



# RUSHLIGHT SUMMER SHOWCASE

20 JUNE 2019

**Mid / late Investment Session**  
**Chair: Hamish Corner, Shoosmiths LLP**

SHOOSMITHS

# About Shoosmiths

- a leading UK law firm with an extensive international network
- 1,600 staff including c. 200 partners, and 13 offices in UK
- **2018 National Law Firm of the Year** *Legal Business Awards*
- **2019 Corporate and Commercial Firm of the Year (in field of venture capital)** *Legal 500 Awards*
- In **top four UK firms for deal volume** for the past four years *Experian MarketIQ's M&A Review*

*"a client-focused team that always strives to put the client at the centre of everything that it does."*

**Legal 500**

*"the best of breed on service, responsiveness, legal advice and competence"*

**Chambers UK**



# Energy & cleantech

- 120-strong team with expertise in:
  - energy & infrastructure
  - clean technology
  - automotive and transport
  - procurement and project management solutions
  - technology and IP licensing
- Class leading innovations, including contract management, procurement and project management platforms



# OUR CORE TEAMS



# Considerations for Mid/late investment

- Business Plan
  - BP and supporting documents must demonstrate scalability and ability to deliver on opportunity
  - understanding and achieving market share
- Funding
  - is debt funding available?
  - appetite for follow-on equity investment from existing investor pool
  - investor's sector alignment and understanding is key
  - managing investor relations (alignment between investors)
- Preparing the business
  - will controlling / constitutional documents need restating?
  - consider information expectations (financial reporting etc.)
  - protection of relevant IP and know-how
  - proactively identify gaps or weaknesses in management team