckelsen MEng MBA CEng MIET FREng



Nigel Thomas BSc MIoD

President David Falzani MBE and Cathy Breeze work with Dr Richard Burguete, Postgraduate Institute Director at NPL. There are plans to create a Steering Committee of SMFs and NPL staff and Fellows in the near future.

#### **SOURCES OF INCOME**

Although funded to some extent by subscriptions from its members, the Fellowship has received most of its funding from The Gatsby Charitable Foundation. Gifts from members which have been received this year as part of the fundraising campaign have been used to fund future Sainsbury Management Fellowship Awards.

EIBF received no grants or awards from public bodies during the year.

#### **Cathleen Breeze**

Secretary



Simon Bonini MEng MBA CEng FIChemE



Hersh Shah MEng MBA CF

#### PARTNERSHIP WITH THE ROYAL ACADEMY OF ENGINEERING

For the Sainsbury Engineering Management Fellowship Programme, EIBF liaises with the Royal Academy of Engineering via a Steering Committee chaired by SMF Henning von Spreckelsen FREng. Other members include Fellows of the Royal Academy of Engineering: Dr Rajapillai Ahilan, Dr Cathy McClay OBE, Mr Chris Hamlin, Ms Liane Smith, Professor Dick Whittington and Mr Eric Yeatman; RAEng Visiting Professors: Dr Adrienne Houston and Mrs Anusha Shah and RAEng staff members: Dr Rhys Morgan, Ms Lynda Mann and Ms Lauren Pattle. Representing EIBF are SMFs Mike Astell, David Falzani MBE, Chair Henning von Spreckelsen FREng and Cathy Breeze. Strategy and management of the award scheme and links with other RAEng programmes together with the activities of Engineers in Business Fellowship are reviewed on a regular basis.

#### PARTNERSHIP WITH THE NATIONAL PHYSICAL LABORATORY

For the Sainsbury Science Management Fellowship Programme, EIBF liaises with the National Physical Laboratory.

# SMF AWARD WINNERS

#### Haamid Adam MSc, BEng Hons, University of Birmingham

Haamid started his MBA at MIT Sloan School of Management with vast international experience, primarily in East Asia, developing some of the region's first offshore wind farms across Taiwan, Japan, and, most recently, South Korea. He began his career at Siemens Gamesa Renewable Energy in 2019 in a graduate program, which he transitioned from early to take on international assignments. Through his role on the Renewable Power Committee at the Institution of Mechanical Engineers, he has contributed to consultations on renewable energy development with the British government. Driven by a mission to decarbonise the planet, Haamid is passionate about advancing the next generation of energy solutions.



#### Neel Gunturi MEng Hons, University of Southampton

Prior to starting his MBA at INSEAD, Neel's professional experience had spanned product lifecycle and performance. With a background in engineering, manufacturing and operations excellence, his professional experience has primarily been in consulting. Neel delivered predictive digital twins to guide strategic decision-making in the energy industry while at Royal HaskoningDHV, before moving to a product strategy role at Accenture. His most recent job was as a commercial strategist at Accenture's Dock Innovation Hub, bringing innovative technology solutions to market in life sciences, transport and healthcare.

#### Yejin Lee CEng MEng, University of Leeds

Yejin is a Chartered Civil Engineer who specialises in building structures. Prior to starting her MBA at INSEAD, Yejin's professional experience was primarily in the industrial and infrastructure building sector with Systra Ltd. She began her career as a Structural Engineer designing energy from waste plants, and progressed to Design Manager overseeing engineering consultancies and subcontractors. Her most recent job was managing the pre-construction stage design of the HS2 major hub – Old Oak Common station.



Simran is a Chemical Engineer, industry 4.0 consultant, and climate intrapreneur driving the net zero transition across hard-to-abate sectors. Since graduating, she has worked in designing bioreactors for cultured meat, reducing waste at the Cadbury chocolate factory, and digitising COVID-19 vaccine manufacturing. Simran has led circular economy innovation for Deloitte UK, building green ventures with startups, industry and academia. Innovating across R&D, manufacturing and consulting has enabled her to see the extent to which UK engineering and business are entwined in scaling climate tech. Simran is studying for her MBA at Stanford's Graduate School of Business – with a focus on advancing CleanTech solutions through academic spinouts.







#### **Billy Parr** MEng Hons, University of Exeter

Following his engineering degree, Billy joined the defence and aerospace manufacturer, Rolls-Royce, on their leadership development scheme. Over eight years, Billy has held roles within operations and supply chain management, culminating in leading one of Rolls-Royce's flagship defence programmes; producing engines for the A400M Atlas transport aircraft. This role saw Billy work with partners as part of a European consortium, sparking an interest in international business operations. Billy is undertaking his MBA at INSEAD, as he looks forward to broadening perspectives and learning from other industries and cultures.

#### **Tom Pickering** CEng MEng Hons, University of Manchester

Tom is a Manufacturing Engineer, and first advanced his core technical skills at Rolls-Royce in the aerospace and nuclear sectors, specialising in new product introduction. Tom then joined a medical device consultancy where he developed a manufacturing line for a neurosurgery injector. In the past two years, Tom has worked at McKinsey on fast-paced factory transformations across oil and gas, aerospace, medical and FMCG, working in collaboration with clients, to improve factory efficiency.

#### Mayowa Ubebe MEng Hons, Imperial College London

Mayowa has broad professional experience in the energy industry. She began her career as a wireline field engineer in Schlumberger in locations such as the North Sea and Balikpapan, Indonesia. She then joined ExxonMobil as a project controls engineer working on multi-million-dollar offshore infrastructure projects. Subsequently Mayowa broadened her experience by working at McKinsey & Company as a management consultant, Orsted as a senior business manager for offshore wind farms and IFM Investors as an asset management VP looking after the portfolio of energy and infrastructure assets. Mayowa will start her MBA at MIT Sloan School of Management in 2026.

#### **Thomas Verity** MEng Hons, University of Nottingham

Prior to commencing his MBA at IESE Business School, Tom had diverse experience working across the energy, technology and sport sectors, consistently focusing on a technology-first approach to decarbonisation. Following the study of Chemical Engineering, Tom focused on front-end technology strategy and development through a wide variety of technology ventures with Liberty Global. Applying this know-how and realising the opportunity to use the platform of sport to affect global change, most recently Tom has worked at the intersection of sport, engineering and innovation driving the decarbonisation of the wider marine industry in his role at SailGP.











# MEMBERS' HIGHLIGHTS

### **BY GRADUATION YEAR**

#### 2024

**David Macdonald (Imperial)** is now a Strategic Business Analyst at National Energy System Operator.

**Hassan Nasir (INSEAD)** was recently appointed Global Strategist at Samsung in Seoul, South Korea.

**Utsav Oza (INSEAD)** has been selected as an INSEAD Arrow Scholar. He recently worked with Gerdau Steel, the world's largest biochar producer in Brazil on their decarbonisation plan. This opportunity aligned with his startup venture which focusses on seaweed-based biochar.

**Enrico Tranchina (Imperial)** is now a Senior Associate, Energy Practice at Boston Consulting Group.

#### 2023

**Shrilekha Appicharla (INSEAD)** recently started a new role as an Associate at McKinsey & Company

**Alessio Piscopo (IESE)** is now a Senior Consultant at Roland Berger based in Holland.

#### 2021

**Niharika Bhargava (Harvard)** began a new position as Manager, Commercial Products at Waabi, an AI company building the next generation of self-driving technology.

**Ahmad Khattab (Imperial)** recently joined Revolut as a Senior Production Manager.

**Dolapo Koku (INSEAD)** is now Senior Strategic Account Manager for StartUps & TMT at Amazon.

**Lukas Lukoschek (Harvard)** is now Director of Development for Solar Landscape, based in the USA. Lukas also co-founded Kabisa, East Africa's largest dealer and charging network for EV vehicles.

#### 2020

Jonathon Simister (LBS) is now Account Executive at Samsara, a pioneer of the Connected Operations<sup>™</sup> Cloud. This platform enables organizations that depend on physical operations to harness Internet of Things (IoT) data to develop insights and improve their operations.

#### 2017

**Samarth Sharma (INSEAD)** was recently promoted to Director of EMEA AppDev, Google Customer Solutions.

#### 2016

**Will Jones (INSEAD)** is now an independent consultant based in Dubai.

#### 2014

**Russ MacMillan (INSEAD)** has been appointed as the Chief Executive Officer at Houses of Parliament Restoration & Renewal. Russ will lead the team of architects, engineers, project managers and specialist contractors to shape the future direction of the restoration work for the Houses of Parliament.

#### 2013

**Fang Fang (LBS)** is now Senior Manager, Energy Futures at SSEN Transmission based in Perth, Scotland.

#### 2009

John Callaghan (IMD) has completed his PhD in management at Imperial College Business School and started a postdoctoral role at Cambridge Judge Business School. His current research is about social entrepreneurship and he is continuing to teach about energy policy.

#### 2008

**Shaun Kenny (IESE)** is now Business Manager at INEOS FPS Limited based in Aberdeen.

**Kyle Henderson (INSEAD)** has been working as General Manager, Avionics for Honeywell, based in Arizona.

#### 2007

**Mojgan Maramba (INSEAD)** has just accepted a position as Project Lead in the Project Management Office of NPL

#### 2006

**Andrew Hogwood (INSEAD)** is now Chief of Staff at Smart Currency Exchange.

#### 2003

**Leila Hoteit (INSEAD)** has been named one of the 100 Most Powerful Businesswomen of the Year by Forbes Middle East for the fifth time.

**Stuart Lochray (Harvard)** is now Executive Vice President, Business Development & Strategy at Fortis Inc. based in Canada.

#### 2002

**Stuart Wilcox (INSEAD)** has taken up a new role as an Executive Consultant at TSA Riley. Stuart will be focusing on utilising his commercial and transaction skills to assist clients with major infrastructure projects in the rail, energy, and water industries.

#### 2001

**Will Myles (IMD)** has recently started a new position as Senior Advisor at Norge Mineraler.

#### 1998

**Ruth Hooton (Erasmus)** is now the Company Technical Expert – Transformers for National Grid.

#### 1995

Andrew Jones (INSEAD) has been working as Vice President for SSA & Company Ssaandco.com, a US-based management consultancy with a strong heritage in operational improvement. Andrew is focused on operational transformation in financial services and real estate businesses.

#### 1992

Andrew de Rozairo (INSEAD) is now a Trustee of the Safari Simbaz Cycling Trust, which focusses on generating life-changing opportunities for young Kenyans through cycling.

**Anne Richards DBE (INSEAD)** will be taking the Leadership Council Chair in July 2025 of TheCityUK.

#### 1991

**Nick Laird (INSEAD)** is now CEO at Education Brands, an education technology vendor for Kindergarten through Tertiary education, primarily in the US and UK, with operations also in India and Philippines.

#### 1990

**Steve Swaffield (INSEAD)** was awarded the King Charles III Coronation Medal for services to Canada and the community.

# UNIVERSITY ENTERPRISE COMPETITIONS

For eleven years, EIBF has run competitions which challenge engineering and science students to create a unique product that meets a need in society and demonstrates the use of technical skills in the creative process. The aim is to encourage students to consider business courses as part of their education.



The total number of engineering and science students and graduates participating in EIBF funded university enterprise competitions increased by 17% to 4,870 this year. We also received many requests for SMFs to participate in judging university competition finals, as well as requests from prize winners for mentors.

Messaging about EIBF enterprise activities also rose by a huge 66% in the past year, reaching a record number of 558,213 students across our network of 50 active UK universities.

Media coverage of our 2024 Champion of Champions Competition reached a worldwide audience of 28.2 million,

16% INCREASE IN ACTIVE PARTNERS

166% INCREASE IN REACH OF OUR MESSAGE with more people taking part in live streaming and voting than ever before.

Five new universities – Plymouth, Aberdeen, Sheffield Hallam, Glasgow and Derby – joined the EIBF partner network this year, while the University of Lincoln and Canterbury Christ Church University returned with new competitions after temporarily stepping back. Several universities also added supplementary competitions, widening the reach into different engineering and science disciplines.

The following pages describe the diverse and exciting business ideas created by the winning university teams.



123% INCREASE IN ALL PARTICPANTS

#### **DE MONTFORT UNIVERSITY** Engineers in Business Hackathon

With a focus on sustainability, climate change and community, the De Montfort University Hackathon tackled the issue of temperature rises in high-rise buildings. Students had a week to identify and work on a solution for temperature monitoring and solutions to combat the issues and create community buy in.

First place and a prize of £1,600 went to the Earth Avengers team which found a solution incorporating automatic temperature reading technology. Their battery-powered devices with Wi-Fi capability continuously fed data into a database and allowed users to track information online.



DE MONTFORI

This year's Engineers in Business Hackathon participants

**66** Beyond the reward, the prize fund acts as a strategic investment, moulding the future engineers, leaders, and visionaries who are empowered to drive positive change through innovation and entrepreneurships. **79** Simon Baines, Enterprise and Entrepreneurship Manager, De Montfort University

#### KINGSTON UNIVERSITY Bright Ideas

Bright Ideas is Kingston University's annual competition designed to give students the opportunity to gain more confidence in developing and presenting business ideas. Open to any students of any faculty at any level, the competition allows students to attend innovation workshops, have an idea evaluated and win a prize as they start their entrepreneurial journey.

Two winners shared top prizes. The Alloy Armour team used cutting-edge technology to create alloy wheels resistant to harsh road conditions, while the Excelsior team designed an innovative system to create a new, greener solution for aircrafts during the taxi process.

**66** Bright Ideas is an essential part of our engineering courses. It helps students to understand the real need for innovation skills and an enterprising mindset in the engineering profession, and to develop the confidence and skills to contribute. **99** 

Amir Alani, Dean of Engineering, Computing & Environment and Pro-Vice Chancellor, Kingston University



Left to right: Dr Baljit Thatti, Head of Department of Chemical and Pharmaceutical Sciences, with winners from the Excelsior team Hesara Senanayake Mudiyanselage, Rhea Paresh and Cameron Solly

#### SWANSEA UNIVERSITY Invent for the Planet

Invent for the Planet is an innovation fostering 48-hour global collaborative competition, where students from almost 40 universities, including Swansea University, come together to tackle some of the biggest challenges facing our planet. The event is hosted by Texas A&M University with students addressing global needs topics, which this year focused on clean water in Papua New Guinea.

The Pure Flow team scooped the top prize this year for their prototype which uses the natural force of the country's rivers to pump water through their passive, non-electrical water filtration system 24/7.



Left to right: Oskar Augustin, Sean Calacug, Hywel Crawley, Professor Huw Summers (Chair in Nanotechnology to Health, Biomedical Engineering), Francesca Jarvis, Helen Griffiths (Pro-Vice Chancellor of Research and Innovation), Sanskar Aryal, Harry Griffiths and Dr Gavin Bunting (Professor and Pro-Vice Chancellor of Employability)

**11** Invent for the Planet is an incredible event as it allows students from across the Faculty of Science and Engineering to develop their innovation skills and make real-world applications utilising knowledge from their studies. The funding provided by Engineers in Business allows us to demonstrate the value of this competition by raising the profile of the event across our institution, as well as to prospective students.

Dr Caroline Coleman-Davies, Deputy Head for Academic Partnerships, Swansea University

#### UNIVERSITY OF DUNDEE Venture

Venture is Scotland's largest university funding competition for new business ideas. It is a three-stage competition for all University of Dundee students, staff and recent graduates split across different prize fund categories.

First place in the engineering category went to JBSB Studios, whose video game about the energy transition to net zero captured judges' imaginations. The team used the latest in game tech to build a fun and exciting world in partnership with companies developing energy solutions.

**66** The continued support from the EIBF is very much appreciated and has greatly helped to encourage students and graduates from our School of Science and Engineering come forward with their innovations. **99** 

Brian McNicoll, Head of Entrepreneurship, University of Dundee



Centre for Entrepreneurship University of Dundee

Swansea University

Prifysgol



Left to right: Prof Blair Grubb (Vice Principal) with students Steven Brison and John Bradley

#### IMPERIAL COLLEGE BUSINESS SCHOOL Entrepreneurship

Business School

Students at Imperial College Business School designed businesses based on gaps they saw in the market and issues relevant to their communities. Students were required to develop a pitch deck and film the pitch. They were also asked to test critical hypotheses of their business through a set of experiences that they detailed in a final business playbook.

One of the main prizes was awarded to the Light team, an AI-based web platform using machine learning to match PhD students with potential supervisors. The platform analyses academic CVs and preferences to provide a curated list of potential supervisors, addressing the inefficient and lengthy search process.

**66** The EIBF rewards students for their hard work in coming up with innovative ideas and offers them additional opportunities to further enhance their skills, networks, and resources to turn their ideas into businesses.

Tim Weiss, Entrepreneurship Module Leader, Imperial College Business School



Left to right: Entrepreneurship Module Leader Tim Weiss with winning students Naveesha Karunanayaka, Aarya Banthia, Reem Al-sayed and Arianna Mortini

#### UNIVERSITY OF BATH Bath Beyond Boundaries

The University of Bath's engineering challenge saw students take part in a series of workshops on enterprise, entrepreneurship and inclusive leadership before competing in teams to win a share of a  $\pounds2,950$  prize pot.

The top prize went to the FilTerra team for its development of a carbon-negative domestic water filter, offering a solution to the pervasive issue of microplastic pollution. FilTerra leverages biochar's unique properties, with its high specific surface area and microscopic pores, and is engineered to effectively trap microplastics in the range of 20-300  $\mu$ m.

**L** The Engineers in Business Prize Fund provided our program participants with 'the cherry on the cake.' It was a perfect conclusion to a transformative process and gave them an excellent example of what a real-life business competition is, with the monetary prize making it even more real for them. **JJ** 

Dr Despina Moschou, Senior Lecturer, University of Bath



Participants and judges at this year's Bath Beyond Boundaries competition

#### UNIVERSITY OF YORK Dragons' Den

The University of York's Business, Innovation and Enterprise Dragons' Den event was the culmination of 12 weeks of learning through lectures and practical workshop sessions, offered to students from any department and any academic level of study. The final business ideas presented were from a diverse group of students, with the interdisciplinarity nature of the groups bringing a real diversity of business ideas and ways to present their ideas to the competition.

First place went to FYPI for the team's Uber-for-Driving-Lessons innovation. FYPI is an app through which learner drivers can book driving lessons at any time, for any time. The app includes features including instructor ratings, reviews and traits which would help a user find the right instructor for them.





Left to right: Alice Ingram from RTC North, Susan Brandom from York and North Yorkshire Combined Authority, Iain Edwards from RTC North with students Samriddhi Singh, Shravani Braviskar and Sammy Hori

**66** The competition and value of the EIBF fund is huge for the students. They sign up for this course voluntarily and attend in their free time to learn about how to develop an innovative business idea. **99** Heather Niven, Lecturer, and Business, Innovation and Enterprise course lead, University of York

#### UNIVERSITY OF WARWICK Starting a Business



The Starting a Business event was the culmination of nine weeks of learning through lectures and practical workshop sessions, offered to University of Warwick engineering students. A diverse range of ideas was developed, ranging from fitness solutions to addressing the unsustainable use of RFID tags.

The FitBox team was awarded first place for their multipurpose box innovation containing gym equipment, including free weights and resistance bands, whilst also having the unique ability to be used for box jumps. The detachable lid also operates as a bench and when the box is dismantled fully, it acts as an exercise mat. This provides customers with a convenient way to exercise at home, containing the fundamentals for working-out required for both beginners and gym regulars.



Left to right: Students Ish Chhabra, Asha Kateli, Vicky Lam, Harry Williams, Reshmi Perayeravar and Miles Ratcliffe

**L** While EIBF prize money is a welcome and encouraging financial incentive, the value of the competition is much more in terms of an opportunity for our students to learn how to pitch to a panel of seasoned potential investors (including Sainsbury Management Fellows) and at the same time get detailed feedback on the potential of their business ideas. This mentoring is much more valuable than the actual prize money. **J** 

Ketan Goswami, Assistant Professor, Warwick Business School

#### ULSTER UNIVERSITY Recognising Engineering Excellence

Ulster University

This Ulster University competition was one of two it ran this year, allowing engineering students to showcase their thesis research endeavours. In addition to EIBF sponsorship, the competition is also supported by the Royal Academy of Engineering and Women in STEM.

Emily Buckley was awarded the top academic prize for her project to minimise blood stream infection by using new materials for implantable catheters. Emily addressed the infection risks associated with Central Venous Catheters by redesigning the needle-free connector to minimise contamination during handling, and by exploring proactive generation of antimicrobial substances to reduce infection rates.



Participants in this year's Recognising Engineering Excellence challenge

**LE** The EIBF brings considerable value to our competition by fostering a culture of innovation and entrepreneurship among our students. EIBF's support enables us to create an environment that encourages students to explore innovative ideas and solutions. By engaging in real-world problem-solving and entrepreneurial activities, students gain invaluable experience in translating their academic knowledge into practical applications. **J** 

Dr Amir F. Payam, Senior Lecturer, School of Engineering, Ulster University

#### UNIVERSITY OF THE HIGHLANDS AND ISLANDS Business Competition



The University of the Highlands and Islands' Business Competition is open to everyone over the age of 16 living within the Highlands and Islands region, including students at all 13 colleges and research centres within the University of the Highlands and Islands partnership.

Lily Charmichael won the EIBF prize for her idea to create workwear designed specifically for women, allowing them to work comfortably and more efficiently. Her innovation attempts to solve the issues of women working in a labour-intensive job, for hours at a time, whilst wearing clothing that was originally designed for men.

**L** The value of encouraging innovative engineers is significant and the Engineers in Business Fellowship prize for the UHI Business Competition is one such strong means of providing encouragement. **J** 

Iain King, Curriculum Leader, Construction and Engineering, University of the Highlands and Islands



UHI Curriculum Leader Iain King with winning student Lily Charmichael

#### LOUGHBOROUGH UNIVERSITY Net Zero Energy Design Challenge

Architects and engineers worked together in Loughborough University's challenge to create a 'net-zero' building located in Sao Paulo, Brazil. Teams worked together to determine building orientation, layout, materials, mechanical systems, and electrical systems that minimise energy consumption.

The NZBSE team created the smart climate-proof house: a net-zero energy building that also promotes comfort with acceptable indoor environmental quality. By using a combination of renewable energy sources, energy efficient technologies and sustainable design principles, the team's design constituted a paradigm of economically viable sustainable buildings. Its main features included high-performance fabric, Solar PV, free cooling and heating, heat recovery from high performance chillers, the electrification of energy, thermal mass, and energy efficient lighting and features.



🗄 📕 Loughborough

From left to right: Sahul Hameed Khan Sulthan Khan, Nivedh Madhusudanan Menon, Lincy Mol Joy, Faculty advisor Professor Mahroo Eftekhari, ASHRAE President Ginger Scoggins, Shrijit Sugathan and team mentor Enea Dimitris Tseno.

**66** It was a great pleasure to witness the enthusiasm, engagement and the knowledge gain of my students while working on one of the most challenging projects in the field of building services and architectural engineering, which is decarbonisation of buildings. **99** 

Professor Mahroo Eftekhari, Professor of Building Services Engineering, Loughborough University

#### KING'S COLLEGE LONDON Eureka!

Eureka! is King's College London's enterprise competition for engineering students, researchers and recent alumni who have an innovative idea that addresses the UN's Sustainable Development Goals in some way. The competition is timed to provide a pathway from the engineering degree's second year entrepreneurship module, to give students an opportunity to build on their ideas and take them a step further.

The winning team developed the Plate Disposal Unit, offering a built-in storage for waste, cutlery and plates in a configuration with much higher density than currently offered, featuring a mechanism that separates the waste from plates. The streamlined process eases staff pressure at rush times, cutting running costs, and increasing efficiency in the hospitality sector.



Eureka! winners Alvaro Vicente Tarrago and Karun Choudhary

**11** This competition offers a very valuable pathway to inspire engineers at King's College London to formulate creative ideas to address sustainable development challenges, and a mechanism for them to develop these ideas into credible business plans. It gives them a tangible opportunity to develop both entrepreneurial knowledge and pitching skills, both hugely valuable and transferrable skills.

Professor Dawn Bonfield MBE FREng, Professor of Practice in Sustainable Development, King's College London



#### MANCHESTER METROPOLITAN UNIVERSITY Science and Engineering Design Challenge



Manchester Metropolitan University's competition brought together some of the brightest minds from its science, engineering, business, and law faculties. The competition, organised by MYY Venture Capital, aims to scout AI and data science startups and ideas with the potential to deliver innovative solutions with an emphasis on ground-breaking technology, scalable business models, and a clear path to market fit.

MediAid picked up first place with an innovation designed to radically transform and digitise the accessibility of healthcare services, bridging significant healthcare gaps, particularly across continents where resources and infrastructure may be limited. Its platform combines user registration, identity verification, and advanced prescription and medication ordering services into a seamless B2C mobile application.

**C** The competition is a start of something phenomenal within the school. We believe it has planted a valuable seed that will yield exponential results such as further competitions, franchises in health by the first prize winner and the instigation of a pathway of possible success in business for international students in the school. We are grateful to EIBF and everyone that participated. **3** 

Abiola Aderiye, Lecturer Assistant, Al and Machine Learning, Manchester Metropolitan University

#### UNIVERSITY OF HERTFORDSHIRE Flare

The University of Hertfordshire's enterprise ideas challenge, Flare, is a highly competitive annual competition that gives student and alumni entrepreneurs the support and training they need to bring their business ideas to life, no matter how far along they are in development.

This year's main prize was won by Gamsity – a pioneering educational platform that melds the thrill of gaming with the fundamentals of engineering education. It offers an array of interactive, narrative-based games where students tackle real-life engineering problems, from troubleshooting a malfunctioning vehicle to designing sustainable solutions. This method bridges the gap between theoretical study and practical application.



Left to right: Lecturer Assistant Abiola Aderiye, competition winner Freda

Farida Oludare and MyyVenture Capital Director Richard Ogundele

InvEnterPrize engineering winners, from Satellite Media, Raex Philip and Callum Payne

**L** This funding enables our enterprise team to engage further with our engineering students, encouraging them to launch and develop their innovative ideas. It's been a privilege working with EIBF and we look forward to working with them for many more years to come. **J** 

Kate Serby, Entrepreneurship Events and Services Coordinator, University of Hertfordshire



#### UNIVERSITY OF MANCHESTER Researcher to Innovator

The Researcher to Innovator programme aims to inspire final year undergraduates, postgraduates and early career researchers to create products, services or processes to deliver tangible benefits. Workshops help students and researchers articulate their science and engineering ideas by taking them through a lean start-up technology pathway to explore the potential of their idea, culminating with them pitching their idea in Dragons' Den style for the opportunity to win cash innovation awards.

The NeuWave Technologies team was awarded first place for its product to help maritime industries improve their knowledge of wave heights. The technology can provide far more granular data than is currently available about wave heights and how these vary in response to weather. This data is helping energy companies to plan their work at wind farms and also helping shipping companies to plan their courses with greater accuracy.



Professor Aline Miller with winner Jana Stella

**11** It was a real privilege to see the progress every participant has made throughout their Researcher to Innovator journey over the 12 weeks of the programme. The programme not only encourages and supports researchers to consider the commercial potential of their research but also develops entrepreneurial mind-sets, confidence, commercial awareness and resilience. **37** 

Professor Aline Miller, Associate Dean for Business Engagement and Innovation, University of Manchester

#### UCL SCHOOL OF MANAGEMENT Pitch Day

Pitch Day is a dynamic event where MSc Entrepreneurship students from UCL School of Management present their start-up ideas in a competitive setting, vying for cash prizes aimed at accelerating their business ventures. The competition features three key awards: Best Pitch, Best Idea, and Best Showcase. The event provides students with a platform to develop essential entrepreneurial skills, including pitching, networking, and fundraising.

The Best Showcase award went to the Green Feast team for their sustainable, on-demand urban farming and fresh food delivery service, which aims to address the critical issue of limited access to fresh, chemical-free leafy greens, especially during the summer. Their approach enables the year-round cultivation of fresh, chemical-free exotic vegetables and microgreens, delivered within hours of harvest.



Participants in this year's Pitch Day competition

**66** The EIBF Prize Fund has been instrumental in enhancing the learning experience for our MSc Entrepreneurship students, particularly showcased during our annual Pitch Day, the programme's flagship event. The fund provides invaluable financial support that empowers participants to further develop their innovations and launch their startups. **9** 

Simon Hulme, MSc Entrepreneurship Programme Director, UCL School of Management



MANCHESTER

#### **TEESSIDE UNIVERSITY Big Ideas**

Engineering and computer science students from Teesside University were challenged to create innovations to support the UN17 Sustainable Development Goals, with funding provided by EIBF for prizes.

The top prize went to PaintMate – an Al-powered robotic painting system designed to tackle complex and hazardous painting tasks. Utilising cutting-edge technology, the system autonomously navigates and paints vertical surfaces with precision, making it ideal for high-rise buildings, bridges, and industrial structures. It eliminates the need for traditional scaffolding, significantly reducing project costs and risks associated with working at height.

**66** A large number of students engaged, bringing the UN goals to life, stimulating thinking about the role of engineers in entrepreneurial solutions to the biggest challenges. **J** 

Steve Dougan, Head of Enterprise, Teesside University

#### THE ENGINEERING AND DESIGN **INSTITUTE (TEDI-LONDON)** Summer School

The TEDI-London Summer School features a group of international students from the UK, USA and Australia. The students spend three weeks immersed in a topic via the university's online resources, followed by three weeks on campus in London. This year's topic focused on the issue of single use plastics.

First place went to the Binlytics Connect team for developing a smart bin that improved recycling processes within office environments. The system intelligently identifies the material, opens the correct bin and tracks waste disposal habits. A prototyped app provides users with detailed, gamified feedback to promote effective recycling practices.



**L** We were delighted to partner once again with EIBF and give our students the opportunity to work with an interdisciplinary team from around the world to tackle the issue of single use plastic. All students worked on amazing solutions, listening and working with industry experts to refine their ideas. **JJ** 

Dr Matt Thompson, Assistant Professor, TEDI-London



Big Ideas winner Tom Beeforth



# LONDON The Engineering

Tee**ssid**e Jniversitu



#### UNIVERSITY OF NOTTINGHAM Ingenuity Impact

Ingenuity Impact is a national innovation and entrepreneurship programme that addresses the UK's major social, health and environmental challenges through the creation of impactful start-ups. The programme is inclusive, diverse and accessible for all and supports students, alumni and community members nationally to turn ideas for change into exciting new ventures.

Winners included Circlone – the AI-powered, verified-only platform for children aged eight and above. Its features include a user-friendly dashboard to allow guardians to control who children can contact and adjust what content they can share.

**C** The EIBF prize fund has been incredibly valuable to the Ingenuity 2024 competition. I am delighted with the outcome of the competition and impact of the programme this year and incredibly proud of our 2024 Changemakers and their commitment to developing businesses focussed on improving health, tackling climate change and building stronger communities. **J** 

Claire Mulholland, Senior Business Development and Ingenuity Programme Manager, University of Nottingham



University of Nottingham

University of East London



Winners from this year's Ingenuity Impact competition. Left to right: Dr Inchira Adala, Dr Henry James, Rupert Lowe, EIBF President David Falzani MBE, Max Bateson, Rui Silva and Robert McKinna

#### UNIVERSITY OF EAST LONDON Dragons' Den Business Enterprise

University of East London's Medical Physiology and Biomedical Engineering undergraduate students dedicated themselves to developing innovative business solutions to address critical gaps in medicine and healthcare. They presented their visionary projects which highlighted their creative, business, communication and applied skills to an audience of 50.

The grand prize went to the team Ostomate, which aims to provide confidence and freedom to 190,000 people living with a stoma in the UK. The team's improved stoma bag is made of a thicker layer of polythene and has a zip lock mechanism to prevent leaks and features a capacity sensor to inform the user when it is full.



Buhler Group's Saliha Gunaratne (Buhler), Shahed Yousif, Ludovica Crobu, Amirarshya Ebrahimibassabi and Buhler Group's Leon Lallyette

**List Construction List Construct and Construction List Construct and Construction List Construct and Construction List Construct and Construction and Construction and Confidence in their endeavours. List Construction and Constructional and Competitiveness in the Competition. List Construction and Constru** 



ENGINEERS IN BUSINESS COMPETITION

# ChampionCOACHINGof ChampionsDAY



Harry Parkinson and Hajira Irfan from The Algae Photobioreactor team are interviewed outside the Royal Academy of Engineering ahead of the Champion of Champions Coaching Day

A record 34 teams from our partner universities submitted entries into the EIBF Champion of Champions Competition this year. On 7 November 2024, the ten teams of student innovators shortlisted to compete in the event participated in a busy Coaching Day at the Royal Academy of Engineering.

After a warm welcome from EIBF President David Falzani MBE, the teams were introduced to their SMF coaches who worked with them, throughout the day, to hone their pitches. The finalists also took part in video interviews and social media activities to help them articulate the key messages around their innovations. These, along with a photoshoot, also help to promote the EIBF messages to our wider audience and assist us to reach more universities, engineers and scientists.



FilTerra's Niyaz Kanayev and Tim Girling take part in their video interviews at the Royal Academy of Engineering

### HERE ARE THE COACHES AND THE TEN FINALISTS:

#### COACH – DAVID FALZANI MBE

is a professor of entrepreneurship at the University of Nottingham. David also works with clients in a variety of sectors including energy technology, software and charities, helping with business and financial development, technology projects, marketing, and strategic planning. David coached **Inclus** and **Qualboat**.



**FINALIST – Inclus, from Loughborough University,** is a consultancy aimed at reducing global inequality through the promotion of inclusivity in the product design process.



Coach and EIBF President, David Falzani MBE, with Robert McKinna, founder of Inclus

**FINALIST – Qualboat, from Imperial College London,** is an autonomous water quality surveying boat that makes intelligent decisions about data.



Left to right: Coach and EIBF President, David Falzani MBE, with Qualboat's Aidan Randall, Julia Gong Pinho and Charlie Campbell

#### COACH – ANDREW DE ROZAIRO

has over 30 years' experience in software innovation, business development, sales and management, including leading teams at Microsoft. He recently founded The Friday Project, where he helps startups get on their feet. Andrew coached **Leximos** and **Medscribe**.



**FINALIST – Leximos, from the University of Dundee,** is an AI-powered language coaching app that helps people learn a new language.



The Leximos team (left to right) Sayed Murad, Parisa Pourmohammad and Danyl Kecha with SMF Andrew de Rozairo

FINALIST – Medscribe, from the University of Nottingham, is an Al-powered clinical documentation solution to reduce the time clinicians spend on paperwork.



The Medscribe team (left to right) Dr Matthew Tranter, Dr Henry James and Volodymyr Chapman with SMF Andrew de Rozairo

**COACH – GEORGE FOWKES,** is an expert in design, development and rollout of business opportunities in the UK, Europe and Asia. George has corporate and SME experience in energy, waste, clean technology and industrial markets. George coached **The Algae Photobioreactor** and **Parasolar**.



**FINALIST – The Algae Photobioreactor, from Cardiff University:** powerful and portable bioreactors that capture the same amount of carbon dioxide as 50 trees in the space of just one.



Harry Parkinson and Hajira Irfan from the Algae Photobioreactor team with SMF George Fowkes

**FINALIST – Parasolar, from Lancaster University** is a smart, luxurious and eco-friendly parasol that combines shade and power.



The Parasolar team (left to right) Natalie Chigwedere, Ano Chirongoma, Baraa Elrayah, Hugh Lea, Muhamad Adam Bin Muhamad Sukhaimi, Jonathan Sharp and Trudie Morrison with SMF George Fowkes

**COACH – WILLIAM BURTON,** is an entrepreneurial CEO specialising in turnarounds, buyouts and complex situations, especially in travel & transport, and business services. He is a member of the Boards of the Chartered Institute of Marketing, and the British Tourist Authority. William coached Circlone and pAiback.



**FINALIST – Circlone, from the University of Nottingham,** is a verified-only social media platform aimed at helping children aged 8+ to keep safe online.



Circlone's Rupert Lowe with SMF William Burton

**FINALIST – pAiback, from the University of Southampton,** is an AI-powered system which continually monitors the price of airfares and provides automatic savings to travellers.



pAiback's Morgan Taylor with SMF William Burton

COACH - Mike Gansser-Potts, is a Non-Executive Director with over 25 years of experience as a Managing Director and CEO of industrial businesses. He has worked in building and interior design products, construction equipment rental, high tech and semiconductors, oil and gas, chemicals, packaging, and



business services. Mike coached FilTerra and HYGGE.

FINALIST - Filterra, from the University of Bath, is a carbon-negative domestic water filter to tackle the rising problem of microplastics in water.



FilTerra's Niyaz Kanayev and Tim Girling with SMF Mike Gansser-Potts

FINALIST - HYGGE, from Bournemouth University,

provides affordable and adaptable living spaces that meet the needs of the country's ageing population.



HYGGE's Max Bateson with SMF Mike Gansser-Potts

It was an exciting and fun day for all involved, not only for the students but for the Sainsbury Management Fellows coaches as well.



Team Leximos arrives at the Royal Academy of Engineering



President David Falzani MBE addresses the ten Champion of Champions finalists.



Finalists listening to David Falzani's instructions during Coaching Day



ENGINEERS IN BUSINESS COMPETITION

# Champion GRAND FINAL of Champions

# 2024

On 8 November 2024, EIBF hosted the Engineers in Business Champion of Champions Final at the Royal Academy of Engineering and live-streamed the event via YouTube. Ten university teams, comprising engineering students and graduates, pitched an impressive array of business innovations to win a share of the £16,500 prize pot. Winners also were offered mentoring from experienced Sainsbury Management Fellows.

The teams had three minutes to pitch their innovations to judges before answering questions based on their presentations, all compered by TV presenter, and engineer, Rob Bell.

Finalists competed in two categories: Big Ideas, for younger students tackling big problems, and Startup, for those who had started or were about to start their businesses.

A new Social Media Prize was added this year, making the prize pot the largest the competition has seen. As well as muchneeded startup cash and mentoring, winners also received prizes from our supportive sponsors PurpleCV and Cambridge University Press. Books authored by EIBF President David Falzani MBE also were given to winners.



Team Parasolar present its eco-friendly parasol that combines shade and power at the 2024 Champion of Champions Competition

## THE JUDGES



# **HERE ARE THE 2024 CHAMPIONS!**

### FOR THE BIG IDEAS CATEGORY



The Algae Photobioreactor's Harry Parkinson and Hajira Irfan with their awards

The **Algae Photobioreactor** team from Cardiff University won two awards for their innovation, which uses the power of algae to reduce carbon emissions through solar powered devices. The team won the Big Ideas first prize of  $\pounds$ 3,000 as well as the Pre-Show Public Vote of  $\pounds$ 500.



Niyaz Kanayev and Tim Girling from FilTerra with their runner-up award

The runner-up prize of £1,500 was won by **FilTerra** from the University of Bath. FilTerra aims to tackle the growing issue of microplastics in water by using a biochar-based filter that captures microplastics during the recycling process.

### FOR THE STARTUP CATEGORY



Volodymyr Chapman and Dr Henry James from Medscribe with their first prize award

The Startup main prize of £3,000 was won by **Medscribe** from the University of Nottingham. Medscribe uses AI to transcribe doctors' notes into patient-friendly documentation at the click of a button.

### THE ENTERPRISE AWARD



Morgan Taylor from pAiback with his two awards

The £5,000 Enterprise Award, which is given to the venture with the best commercial potential, was awarded to Morgan Taylor of pAiback from the University of Southampton. pAiback is an AI-powered travel assistant that ensures travellers never overpay for a flight. Morgan also won the Startup runner-up prize of £1,500.

### **BEST PRESENTATION**

EIBF is grateful to our sponsor, PurpleCV, which funds the award of £1,000 for the team delivering the best presentation. This year's winner was the **Parasolar** team, representing Lancaster University, which developed a solar-powered parasol.



Left to right: The Parasolar team of Muhamad Adam Bin Muhamad Sukhaimi, Ano Chirongoma, Hugh Lea, Trudie Morrison, Jonathan Sharp, Baraa Elrayah and Natalie Chigwedere

## **PUBLIC VOTE AWARD**

The In-Show Public Vote award of £500 was won by **Qualboat,** from Imperial College London, for their autonomous boat that surveys water quality and uses AI to make intelligent predictions.



Aidan Randall, Julia Gong Pinho and Charlie Campbell with their Public Vote award

## SOCIAL MEDIA PRIZE

The new Social Media Prize of £500 was awarded to team **Leximos** from the University of Dundee. This team developed an AI-powered language coaching app designed to help users build both confidence and improved speaking skills through real-life conversational practice.



Sayed Murad, Parisa Pourmohammad and Danyl Kecha with their Social Media Prize award

The Champion of Champions Grand Final 2024 event was enthusiastically embraced by the participants, their proud family supporters, the judges and university partners. Several members of the audience described the event as "the best entrepreneurial competition" that they had ever attended. EIBF wishes to thank all participants, our competition sponsors, presenter Rob Bell and our excellent technical crew. ENGINEERS IN BUSINESS FELLOWSHIP A COMPANY LIMITED BY GUARANTEE

# TREASURER'S REPORT FOR 2024/25



#### **SUMMARY**

EIBF ended the year with a surplus of £1,060,753 (2024: £70,021) and Net Assets of £3,596,325 (2024: £2,535,574). The value of the Expendable Endowment Fund stands at \$2,822,211 (2024: £2,261,145). The large surplus is due to receipt of £836,967 in extra funds from the Gatsby Charitable Foundation during the year, and retention of £200,000 of funds not used for scholarships. EIBF received £391,000 for the Scientists' scholarship scheme, and the Foundation generously gave £447,967 to match donations raised during fundraising campaigns.

EIBF's investment in the COIF Charities Investment Fund made a small loss of £14,397 this year that was more than offset by interest of £17,931 earned on our high-interest Lloyds Bank savings account.

Overall, our finances are in a solid position with reserves in place in line with our financial policies. Funding is secured for the next two years to ensure that both Engineers' and Scientists' scholarship schemes and our other programmes can continue as planned.

#### INCOME

The Charity's income is mainly from donations and member subscriptions and total income for the year was £1,927,244 (2024: £1,003,445). As previously explained, this year's income was higher due to funds received for the Scientists' scheme and matching funds from The Gatsby Charitable Foundation. There was also income from the Step Challenge fundraising campaign.

#### DONATIONS

The major source of our income continues to be The Gatsby Charitable Foundation, of which Lord Sainsbury of Turville is the settlor. This year the Foundation contributed a total of £1.8 million in donations, which includes funds for the two scholarship schemes and the matching funds. In the past two years, additional income has come from donations from Fellows made during the annual Step Challenge Campaign. The first campaign took place in 2022/23 and is now a regular contributor to our income in each financial year.

#### **EXPENDITURE**

Total expenditure for the year at £852,094 was about £200,000 lower than the previous year's expenditure of £1,065,559. The reduction was almost entirely due to awarding fewer scholarships. Expenditure on prizes for the Business Competitions grew by nearly £20,000 reflecting increased participation.

Administrative costs increased slightly to £380,388 reflecting additional expenses towards the end of the year as EIBF launched the Scientists' scholarship scheme.

#### **OTHER**

The accounts for the year just finished will be subject to a statutory audit by a regulated auditor, which will be submitted to Companies House and to the Charity Commission before the relevant deadline.

#### **NEXT YEAR**

We are running the Step Challenge fundraising campaign again this year and continue to see positive engagement with SMFs in the response to the campaign, and attendance at events. The contribution from donations during the fundraising campaign is expected to show in the 2025/26 accounts.

#### Mope Ogunsulire

Treasurer

Charity Registration No. 1147203 Company Registration No. 07807250

# **PROFIT AND LOSS**

FOR THE YEAR ENDED 31 MARCH 2025

	2025	2024
TURNOVER	£	£
Donations – Expendable Endowment Fund	447,426	2,366
Donations – Restricted	809,163	772,824
Donations – Unrestricted	230,000	200,000
EIBF Memberships & Subscriptions	11,784	10,948
Event fees	3,900	3,325
Gift Aid	2,091	2,948
Interest Income – Expendable Endowment Fund	29,235	10,646
Interest Income – Restricted	2,646	387
Other Revenue	391,000	1
Total Turnover	1,927,245	1,003,445
COST OF SALES	£	£
EIB Competition Prizes	121,707	102,350
Grants	376,000	600,000
Total Cost of Sales	497,707	702,350
Gross Profit	1,429,538	301,095
ADMINISTRATIVE COSTS	£	£
Advertising & Marketing	48,695	61,179
Audit & Accountancy fees	3,906	10,269
Bank Fees	160	149
Communications	74,727	91,591
Depreciation Expense	339	298
Employer's Pensions Costs	3,785	3,870
Employers National Insurance	4,268	4,425
General Expenses	280	549
Insurance	331	331
Photography and Video	23,017	24,343
Postage	7	920
Printing - Other (inc photocopying)	2,867	865
Professional fees	12,532	6,562
Publications	2,586	4,901
Repairs & Maintenance	75	0
Scholarship and Prize administration	20,000	22,514
Software and Online Services	10,328	3,908
Staff costs	76,257	74,007
Stationery	703	912
Telephone & Internet	973	883
Travel & Subsistence	11,663	12,327
Venue hire	33,888	35,412
Website Development	22,371	2,813
Website Hosting	630	180
Total Administrative Costs	354,388	363,208
Operating Profit	1,075,150	(62,113)
OTHER INCOME	£	£
Gain/(Loss) on investments	(14,397)	132,133
Total Other Income	(14,397)	132,133
Profit on Ordinary Activities Before Taxation	1,060,753	70,020
Profit after Taxation	1 060 753	70.020
	2,000,700	, 0,520

# BALANCE SHEET FOR THE YEAR ENDED 31 MARCH 2025

2025 2024 **FIXED ASSETS** £ **Tangible Assets COIF** Investment 1,446,582 1,460,979 Office Equipment 503 596 **Total Tangible Assets** 1,447,085 1,461,575 **Total Fixed Assets** 1,447,085 1,461,575 **CURRENT ASSETS** £ Cash at bank and in hand Barclays Base Rate 107,698 815,755 Barclays Current Account 386,299 250,200 Barclays Restricted Funds 401,466 32,559 1,267,931 0 Lloyds Treasury Paypal 1,102 1,158 Petty Cash 590 590 Total Cash at bank and in hand 2,165,142 1,100,206 Monthly prepayments 0 0 Prepayments 288 0 1,100,206 **Total Current Assets** 2,165,430

CREDITORS – Amounts falling due within one year		
Accruals	22,030	28,328
Event Fees Paid in Advance	700	1,330
PAYE and NIC Payable	(6,540)	(3,451)
Wages Payable – Payroll	0	0
Total Creditors – Amounts falling due within one year	16,190	26,207
Net Current Assets (Liabilities)	2,149,240	1,073,999
Total Assets less Current Liabilities	3,596,325	2,535,574
Net Assets	3,596,325	2,535,574
CAPITAL AND RESERVES		
		= 0.001

Current Year Earnings	1,060,753	70,021
Retained Earnings	2,535,572	2,465,553
Total Capital and Reserves	3,596,325	2,535,574

# **FUTURE EVENTS**

Networking is one of the most valuable advantages of becoming part of the SMF Group. We hope that many SMFs will be joining us once again for more exciting events in 2025:

## EIBF ANNUAL DINNER

Wednesday 14 May 2025, 7pm

One Whitehall Place, Westminster, London SW1A 2HD

ENERGY AND SUSTAINABLE DEVELOPMENT GROUP MEETING Monday 23 June 2025, 5pm Zoom

### EIBF CHAMPION OF CHAMPIONS FINAL

Friday 7 November 2025, 4.30pm

The Royal Academy of Engineering Prince Philip House, 3 Carlton House Terrace, London SW1Y 5DG

ANNUAL GENERAL MEETING Tuesday 11 November 2025, 5pm Zoom

SMF ANNUAL CHRISTMAS CURRY NETWORKING EVENING Wednesday 3 December 2025, 7pm

Millbank Spice Restaurant, 34-38 Vauxhall Bridge Road, London SW1V 2RY

Email **cathy.breeze@smf.org.uk** to book your place in advance for the events above.

Details of the SMF events are published on the SMF website.



Sainsbury Management Fellows (left to right) Bhav Ubhi-Hull, Robert Rasbach, Phil Saville and David MacDonald at the Annual Dinner in May 2024



Sainsbury Management Fellow Das Nathan (centre) speaks to guests at the Annual Dinner in May 2024



Sainsbury Management Fellows (left to right) Gordon Wylie, James McMicking and Sagnik Mukherjee at the Annual Dinner in May 2024



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