



Financing your Bio-Enterprise

Tony Maione

• Bio Economy & Green start-ups – Facilities Available

- Finance
- Suiting-up!
- Collaboration
- Next Steps



The Colourful World of Finance....



- **Bio-Economy Finance – Finance for Good**

- Trends in Finance
- Sustainable Money
- Low Carbon Innovation
- Alignment



Alignment

Hundreds of options – Project Drawdown - 100

Our Food

Moving People and Goods

Homes and Cities

How we use Land

Electricity Use

Materials/Waste Management

Empowering Women

Top things individuals can do:

Reduce Food Waste – Reduce all waste

Eat less meat/more plant heavy diet

Restore tropical rainforests

Clothing

Air travel

Project Drawdown's Missing Link



• Bioeconomy, Low Carbon, Innovation, Sustainability

- Developing bio-economy responds to...
- UNSDG, Paris, G7, EU, UK
- Improve access to finance – enabler
- Eco-systems
- You are pioneers
- Boldly go or go boldly?



• Business Support in the Humber Region

- SparkFund
 - ERDF
 - Growth Hub
 - Angel Investment
 - NPIF
 - InnovateUK
 - Business Loan Funds – Funding Circle
 - Crowdfund
 - Bank
 - AIC
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- **What do investors want – 6 of the Best**

- **Big market for your innovation?**
 - **What is your innovation's USP?**
 - **Solid Management Team?**
 - **How do you fit VC's investment philosophy?**
 - **Objective evidence for your claims?**
 - **How will the investment be used?**
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- Avoid clichés like the plague...
- Demand risk highest risk factor
- Regulatory risks are second highest – Living Lab
- Operational & technical risks – scaling up
- Low/volatile profitability, cash-flow
- Societal issues – public participation, engagement
- Issues with public funding – more needed on demonstration & commercialisation



• Angel Investment - Evidence

- The numbers & the business plan
 - Current position including shareholding
 - Risks
 - Timing of funding & most appropriate route
 - Ideal Angel?
 - The Pitch – preparation and delivery
 - SEIS/EIS
 - Intellectual Property
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- Suit-up, Collaborate

- Lawyers
- Accountants
- Creation, Protection
- Non-Executives
- Focus on Pioneering!
- Don't accept No.



• Next Steps & 3 Take-aways

1. Solid Management Team - Focus
2. Play to strengths
3. Be bold, daring, disruptive

Quiz



Tie-breaker

