

# VF ACCESS

Building a diversified portfolio

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## INVESTING IN FAST GROWTH BUSINESSES

With VentureFounders you can make investments alongside Angels and VCs in a range of early stage UK businesses to share in their growth potential, knowing that they have been thoroughly vetted by our expert team.



# VENTUREFOUNDERS – MAKING PRIVATE EQUITY LESS PRIVATE

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A disruptive Alternative Finance platform aiming to open up investment opportunities that were previously reserved for institutional investors only.

01.

VentureFounders provides incremental investment to VC and Angel led financing rounds in UK growth companies, sourcing liquidity from sophisticated and HNW investors

02.

VentureFounders is focused on fundraises of £1-5 million, ranging from early-stage to Series B, contributing £250-750k of supplementary equity capital per transaction

03.

We co-invest – in addition to VentureFounders expertise, investors benefit from standing shoulder to shoulder with the biggest players in the market and their experience in delivering returns

04.

We structure – all of our opportunities undergo strict due diligence and are appropriately structured to protect shareholder rights

05.

We take a long term view – our interests are fully aligned with investors and we actively monitor their portfolio on their behalf

# OUR INVESTMENT TEAM

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CO-FOUNDER  
JAMES CODLING



CO-FOUNDER  
PAUL MORAVEK



INVESTMENT DIRECTOR  
EVA WEBER



INVESTMENT DIRECTOR  
JAMIE BEARE



INVESTMENT ASSOCIATE  
BASILE DANDINE



GENERAL COUNSEL  
VANESSA COWLING

# OUR SENIOR ADVISORS

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NON-EXECUTIVE CHAIRMAN AND SENIOR ADVISOR  
**MARTIN McCOURT**

Martin, who has helped build some of the world's most recognisable brands, is also chairman of our Board. Martin has spent over 35 years working at the heart of British-based manufacturing, design and marketing. In his 15 years as CEO of Dyson, Martin devised and implemented a strategy that transformed the company from a single product, single market producer into one where 80% of the business comes from over 60 markets around the world.

Martin is currently chairman of CliniSys Group (CliniSys), D.O.R.C. (Dutch Ophthalmic Research Center) and Equatex.



**JUSTIN URQUHART STEWART**

Is a recognised expert in the investment market



**INDIRA THAMBIAH**

Brings wide-ranging expertise in the retail industry



**RYAN THOMAS**

Is a specialist in the retail and e-commerce sector



**HUGH BRIGGS**

Has spent over 20 years financing and investing in businesses



**GRAHAM DEFRIES**

Has built a successful legal career advising businesses in the growth stage



**MARK WILSON**

Has been an influential figure in the UK digital industry for more than 20 years

# INVESTMENT CRITERIA

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## What we look for in every funding deal

We believe our experience in early-stage investing gives us expert insight into the factors that drive long-term success. We only recommend businesses that excel against these key criteria:

Strong management team

Innovation and disruption

Past proof of concept

Scalability

Exit strategy

Well invested



## WHAT IS VF ACCESS?

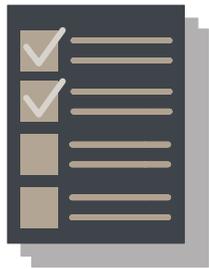
01. VF Access is an exclusive invite-only service for HNW and sophisticated investors
02. Members commit capital to invest across VentureFounders investment opportunities, whilst maintaining full discretion
03. Leverage the skillset and expertise of the VentureFounders team to build a diversified portfolio of investments based on your personal investment criteria
04. £50,000 minimum commitment
05. VF Access is not a fund. Neither is it an investment management service. We are not able to give you advice or recommendations.

### **The benefits of VF Access**

01. An early review and priority access to investment opportunities
02. A personalised and tailored service
03. Reduced administrative burden and streamlined process
04. Exclusive event invites not available to other VentureFounders registered users
05. No upfront membership fee for the first twenty members

# HOW VF ACCESS WORKS

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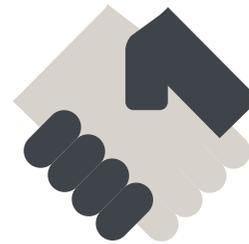
## Register

Once registered you will have call or meeting to discuss and confirm your personal investment parameters.



## Access

Priority access to investment opportunities that meet your criteria – opt in or opt out to each opportunity.



## Invest

On confirmation to proceed the investment will be allocated and confirmed.



## Monitor

Monitor your portfolio of investments through your online account.

# VF ACCESS - WHY VENTUREFOUNDERS?

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## Due Diligence



One thing that differentiates us from our competitors is the due diligence that we conduct. We undertake both in-house due diligence as well as sourcing external validation of our assessment from our large network of advisors, across industries.

## Shareholder Protections



We will enter into a number of legally-binding agreements with the company before funds are released, which are entered into to protect the investments made by our investors. These include: anti-dilution rights, information rights and drag-along/tag-along rights.

## Nominee Structure



We use a nominee structure which acts as the legal owner of your investments. You remain the beneficial owner of the shares and retain full economic rights to those shares at all times. The main advantage of a nominee structure is to protect the rights of investors and enforce any shareholder rights.

## Ongoing Monitoring



Post-fundraise, we actively monitor the investments made through VentureFounders and, in certain circumstances, we will also take a board or board observer seat. We insist that our portfolio companies report once a quarter to our investors.

## Fees



VentureFounders has a fee structure that is designed to align the interests of all parties. Core to this is that VentureFounders operates a profit share (carried interest) model, one that has long been used by the venture capital and private equity community.

## Enterprise Investment Scheme



Unless indicated otherwise, all investment opportunities will be Enterprise Investment Scheme (EIS) qualifying companies.

# CASE STUDIES



Micrima aims to bring about significant improvements in breast cancer screening.

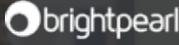
Funds raised	Investors	Backed by
£2,600,166	62	Swarraton

Technology Venture Partners  
AngelCoFund



idio, the leading Content Intelligence platform, is helping companies to achieve higher ROI on their content marketing.

Funds raised	Investors	Backed by
£1,449,112	42	Notion Capital



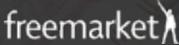
Brightpearl is a SaaS-based, multi-channel Enterprise Resource Planning (ERP) platform for small and medium-sized businesses.

Funds raised	Investors	Backed by
£3,345,426	25	Notion Capital, eden ventures, MMC VENTURES



Scoota (previously Rockabox) is the global leader in programmatic technology, delivering rich media marketing through its proprietary platform.

Funds raised	Investors	Backed by
£3,744,908	49	Notion Capital, frog capital



freemarketFX is an innovative peer-to-peer currency exchange, focused on the high-value B2B commercial spot FX market.

Funds raised	Investors	Backed by
£2,067,996	53	Angel Investors



Revo is an adaptable, automated liquid solution production system, offering complete control over measuring and mixing compounds.

Funds raised	Investors	Backed by
£3,226,982	46	Longwall Ventures, AngelCoFund

# THE ANGEL MARKET

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Angel investors are making more investments than ever before – the median number is now 5 compared to 2.5 in a 2009 study\*

44% of investments generate positive exits with 9% producing more than 10x the capital invested\*\*

The use of digital platforms is a major development in the UK business angel market place\*

The overall return on business angel investing is approximately 2.2x invested capital\*\*

Risks are mitigated by developing a diversified portfolio of investments\*\*\*

\*Enterprise Research Centre – 'A Nation of Angels' report (2015)

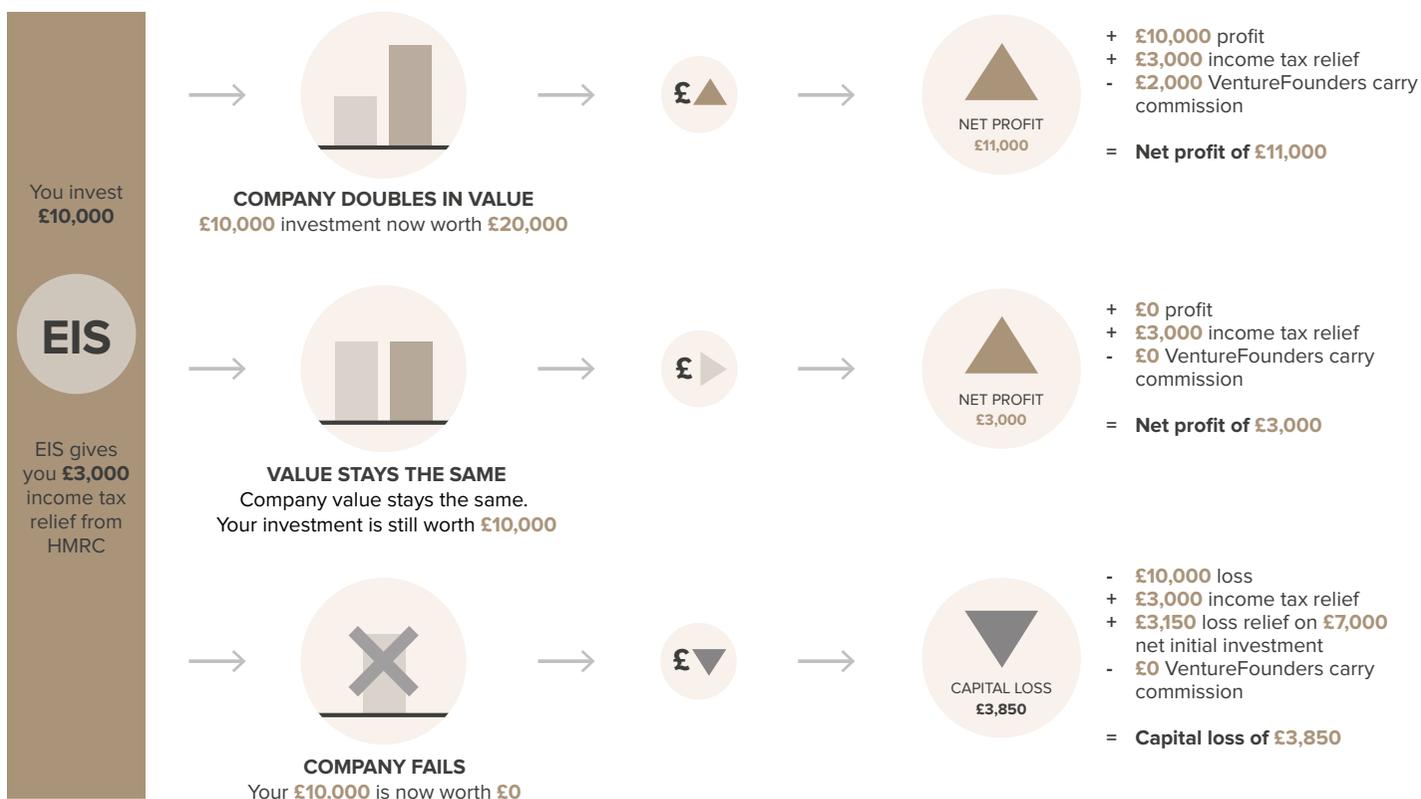
\*\*Nesta – 'Siding with the Angels' report (2009)

\*\*\*UKBAA

# EIS

## HMRC encourages investment in early-stage ventures with generous incentives to UK taxpayers

The Enterprise Investment Scheme (EIS), for example, currently offers 30% income tax relief, up to 45% loss relief, total exemption from capital gains tax on investments held for at least three years, as well as inheritance tax relief.



PLEASE NOTE: The availability of any tax relief, including EIS, depends on the individual circumstances of each investor, the shares being issued and of the company concerned. This sets out our understanding of tax legislation and HMRC practice as at July 2016. However, the rules may be subject to change in the future. If you are in any doubt about EIS, you should obtain independent tax advice before doing, or refraining from doing, anything. For detailed information about EIS please visit [www.hmrc.gov.uk/eis](http://www.hmrc.gov.uk/eis)



# THANK YOU

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CO-FOUNDER

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# DISCLAIMER

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By using VF Access you accept and agree that:

- VentureFounders will treat you as a retail “Execution Only” Client in relation to all transactions that you may enter into with VentureFounders. This means that the protections of the Financial Conduct Authority rules that are afforded to Retail Clients in relation to suitability or appropriateness do not apply to you. For more details, see the Financial Conduct Authority’s website ([www.the-fca.org.uk](http://www.the-fca.org.uk)).
- You will not ask for, and VentureFounders will not provide you with, any advice or recommendations to purchase, or to refrain from participating, any potential investments. Nothing in any correspondence between us and you shall constitute a personal recommendation. No warranty, representation, guarantee or other assurance of any sort is given by VentureFounders to you about the suitability of any potential investments.
- VF Access is not an investment management service (whether discretionary or otherwise). It is your decision as to whether you wish to participate in a potential investment.

Investing in start-up and growth companies involves a high degree of risk. You should be prepared to lose some or all of the money that you invest. It is significantly more likely that you will lose the money you invest than make a profit. If you are in any doubt about investing you are strongly advised to consult an independent financial adviser. Prospective investors should ensure they fully understand and accept the nature of the investment and the potential risks inherent in the investment and should consider carefully whether an investment is suitable for them in the light of their personal circumstances and the financial resources available to them.

YOUR ATTENTION IS DRAWN TO THE RISK WARNINGS AT [www.venturefounders.co.uk/risk](http://www.venturefounders.co.uk/risk)

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