



Department for  
Business & Trade

# The King's Awards for Enterprise



# 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**.



# Benefits of receiving a King's Award

- Awardees are allowed to use the recognised Royal Emblem – this will get their business noticed, above and beyond the competition
- 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
- One representative from the company will be invited to a Royal reception hosted by His Majesty The King
- Successful companies will be globally recognised as an outstanding British brand
- Awardees have reported increased its sales and growth and that the Award helped them win new business, e.g, in Japan and the Middle East



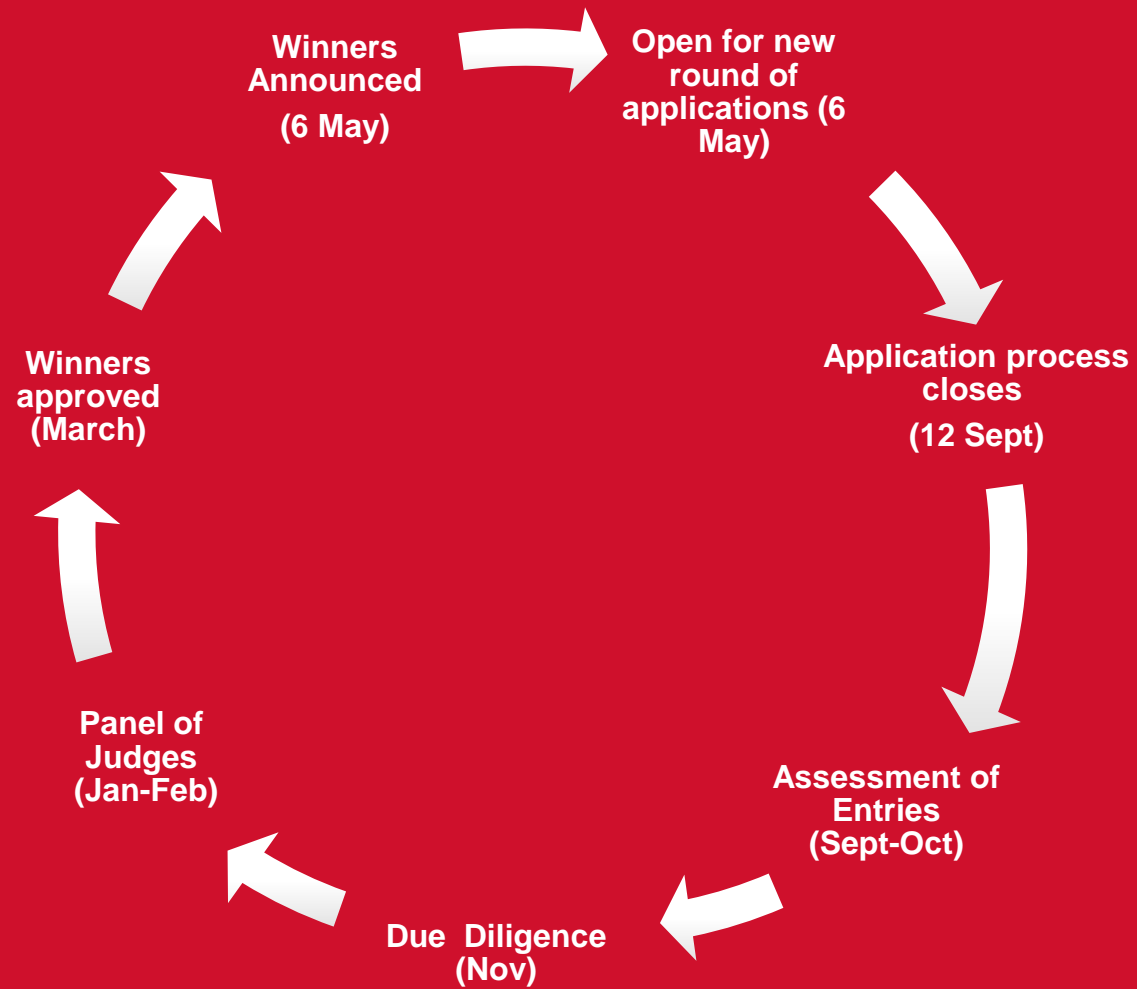
# Eligibility Criteria

**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**



# Award Cycle



# 2023 King's Awards Recipients

## Statistics



**149 Awards**



**1 Double Awardee**



**91% of recipients are SMEs**



**23 recipients have fewer than 10 employees**



# 2023 King's Awards Recipients

## Category Breakdown



**78 International Trade**



**47 Innovation**



**15 Sustainable Development**



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



# 2023 King's Awards Recipients

## 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
<b>Total</b>	<b>149</b>





# Celebrating Success



# Application Guidance: Top Tips

- **Check your eligibility online**
- **Plan your responses by downloading the pdf application form**
- **Use plain English**
- **Provide evidence**
- **Tell your own story**
- **Add 2 or more collaborators**
- **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 before which led to your innovation?
- The challenges you have overcome
- Why your innovation is unique
- How your innovation benefits 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:

- What are you doing to be sustainable, in particular, compared to your competitors?
- How are you leading the way and influencing others to be more sustainable?
- 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
- The application process for the 2024 King's Awards for Enterprise opens on **6 May and will close on 12 September 2023**
- The eligibility criteria and more information on how to apply is available at <https://www.gov.uk/kings-awards-for-enterprise>



# Contact Us



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# How you could help spread the word

- Tell your networks about the Awards! Tell them they are free to apply!
- Talk to winners in your regions – you can find their contact details in our Press Book
- Make use of our **Stakeholder Engagement Toolkit** including a leaflet and a presentation, to publish 24 April.
- Tell them we open for applications on 6 May 2023 via The King's Awards site [www.gov.uk/kings-awards-for-enterprise](http://www.gov.uk/kings-awards-for-enterprise)
- Like and re-tweet our social media content [Twitter](#) | [LinkedIn](#) | [Instagram](#) | [YouTube](#) | [Blog](#)
- Email The King's Awards team for further details or with any suggestions [kingsawards@beis.gov.uk](mailto:kingsawards@beis.gov.uk)
- Tell your networks about The King's Awards Helpline **020 7 215 6880**

