

Funding for Natural Compound Companies

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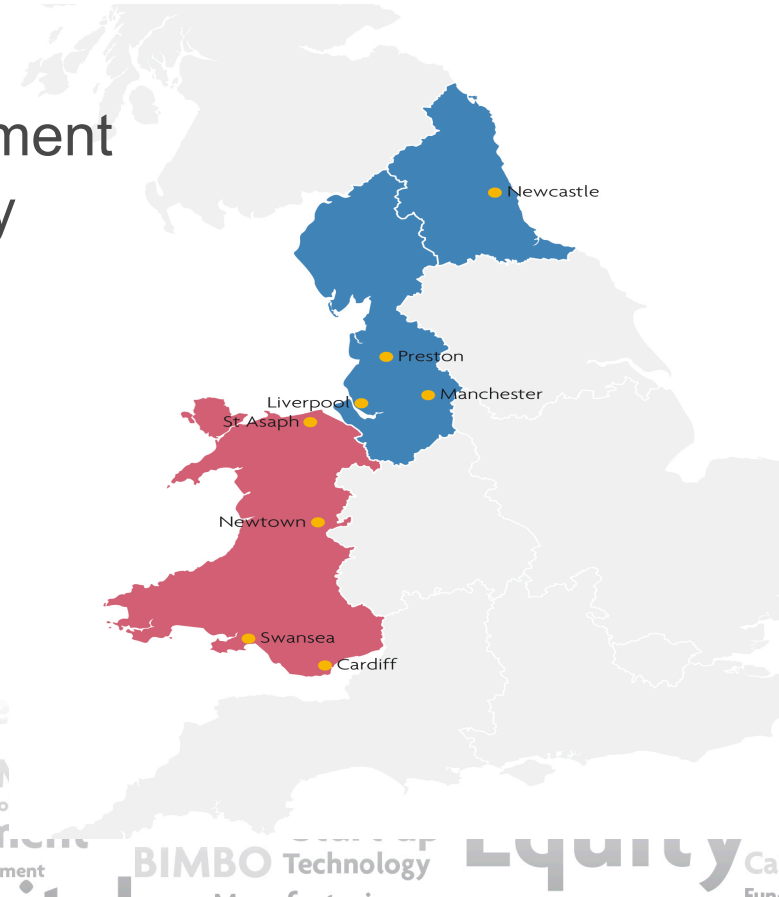
Agenda

- About Finance Wales
- Equity funding
- Revenue options
- What do investors look for?
- Case study



About Finance Wales

- Established 2001 by Welsh Government
- Commercially independent company
- Investing private and public funds
- Largest regional SME funder in UK



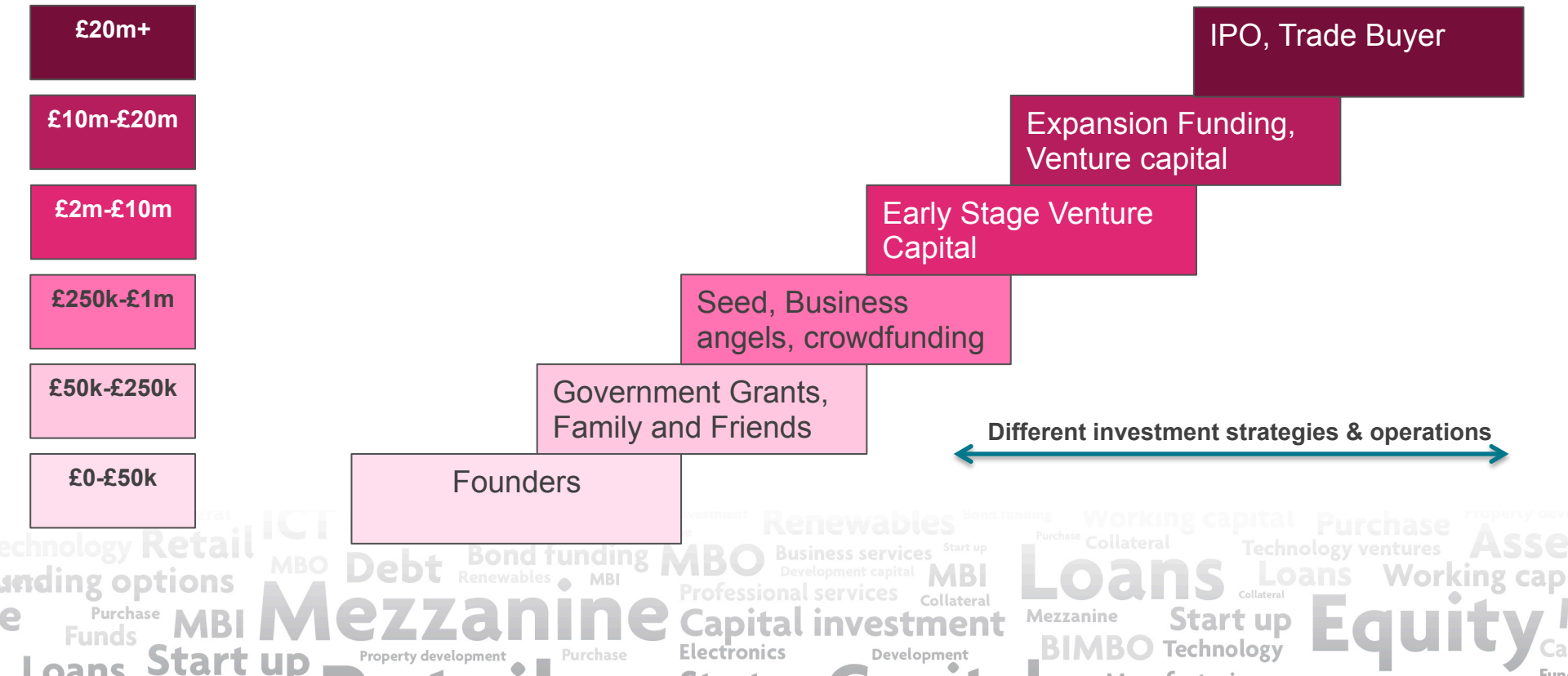
technology Retail ICT Development Capital investment Renewable
funding options MBO Debt Bond funding MBO Business services
e Purchase Funds MBI Mezzanine Professional services Co
Loans Startup Property development Purchase Electronics Development
BIMBO Technology Equity Ca

Impact of investment

- More than £366m invested in Welsh SMEs since inception
- Backed over 3,400 businesses
- Leveraged £573m co-investment
- Created/safeguarded over 40,000 jobs
- 2014/15 record year for the Finance Wales Group – £66.5m invested



The Equity Funding Ladder



Revenue generating?

- GRAS
- Alternative (easier?) regulatory pathways?
- Earlier revenues?
 - Growth through revenues
 - Microloans
 - Factoring/invoice discounting
 - Customer partnerships
 - Mezzanine/loan finance



What are investors looking for?

- Novel technology with clear USPs

- Robust and exploitable IP?

- Experienced management

- New or growing market

- Clear route to market

- Commercial traction

- Sensible and justified valuation

- Attractive exit opportunity

Finance Wales investment available

- Investment from £50,000 to £2m plus
- Up to £5m total investment in one company
- Structured to suit the business requirement
- Technology companies from start-up to IPO

Technology Seed Fund

Working capital

Venture Capital

Grant support

Xenos Angel Network

Seed finance

Cap-Ex

Co-investment

Expansion



Our strengths

Investment

Technology Seed Fund and follow-on funds

Dedicated team

Experienced, multi-disciplinary team

Co investors

Strong network of co-investors

Support

Supportive relationship

Due diligence

Rigorous due diligence process

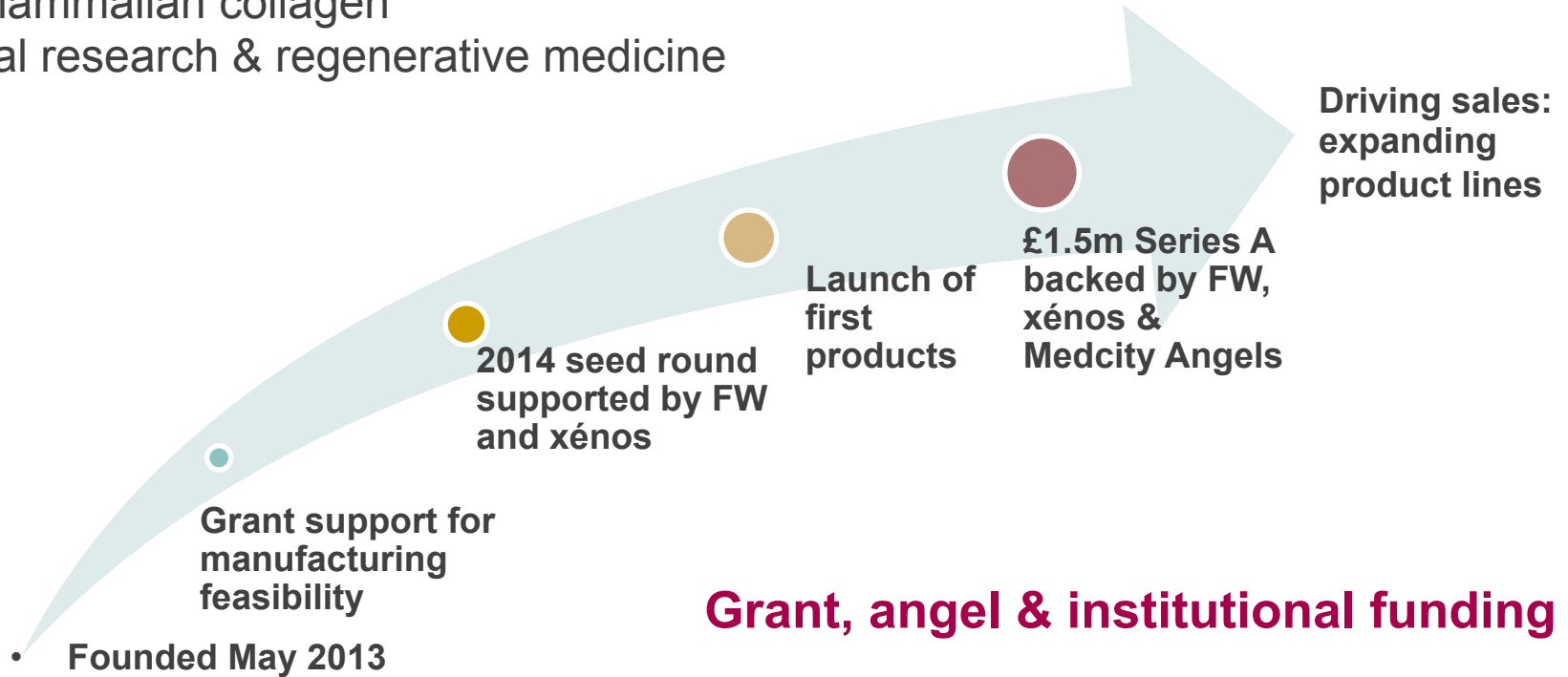
Welsh network

Strong links to universities and public sector

Relocate

Invest in companies relocating to Wales

Non-mammalian collagen
Medical research & regenerative medicine



Thank you

Any questions?

