



Venture Capital

Nabarro's incubator initiative for young high growth companies seeking equity finance

A young growing company looking to raise equity finance will understand the need to prepare a good business plan and to convince potential investors that the company has a viable business in which it is worth investing.

What it often doesn't understand is the bewildering array of other issues it will need to address along the way before the investment will be made available. These can place a considerable burden on the resources of the company.

At Nabarro we are committed to working with young companies to help them raise equity finance and to meet their ambitions. To this end, we have devised an equity fundraising 'incubator' initiative designed to guide companies through this challenging process and to make it as quick and cost effective as possible to raise the funding they need.

WHAT ARE THE ISSUES?

The following questions are typical:

- What needs to go in the business plan apart from a description of the business and what I want the money for?
- Can I give the business plan to anybody or are there restrictions on this?
- Can I publish the business plan on my website?
- What proportion of the equity should I part with?
- Are there other financing options apart from straight equity?
- What due diligence will the investor

want to undertake on the company and the directors?

- Will I be liable to the investor if he loses his money?
- What contracts will the investor expect?
- Who prepares the contracts?
- Will I have personal risks under the contracts?
- How long before I receive the money?
- Are there any tax incentives for the investor for which my company will qualify?
- What industry contacts does the investor have that could be useful?
- Will the investor want a board seat?
- Will the investor want to work in the business?
- What financial and other reporting will I have to make to the investor?
- What controls over the business will the investor want?
- What financial and time commitments will the investor expect me to make to the business?
- When will the investor expect to realise his investment and how?
- Will there be any controls over the shareholders selling their shares?
- What if I need further finance?
- What if I want to leave the business?
- What if the investor becomes involved with a competitor?

WHAT IS THE NABARRO INITIATIVE?

It comprises the following:

- An initial free consultation to discuss your business and your objectives and to set you on your way
- Our Venture Capital Starter Pack providing valuable guidance on what to put in a business plan, who it can lawfully be distributed to and the issues and steps involved in raising equity finance
- Our briefing on the Enterprise Investment Scheme providing a description of these important tax reliefs, which companies qualify and how to apply for them
- Our Fixed Fee Completion Service – a streamlined method of getting the legal documents done for a fixed fee of between £5,000 and £10,000 (£5,000 if you follow our documents and don't deviate from your initial instructions to us), all contingent on the funds being raised

WHAT WILL IT COST?

Nothing until you raise the funds and then only the fee described in our fixed fee completion service.



N A B A R R O

CLARITY MATTERS

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