

Memorandum of Understanding

Finance for Sustainable Growth

1. Partnership Aims and Objectives

- Facilitate the connection of North East green research and innovation to London's capital flows
- Enhance visibility of regional green innovation and interconnecting initiatives
- Support an increase in the flow of green investment to the region
- Support ecosystem interconnection for sustainable business growth in the region

2. Timeframe

2.1. Length of Partnership

The initial time frame for the partnership will be one year. The City of London Corporation and signatories will assess options for continuation thereafter.

2.2. Commencement date

The Finance for Sustainable Growth Programme will officially launch in May 2021 (date TBC)

2.3. Review Points

Review points will be scheduled each quarter with all delivery partners. They will assess whether the partnership activities are having the desired impact and delivering the desired outcomes.

3. Partnership Activities

3.1. Frequency of activities

Profiling of regional material on the dedicated website will be ongoing. Other activities may be conducted in addition.

3.2. Activities

The specific activities to be conducted will be decided by the City Corporation and its regional partners. Illustrative activities include:

Objective	Example Activities
Facilitate the connection of North East green research and innovation to London	<ul style="list-style-type: none"> • Start-up pitches/profiles on website highlighted on the new website
Enhance visibility of regional green innovation and interconnecting initiatives	<ul style="list-style-type: none"> • Dedicated slot focussing on relevant activities during Lord Mayor visits
Support an increase in the flow of green investment to the region	<ul style="list-style-type: none"> • Information on managerial/mentorship/skills building for founders highlighted on the new website
Support ecosystem interconnection for sustainable business growth in the region	<ul style="list-style-type: none"> • Thematic roundtables held together with CoLC and regional partners.

4. Evaluation of Impact

Desired Outcomes	Evaluation Method
<ul style="list-style-type: none"> Regional partners build their portfolio of London-based contacts London-based investors and companies are increasingly interested in innovation in regions Mindset shift and built confidence for investors around investing in green Regional ecosystem strengthened and further developed 	<ul style="list-style-type: none"> Increase in proportion of private capital going to green innovation in region (%) Increase in number of deals (%) Track record of new thematic fund mandates for North East based investment (x number)

5. Roles and Responsibilities

5.1. Elements of Success Signatories responsibilities

Official Launch (date TBC): Signatories should create interest for the work and for attending the official launch within their respective organisations and network. They should organise for a senior speaker to attend the launch event. They should support communications around launch time within their networks and online.

Provision of material: Signatories should provide a calendar of upcoming events, a list of ongoing projects and initiatives, regional case and success stories and marketing collateral ready to be profiled on the website.

Access to network: Signatories should provide access to their regional and national network and leverage said network to support participation in the profiling activities.

Ongoing work: Signatories should support with the facilitation of the profiling activities where their expertise is required.

5.2. City Corporation responsibilities

Website profiling: City Corporation should maintain and update the Finance for Sustainable Growth website to showcase the events and case studies provided by its regional partners. City Corporation should also market and promote the website to its network.

Activities: City Corporation should conduct additional amplifying activities as illustrated above with support from its delivery partners.

Interim and final reports: City Corporation should publicly report on the progress and impact of the Finance for Sustainable Growth work in the North East and other UK regions.

6. Disclaimer

Signing a MOU does not constitute the creation of a legal entity or give anyone within the partnership the authority to make binding commitments on behalf of other organisations.

Desired outcomes and areas of focus may evolve over time and will be subject to regular review.



APPENDIX 1

Signed on behalf of City of London Corporation

..... Date

Signed on behalf of North East LEP

..... Date

Signed on behalf of Northern Accelerator

..... Date

Signed on behalf of NorthStar Ventures

..... Date

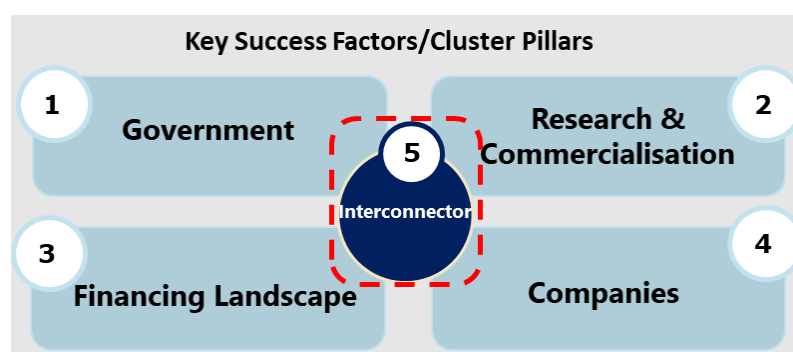
Signed on behalf of X

..... Date

Annex - Background

1.1 Reaching Net Zero across the UK

- To reach Net Zero by 2050, we need to do more to help SMEs providing sustainable solutions access the finance and support they need to scale up in all parts of the UK
- An analysis of 845 companies that have attempted to receive finance in the last three years, commissioned by the City Corporation, shows that access to finance is a problem especially pronounced outside of London and the South East
- The research has also identified four 'elements of success' underpinning green cluster growth. These are: accommodating policy, access to finance, research and the presence of corporates. At the centre is an Interconnector, an entity that focuses on bringing together and coordinating the four elements of success.



1.2 State of Play

The roundtable hosted in December 2020 and the subsequent engagement has shown that:

- The North East has a good level of sustainable innovation activity, with a developed University research base and ecosystem
- The ecosystem is fairly well connected, with key players (NELEP, pan-University community, funds etc) already working together on various initiatives
- This green research and innovation coming out of the region needs to be made more visible to investors, and connected with London Financial Services sector and large corporates