



**Lucius Cary** 



Andrea Mica



**Mateusz Portka** 

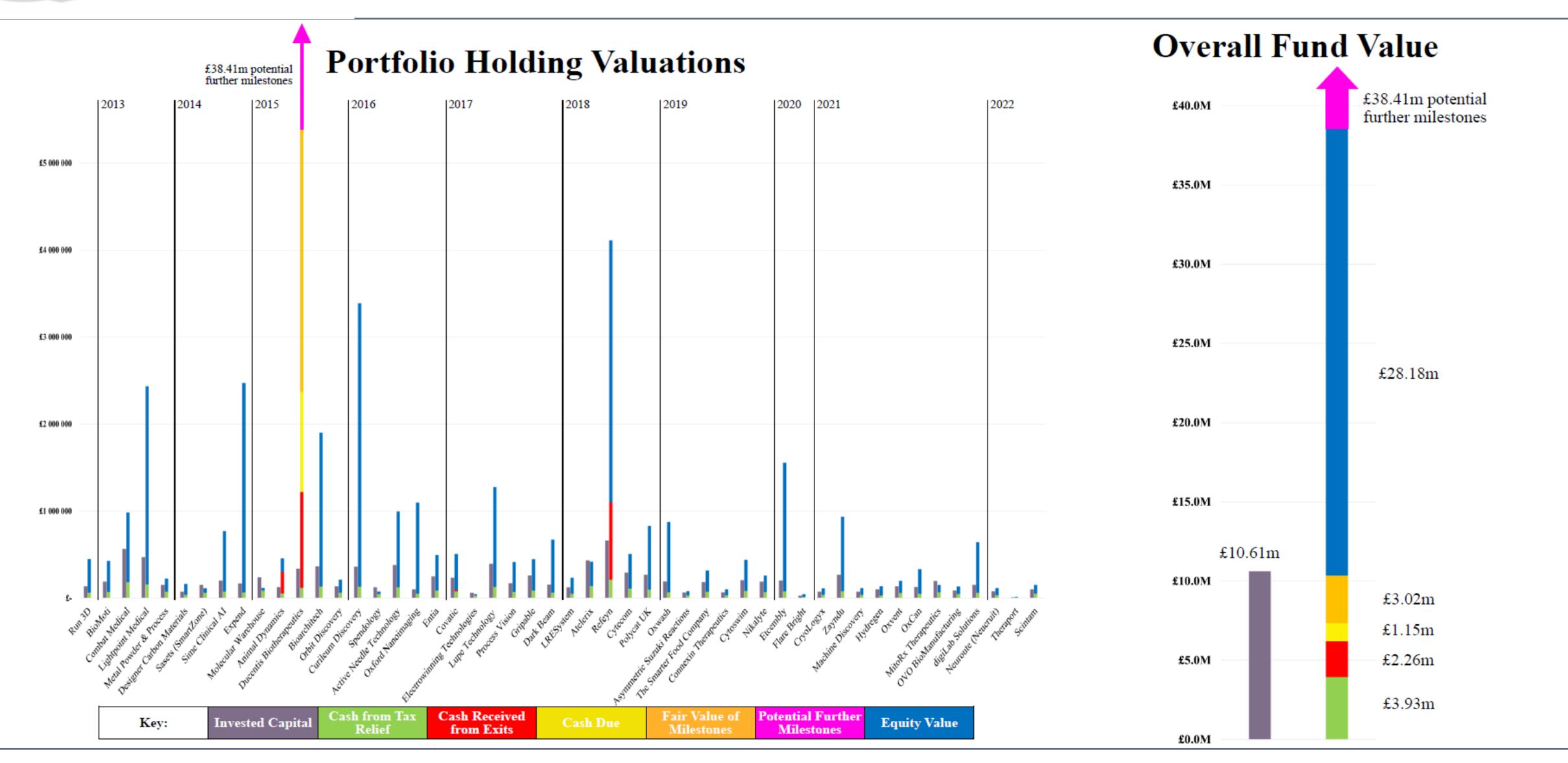
- 1983
- 200+ science start-ups near Oxford
- 2012 OT(S)EIS
- 54 science start-ups
- Well known in our niche = large deal flow (1,000 per year)
- All scientists/engineers

### • OT(S)EIS - Start-Up Fund

- 5-6 new start-ups per year
- min. £15k
- Year 1: SEIS Value-enhancing first step
- Year 2: EIS fund the winners: Year 3: Same again
- The aim is to maximise long-term returns, not to maximise tax breaks.
- Companies nearby Offices in China and USA

### The Tax Reliefs

- The SEIS and EIS generous tax reliefs:
- 1. Income Tax Relief, 50% for SEIS and 30% for EIS
- 2. Shares become IHT-exempt
- 3. Loss relief on failures to cap downside risk
- 4. Gains on winners are tax free
- Stand 92





### Run3D

#### **2013-2016**

- 2013: £125k at 15p/share (7.5p after tax)
- The company quickly opened 5 franchises
- But it became clear the software needed improvement...

#### **2017 - Today**

- With the new easy-to-use software, franchise opening has been accelerating, despite Covid.
- All data is anonymised in the cloud and can be analysed by AI to improve Run3D's analysis
- Run3D is now cash-flow positive. We value it at 45p/share



Date	UK & Ireland	US	Europe	Rest of World	Mobile	Total
Dec 2017	7		1			8
Dec 2018	8		1	2		11
Dec 2019	10	1	1	2	1	15
Dec 2020	13	0	4	2	1	20
Dec 2021	19	1	4	3	1	28
Dec 2022	27	1	2	3	1	34



# Cryologyx

Company Valuation	Valuation Share Price	OT Entry Price	
£2.1m	£8.00	£3.34	

#### FREEZE -THAW- USE

Mar 2021: £75k SEIS pre-seed investment at £3.34/share as the first investor (£1.67 after tax)

Q1 2023: Cryologyx is raising a £250k seed round at £8/share





## Lightpoint Medical



Company Valuation OT Entry Valuation Share Price Price £36.5m £0.79 £0.047

SENSEI® Radio-guided Occult Lesion Localization (ROLL) in Lung Surgery

Dr Doug Adams Bethesda North Hospital, part of TriHealth Cincinnati, Ohio



## Zayndu

Company	Valuation	OT Entry	
Valuation	Share Price	Price	
£6.3m	£0.33	£0.062	

#### **Technology**

• Plasma sterilisation of seeds in a closed container.

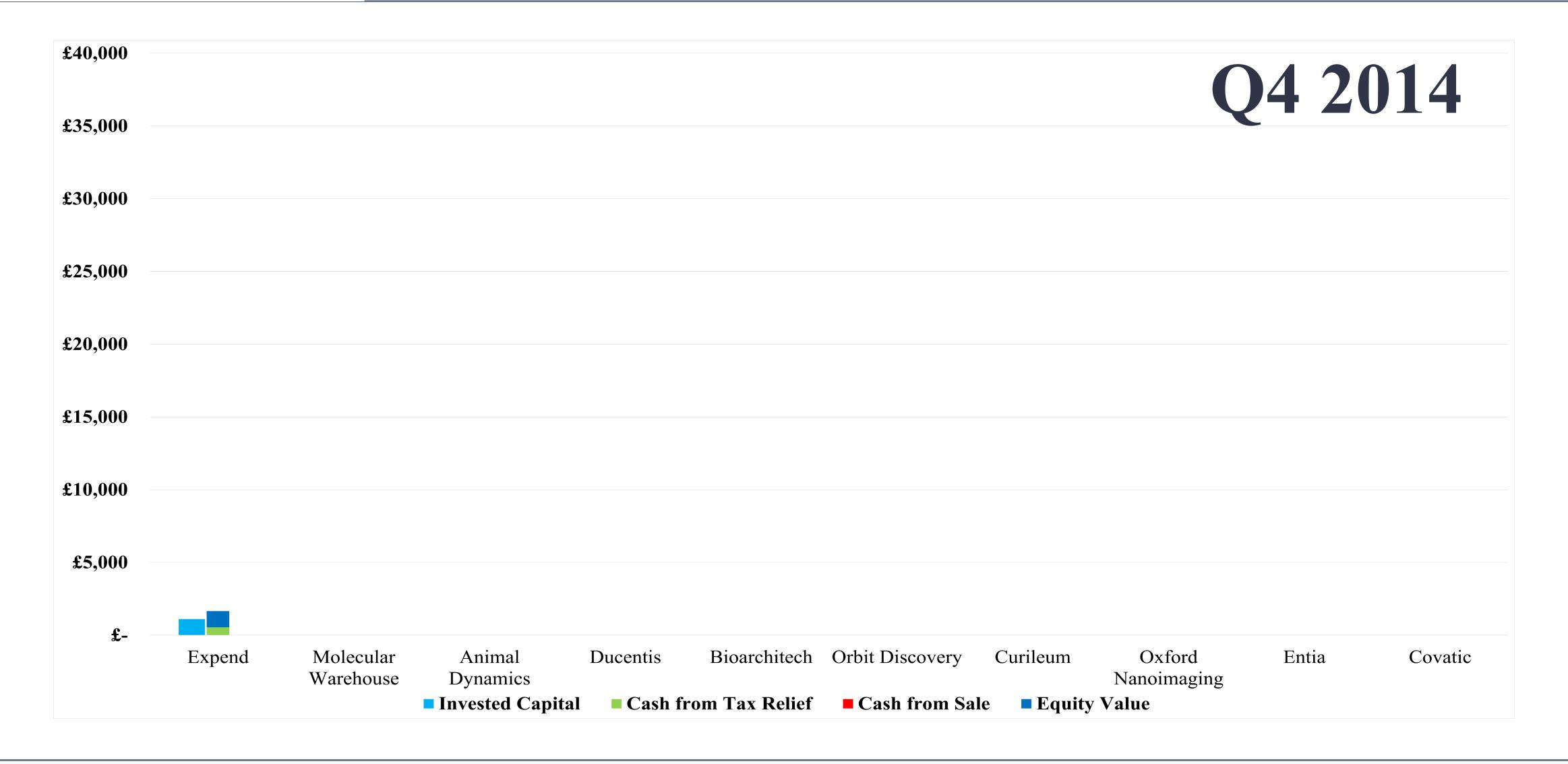
#### **Investment History**

• Mar 2021: £133k 6.2p/share (3.1p)

• Q1 2023: Zayndu raising £500k 33p/share



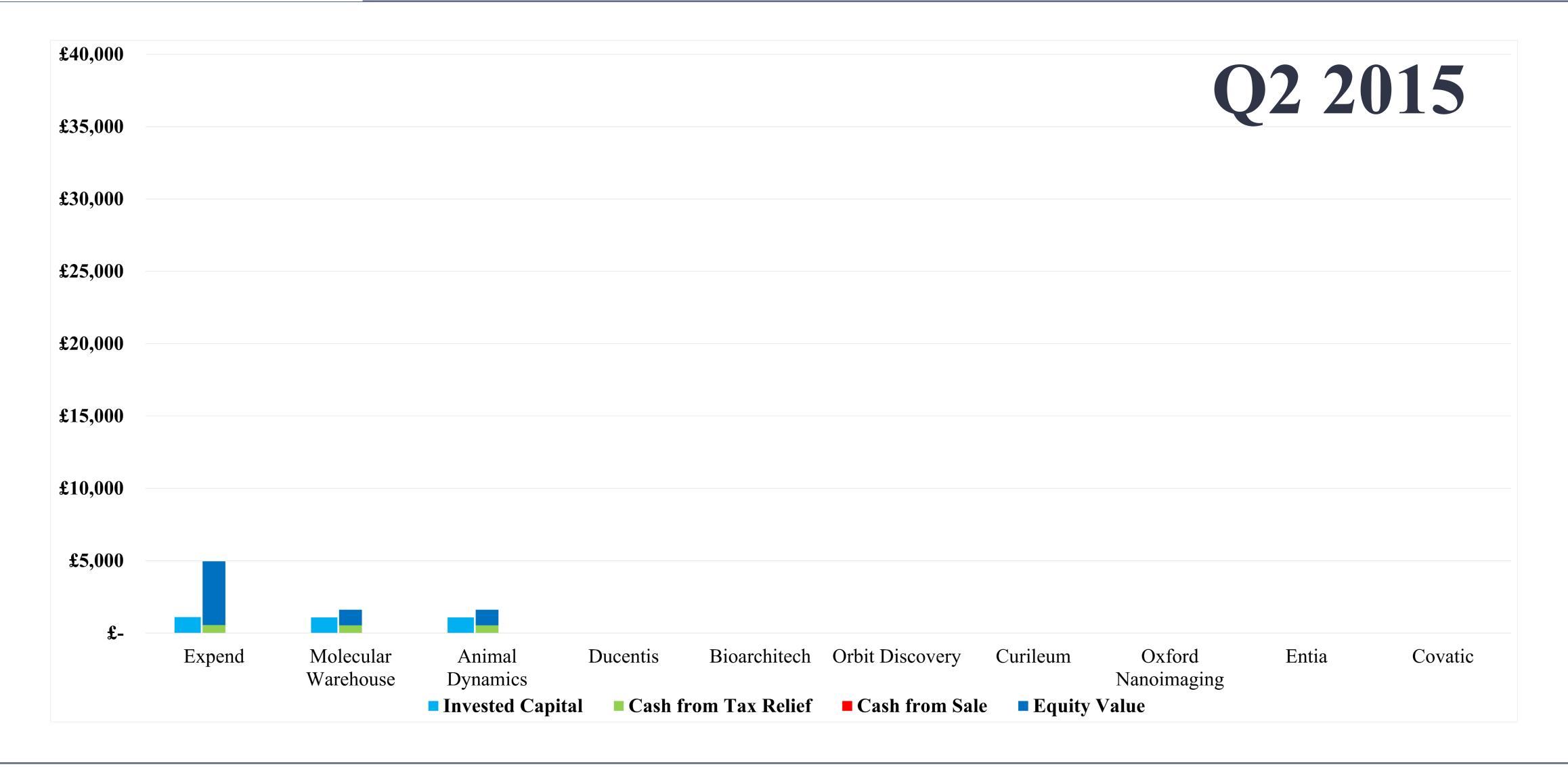




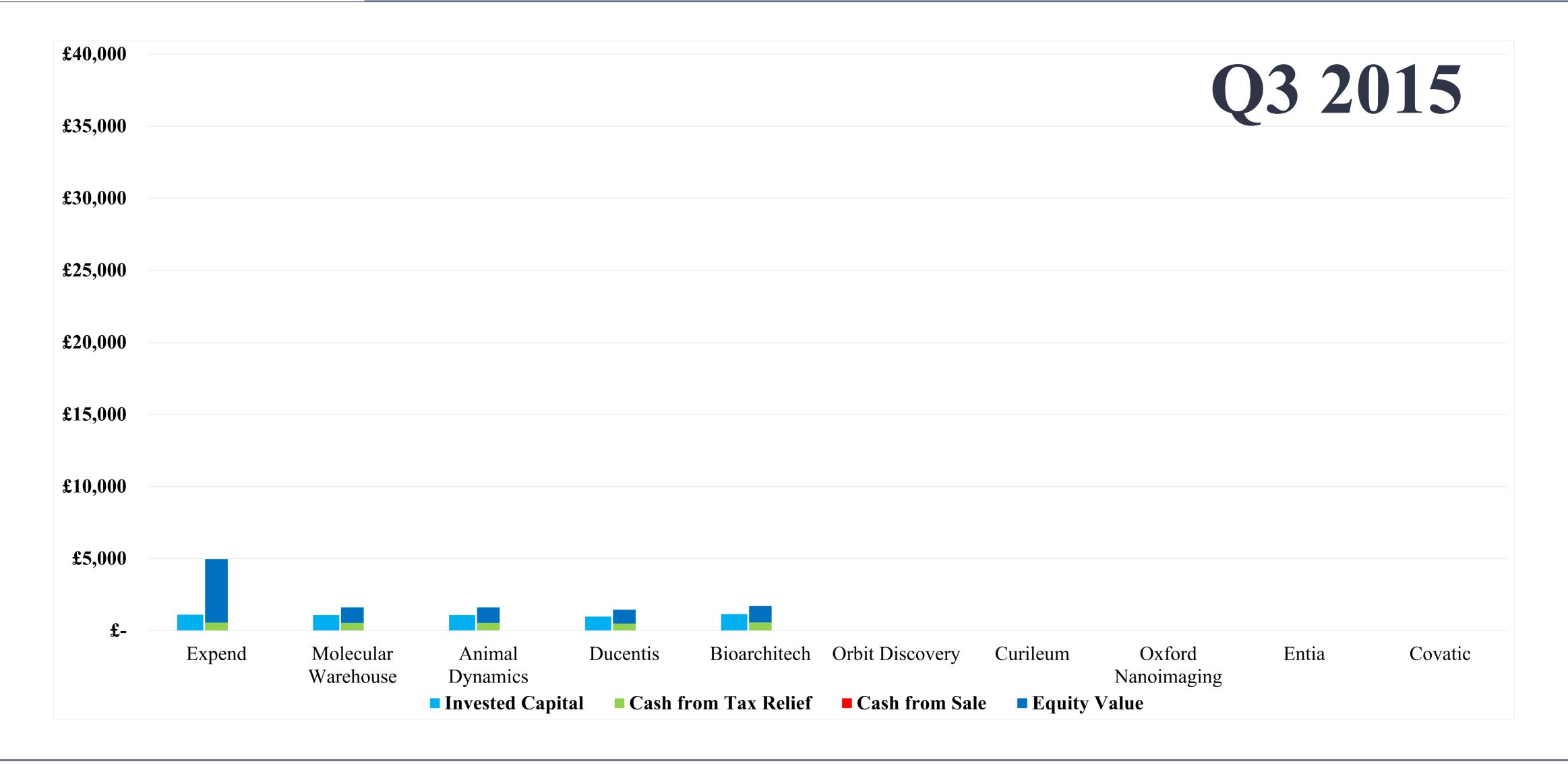




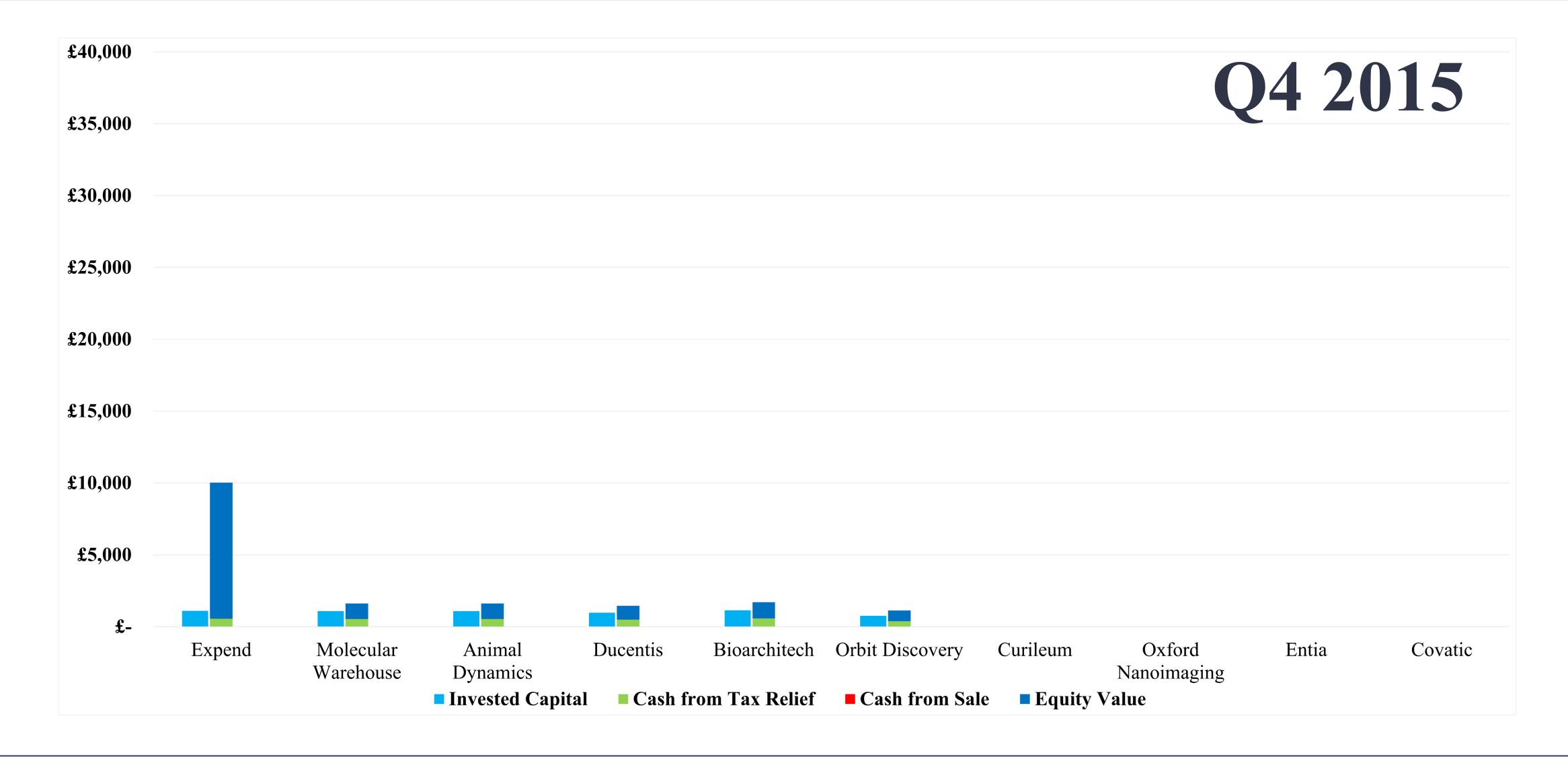




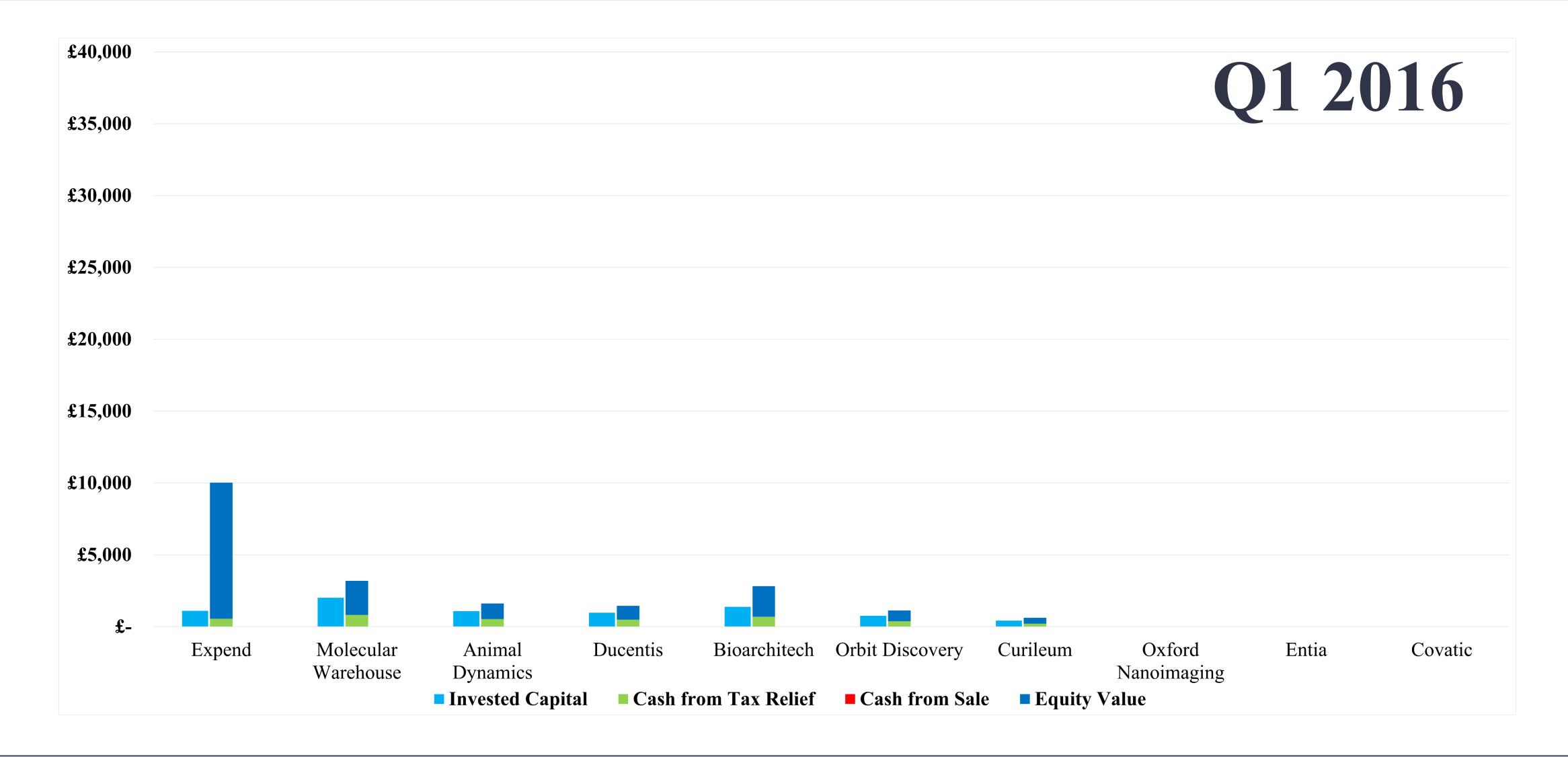




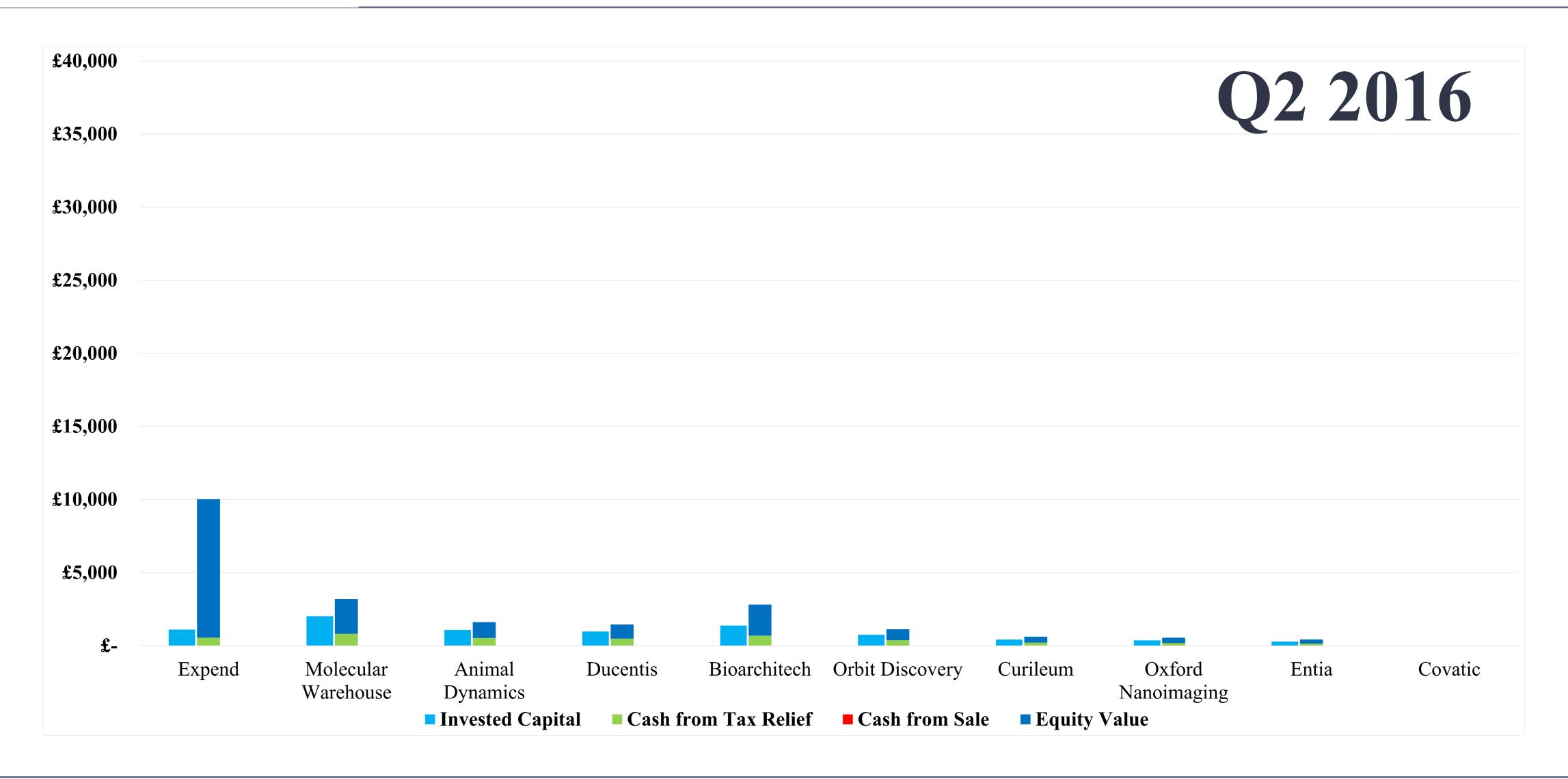




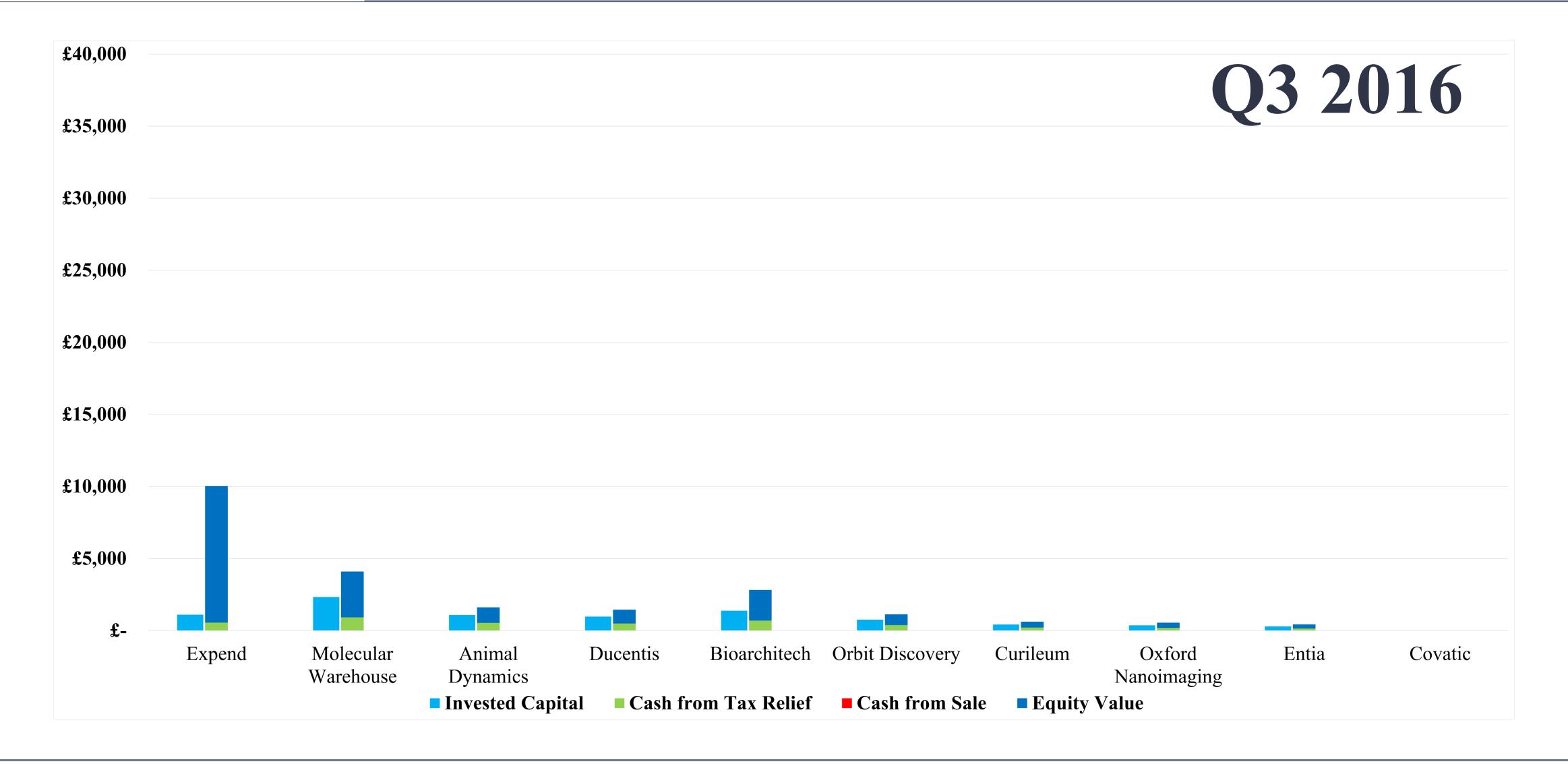




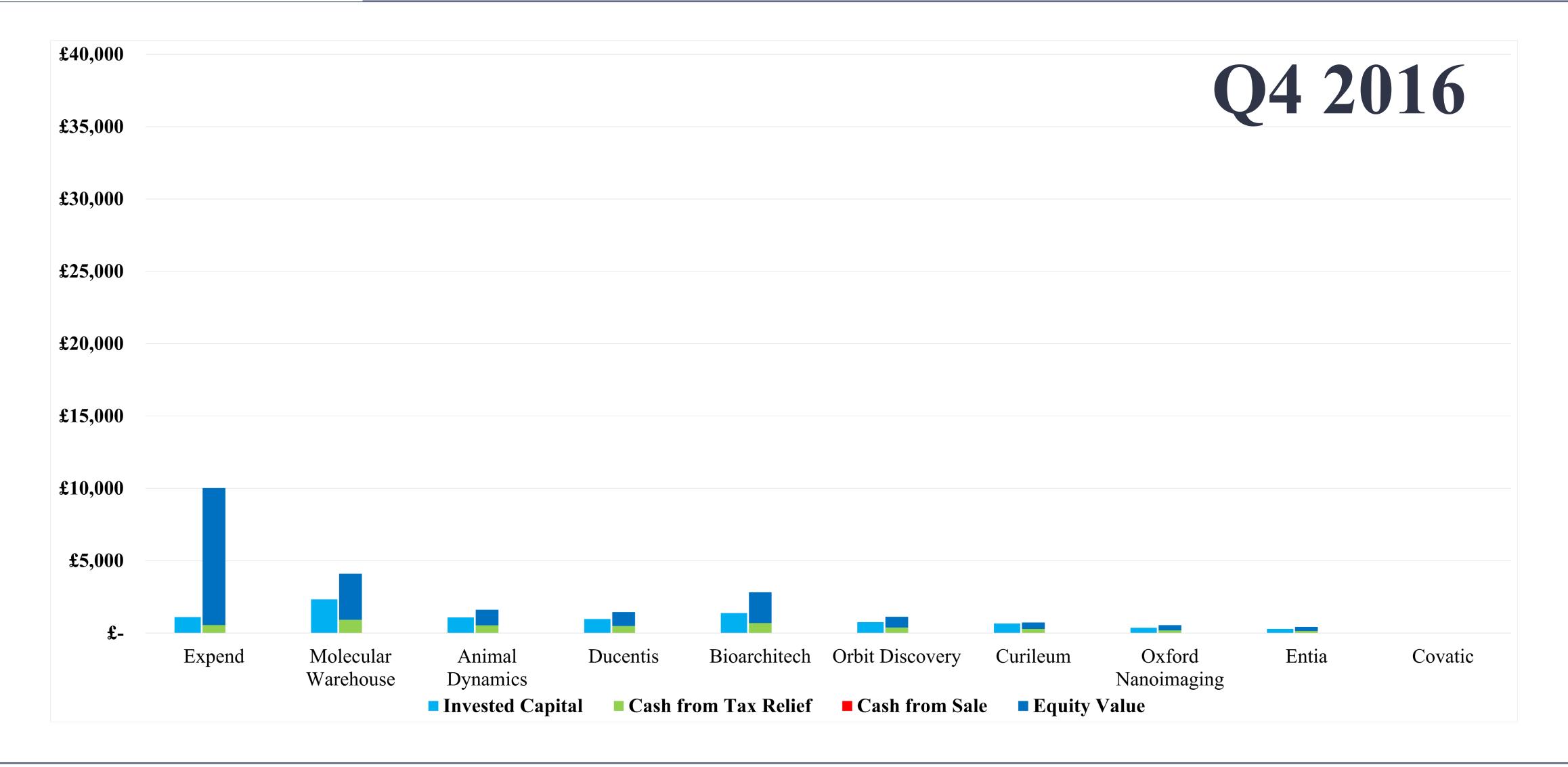




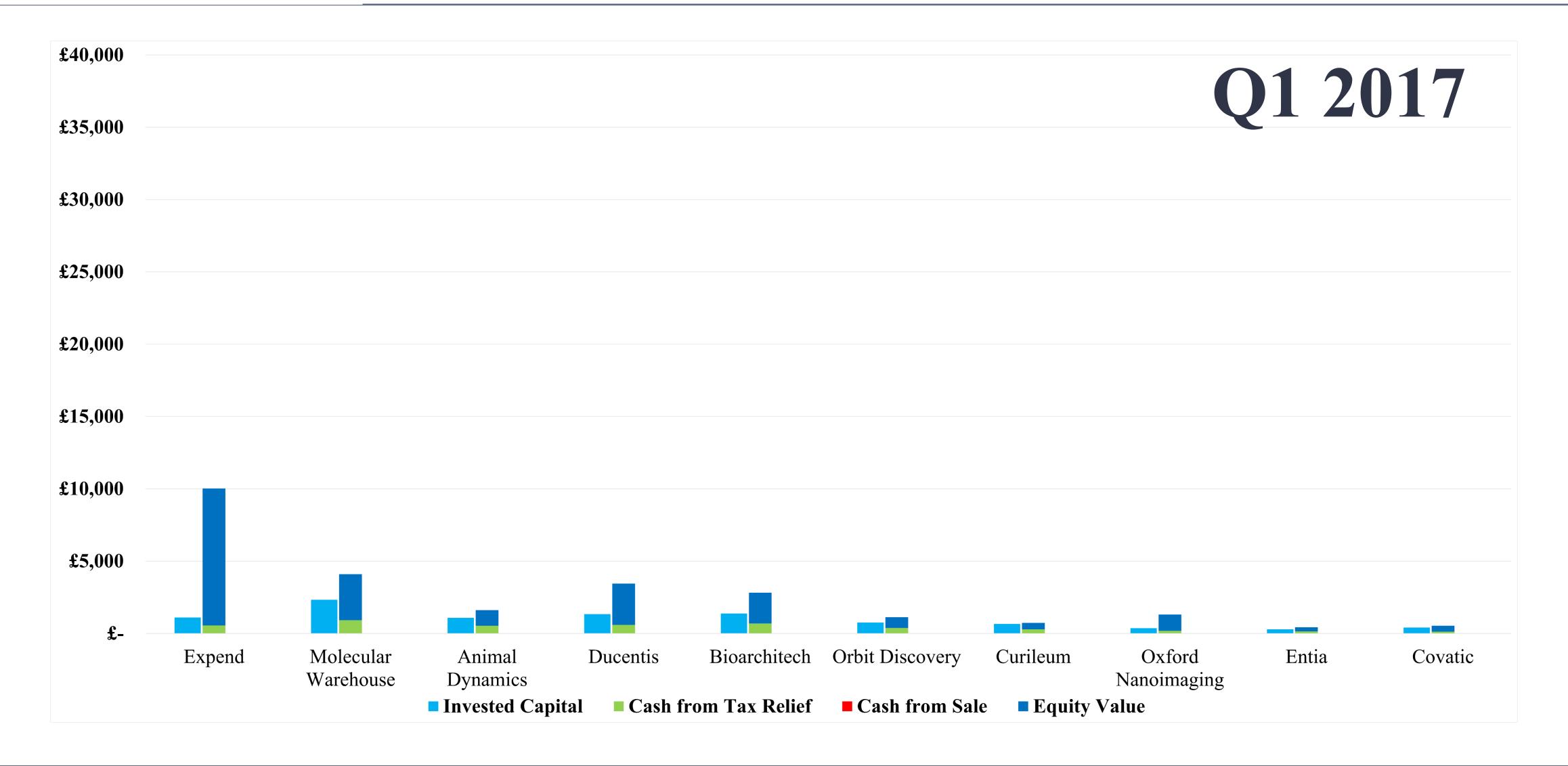




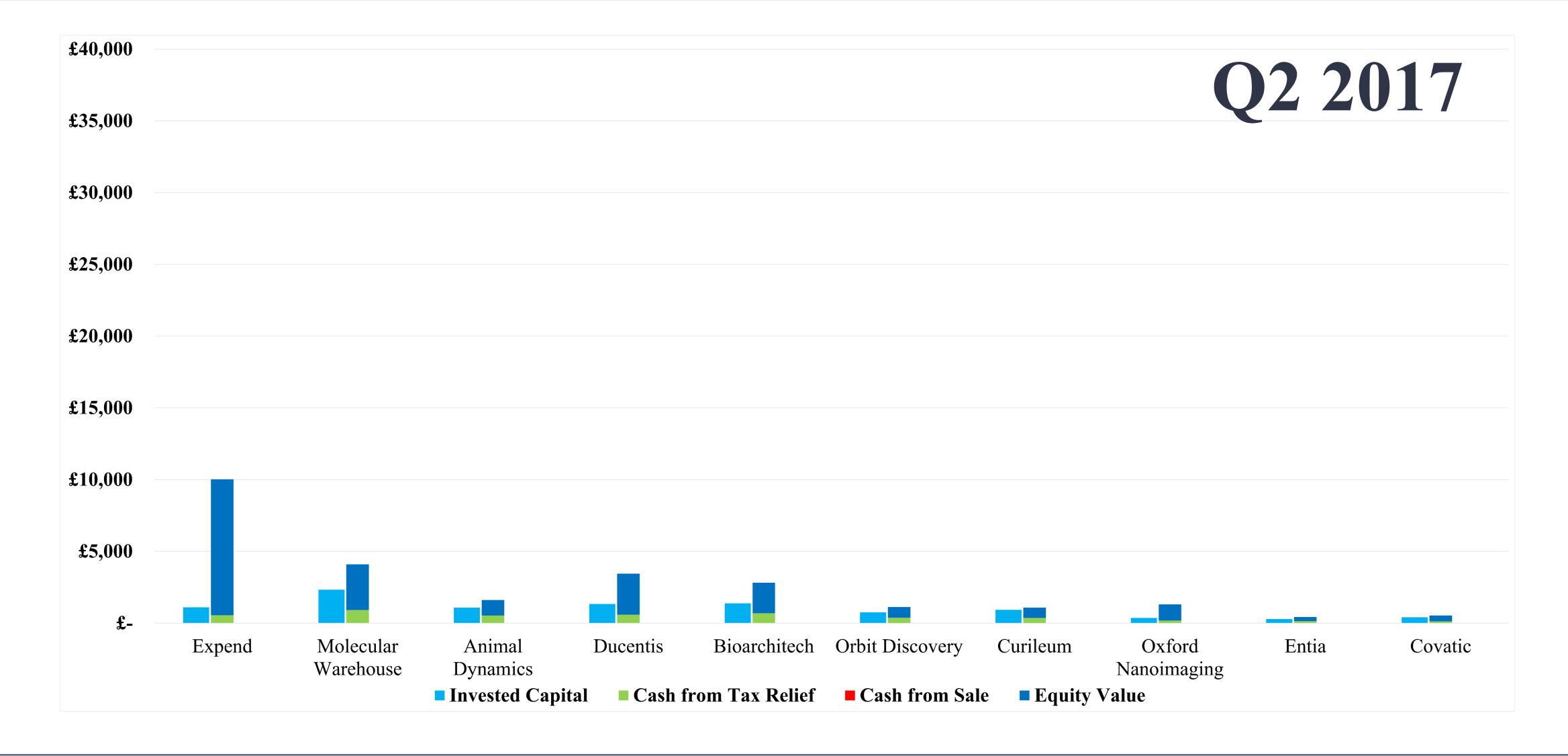




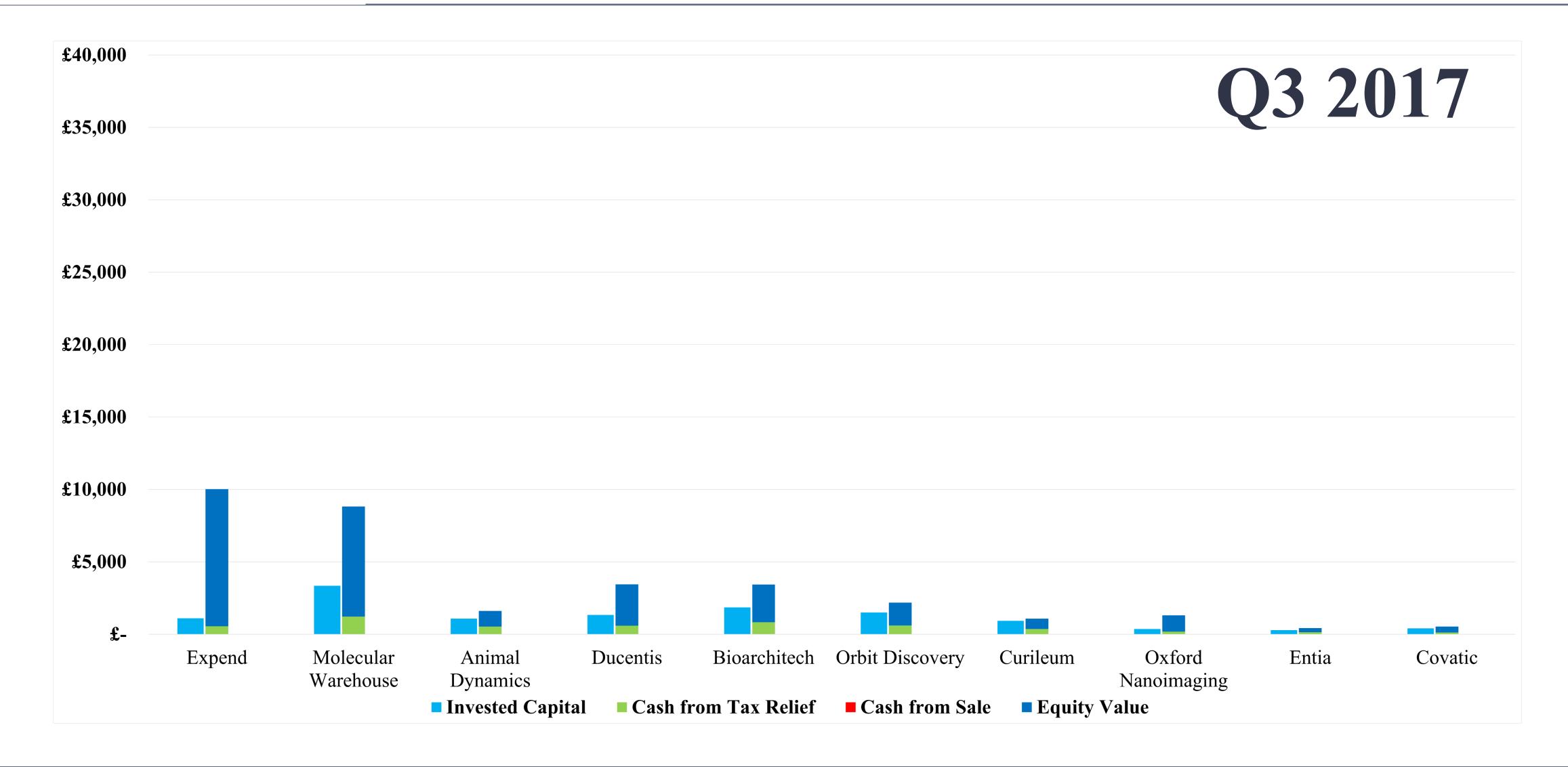




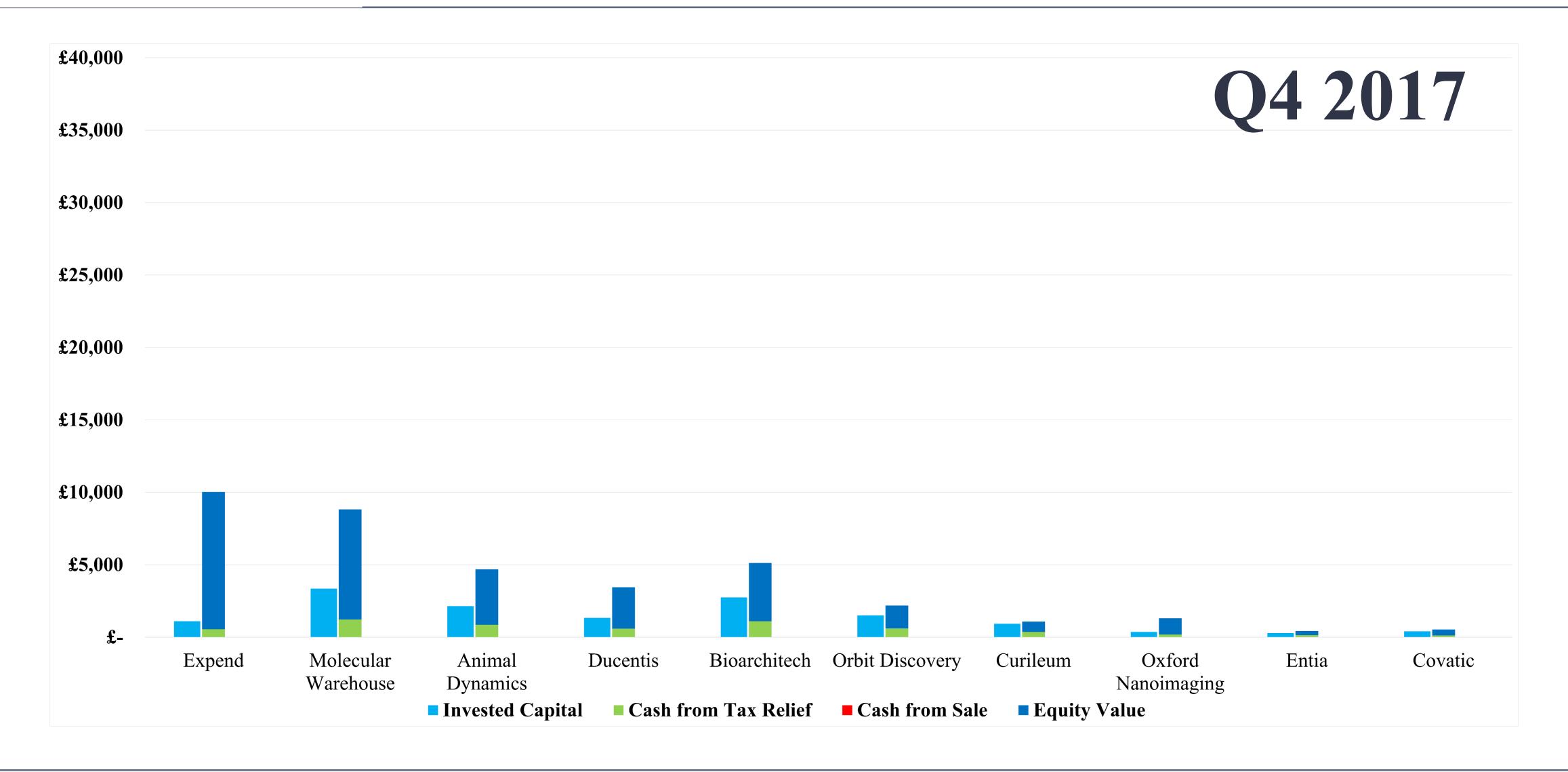




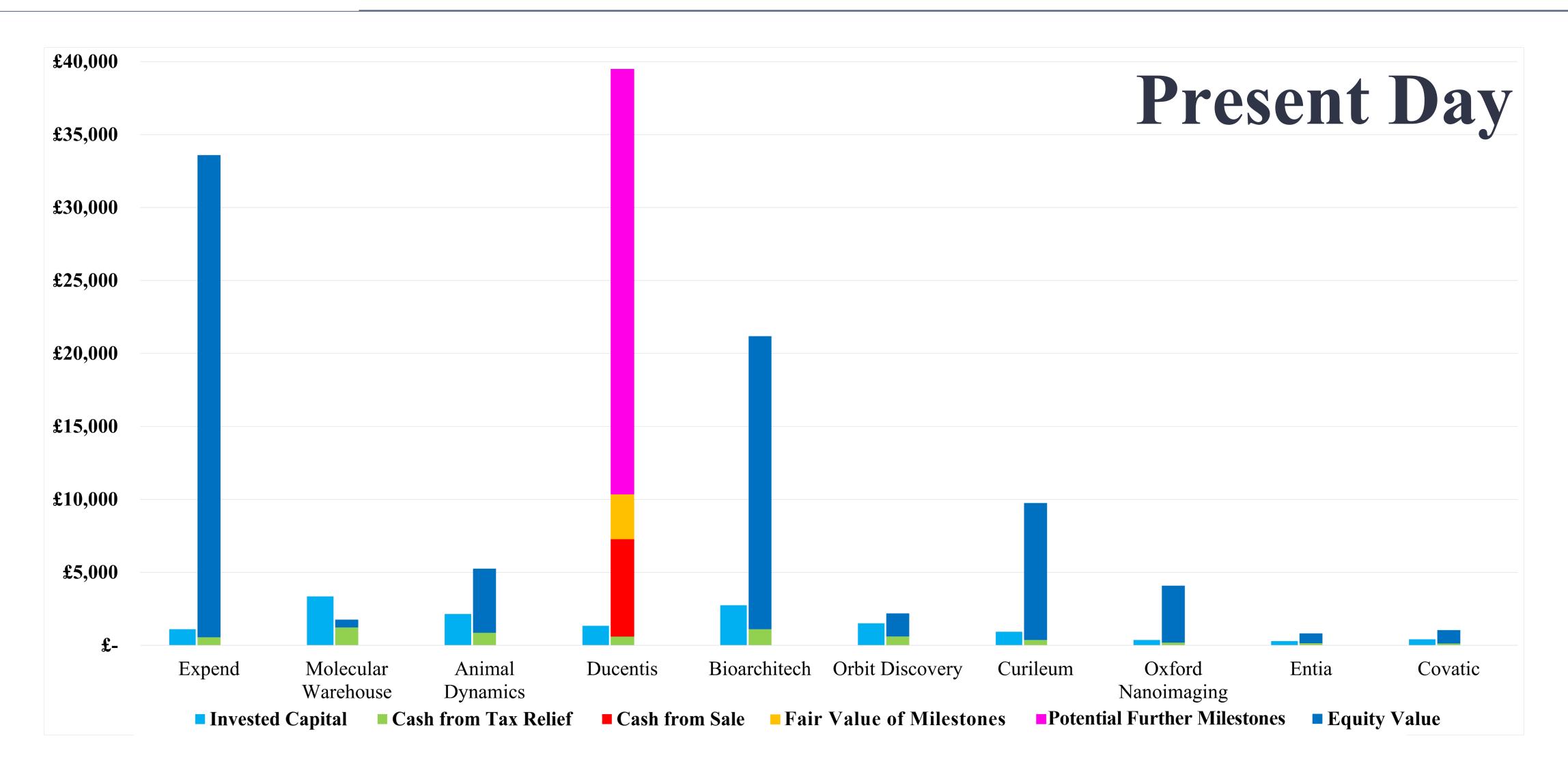












### Ducentis

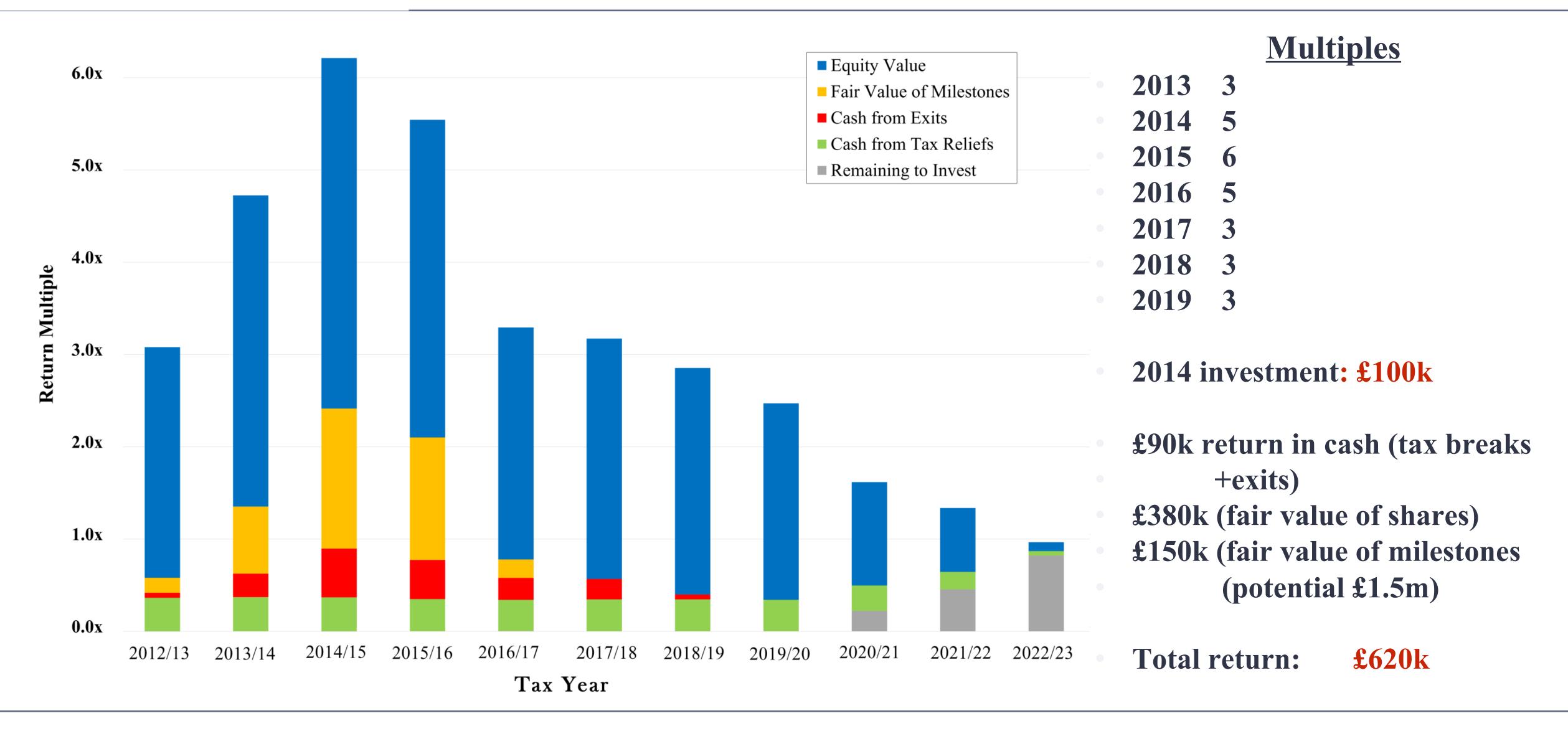
Ducentis Investment History				
Date	Amount	<b>Share Price</b>	Type	
Jul 2015	£50,000	£0.14	SEIS	
Dec 2015	£30,000	£0.18	SEIS	
Mar 2017	£160,275	£0.36	EIS	
Mar 2018	£45,314	£0.40	EIS	
Mar 2019	£53,820	£0.70	EIS	

Exit Value	Exit Date	Multiple
Up to \$400m	12/09/22	Up to 127x

#### The Technology

- CD200 is a protein that modulates the activity of mature immune cells
- It protects muscle and nerve tissue from the immune system
- People who have low levels of the CD200 receptor are at higher risk of autoimmune diseases
- By modifying CD200, Ducentis is developing a potential treatment for multiple indications, including arthritis.







## Stand 260

Near the food!