



# An Introduction to the Innovation Fund

EIS investments into businesses that impact key global issues

Founded 2014 | St Andrews, Scotland



Disease Diagnosis,  
Prevention &  
Treatment



Food &  
Water  
Security



Energy Security  
Issues, Climate  
Change & Pollution



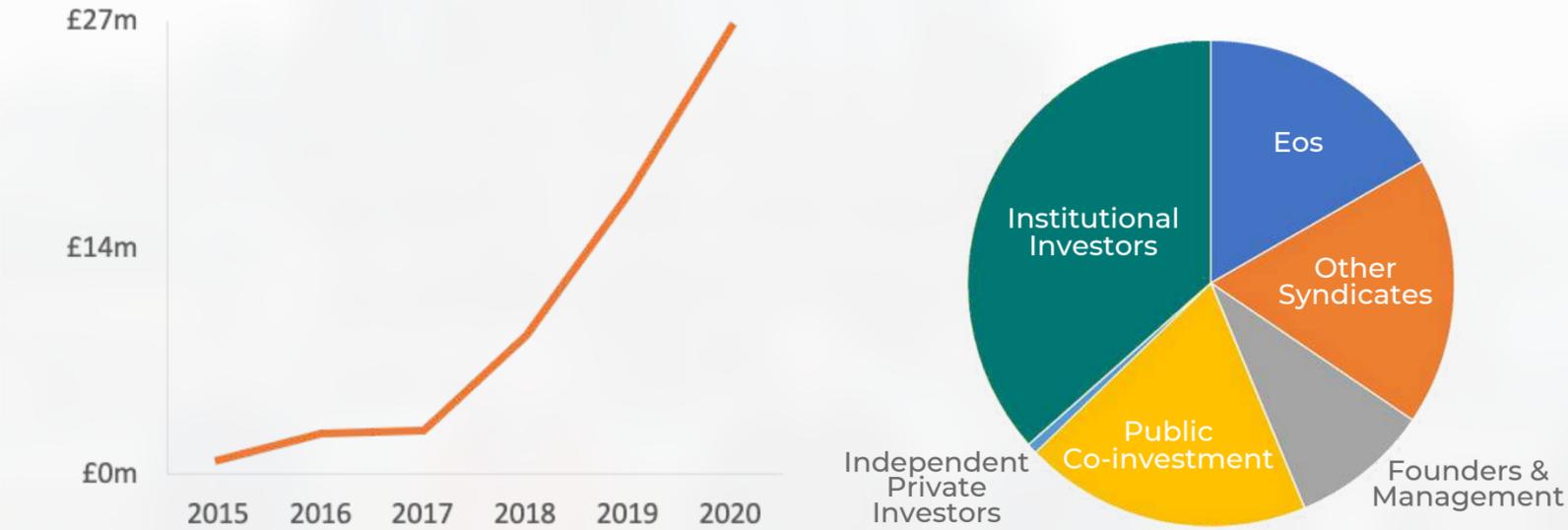
Improvement and  
Sustainability of  
Industrial Processes

# S/EIS Investing with Eos

There are 4 pillars to Eos investments, our Angel Syndicate, International Venture Partners, Public Co-Investors including Scottish Enterprise, and the EIS Innovation Fund.

The Eos EIS Innovation Fund also accesses some SEIS investments for those benefiting from entrepreneurial tax relief. The Fund is suitable for investors and financial advisors who are looking to diversify their investment portfolio and specifically interested in impact investing in business addressing global issues. Investments from £25k, split between a minimum of five investments.

The Innovation Fund is an evergreen fund in the range of £1-5 million with a typical investment cycle of 5-8 years. Investments are only into early-stage businesses with global market potential, protectable IP, and credible management teams so that as these businesses build to a successful exit, the returns are commensurate.



## Growth in funding for the Eos portfolio

<p><b>14</b> </p> <p>Investee Businesses</p>	<p><b>5:1</b> </p> <p>Historical Investment Ratio</p>	<p><b>12</b> </p> <p>Scottish Universities / Research Centres</p>	<p><b>£57m</b></p> <p>Total Investment into Portfolio</p>
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## Impact investors

Therefore those who work with us are motivated both by the financial growth of our portfolio, and the positive impact they are having on global challenges. Over the first 6 years, Eos has invested through its syndicate only, with an investment ratio of 5 : 1 between Eos and co-investment partners, as well as Scottish Enterprise.

## 'Hands-on' investors

Eos works closely with its portfolio companies to give them direction & support. Every one of our portfolio companies has performed according to plan or better and none have failed. Many have grown considerably through follow-on investment rounds and sales, which is a track record we are proud of. Our first exits are due in 2021. The Innovation Fund gives access to this same qualified deal flow, as well as the significant tax relief from early-stage investing. Our Investment Committee who lead these deals are introduced on the next page and come from a very diverse background, from government advisors to record breakers, business leaders from large corporates and SME, from scientists to entrepreneurs. We back people with innovations that are IP protected, that can have a positive impact on the world.

The Eos Innovation Fund Information Memorandum is available upon request for full investment details • [fund@eos-advisory.com](mailto:fund@eos-advisory.com)

Eos Advisory LLP is an Appointed Representative of Javelin Ventures Limited (FCA Ref:207918), which is authorised and regulated by the Financial Conduct Authority

# Investment Committee

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## Valerie Jolliffe Investment Committee & Fund Manager

Valerie has considerable experience in investing in early-stage, high-growth companies, particularly university spin-out companies, and in managing small EIS funds. She is currently acting as head of finance for two spin-outs from Cambridge University, having successfully exited from another spin-out, where she has a similar role, in 2019. She sits on the EPSRC Impact Acceleration Account Panel for Queen Mary, University of London, and has acted as a judge for the Biotechnology Yes and Churchill College Enterprise Competition. She has a degree in engineering from Cambridge University and a master's from Cass Business School.



## Kevin Grainger Eos Advisory Chairman

Kevin Grainger is a serial entrepreneur with over 35 years track record in the IT and investment sectors. Having worked in both corporate and SME/start-up environments, Kevin has a wealth of business experience and a university education in physics that lead to a passion for seeing innovative technologies and science being successfully commercialised. Kevin founded the Eos in 2014.



## Andrew McNeill Phd Eos Advisory Managing Partner

Andrew McNeill has over 15 years' experience in leading early stage venture capital backed medical device and biotech companies. Andrew holds a PhD in Molecular Physics from Leeds University. He was part of the founding team at Ambicare Health, a medical device company in the oncology space and took several technologies from lab through to market. Subsequent to that he was CEO of biotechnology company Fixed Phage before joining Eos in 2017.



## Mark Beaumont BEM Eos Advisory Partner

Mark Beaumont spent the first 15 years of his career building teams around sporting success and is best known as an athlete and BBC broadcaster. He still holds the 18,000-mile circumnavigation cycling record in a time of 78 days along. Mark's degree education was in Economics & Politics, and for over thirteen years he has also worked with LDC, the UK's leading mid-market private equity firm, in their deal origination team.

# Investment Committee



## Rick Clark Eos Advisory Partner

Rick is the CFO of a private equity-funded business in the energy sector and is a NXD of two other companies. He is also on the board of a charity which owns and operates 2 nationally-significant museums and is a member of the ICAS Ethics Board. His prior experience in the energy sector was with a technology-led oilfield services company which he helped build rapidly prior to its successful sale. Before that he was a partner with KPMG for 15 years.



## Ana Stewart Eos Advisory Partner

Ana founded her digital consultancy business after graduating from University and grew it into a leading global innovator of consumer engagement software. As CEO, she led the AIM listing of the company on the London Stock Exchange and was voted Emerging Entrepreneur of the Year by the Scottish Entrepreneurial Exchange. Ana sold then sold the company in a US trade sale. Ana sits on the Board of the Scottish FA and also sits on the main council of ICAS.



## Chris Brinsmead CBE Eos Advisory Partner

Chris Brinsmead is a council member at Imperial College London, a former adviser to the UK Government on life sciences, has previously held senior executive roles at ICI, Zeneca and AstraZeneca, and over the last decade has been a non-executive board member and chair on a number of private and public limited company boards. And from 2010 until 2017 he was an independent Advisor to the Prime Minister and other senior government ministers on Life Sciences 2010.

## Examples of our Investment Directors

### Jock Gardiner

Extensive experience in corporate finance (KPMG qualified CA) and private equity (Aberdeen Asset Management PLC and founder partner of Maven Capital Partners) with a strong track record particularly in the energy services sector. Joint Founder of Alba Equity angel investor group and various Non-Executive Director and Consultancy roles.

### Kenneth Fraser

Director & Chairman experience with a number of Scottish SMEs in roles from relationships with various Private Equity companies including 3i, ECI, Charterhouse & HBOS. Ken served on the Scottish Council of the Institute of Directors, and from 2005 to 2010 was Scotland's employers representative on the European Economic and Social Committee in Brussels.

### Richard Cooper

Chartered Engineer with over 40 years of operational and board-level experience of blue-chip and SME companies. Richard has had senior roles in manufacturing operations, quality, international business development, and sales alongside raising funds for company growth.

# Investing in the Fund - Step by Step

1

## Application

Once you have taken appropriate advice and decided to invest you will find the Investor Agreement, KID and application form on our website: eos-advisory.com. The fund is open to investors all year round.

3

## Investing

Over a 18 - 24 month period the Fund aims to invest in a diversified portfolio of at least 5 knowledge intensive companies.

5

## Claim Tax Relief

Submit your S/EIS Form to HMRC to claim your initial 5 tax relief, if eligible.

7

## Investment Exit

Assuming a successful exit, capital is returned to Investors as realisations are made net of fees.

2

## Deposit Subscriptions

Once your application is approved, you will deposit your funds with a separate custodian organisation, Mainspring Nominees Limited, who is a leading provider of S/EIS custodian & administration services.

4

## S/EIS and Share Documentation

You will receive your Contract Note and S/EIS Form following each investment. Your shares are held by Mainspring Nominees Limited as Nominees

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## Investment Reported

We share a Fund valuation report twice a year with each investor. The report includes a valuation and performance update for each of the portfolio companies.

## Risks

Investing in early-stage businesses carries a high degree of risk and Investors may lose all or part of their investment. Investors need to be comfortable with the level of risk to which they are exposed. Where appropriate investors should seek specific advice on tax and investment matters from suitably qualified advisors.