



PENNINGTONS
MANCHES

RUSHLIGHT SUMMER SHOWCASE

14 JUNE 2018

EARLY INVESTMENT SESSION

CHAIR:

HAMISH CORNER

PENNINGTONS MANCHES LLP

About Penningtons Manches

- full service commercial law firm
- 400 lawyers including 110 partners
- 70 lawyers directory-listed as “leaders in their field”
- 7 offices (including London, Oxford, Cambridge and San Francisco)
- founder member of Multilaw international law network (70 countries and 8,500 lawyers +)
- specific focus in certain technology sectors, including IT, data, life sciences ... and renewables & cleantech



Our cleantech sector focus

Significant experience in:

- Renewable Energy
(solar, wind, tidal)
- Natural Resource Management
- Energy Efficiency
- Intelligent Buildings & Systems
- Low Carbon Transport

Sample clients:

- EDF
- Greensphere Capital
- Manx Tidal Energy
- Carbon Limiting Technologies
- Appointed sole legal provider to BEIS EEF incubation services consortium



Preparing for early stage investment

- Succinct and compelling business plan and a clear “ask”
- Ensure all other funding avenues are considered
 - debt funding, grants, crowd funding
- Finding the “right” investor
 - Angel / early stage VC / strategic (what does success look like for them?)
 - Their understanding of your sector & their past investments
 - Appetite for follow-on investments
 - Hands-on approach / help with management
- Preparing the business
 - ownership and control clearly documented (shareholders’ agreement etc)?
 - IP, know-how and data appropriately protected?
 - strong, aligned management team, with clear roles and responsibilities?
 - key third party relationships (customer, licensors etc.) clearly documented?
 - investment documentation providing the right level of control and management?



Housekeeping

- Early Investment session: 11.20 a.m. – 1 p.m.
- 13 presentations of 5 minutes each
- We will also be asking you for one minute's silence at 12 noon, in memory of the victims of the Grenfell Tower disaster





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