



Session Guide.

The UK's national forum for the founders, investors, operators, advisors and policymakers building, scaling, funding and shaping businesses.

15 – 17 June 2027 • Royal Armouries • Leeds



Why Promising Start-Ups Fail to Scale

And how founders prevent it early.

What Actually Determines a Good Exit

The decisions that shape outcomes years before a sale.

Leading Through Uncertainty

How leaders decide when the data is incomplete.

Decision-Making Under Pressure

Scaling without breaking execution, capital or confidence.

From Technology to Capability

Why leadership and execution matter more than the tools.

Timing is Leverage

When to move, when to wait and when to say no.

Opening keynotes on every stage, every day. And on Day Three, a closing keynote.

**Most events end with inspiration.
This one ends with responsibility.**

Start-Up Stage.

DAY ONE 15 June

- 10:40–11:30 **WHY PROMISING START-UPS FAIL TO SCALE:**
- 11:40–12:30 **PROVING YOUR BUSINESS IS READY TO SCALE:**
- Paul Hallett, Co-Founder, Vet-AI
- 13:40–14:30 **WHEN EARLY WAYS OF WORKING STOP WORKING:**
- Jimmy Muchechetere, Senior Equity Analyst, Investec Investment Management
- 14:40–15:30 **WHEN START-UPS THINK THEY ARE READY TO SCALE (BUT AREN'T):**
- 15:40–16:30 **WHAT MUST BE IN PLACE BEFORE YOU SCALE:**
- Kieran Slinger, Co-Founder, Propalt
 - Serena Kern-Libera, Chief Operating Officer & General Counsel, LinkGeivity

DAY TWO 16 June

- 10:10–11:00 **LEADING A START-UP AS IT GROWS:**
- Maddy Alexander-Grout, Founder Mad About Money
- 11:10–12:00 **RUNNING THE BUSINESS, NOT JUST BUILDING IT:**
- Callum Murray, Founder & CEO, Amiqus
- 12:10–13:00 **BUILDING FOUNDATIONS THAT SCALE:**
- Daniel Sako, Co-Founder & CEO, Hermes Intelligence
- 14:10–15:00 **CAPITAL CONFIDENCE:**
- Jake Ardley, Founder, Ante-Bellum Angels
 - Neil Armstong, Co-Founder, Tribepad
- 15:10–16:00 **TURNING EARLY SALES INTO A REAL BUSINESS:**
- Pierre Coombes, Founder & Managing Director, Big Wolf Marketing

DAY THREE 17 June

- 10:10–11:00 **BUILDING A BUSINESS THAT LASTS:**
- 11:10–12:00 **HOW VALUE IS REALLY CREATED IN START-UPS:**
- 12:10–13:00 **WHAT SCRUTINY REALLY LOOKS LIKE:**
- Emily Fenton, Co-Founder, OpnPlay
- 14:00–15:00 **STAYING IN CONTROL AS THE BUSINESS SCALES**

Build & Scale Stage.

DAY ONE 15 June

- 10:40–11:30 **DECISION-MAKING UNDER PRESSURE:**
- 11:40–12:30 **RUNNING THE BUSINESS AS IT SCALES:**
- **Chris Forbes**, Co-founder, The Cheeky Panda
 - **Ramona Hazan**, Founder, Ramona's Kitchen
 - **Logan Naidu**, Founder & Group CEO, Kernel Global
- 13:40–14:30 **WHEN SCALE STARTS TO STRAIN:**
- **Simon Green**, Co-Founder, Edit Cloud
- 14:40–15:30 **WHY GROWTH STALLS AFTER EARLY SUCCESS**
- **Mia Drennan**, Founder & CEO, GLAS
- 15:40–16:30 **TURNING GROWTH STRATEGY INTO REAL TRACTION:**
- **James Jackson**, CEO & Co-Founder, Bumper
 - **Greg Mesch**, Vice Chairman, CityFibre

DAY TWO 16 June

- 10:10–11:00 **BUILDING FOR CAPITAL AND SCALE UNDER PRESSURE:**
- **Catalina Valentino**, Group CEO, ELIXR
- 11:10–12:00 **DESIGNING FOR SCALE AND CAPITAL:**
- 12:10–13:00 **OPERATING UNDER INVESTOR PRESSURE:**
- 14:10–15:00 **CAPITAL UNDER PRESSURE:**
- **Charlotte Ransom**, Co-Founder & CEO, Netwealth
- 15:10–16:00 **TURNING CAPITAL INTO CONTROLLED GROWTH:**

DAY THREE 17 June

- 10:10–11:00 **BUILDING A BUSINESS INVESTORS STAY CONFIDENT IN:**
- **Alexandra Livesey**, Ex-COO / Co-Founder, Clockwise Offices / Little Red Donkey
- 11:10–12:00 **HOW SCRUTINY REALLY WORKS IN SCALING BUSINESSES:**
- 13:00–13:50 **DESIGNING THE BUSINESS FOR SCALE AND CAPITAL:**
- 14:00–15:00 **STAYING IN CONTROL AS OPTIONS MULTIPLY:**

Innovation Stage.

DAY ONE 15 June

- 10:40–11:30 FROM TECHNOLOGY TO CAPABILITY:**
 - **Jim Moran**, Head of Technology - Data, Morrisons Plc
- 11:40–12:30 MAKING INNOVATION DELIVER AT SCALE:**
- 13:40–14:30 WHEN SYSTEMS MEET GROWTH:**
 - **Jonathan Milner**, Chief Executive Officer & CEO, Aire Global
- 14:40–15:30 SUSTAINING INNOVATION AFTER EARLY SUCCESS:**
- 15:40–16:30 FROM PILOT TO PERFORMANCE:**

DAY TWO 16 June

- 10:10–11:00 FROM PILOT TO OPERATING MODEL:**
- 11:10–12:00 WHY INNOVATION STALLS AFTER PROOF OF CONCEPT:**
 - **Lawrence Duffy**, Founder & CEO, Aurora Media Worldwide
- 12:10–13:00 WHEN INNOVATION HITS OPERATIONAL REALITY:**
- 14:10–15:00 WHEN TECHNOLOGY OUTPACES CONTROL:**
- 15:10–16:00 AFTER IMPLEMENTATION:**

DAY THREE 17 June

- 10:10–11:00 WHEN CAPABILITY BREAKS AT SCALE:**
- 11:10–12:00 WHEN TO STOP BUILDING:**
- 12:10–13:00 WHEN CAPABILITY STARTS TO REGRESS**
- 14:00–15:00 WHEN ATTENTION MOVES ON:**

Leadership Stage.

DAY ONE 15 June

- 10:00–10:30 **OPENING KEYNOTE (ALL STAGES) THE STATE OF UK ENTREPRENEURSHIP:**
- 10:40–11:30 **LEADING THROUGH UNCERTAINTY:**
- **Peter Russell**, Founder, Ooooby
- 11:40–12:30 **LEADERSHIP UNDER PRESSURE:**
- **Joe Gaunt**, Founder, HEALTHLABS
 - **Nicky Bullard**, Founder, Elevator
- 13:40–14:30 **WHEN LEADERS BUILD THE TEAM THAT SCALE REQUIRES:**
- **Helen Cannon**, Founder & Director, ISON Travel
 - **Robin Skidmore**, Founder & CEO, Journey Further
 - **John Martinez**, Founder & CEO, Shocklogic
- 14:40–15:30 **COMPETING AT PACE:**
- 15:40–16:30 **FROM INSIGHT TO INTENT:**

DAY TWO 16 June

- 09:30–10:00 **OPENING KEYNOTE (ALL STAGES) FROM AMBITION TO EXECUTION:**
- 10:10–11:00 **WHERE EXECUTION DRIFTS:**
- 11:10–12:00 **DECISION-MAKING UNDER PRESSURE:**
- **Projjol Banerjea**, Founder & Chief Product Officer
 - **Michael Maximoff**, Chief Growth Officer & Co-Founder, Belkins Inc.
- 12:10–13:00 **WHEN LEADERS STEP IN AND STEP BACK:**
- 14:10–15:00 **WHEN STRATEGY MUST SHIFT:**
- **Freddy Monk**, Co-Founder and CEO, Aya Data
- 15:10–16:00 **AFTER EXECUTION:**

DAY THREE 17 June

- 09:30–10:00 **OPENING KEYNOTE (ALL STAGES) WHAT ENDURES:**
- 10:10–11:00 **WHEN AUTHORITY QUIETLY ERODES:**
- 11:10–12:00 **WHEN DECISIONS STOP HOLDING:**
- 12:10–13:00 **WHEN AUTHORITY IS TESTED:**
- 14:00–15:00 **THE WEIGHT OF THE ROLE:**
- 15:10–15:30 **CLOSING KEYNOTE (ALL STAGES) MOST EVENTS END WITH INSPIRATION. THIS ONE ENDS WITH RESPONSIBILITY. WHAT HOLDS WHEN THE ROOM IS EMPTY**

Exit Stage.

DAY ONE 15 June

- 10:40–11:30 **WHAT ACTUALLY DETERMINES A GOOD EXIT:**
- **Tim Darling**, Founder & President, Laudio Insights
- 11:40–12:30 **HOW BUYERS REALLY JUDGE YOUR BUSINESS:**
- **Poonam Kaur**, CEO, fds Director Services Limited
- 13:40–14:30 **WHAT SCRUTINY ACTUALLY EXPOSES:**
- 14:40–15:30 **TIMING IS LEVERAGE:**
- 15:40–16:30 **PROTECTING CONTROL IN EXIT NEGOTIATIONS:**
- **Alana Macfarlane Kempner**, Co-founder + President, The Gut Stuff

DAY TWO 16 June

- 10:10–11:00 **PREPARING FOR EXIT WITHOUT LOSING MOMENTUM:**
- 11:10–12:00 **WHY THE TERMS MATTER MORE THAN THE PRICE:**
- **Professor Mark Watson-Gandy OBE**, Chairman, Three Stone
- 12:10–13:00 **WHY DEALS STALL OR FALL APART IN DUE DILIGENCE:**
- 14:10–15:00 **WHAT FOUNDERS ACTUALLY WALK AWAY WITH:**
- 15:10–16:00 **THE POINT OF NO RETURN IN A DEAL:**

DAY THREE 17 June

- 10:10–11:00 **IS THE BUSINESS READY FOR EXIT:**
- 11:10–12:00 **CHOOSING THE RIGHT EXIT:**
- **Peter Kinsella**, Co-Founder & Executive Chair, Lunya
- 12:10–13:00 **FROM INTEREST TO DEAL**
- 14:00–15:00 **LIFE AFTER EXIT:**

Start the conversation.

SPEAKER ENQUIRIES

Vaughn Clarke-Williams

Content Director

Vaughn.clarke-williams@the-entrepreneur-festival.com

+44 7772 769988

PARTNERSHIP ENQUIRIES

Louis Field

Director

Louis.field@the-entrepreneur-festival.com

+44 7493 148450

