

# OION LTD

## CONNECTING COMPANIES & INVESTORS SINCE 1994

### NETWORK GUIDE – FOR COMPANIES

- ▶ [www.oion.co.uk](http://www.oion.co.uk)
- ▶ [contact@oion.co.uk](mailto:contact@oion.co.uk)
- ▶ 01865 261499

## OVERVIEW

Oxford Investment Opportunity Network Limited (OION Ltd) was established in 1994 as one of the UK's first business angel networks. We're authorised and regulated by the Financial Conduct Authority (FRN 564525) and operate under the trading names Oxford Investment Opportunity Network (OION), Thames Valley Investment Network (TVIN) & Oxford Early Investments (OEI). In January 2020, Oxford Angel Network (OAN), part of Oxford University's commercialisation arm Oxford University Innovation (OUI), merged with OION Ltd to create one unified angel network for Oxford and beyond. The merged business operates under the OION Ltd brand.

OION Ltd is part of the SQW Group which also includes [SQW](#), [Oxford Innovation](#) & [Oxford Innovation Services](#). SQW provides OION Ltd with access to first-class research, analysis, and advice on economic and social development. Oxford Innovation manage a nationwide network of 25+ Innovation Centres which host and support over 1000 start-ups and SMEs. Oxford Innovation Services have experience & expertise in the delivery of business services & coaching programmes.

Please note that under our 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 Showcase events are held every year either in-person or online, with each featuring up to twelve companies pitching for investment. They are currently held in January, March, May, July, September, October and December. See [www.oion.co.uk/events](http://www.oion.co.uk/events) for more detail.
- ▶ The OION Ltd network reviews companies from across the OION, TVIN, OEI & OAN groups to present at a single Showcase event. OION Ltd and OUI collaborate in the selection of companies to be invited to pitch at a Showcase event. The merger of OION Ltd & OAN gives 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 Ltd 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 12 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 Ltd 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 OION Ltd team will evaluate each proposition. If it is felt to have potential to raise funding from our membership, 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 and post 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 OION Ltd website. Any further information that you add to the platform through your account will only be available to OION Ltd 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 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 only be available to invited investors.

### **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 a 'offer to present'.
- ▶ A wholly contingent success fee of 5% + VAT is charged on funding raised through the network.

# TEAM



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## SPONSORS

OION Ltd is pleased to acknowledge the support of its sponsors. This support allows OION Ltd 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](#).





# CONTACT US

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