



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

- Recipients are allowed to use the recognised Royal Emblem – this will get their business noticed, above and beyond the rest of the field
- 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
- 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



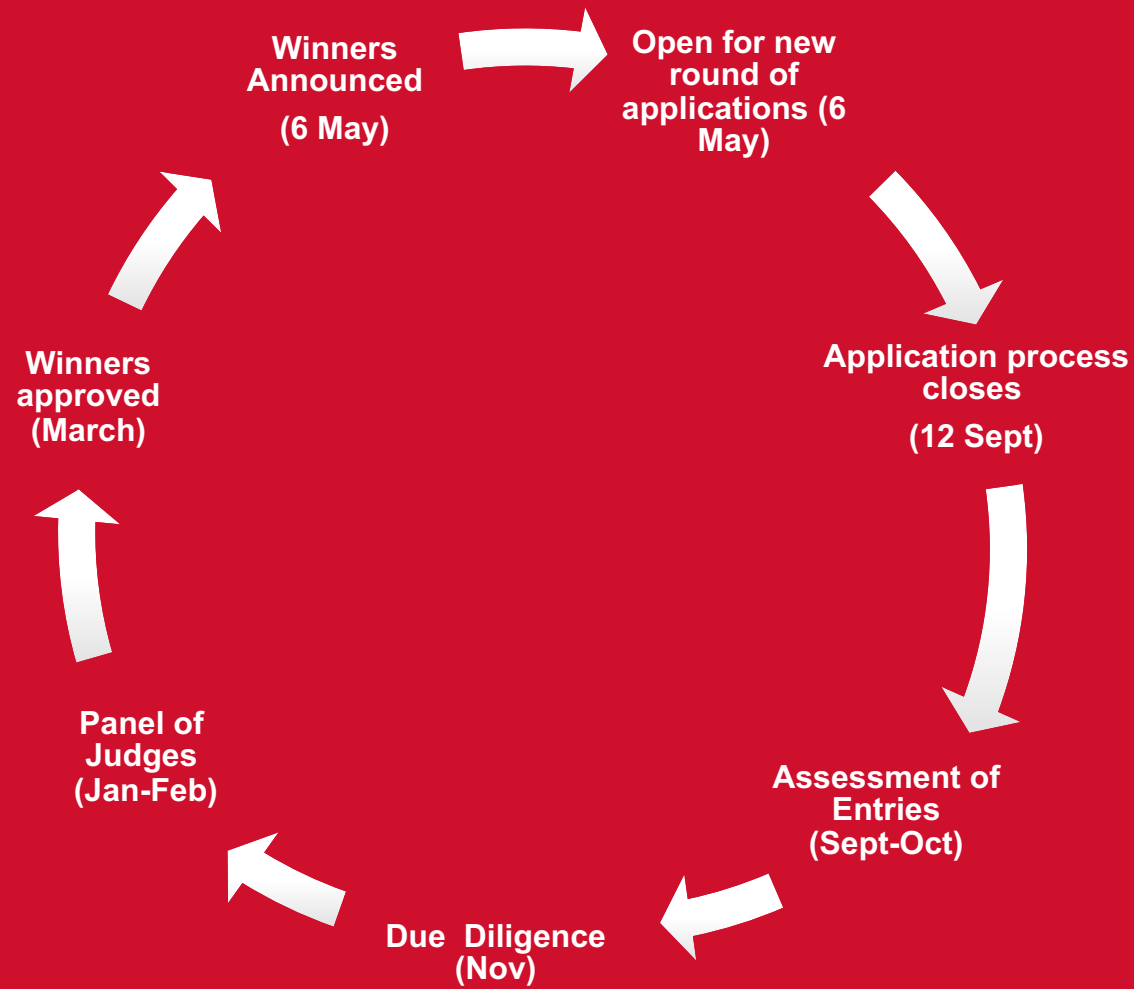
Eligibility Criteria

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 less 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
Total	149



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 2023 Queen'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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