



Department for  
Business & Trade

# The King's Awards for Enterprise





# Celebrating business success



# Queen Elizabeth II conferred the first Awards in 1966



**The Royal Family**  @RoyalFamily · Jun 28

"Having watched the Awards established in my name grow in stature and influence, I continue to be impressed by the way that they have given opportunity to big organisations and small, enabling them to project themselves on the world stage"

- Her Majesty on [@TheQueensAwards](#)



# Devon KAE/QAE winners over the last 4 years

LittlePod Ltd  
Moo Free Ltd  
Scymaris Ltd  
Charter Brands Ltd  
Axminster Tool Centre Ltd

2023 Sustainable Development  
2023 Promoting Opportunity  
2023 International Trade  
2023 International Trade  
2023 Innovation

Heathcoat Fabrics Ltd  
Artemis Optical Ltd  
Investment Casting Systems Ltd  
Spirent Communications  
Services Design Solution Ltd

2022 Innovation  
2022 International Trade  
2022 International Trade  
2022 International Trade  
2022 Sustainable Development

Ribeye Ltd t/a Ribeye Boats and Tenders  
Atlantic Inertial Systems Ltd  
AnTech Ltd

2021 International Trade  
2021 International Trade  
2021 International Trade

Packexe Ltd  
Medicare Colgate Ltd  
Plymouth Citybus  
The Natural Mat Company Ltd

2020 Innovation  
2020 International Trade  
2020 Promoting Opportunity  
2020 Sustainable Development



# Devon 2023 King's Awards for Enterprise Winners

## LittlePod Ltd

## 2023 Sustainable Development

*Based in Farringdon and founded in 2010 to protect the threatened vanilla orchid by encouraging vanilla farmers to keep producing real vanilla (97% of “vanilla” sold is artificial), helping to regenerate rainforests. Now employs 6 people and turns over £0.9M. Previous winner of a QAE for Sustainable Development in 2018.*

## Moo Free Ltd

## 2023 Promoting Opportunity

*Founded in 2010, a family run business making dairy free chocolate based in Holsworthy with 56 employees. They provide genuine workplace opportunities in particular to people with autism – 20% of the workforce have some form of autism. On average 10 people with a physical or mental disability are helped each year.*

## Scymaris Ltd

## 2023 International Trade

*Founded in 2016 and based in Brixham, a Contract Research Organisation offering environmental laboratory scientific testing services in Ecotoxicology, Environmental Fate and Analytical Chemistry. Clients are global agrichemical, pharmaceutical, industrial chemical and animal health companies. 121% growth in overseas earnings over 3 years to 65% of turnover, employee growth from 21 to 41.*





# Devon 2023 King's Awards for Enterprise Winners

## Charter Brands Ltd

## 2023 International Trade

*Owns and distributes a range of premium spirit brands – e.g. Langleys Gin is exported to over 40 countries, 50,000 cases sold in 2022. 90% of sales are overseas. A certified B-Corporation and 1% for the Planet member.*

## Axminster Tool Centre Ltd

## 2023 Innovation

*Founded in 1972, designs and makes specialist tools and machinery for woodworking. The innovation is the UJK Parf MkII Guide System, a jig system that enables the creation of customised bench tops that hold and cut woodwork with high accuracy. Already being sold to 73 countries, inc 3,500 units to USA.*



# Awards Background

The King's Awards for Enterprise recognise and encourage the **outstanding achievements of UK businesses** in the fields of:

- ∅ **Innovation**
- ∅ **International Trade**
- ∅ **Sustainable Development**
- ∅ **Promoting Opportunity (through social mobility).**

The UK is full of **exciting and innovative** businesses and The King's Awards for Enterprise is a great way of celebrating their success.

Whether a small business with a great innovative product or service, or a larger company running an impressive social mobility programme, this award is a **prestigious way to recognise your contribution to enterprise.**

The King's Awards for Enterprise are open to applications from **almost all businesses and non-profits, of almost all sizes throughout the UK in every sector.**

**The 2024 Round opens on 6 May 2023 and closes 12 September**



# Benefits of receiving a King's Award

- Recipients are authorised to use the Official King's Award Emblem – this will get their business noticed, above and beyond the rest of the field
- Successful companies will be globally recognised as an outstanding British brand
- Recipients have reported increased its sales and growth and that the Award helped them win new business, e.g, in Japan and the Middle East
- One representative from the successful company will be invited to a Royal reception hosted by His Majesty The King
- The award is presented by HM Lord-Lieutenants. This a great opportunity to boost staff morale and gain press coverage and celebrate together with their local authorities, planners, supply chain and other stakeholders





**73% of winners in the  
International Trade**  
category directly attributed  
increased sales to winning  
a Queen's Award



HM Government



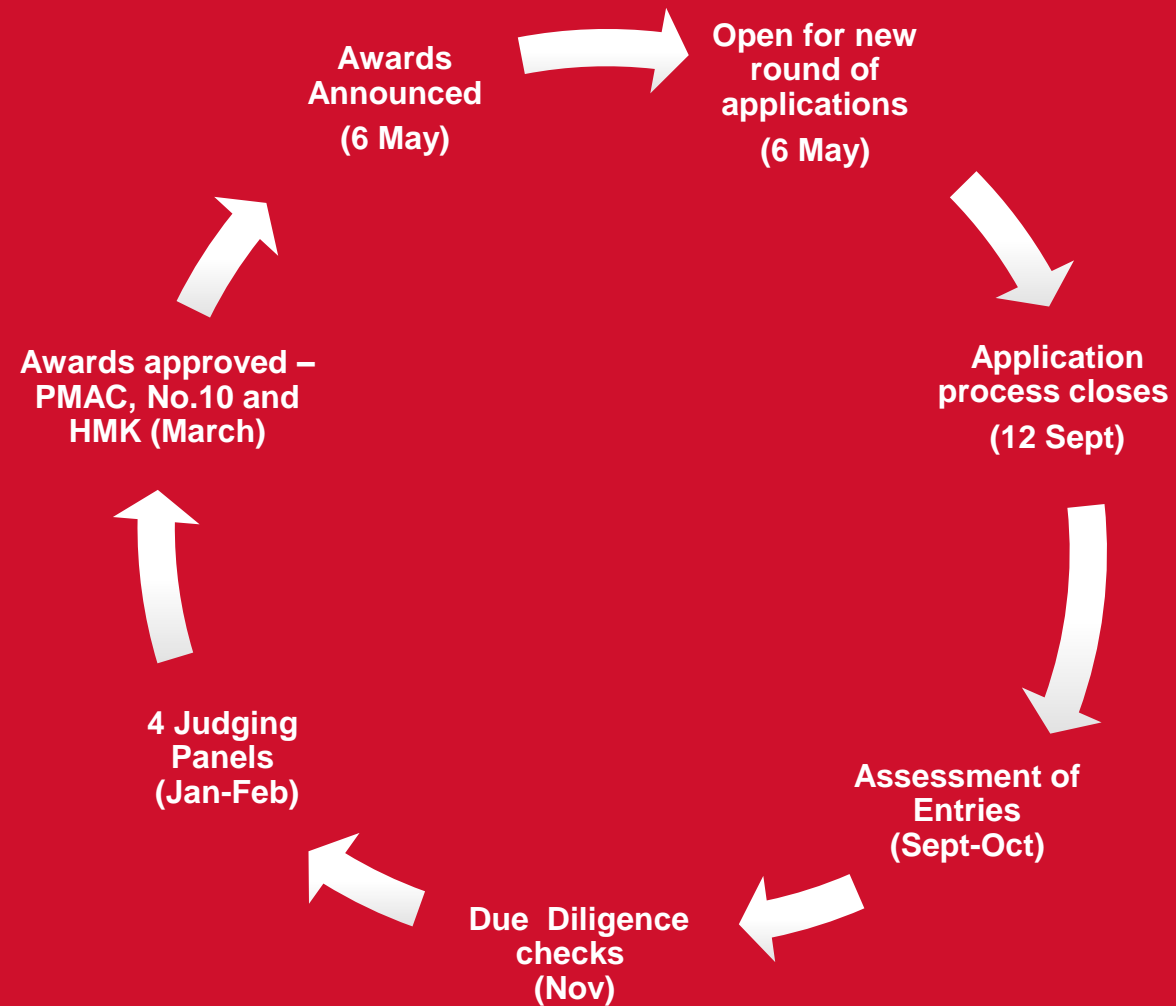
# Initial Eligibility Criteria

**The organisation must:**

- ∅ Be based in the UK**
- ∅ Have a good, continuous compliance record with HM Revenue and Customs**
- ∅ Be a self-contained enterprise**
- ∅ Have at least two full-time UK employees or part-time equivalents**
- ∅ Demonstrate strong corporate social responsibility**



# Awards Cycle





# King's Awards Recipients 2023

## Statistics



**149 Awards**



**1 Double Award**



**91% of recipients are SMEs**



**23 recipients have less than  
10 employees**



# King's Awards Recipients 2023

## Category Breakdown



**78 International Trade**



**47 Innovation**



**15 Sustainable Development**



**9 Promoting Opportunity  
(through Social Mobility)**



# King's Awards Recipients 2023

## Region Breakdown

Region	Number of Recipients
South East	23
Greater London	20
East of England	20
East Midlands	20
South West	16
North West	16
Yorkshire & The Humber	12
Scotland	10
West Midlands	10
Wales	3
Northern Ireland	3
North East	1
Total	149





# Celebrating Success nationally





# Celebrating Success in Devon





# A few of the 148 2023 Awardees



**Manor Fields Park** @ManorFieldsPark · Apr 21  
We're delighted to announce that the Green Estate CIC has been awarded one of the most prestigious awards in the UK; The King's Enterprise Award for Sustainable Development, approved personally by the King for our work growing engaging, adaptive and resilient urban places.



Delighted to announce we have won @TheKingsAwards for Enterprise in Innovation 2023! 🏆🇬🇧🇬🇪 We're delighted and honoured! @NicholaBruno @queensawardsmag #kingsawards #exportingisgreat #dit #madeinbritain



7:49 AM · Apr 21, 2023 · 1,239 Views



The King's Awards Retweeted  
**LittlePod** @little\_pod · Apr 21  
BREAKING NEWS: LittlePod has won the 2023 King's Award for Enterprise (Sustainable Development) – the UK's most prestigious business accolade.

[bit.ly/3USqcO6](https://bit.ly/3USqcO6)

@TheKingsAwards #KingsAwards #SustainableDevelopment #LittlePod #CampaignForRealVanilla 🏆



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# Application Guidance: Top Tips

- Check your eligibility online
- Plan your responses by downloading the pdf application form
- Use plain English
- Provide evidence of your achievements
- TELL YOUR OWN STORY - WHY DO YOU STAND OUT?
- Add 2 or more collaborators to your account
- Allow sufficient time
- Show quantitative and qualitative evidence to support your claim



# Application Guidance

## Innovation

### To apply for the Innovation award, you must:

- ∅ have an innovation that has not been sold before
- ∅ have had your innovation available on the market for at least 2 years
- ∅ have recovered all the investments made in your innovation or show that the innovation will recover its full costs in future
- ∅ Show outstanding commercial success as a result of innovation from 2 up to 5 years

### Your innovation should be in one of the following categories:

- ∅ invention, design or production of goods
- ∅ performance of services
- ∅ marketing and distribution
- ∅ after-sale support of goods or services

### Your story:

- ∅ What was the situation which led to your innovation?
- ∅ What are the challenges you have overcome
- ∅ Why is your innovation unique
- ∅ How does your innovation benefit your business, customers and others



# Application Guidance

## International Trade

### To apply for the International Trade award, you must:

- ∅ have made a minimum of £100,000 in overseas sales in the first year of your entry and show year-on-year growth
- ∅ prove that your organisation has achieved outstanding growth in overseas earnings relative to your business size and sector
- ∅ prove steep year-on-year growth (without dips) in overseas sales over 3 years - or substantial year-on-year growth (without dips) over 6 years

### Your story:

- ∅ Why is penetration of a particular market an achievement? E.g. are you the first, leading, fastest growing UK exporter in this market?
- ∅ Why is your performance better than that of competitors?
- ∅ What challenges have effected your trade and how you overcame them?





# Application Guidance

## Promoting Opportunity (through Social Mobility)



To apply for the Promoting Opportunity award, you must:

- have supported people from disadvantaged backgrounds in improving their job skills and their chances of finding work.

This includes doing one or more of the following, for at least 2 years:

- ❑ providing work experience or careers advice
- ❑ mentoring
- ❑ offering interview and job-related training
- ❑ making sure your recruitment process is open to everyone

This Award is open to organisations engaged in enterprise who are positively supporting social mobility. The Award is **not aimed at those whose core purpose** is to improve social mobility. Not-for-profit businesses, social enterprises and charities are welcome to apply.

If you are a training provider or educational organisation, you can only apply if you are submitting a joint application with a business, or if you have a social mobility initiative for your own workforce / employees.

# Application Guidance

## Sustainable Development



### To apply for the Sustainable Development Award, you must:

- Show how you have achieved outstanding sustainable development for more than 2 years
- Provide evidence of the benefits or positive outcomes of your actions or interventions
- If you have a sustainable product or approach, you must also demonstrate a sustainable business strategy.

In the **Sustainable Development application** you may want to tell us about any specific successes, such as developing an innovative new product or process delivering environmental benefits, or seeing sustainable development outcomes embedded in your organisation, supply chain or community.

It is important to demonstrate that your company and/or senior decision makers are leading the way in your sector or community and how they have overcome important challenges that are specific to your sector.

### Your story:

- Ø What are you doing to be sustainable, in particular, compared to your competitors?
- Ø How are you leading the way and influencing others to be more sustainable?
- Ø Restore, recycle, regenerate and the United Nations Sustainable Development Goals

# How to apply

- Almost all **UK businesses** (including non-profit) can apply
- The application process is **free**
- All applications must be made **online**
- You may apply for **more than one** category
- Applications for the 2024 King's Awards for Enterprise open on **6 May until midday 12 September 2023**
- Eligibility criteria and more information on how to apply is here **[www.gov.uk/kings-awards-for-enterprise](https://www.gov.uk/kings-awards-for-enterprise)**



# Contact Us



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**[www.gov.uk/kings-awards-for-enterprise](http://www.gov.uk/kings-awards-for-enterprise)**



**@TheKingsAwards**



**[linkedin.com/company/the-kings-awards-for-enterprise](https://www.linkedin.com/company/the-kings-awards-for-enterprise)**



# Additional support

- His Majesty's Lord Lieutenant of Devon
  - His Majesty The King appoints Lord Lieutenants across the UK (England and the Devolved Nations) to act as HMK representatives in each region including to present the Awards on his behalf
  - <https://www.lordlieutenantofdevon.org.uk/helping-you/the-kings-award-for-enterprise/>
- Nearest **Growth Hub or Devolved Admin business support service** are also able to advise firms
  - <https://www.heartofswgrowthhub.co.uk>
  - <https://www.lepnetwork.net/local-growth-hub-contacts/>

