

NEW VENTURE CREATION 2: LAUNCHING A HIGH GROWTH SPIN OUT COMPANY

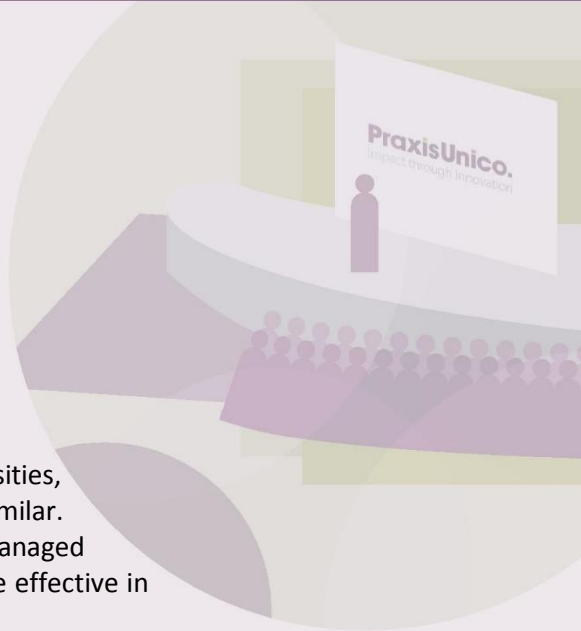
Welcome to New Venture Creation 2: Launching a high growth spin-out company

May 2017

The creation of new businesses is critically important for Universities and other research organisations. Doing it well is vital. This course will help provide a firm grounding in the core activities of business creation and support.

Summary: New ventures include traditional "spin-outs" and, increasingly, the creation of new vehicles for the management of joint ventures between universities, public sector and industry. Whilst the models are different, the principles are similar. New companies can bring substantial benefits financial and social if built and managed effectively. This course will enable delegates to add more value by being more effective in managing the process of company formation.

Suitable for: This course is ideal KT professionals working as spin-out specialists with some previous experience of spin out creation, and those responsible for the formation of new businesses and joint ventures. Those who have attended PraxisUnico's courses NVC1 or Fundamentals of Technology Transfer might find this a valuable next step.



Iain Thomas
Cambridge Enterprise
Course Director



Stuart Wilkinson
Oxford University
Course Director

Iain Thomas

Iain has over 15 years' experience in KEC and is currently Head of Life Sciences at Cambridge Enterprise (University of Cambridge). He and his team have helped form many successful spin-outs including Mission Therapeutics, XO1, Cambridge Epigenetix, Sphere Fluidics, Z-Factor that have attracted significant investment and exits. Iain was one of the co-founders of Apollo Therapeutics.

Stuart Wilkinson

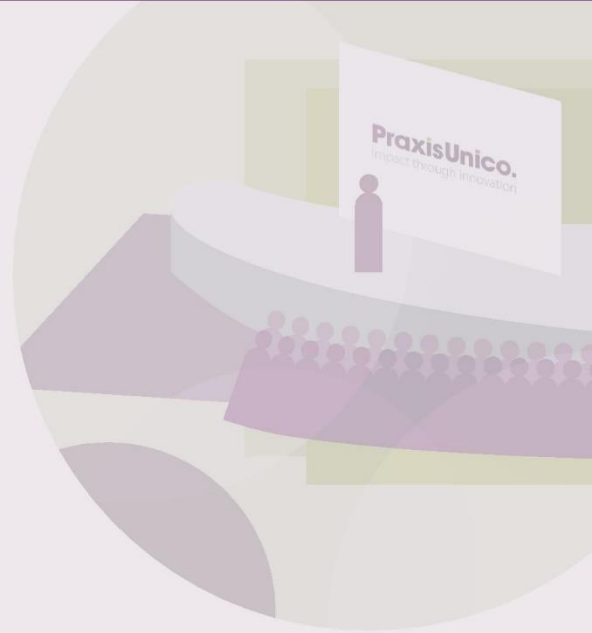
Stuart Wilkinson is Head of Knowledge Exchange and Impact Team in the Research Services office of the University of Oxford. Stuart's current role is to support the University's engagement and partnership with external organisations across the institutions to maximise the impact of the research, including regional partners.

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Trainers on this course use innovative, interactive techniques to immerse delegates in a valuable and enjoyable learning experience. On completing the course, delegates will be able to:

- **Understand why creating companies is critical** to academic, NHS and related institutions
- **Build an opportunity** including how to leverage IP, capitalise on founder reputation and build a team
- **Scrutinise a business plan** and ensure that it is realistic, implementable and ambitious
- **Pitch an opportunity**
- **Differentiate sources of finance**
- **Apply the basics of company valuation**
- **Know what you are being offered and committing to** in heads of terms
- **Seek legal agreements that are right for a company**
- understand **role of the board and director** and key issues of corporate governance
- **Support a company** post incorporation

A highly interactive and participative programme, delegates will also have the opportunity to hear from (and speak directly with) highly experienced legal, investment and KT spin-out practitioners. Networking time is included.



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PROGRAMME

Tuesday 9 May 2017: Lounge Extension, Burleigh Court

1830-2030 Registration, dinner and drinks

Wednesday 10 May 2017: Derwent Room, Burleigh Court

0900-0910 Welcome and Introduction - Iain Thomas

0910-0930 Introducing the Pitch Exercise - Stuart Wilkinson, Oxford University
Succinct persuasive articulation of the value proposition is key

0930-1045 Building the Case (case study and exercise) - Chris Hollowood, Syncona Partners
Putting together the basics: understanding the market, the solution and team

1045-1115 Refreshment break and pitch planning

1115-1215 Stakeholder Management and Developing the Team – Chris Hollowood, Syncona Partners
Build a common cause and quality team for success

1215-1315 Lunch

1315-1430 The Business Plan - Chris Hollowood, Syncona Partners
Ideas need tangible, meaningful plans. Scrutinising business plans

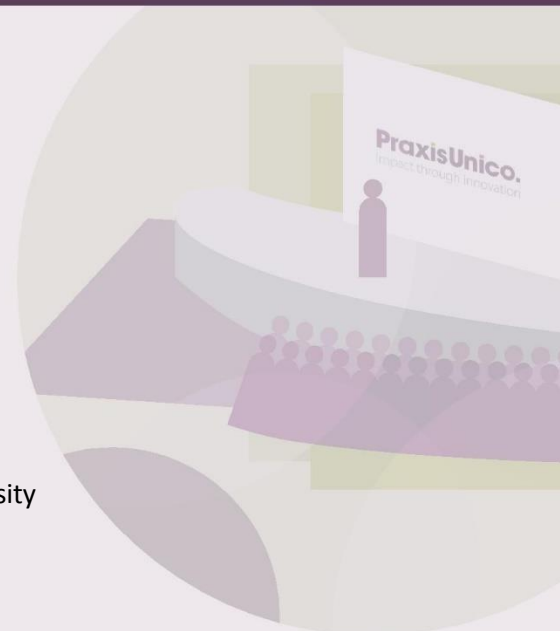
1430-1445 Refreshment break

1445-1545 Sources of Finance – Adam Workman, Oxford University Innovation Ltd
Understanding who finances what (and why)

1545-1610 Pitches - Stuart Wilkinson, Oxford University
Now it is your turn! Practice makes perfect

1610-1730 Understanding the basics of company valuation - Adam Workman, Oxford University Innovation Ltd
Understand and apply some principles of company valuation

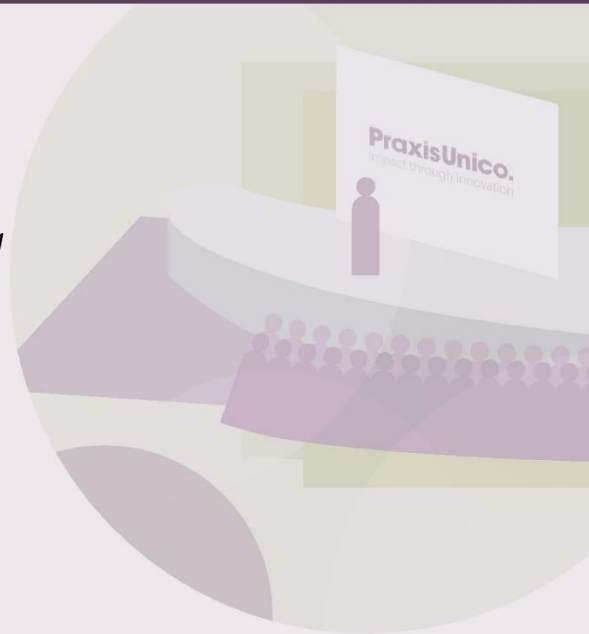
1900-2100 Networking Event including dinner and drinks



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Thursday 11 May 2017 – Derwent Room, Burleigh Court

- 0800-0830 Pitches - Stuart Wilkinson, Oxford University
- 0830-0945 Term Sheets and letters of intent - Nina Searle, TLT Solicitors
Know what you are being offered and to what are committing
- 0945-1000 Refreshment break**
- 1000-1215 Subscription & Shareholders' Agreements and Articles of Association – Nina Searle TLT Solicitors
Ensure that the legal agreements are right for the company
- 1215-1315 Lunch**
- 1315-1330 Pitches
- 1330-1430 Role of Directors and the Board - Tony Hickson, Imperial Innovations Ltd
Know your responsibilities and opportunity to support
- 1430-1445 Refreshment break**
- 1445-1545 Post incorporation - Tony Hickson and panel
It does not end at formation, your opportunity to add further value
- 1545-1600 Course summary and close - Iain Thomas**



To book your place on the next course, please visit www.praxisunico.org.uk or email info@praxisunico.org.uk

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All PraxisUnico training courses are eligible for continuing education (CE) credits, which support your application to become a Registered Technology Transfer Professional (RTTP). For more information about the registration process and requirements, visit the Alliance of Technology Transfer Professionals website at www.attp.info.

