

Equity investment trends for health and healthy ageing companies

October 2023

An introduction to Beauhurst



Defining growth

Our eight triggers for ambitious, growing companies are:



Equity investment



Academic spinouts



Scaleups



High-growth lists



Accelerator attendances



Major grant recipients



MBO/MBIs

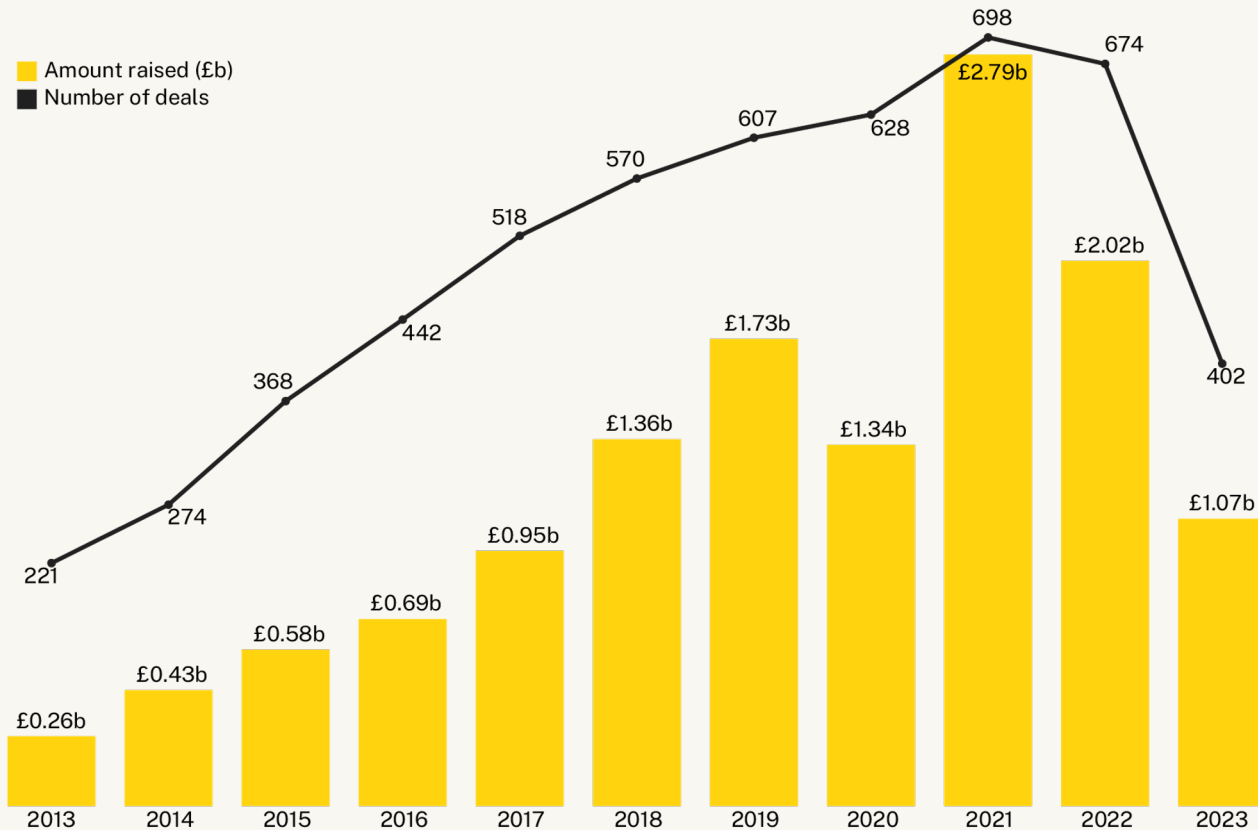


Venture debt

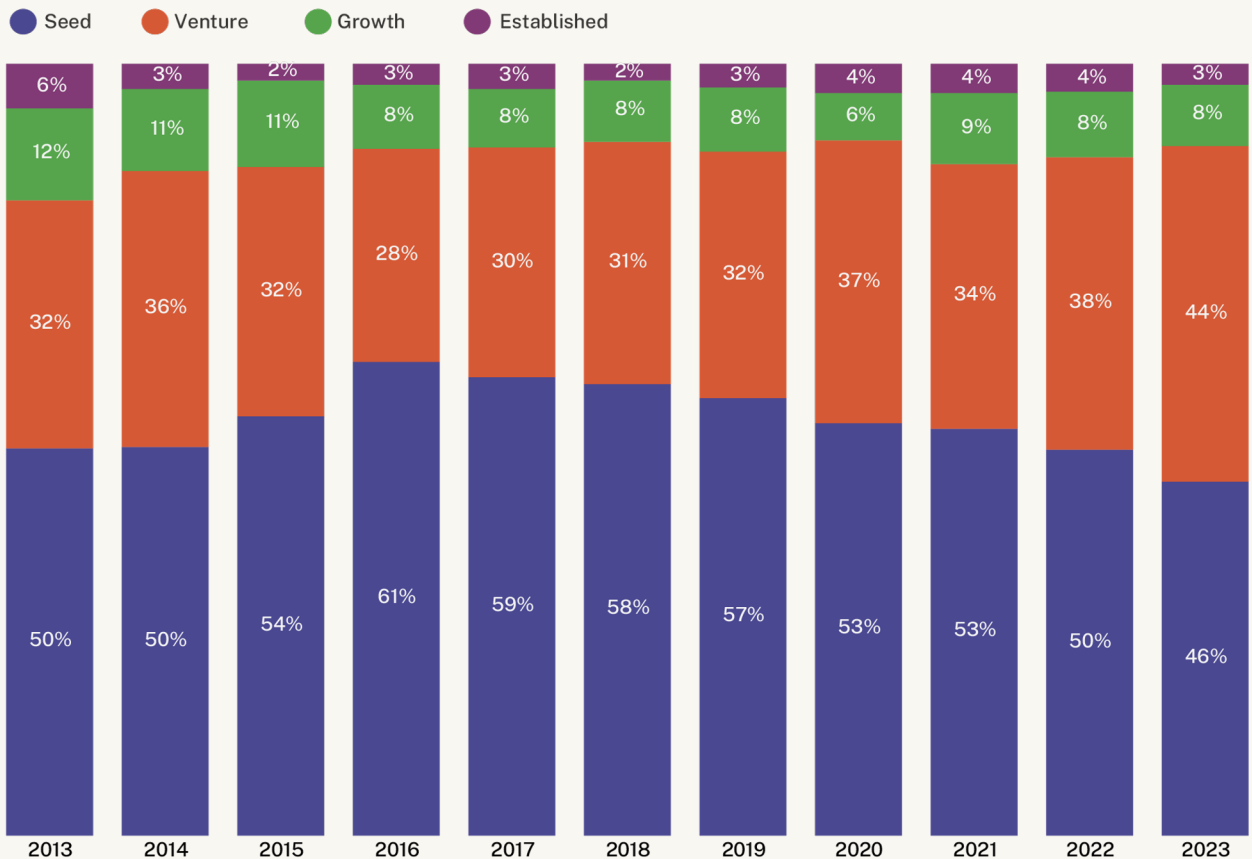
Equity investment in the UK's health and healthy ageing companies



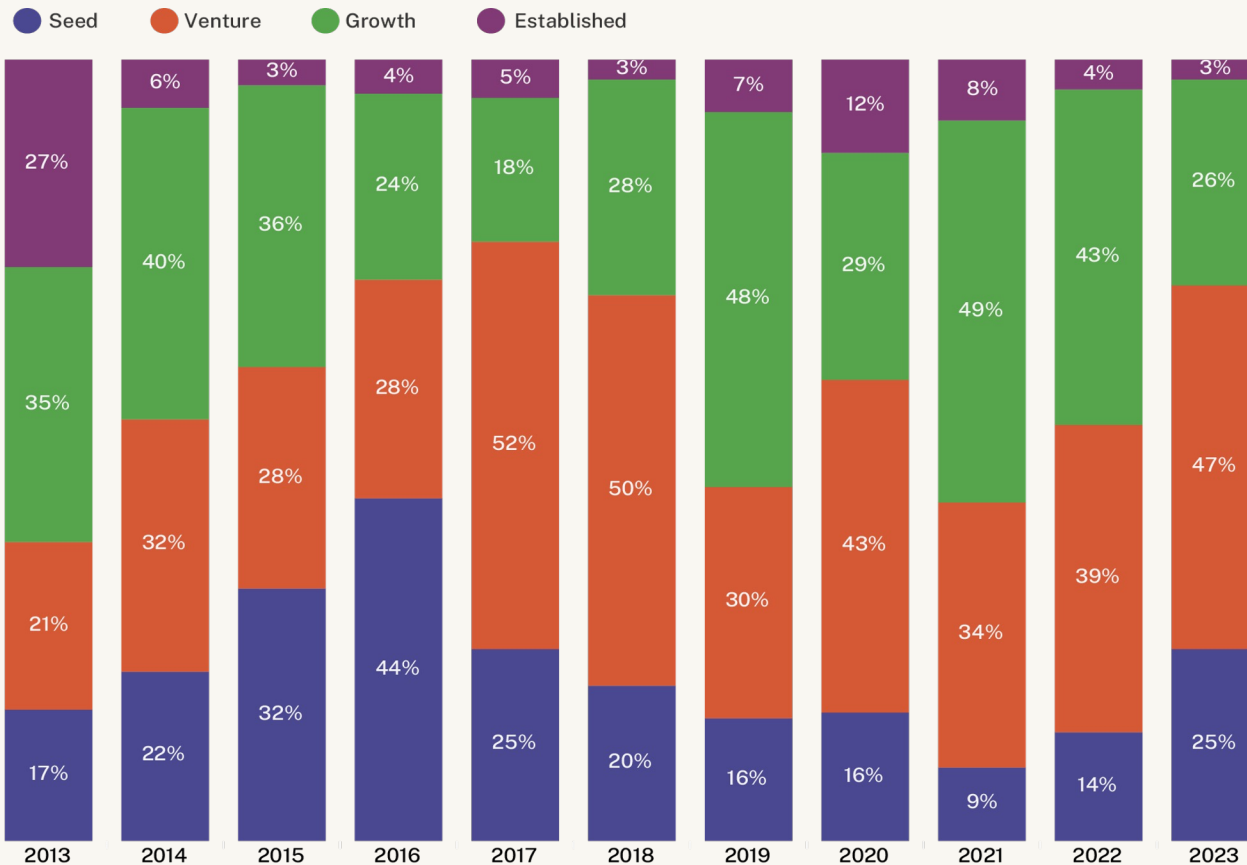
Equity investment (2013–Q3 2023)



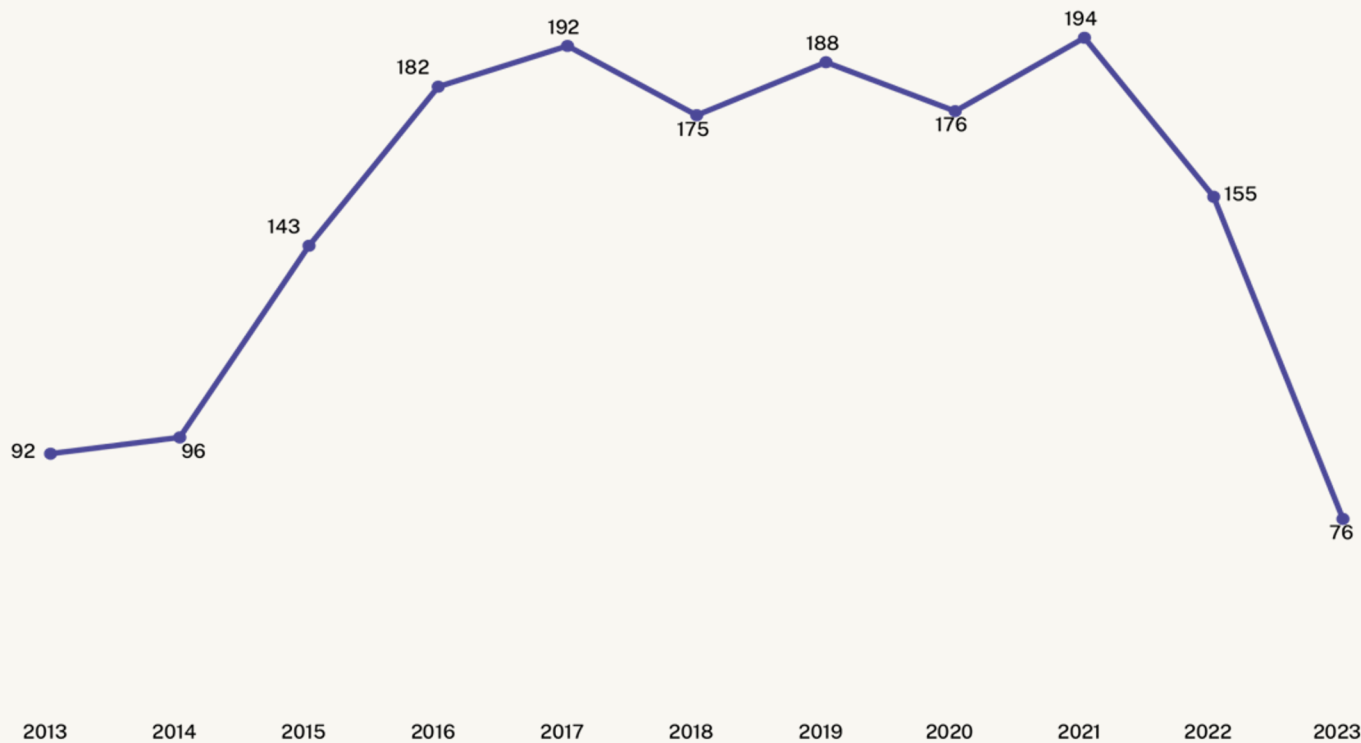
Proportional deal #s by company stage (2013–Q3 2023)



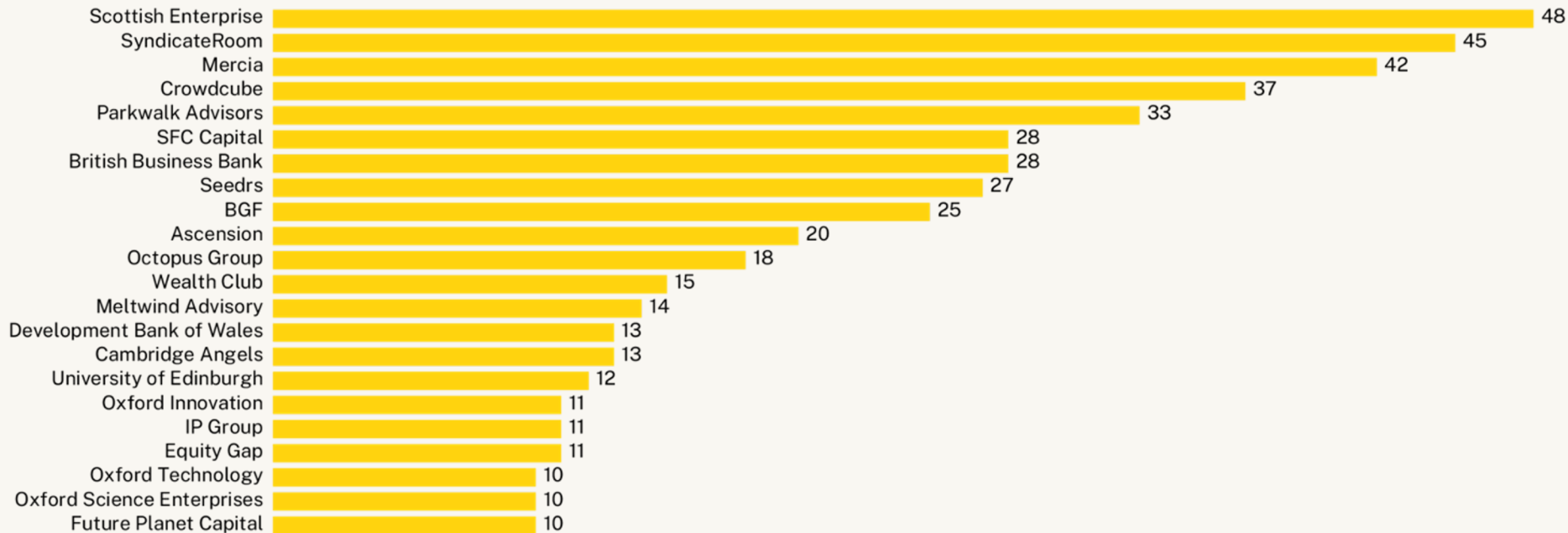
Proportional deal value by company stage (2013–Q3 2023)



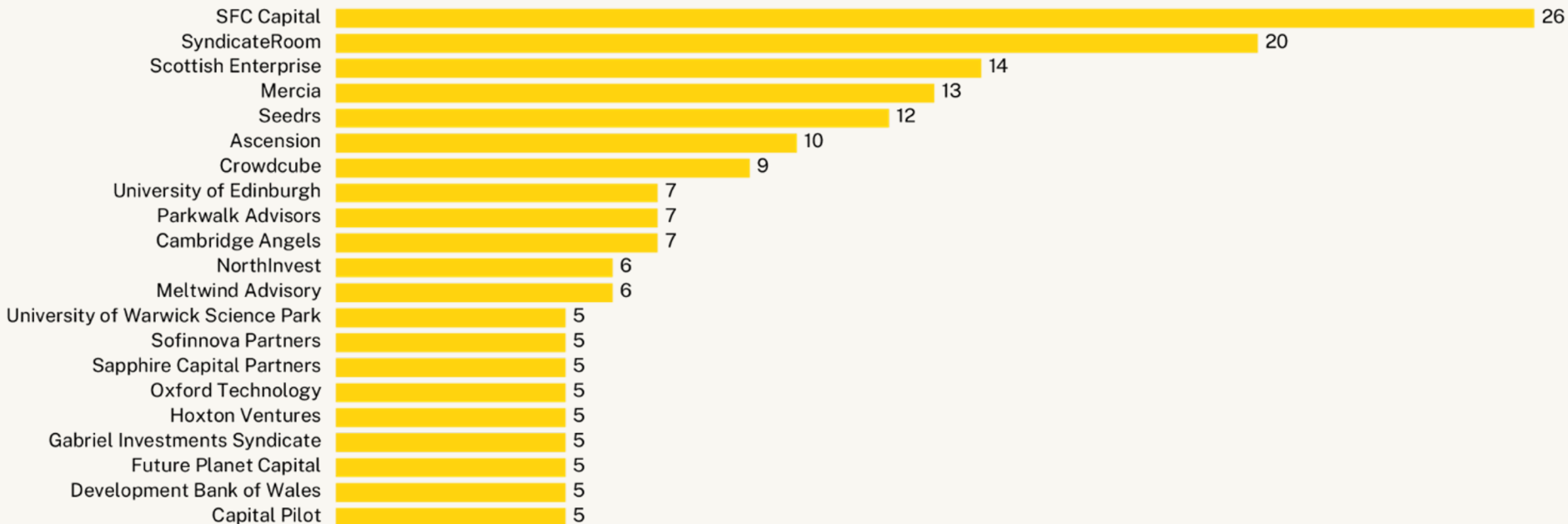
Number of first-time deals (2013–Q3 2023)



Top investors by deal participations (2021–Q3 2023)



Top investors by seed deal participations (2021–Q3 2023)



Thank you

daniel.robinson@beauhurst.com

UK Health Investment landscape

Harriet Hole,
Investor Communities Lead



Introduction to Investor Partnerships



Investor Partnerships: accelerating investment

Addressing challenge of innovative SMEs that need:

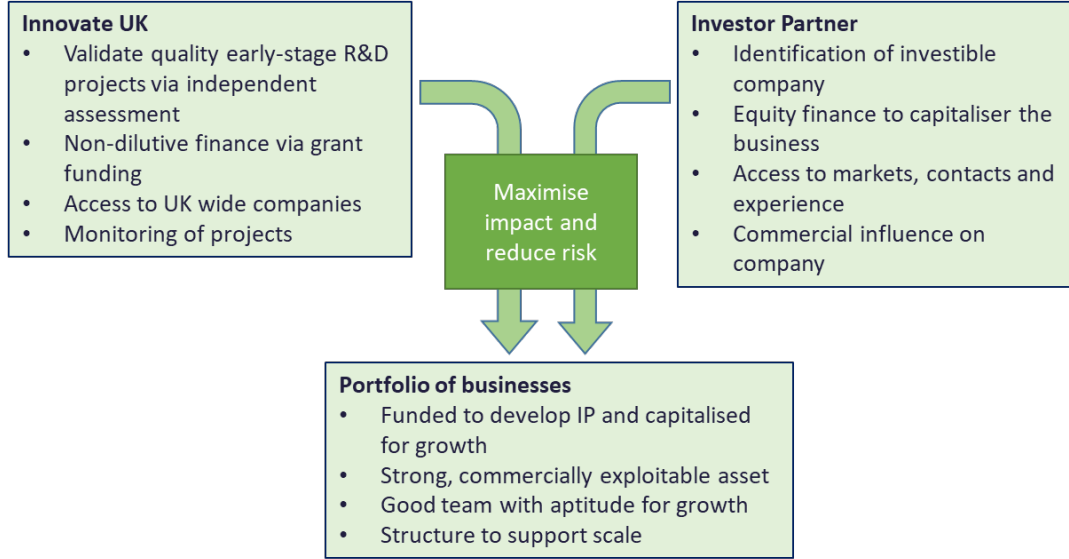
- support for innovation and
- access to capital

Bringing together:

- grant funding
- innovative R&D projects in future economy areas
- aligned VC and Angel equity investment

Delivering:

- accelerated investment (11x to date)
- growth at scale through innovation



Investor partnerships between 2017 and 2025:

- £85.5m budgets to date + £80m future commitment
- £75m grants committed
- £34m grants deployed
- 221 SMEs supported
- £203m aligned investment (>2.5x)
- 42 lead investor partners
- £799m in follow-on funding (>8x)

Summary

- Up to £80m of grant funding to businesses over next 3 years
- Aligned investment of at least £100m led by our investor partners, with expectation of over £400m follow-on investment
- Supporting companies with R&D projects within the scope of:
 - Our specific focus areas in the future economy
 - Equality, diversity and inclusion
- Supporting early stage R&D projects with sizes from £50k to £1m and later stage projects up to £2m
- Grant funding will only be offered if the aligned investment from or led by one or more of our investor partners completes
- Regular SME funding rounds starting in March 2023 and running until summer 2024

Specific areas of focus

Health and Wellbeing

- innovative solutions to health and healthcare challenges (Biomedical Catalyst)
- advancing life-changing cancer therapeutics, focused on immunotherapies and paediatric oncology (Cancer Therapeutics)
- the application of extended reality for digital mental health, including immersive content that could be delivered as a digital mental health therapeutic in formal healthcare settings (Mindset)

Equality, diversity & inclusion (No Limits)

- innovations from diverse founders or senior decision-makers that are from under-represented groups and are role models
- innovations outside of the future economy theme areas, including those that support under-served communities and groups

Net Zero

- capital intensive technologies
- power – particularly offshore wind, civil nuclear, hydrogen, carbon capture and storage, and whole systems integration
- critical circular materials
- heating and retrofit
- battery technologies for transport and energy storage (Faraday Battery Challenge)
- mobility (no longer in scope as budget fully committed)
- resource efficiency for materials and manufacturing (no longer in scope as budget fully committed)

Next generation digital technologies

- projects within the creative industries which are underpinned by innovative digital technology as well as sustainable innovations, such as circular fashion (Creative Catalyst)
- adoption of artificial intelligence and machine learning technologies in targeted industries (Bridge AI)

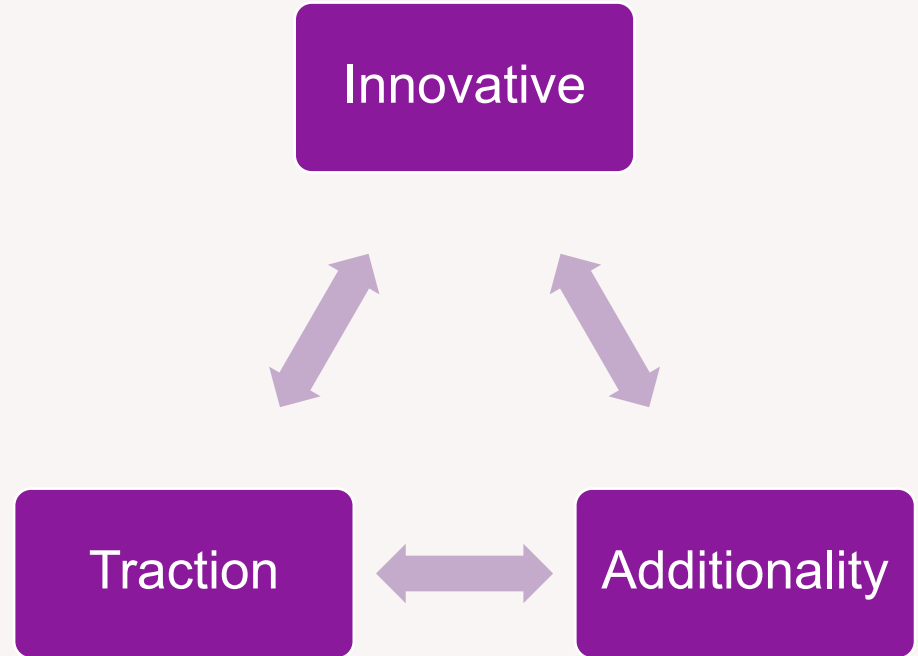
Summary of funding

Research category	Project size	Grant available (as a % of total project costs)	Project duration	Aligned investment
Feasibility study	£50K to £300K	70%	6 to 12 months	The investment must be at least equal to the grant funding
Industrial research	£100K to £1M	70%	6 to 24 months	The investment must be at least equal to the grant funding
Experimental development	£250K to £2M	45%	12 to 24 months	The investment must be at least twice the grant funding

[Research category definitions](#)

What are we looking for?

- Ambitious companies seeking investment
- Developing innovation with a well defined R&D project
- Links to specific themes
- Investment attractive and investment ready
- Established traction with an investor partner



SME application process

Investment
readiness via
Innovate UK EDGE

Investor connections
Innovate UK KTN

Investor and SME
expression of interest

SME makes
innovation project
application

Assessment and
confirmation of
reaching quality
threshold

Confirmation of
investment
additionality and
traction prior to
funding decision

Successful SME
starts project setup
and monitoring officer
assigned

Grant Offer Letter
produced –
investment confirmed
and start project



Investor Partnerships – Your Next Steps

Strategic Fit?

Is this programme a strategic fit?

- Highly innovative R&D
- Capital raising
- At the same time

Engage with Innovate UK EDGE to confirm investment readiness

In Scope?

Do you fit with the specific areas of focus?

Check the areas of interest within:

- Net Zero
- Health & Wellbeing
- Digital & Technologies
- Equality, Diversity & Inclusion

Investment?

Do you have interest from one of more of our investor partners?

Engage with our investor partners directly or through Innovate UK KTN

Interest?

Do your R&D and investment fit this programme?

Investor and SME should submit expression of interest together to confirm likely suitability

Apply

- If there's a strategic fit
- If you're ready for investment
- If you're in scope
- If you have investment traction

Offer / Award

- High innovation score
- Investment additionality / traction
- Completion

References

- [UKRI – Investor partnership website](#)
 - summarises scope and background of investor partnership programme
 - directory of existing investor partners
- [KTN – Investor partnership website](#)
 - covers future connecting opportunities (including “office hours”)
 - Searchable directory of investor partners



include me.
DIVERSITY & INCLUSION

Funding Options for diverse founders

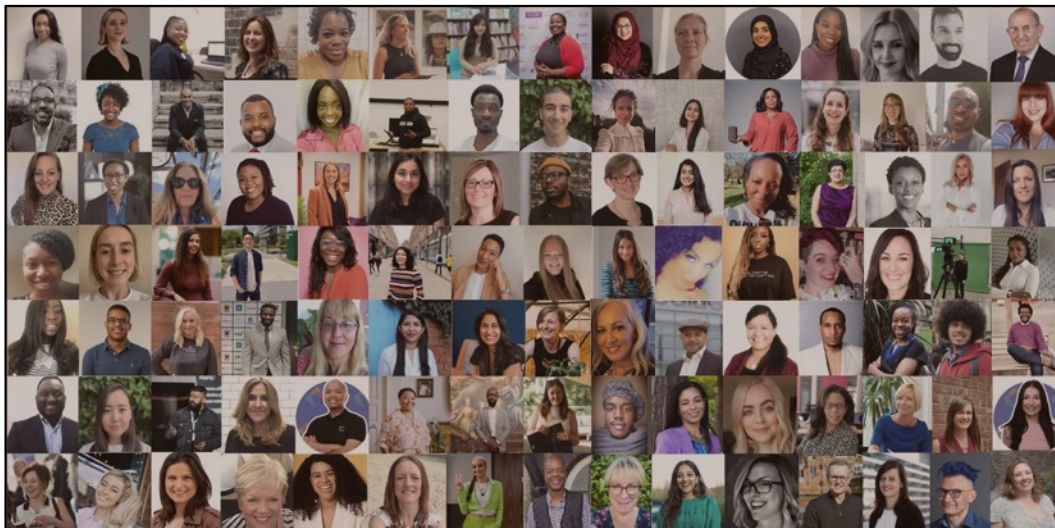
Mel Ellyard, Founder of Include Me & D-List





include me.
DIVERSITY & INCLUSION

Include Me - Website



Community platform for people from all backgrounds and all colours to come together, share stories, ask questions, learn from one another.

A safe way to communicate and work together to bring about positive change to our region.

Our community includes expertise - to listen, communicate and launch effective campaigns to bring about change needed to make our region a more equal, inclusive and fairer place.



Networking & Opportunities - LinkedIn



CRSI

**INVESTMENT
READINESS
MASTERCLASSES**

Leeds - HealthTech
18 October 2023

INVEST IN YOUR INVESTMENT READINESS

🗣️ Calling diverse HealthTech businesses | Limited FREE places through [Include Me](#) | Investment Readiness: Masterclass | 18 October | Leeds

Calling all diverse [#HealthTech](#) Innovators at pre-seed and seed investment stage. Available to all regions.

[Include Me](#) are excited to be able to offer limited free places, worth £600, to our diverse entrepreneurs to attend a new investment readiness masterclass from [CRSI](#).

Connect with influential investors: [Northern Gritstone](#), [Mercia Asset Management PLC](#), [Anticus Partners](#), [Equity Gap](#), [Deepbridge Capital](#), [Par Equity](#), [Start Codon](#), [IQ Capital](#).

Craft a [#pitch](#) that stands out to secure investment. Expert guidance to help you create a compelling narrative.

The HealthTech sector is ever-evolving, and understanding it is vital. Gain insights into the latest [#trends](#), emerging [#opportunities](#), and potential pitfalls from experts who've been there.

Hear from successful HealthTech founders, learn from their experiences, and be inspired by their achievements.

This is an amazing opportunity to [#supercharge](#) your HealthTech startup's investment readiness!

📅 17 18th October, 2023

🕒 07.30-13.30

📍 Leeds

✉️ Message if interested and we will send a code for your free place

D-List

The D-List is a collection of exceptional entrepreneurs from a variety of backgrounds and walks of life who are innovative and successful in their area of industry.

Showcasing Diverse Talent

The screenshot shows the D-List website interface. At the top, there's a navigation bar with 'D-List Showcasing Diverse Talent' and 'Members Login' and 'Logout' buttons. Below the navigation bar, there are links for 'ABOUT US', 'THE D-LIST', 'OPPORTUNITIES', 'REPRESENT', and 'REGISTER NOW'. A text box states: 'Through our platform D-Listers are visible to large organisations looking for diverse business leaders to represent at conferences, speak on panels and become mentors.' A 'Search the D-List' section features a search input field with the placeholder 'Start typing your search keywords'. Below this are three filter sections: 'Filter by Sector', 'Filter by Specialisation', and 'Filter by Location'. Each filter section has a search input field and a list of checkboxes for various categories.

Filter by Sector	Filter by Specialisation	Filter by Location
<input type="checkbox"/> Startup	<input type="checkbox"/> Media	<input type="checkbox"/> Leeds
<input type="checkbox"/> Supply Chains	<input type="checkbox"/> Innovation	<input type="checkbox"/> York
<input type="checkbox"/> Sustainable Textiles	<input type="checkbox"/> Artificial-intelligence	<input type="checkbox"/> Harrogate
<input type="checkbox"/> TV	<input type="checkbox"/> Broadcasting	<input type="checkbox"/> Wetherby
<input type="checkbox"/> Tech	<input type="checkbox"/> Scaleup	<input type="checkbox"/> Manchester

Improved Search Facility & Filter Results

Through our platform D-Listers are visible to large organisations looking for diverse business leaders to represent at conferences, speak on panels and become mentors.

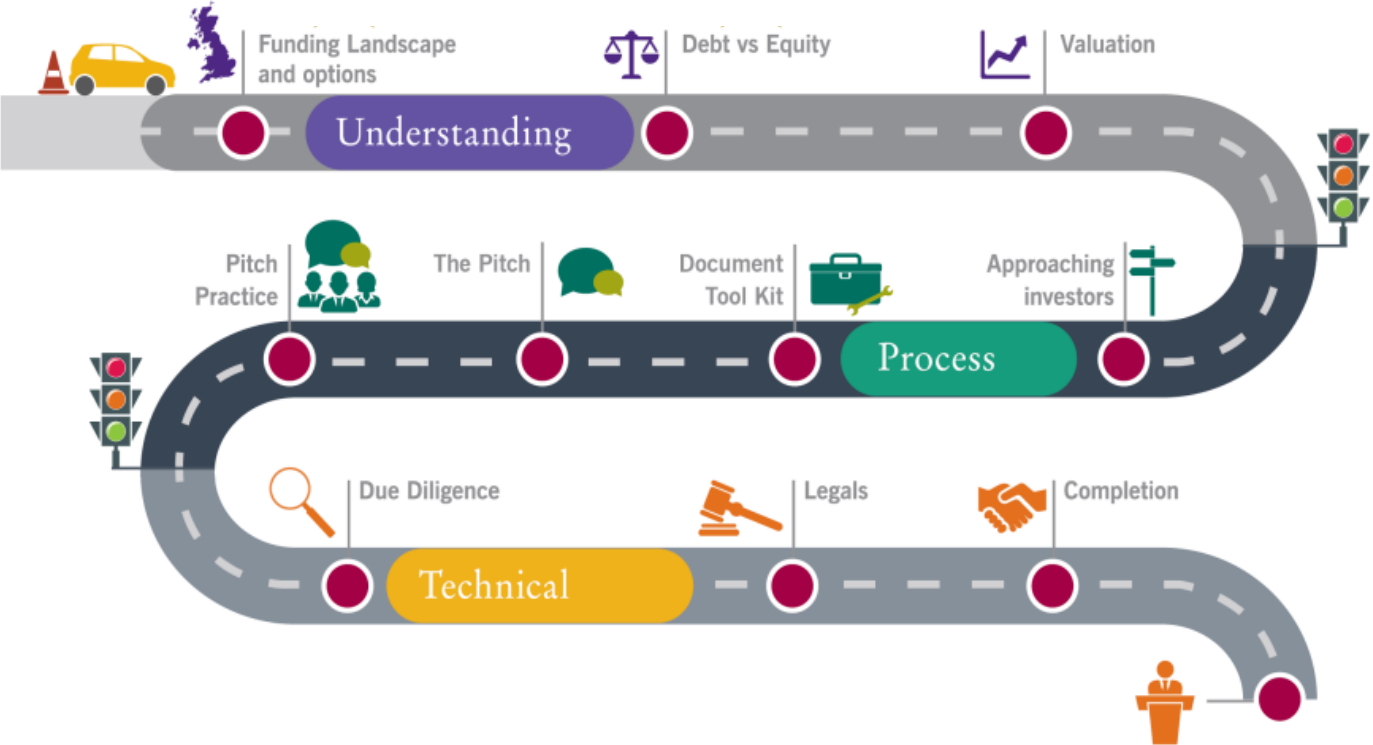
Event Listings with Speakers

User Account Management

d-list.uk

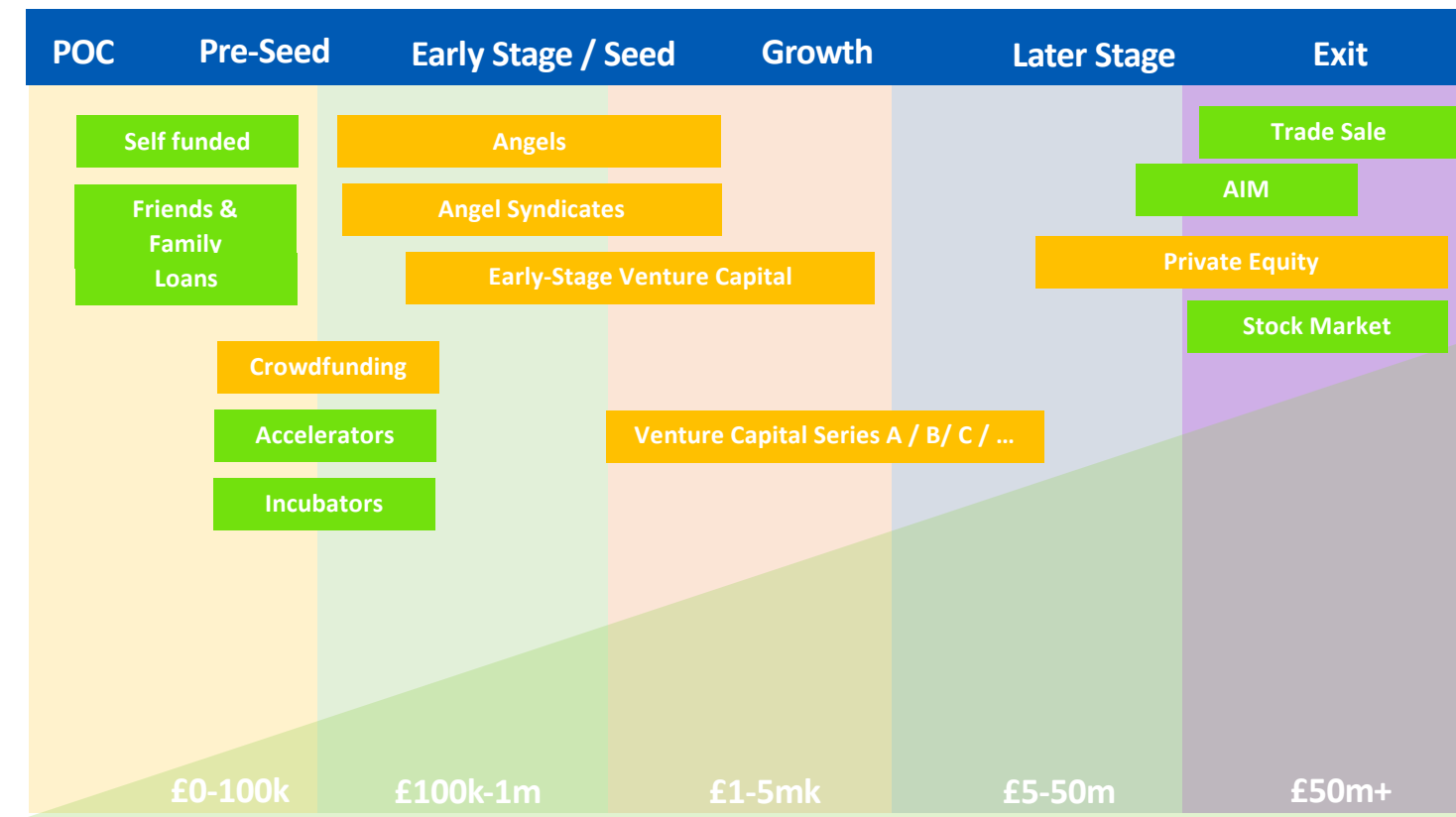
[REGISTER NOW](#)[VOICE](#)[PLATFORM](#)[DISCOVERY](#)

Know the journey





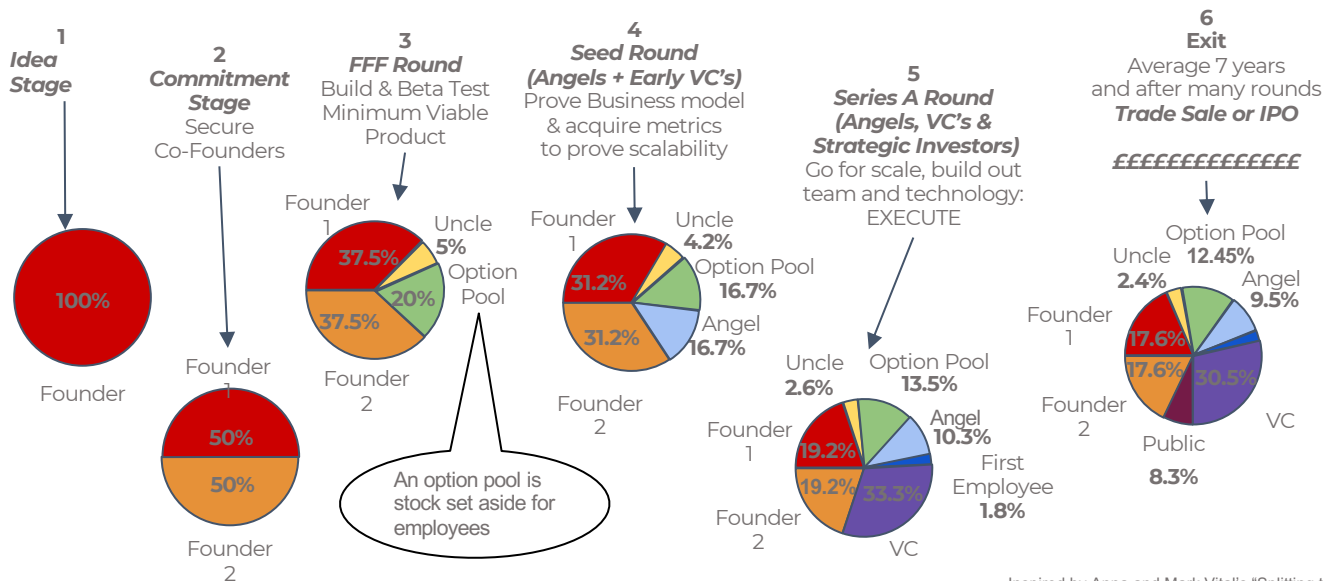
Funding Stages





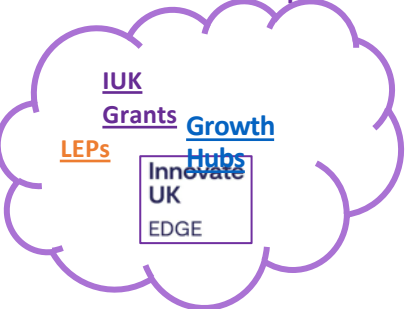
How Start-up Funding Works

Why 100% of Nothing is worth Less than 10% of something big



Inspired by Anna and Mark Vital's "Splitting the Pie"

Grants & Business Support



Resources

D-List - <https://d-list.uk>

Barclays Female Founder Accelerator - <https://labs.uk.barclays/what-we-offer/our-programmes/barclays-eagle-labs-female-founder-accelerator>

Climb24 - <https://www.climb24.co.uk>

Include Me - <https://include-me.com>

One Tech - <https://www.weareonetech.org>

We Can - <https://www.leedsbeckett.ac.uk/leeds-business-school/wecan>



Connect: [Mel on LinkedIn](#) | [Include Me](#) | [D-List](#) | [Play the D-List Anthem](#)

Pitch



include me.
DIVERSITY & INCLUSION

THE ONLY 10 SLIDES YOU NEED IN A PITCH



The purpose of a pitch is to stimulate interest, not to cover every aspect of your startup and bludgeon your audience into submission. **your objective is to generate enough interest to get a second meeting.**

Thus, the recommended number of slides for a pitch is ten. This impossibly low number forces you to concentrate on the absolute essentials. You can add a few more, but you should never exceed fifteen slides -- **the more slides you need, the less compelling your idea.**

Know the language!



Angel Investing School Dictionary

Welcome to the Angel Investing School dictionary. Click on a letter to begin.

A B C D E F G H I J K L M N O P Q R S T U V W X Y Z



Barclays Demo Directory Founders

Connecting ambitious
businesses seeking
growth with investors



Are you an ambitious business looking for funding to scale and grow? Register for Barclays Demo Directory to showcase your opportunity to multiple investors.

Once you're registered, you can create your demo by answering elevator pitch style questions to give a summary of your business and investment opportunity. There's also the opportunity to include a demo video, plus other media.

Once we've approved your application, your demo will go live on the Directory for 90 days, where all the registered investors can view it and ask to connect with you.

Who is Barclays Demo Directory for?

Founders looking for an investor base that ranges from business angels to venture capitalists and covers all industries. There'll be suitable attested investors who will be viewing your demo and have the amount of funding you're looking to raise.

Any interested investors will contact you directly to connect offline from the Demo Directory to seek any further information that they may like to know about your business.

Want to register?

Find the guidelines, more information about the Demo Directory and how to register on our dedicated web page.

[Register as a founder](#)



Barclays Demo Directory Investors

Connecting investors with
ambitious businesses
seeking growth



Looking to invest in early stage and scaling UK businesses from multiple industries? Register to be on Barclays Demo Directory.

Once registered you can create a profile, showing the business sectors you're interested in and what size deals you'd like to invest in.

You'll then be able to select whether you're a professional or self-certified investor.

Who is Barclays Demo Directory for?

Investors looking to gain access to live demos that have been created by founders. You can filter businesses in the directory to easily find those you're most interested in. Plus, each business comes with an elevator pitch summary provided by its founders – and they may have included videos too.

You'll find a mix of pre-revenue and revenue-generating businesses, some raising for the first time and others raising again. If you're interested in a business, you can connect with them to seek further information about their investment opportunity

Want to register?

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[Register as an investor](#)