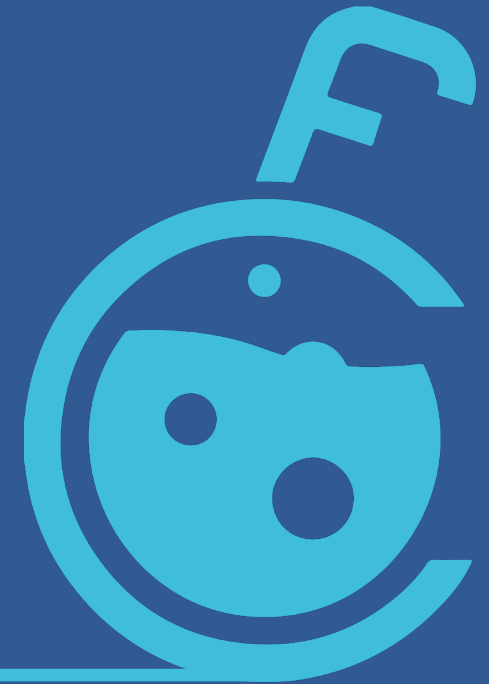




# How to fund the growth of your IT or consultancy business

10<sup>th</sup> November 2022

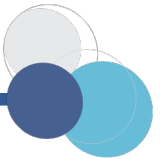


Sam Simpson BSc(Hons) CIP FCIET FBCS CEng



# ○ Agenda

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- Intro and my journey
- A little about FounderCatalyst
- The different sources of funding (Grants vs Debt vs Equity)
- An introduction to SEIS / EIS
- Q&A

Entrepreneurs giving advice:

*“Here are the numbers I used to win the lottery!”*

# Intro



# 2022



### “Employee” Phase

Engineer -> Tech Dir  
PM -> Dir Projects  
Buy and build  
£450m company

### Accidental Entrepreneur

£0 to £27m in 3yrs  
Lots of Awards  
Exit to PE

### Angel Investing

29x investments,  
average £25k  
Preference for early  
stage (SEIS)

### Intentional Entrepreneur

2x startups



# ○ A little about FounderCatalyst



## Free Stuff

Guides, advisor agreements and other templates, calculators and much more

## Legal Documentation

FounderCatalyst provides all the legal paperwork required to implement your funding round, all based upon the market standard model documents from the BVCA.



## SEIS and EIS adv assurance

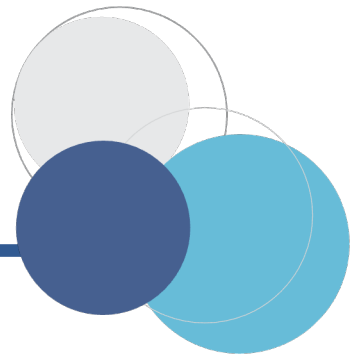
FounderCatalyst helps you obtain advance assurance from HMRC to give your investors comfort that any investment will be eligible for the expected tax reliefs.

## Introductions

We have a network of brokers, platforms, HNWs, Angel Groups / PE Clubs and junior VCs that we

## ○ Funding Options

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# Sources of funding



## Debt Solutions

Grants  
CLNs

## Equity Solutions

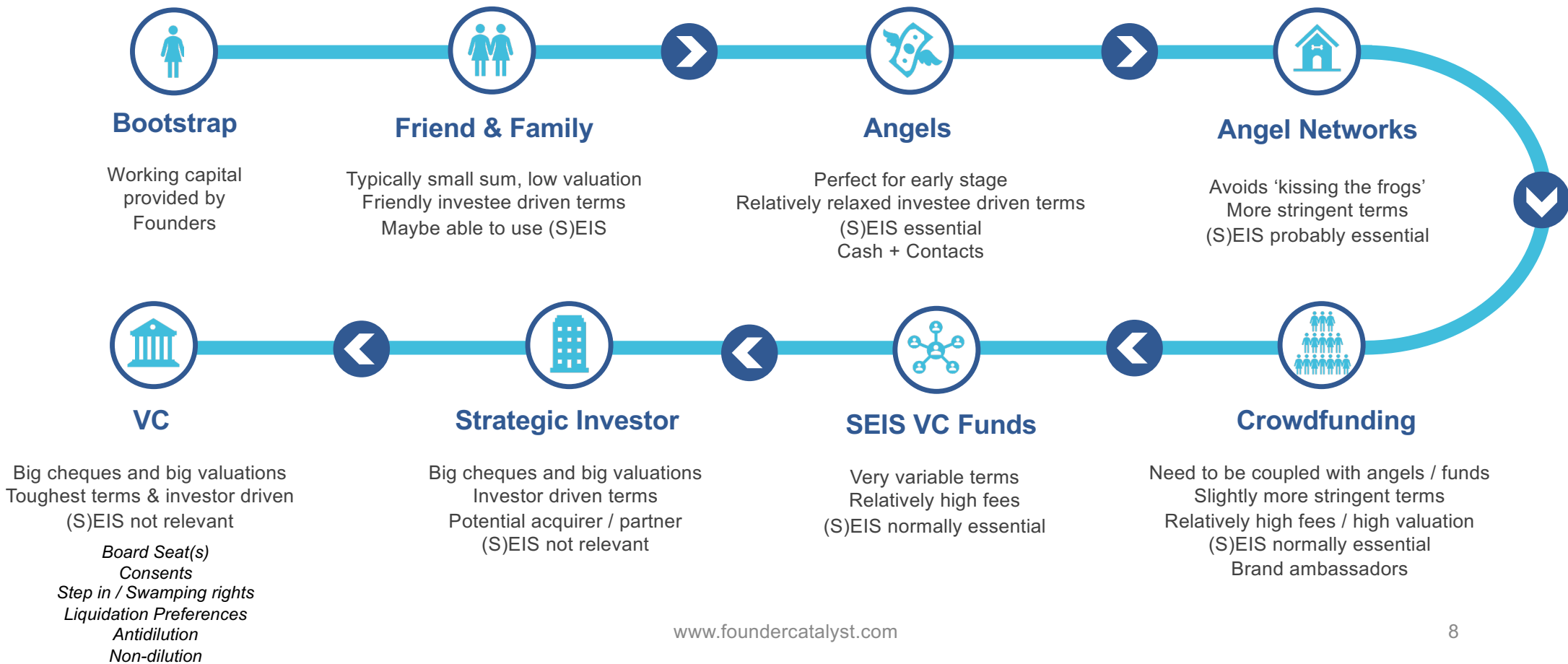


P2P lending  
F&F  
Bank Overdraft (& PGs)  
Bank Debt  
Trade Credit  
Invoice factoring  
Asset Backed Lending  
Corporate Bond

Reward based  
Crowdfunding

F&F  
Angels  
Equity Crowdfunding  
Funds / Angel networks / PE Clubs  
VC

# Equity Options





# ○ The benefits of SEIS & EIS



## SEIS

£150k  
2 years

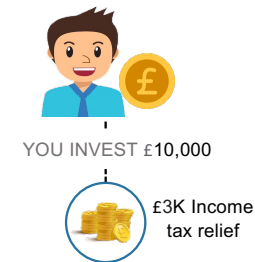


**COMPANY FAILS**  
Claim loss relief. Total loss = £2,750

**COMPANY BREAKS EVEN**  
Sell Shares for £10k in 3+ years.  
Total gain = £5k

**COMPANY DOUBLES IN VALUE**  
Sell Shares for £20k in 3+ years.  
Total gain = £15k

## CGT & IHT



**COMPANY FAILS**  
Claim loss relief. Total loss = £3,850

**COMPANY BREAKS EVEN**  
Sell Shares for £10k in 3+ years.  
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## EIS

£12m / £5m PA  
7 years

*EIS (KIC)*

*£20m / £10m PA  
10 years*

# ○ The benefits of SEIS & EIS 2023



- Gross asset test from 200k to 350k
- Personal limit from 100k to 200k

## SEIS

£250k  
3 years

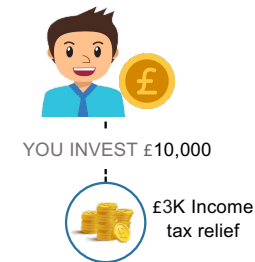


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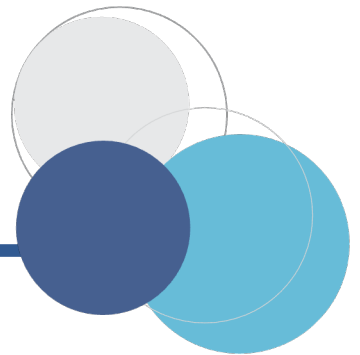
*EIS (KIC)*

*£20m / £10m PA  
10 years*



## ○ Funding Journey

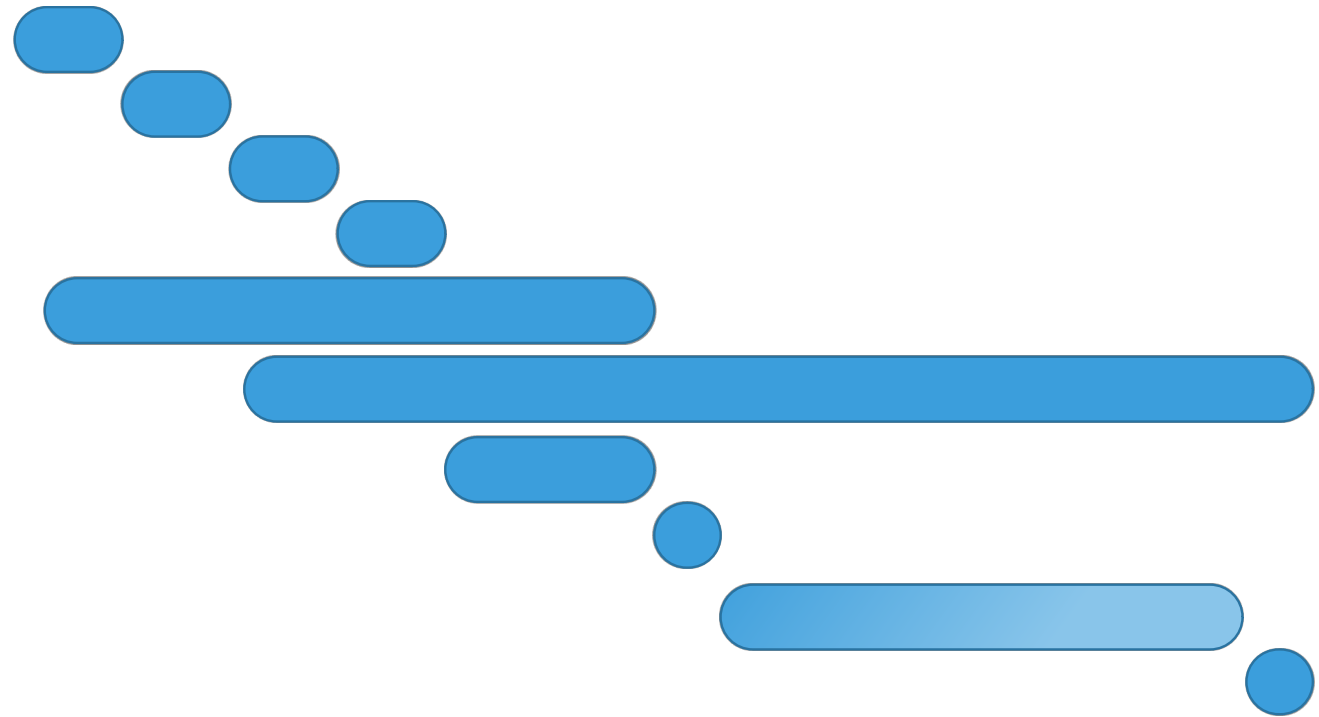
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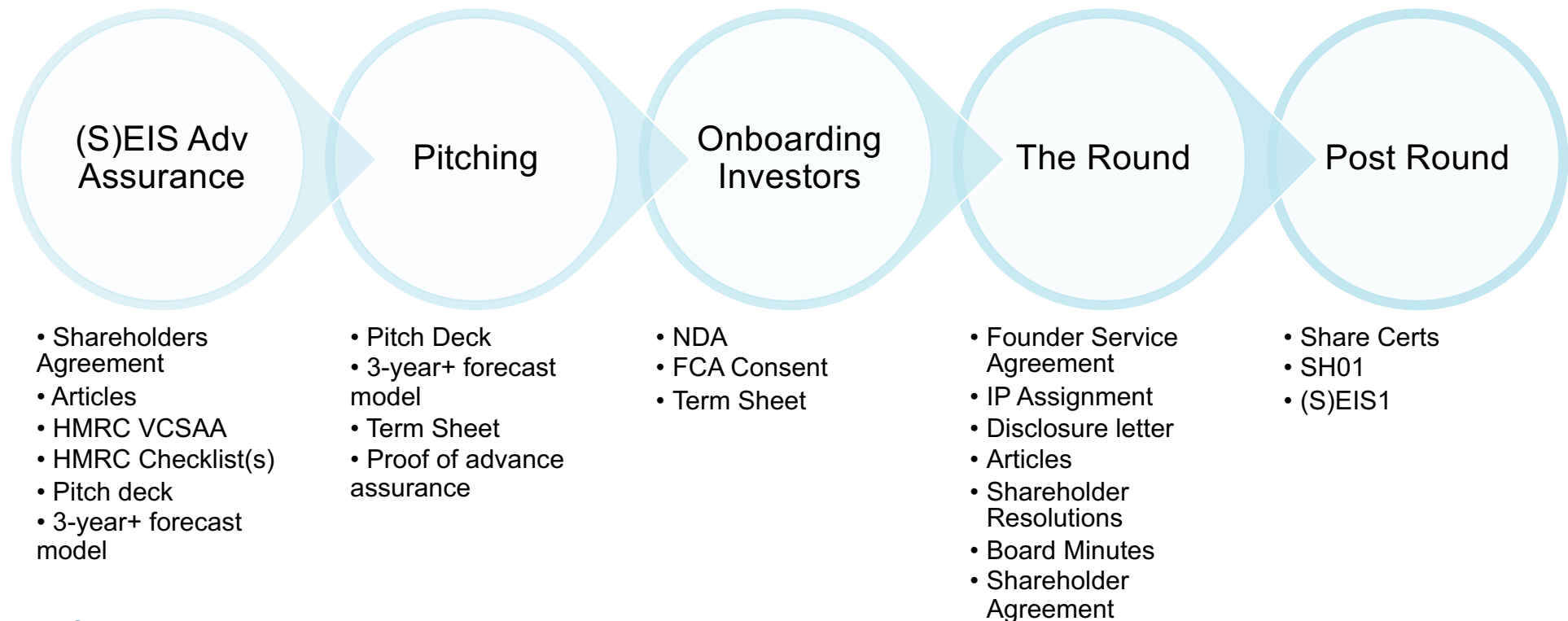
# From bright idea to fully funded



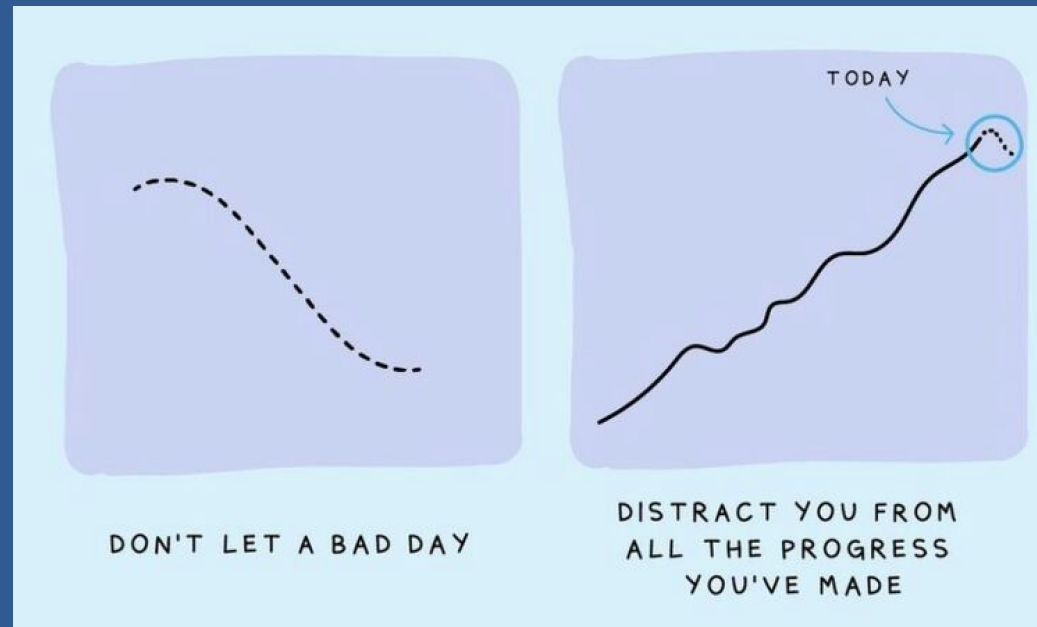
- Pick a name
- Registered address
- Incorporate
- Obtain Bank Account
- Produce pitch deck & 3-year model
- Look for / engage with investors
- Create your legal paperwork with FounderCatalyst
- Advance assurance submission to HMRC
- Await advance assurance response
- Accept angel investment



# ○ The key documents in a funding round



# Thank you



[www.foundercatalyst.com](http://www.foundercatalyst.com)

# ● The path to exit

