

# OXFORD INNOVATION FINANCE

HOME OF OION AND OXFORD INNOVATION EIS GROWTH FUND - CONNECTING COMPANIES & INVESTORS SINCE 1994

## GUIDE – FOR COMPANIES

- ▶ [www.oxfordinnovationfinance.co.uk](http://www.oxfordinnovationfinance.co.uk)
- ▶ [finance@oxin.co.uk](mailto:finance@oxin.co.uk)
- ▶ 01865 261499

## OVERVIEW

Oxford Innovation Finance is the home of OION, one of the oldest and largest angel investment networks in the UK, and the Oxford Innovation EIS Growth Fund. OION was established in 1994 as one of the UK's first business angel networks and today links carefully selected investment opportunities from Oxford and across the country with investors through regular Showcase events. In January 2020, Oxford Angel Network (OAN), part of Oxford University's commercialisation arm Oxford University Innovation (OUI), merged with OION to create one unified angel network for Oxford and beyond.

The Oxford Innovation EIS Growth Fund launched in 2021 and [invested in nine innovative companies](#) over the course of the 2021/22 fiscal year. Fund 2 launched in 2022 and will aim to fully invest by April 2023. Companies interested in receiving investment from the Oxford Innovation EIS Growth Fund should follow the standard OION application and Showcase pitching process.

As a part of the SQW Group, Oxford Innovation Finance is well connected to the early-stage/start-up ecosystem and, through its sister companies, is able to offer connections to a wide range of support, beyond that of just access to finance. [Oxford Innovation Advice](#) offer business expertise and advice for leaders of ambitious businesses through a range business support & coaching programmes. And [Oxford Innovation Centres](#) manage a nationwide network of 28 Innovation Centres which host and support over 1000 start-ups and SMEs.

Oxford Innovation Finance is authorised and regulated by the Financial Conduct Authority (FRN 564525). Please note that under our OION angel network FCA authorisation, we act for entrepreneurs and companies seeking to raise finance. We do not act for our investor members and our investor members are not our clients, they are classified as venture capital contacts. Accordingly, we are not responsible for providing any protection to members or other investors that would be afforded to clients under the regulatory system and we are not responsible for providing advice in relation to any investment opportunities that we may draw to the attention of our members.

# INVESTMENT MEETINGS / SHOWCASE EVENTS

- ▶ At least seven OION Showcase events are held every year either in-person or online, with each featuring up to ten companies pitching for investment. They are currently held in January, March, May, July, September, October and December. See [www.oxfordinnovationfinance.co.uk/events](http://www.oxfordinnovationfinance.co.uk/events) for more detail.
- ▶ Oxford Innovation Finance’s angel network, OION, reviews companies with OUI and selects the companies to be invited to pitch at a Showcase event. The merger of OION & OUI’s angel network, OAN, provides both new and existing angels an opportunity to invest in impactful new tech companies, both from the Oxford Cluster and the wider UK, all under one roof.
- ▶ Companies interested in pitching at an OION Showcase should register online [here](#). See the following page for details on the selection process and next steps.

## Format of Investment Meetings

Investment Showcase	Overview	Follow-up
<ul style="list-style-type: none"> <li>▪ Usually at least seven Showcase events each year, held either in-person or online</li> </ul>	<ul style="list-style-type: none"> <li>▪ Up to 10 company pitches at each Showcase</li> <li>▪ 5 minute presentations</li> <li>▪ Either Q&amp;A or direct face2face networking with investors</li> </ul>	<p>Where companies that have presented at a Showcase have initial interest from investors, OION will support and arrange follow-up meetings where investors can conduct a more detailed review of the business.</p>

# ACTIVITIES & SERVICES – COMPANIES SEEKING INVESTMENT

## Process

### 1. Deal Evaluation

The Oxford Innovation Finance team will evaluate each proposition. If it is felt to have potential to raise funding from our OION angel network, we will contact the company and usually request a phone call. The Investment Manager will then make an initial assessment and decide if the company is suitable to propose to the Showcase selection committee. Following the selection committee meeting, successful companies will be offered a pitching slot at a Showcase.

#### Assessment Criteria:

- ▶ a valid and scalable business proposition
- ▶ a credible and committed team
- ▶ valuation of the company
- ▶ barrier to entry/niche in market
- ▶ knowledge of market
- ▶ awareness of competitors
- ▶ explored exit strategy
- ▶ SEIS/EIS advanced assurance

### 2. Companies selected to pitch will be provided the following services

- ▶ **Dry run presentation:** A review of your presentation to a panel of investment experts and experienced business angels. You will be given feedback and advice on the content of your presentation.
- ▶ **Marketing of your investment proposal:** Prior to the Showcase an overview summary of your proposition is circulated via email to our investors. You will be responsible for producing the content and accuracy of this document.
- ▶ **Website Listing:** Following the Showcase, a brief summary of your proposition with company logo, sector, stage and investment amount required will be listed on the Oxford Innovation Finance website. Any further information that you add to the platform through your account will only be available to logged in OION investors.

# ACTIVITIES & SERVICES – COMPANIES SEEKING INVESTMENT

## 3. Support with securing investment

This does not replace the need for relevant professional advice, we can provide opinions but not advice on legal, accounting or tax matters. For this process we provide the following:

- ▶ We can help to organise secondary meetings/follow-up conference calls with interested investors.
- ▶ We can help you provide the detailed due diligence information and documents. Nearly all investors will want to carry out detailed due diligence on your company prior to investing their funds. We therefore recommend all presenting companies create an online data room for their key investment documents. Following the Showcase, investors can then be provided with the access link for the companies that are of interest. This can also be made available through our online portal.
  - ▶ You will populate your company profile with relevant data and supply information.
  - ▶ You will own the information provided and you will be solely responsible for ensuring its accuracy and completeness.
  - ▶ The detailed information will be available to OION investors with website log in details.

## Costs to Companies (please note VAT will be charged at the standard rate on all fees)

- ▶ £375 + VAT for companies to pitch at a Showcase meeting. This is payable on acceptance of the 'offer to present'.
- ▶ A wholly contingent success fee of 5% + VAT is charged on funding raised through the network.

# OXFORD INNOVATION EIS GROWTH FUND

The Oxford Innovation EIS Growth Fund offers investors the opportunity to invest in a portfolio of high-potential science and technology businesses in the UK, with a focus on Oxford and the surrounding start-up ecosystem.

The Fund provides early-stage companies with the opportunity of securing co-investment, alongside that of OION angel members.

Fund 1 closed for investment in March 2021 and invested in nine innovative and ambitious companies over the course of the 2021/22 fiscal year. Further information on the portfolio can be found on the website [here](#).

Fund 2 launched in 2022 and will aim to fully invest by April 2023. Companies interested in receiving investment from the Oxford Innovation EIS Growth Fund should follow the standard OION application and [Showcase pitching process](#). This provides companies with the opportunity of securing co-investment from OION angel members and the Fund.

## TEAM



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**Kate Wright**  
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## SPONSORS

Oxford Innovation Finance's angel network, OION, is pleased to acknowledge the support of its sponsors. This support allows OION client companies and investors access to professional advice that is geared to meet the growth needs of innovative businesses. More information can be found on our website [sponsors page](#).



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Cazenove  
Capital





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