



**Indian Investment Forum**  
Showcasing Indian Ventures to UK  
Investors and Partners

**Thursday 22<sup>nd</sup> April 2010**  
Nabarro LLP, Lacon House,  
84 Theobald's Road, London WC1X 8RW.  
5pm to 9pm, including networking drinks

The event will feature six of the best Indian companies seeking finance or alliances to launch in the UK.

**Investors**  
INDIAN INVESTOR BULLETIN  
matching Indian entrepreneurs with UK investors

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**1. What are the objectives for the event?**

- Together with the UKTI GEP<sup>1</sup> and UKIBC<sup>2</sup>, Envestors LLP is organising this event to connect UK investors and partners with Indian companies seeking finance or alliances to launch in the UK
- The event will feature six of the best Indian companies looking to come to the UK
- Information on all companies will be sent to 900 private investors and 60 institutional investors.

**2. Who will be at the event?**

- (a) Six established Indian companies seeking finance or strategic alliances to launch in the UK
- (b) Private and institutional investors or companies in the UK interested in partnering with companies from India.

**3. What sort of Indian companies are UK investors/partners looking for?**

*Type*

- Indian companies, with a preference towards IP-rich technology companies.

*Sectors*

- All sectors considered, with a preference towards the following sectors: technology, media, communications, clean-tech, energy, mobile, outsourcing and product/service innovation
- The following sectors are NOT appropriate: property, hotels and film.

*Location*

- Companies based in India and looking to set up a UK operation
- There is a preference towards Indian companies which have, or will have, a UK-based holding company
- (Guidance: this event is NOT for companies looking to raise finance in the UK to fund operations in India. There has to be a genuine and logical UK angle).

*Stage*

- Established companies, with a preference for businesses with a turnover of £1m to £20m
- (Guidance: minimum current annual turnover of £200,000).

*Investment size*

- Looking to raise finance, either equity or debt, of £200,000 to £10m
- (Guideline: there is a preference towards companies where the level of investment sought is less than the current level of turnover).

*Valuation*

- Companies where the current valuation is no more than two times current turnover.

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<sup>1</sup> UK Trade and Investment Global Entrepreneur Programme [www.entrepreneurs.gov.uk/gep/](http://www.entrepreneurs.gov.uk/gep/)

<sup>2</sup> UK India Business Council [www.ukibc.com](http://www.ukibc.com)

*Management team*

- Full-time, committed, highly-experience management team.

*Exit*

- Clear exit route within five years, either through trade sale, merger or flotation on AIM/PLUS.

*Growth*

- Highly scalable businesses with the potential for explosive growth
- Business with a product or service with the potential for global application.

*Investment Ready*

- Detailed business plan (max 20 pages) with financial projections
- Historic accounts to be provided
- Clear investment proposition i.e. outlining how much funding the company is seeking, and the percentage of the company on offer
- Accountants, lawyers and corporate finance advisors in place.

**4. Who will be the investors at the event?**

- Private investors (business angels) interested in Indian ventures setting up in the UK.
- Enterprise Capital Funds (ECFs)
- Enterprise Investment Scheme (EIS) Funds
- Family offices
- Technology investment funds
- Venture Capital Trusts (VCTs)
- UK corporates interested in developing strategic relationships with Indian companies
- Non Exec Directors interested in assisting Indian ventures expand into the UK.

**5. What are the costs of attending the event?**

The costs for attending the event are as follows:

- |   |                   |
|---|-------------------|
| • Presenting companies (see below)                    | No cost           |
| • Investors   | No cost           |
| • Companies coming over from India (non-presenting)   | No cost           |
| • Indian companies already in the UK (non-presenting) | £195              |
| • Advisors  | £195 <sup>3</sup> |

<sup>3</sup> Early-bird discount of £95 if booked before Thurs 28<sup>th</sup> February 2010 and £145 if booked before 28<sup>th</sup> March 2010

**6. What are the costs of presenting at the event?**

<i>Options</i>	<i>Cost</i>
<b>Presentation at the UK India Investment Forum (22<sup>nd</sup> April 2010, London)</b>	No cost
<b>Full Corporate Finance Support (optional)</b> <b>- Please see details below</b>	£3,750 (optional)
<b>Streaming 3 minute video presentation (optional)</b>	£ 750 (optional)
<b>Extended marketing on the Envestors website for a further six months post event (optional)</b>	£ 350 (optional)

Other costs relating to success fees are as follows:

- (a) Success-only fee of 5% of funds raised through introductions made (please note, this is not an exclusive arrangement, and companies can still raise finance from elsewhere, without incurring any success fee.)
- (b) Success-only fee of £5,000 or 10% of the merger/acquisition amount, whichever is the higher for sourcing and brokering a deal with a strategic partner for a merger or acquisition
- (c) Success-only placement fee of £7,500 where we introduce a Chairman, Director (executive or non-executive), or any other board member / advisor or senior executive who you decide to appoint.

**7. Is there any help to pay towards travel costs for companies coming over from India?**

Unfortunately, there is no assistance to pay for travel costs, as it is thought that if companies are seriously seeking investment they will be prepared to travel!

**8. When will the final line-up of the six presenting companies be decided?**

The decision as to which companies will be invited to present will be made at two separate Investment Committee meetings on 26<sup>th</sup> February and 19<sup>th</sup> March 2010.

- 26<sup>th</sup> February: Initial invitations sent out to companies to present on 22<sup>nd</sup> April 2010 event. The companies will be given a week to either accept or reject the offer to present
- 19<sup>th</sup> March: Should there be any further spaces available, second invitations sent out to companies.

**9. Will the event be useful for companies seeking strategic partnerships and/or Non Exec Directors?**

Yes. As well as private and institutional investors, there will be an opportunity for introductions to corporates seeking strategic alliances with Indian companies, as well as Non Exec Directors who can assist with UK expansion.

**10. Will UK investors invest directly into Indian companies in India (i.e. companies which are not looking to set up in the UK)?**

UK investors are interested in investing in global businesses. It is unlikely UK investors will invest directly into an Indian company which does not have plans to set up in the UK, unless the company is already a global business with international offices.

**11. Will there be a circular sent to investors with details of companies?**

Yes. All companies presenting at the event will be featured in the *Investment Bulletin*, which is distributed to 900 private investors and 60 institutional investors. All companies will need to be “Investment Ready”, see below.

**12. Can I promote my business to UK investors without attending or presenting at the event?**

Yes. To feature in the *Investment Bulletin*, there is a charge of £395. Only companies which are fully investment ready will be allowed to feature in the Investment Bulletin.

**13. What do I need to have in place to be “investment ready” for UK investors?**

You will need to ensure you have the following:

- (a) Business plan independently verified by a UK corporate finance advisor<sup>4</sup>
- (b) Clear exit strategy
- (c) Clear investment proposition including valuation rationale
- (d) Financial projections
- (e) Up to date audited accounts
- (f) Legal advisors in place<sup>5</sup>.

(Please note, to give investors confidence they will want to see recognised advisors in place).



<sup>4</sup> Envestors Corporate Finance, which is part of Envestors LLP, is authorised and regulated by the Financial Services Authority (FSA) in the UK and can provide corporate finance advice to Indian firms seeking investment from the UK. Envestors can provide a free one-hour meeting for companies seeking finance.

<sup>5</sup> Nabarro LLP can provide a free one-hour meeting for companies seeking finance.

#### 14. How can I apply to be one of the six companies presenting?

- Please submit your **Company Enquiry Form** to Oliver Woolley, Partner, Investors LLP, [oliver@investors.co.uk](mailto:oliver@investors.co.uk). All Registrations will be considered by the Investment Committee at Investors.

#### 15. Who are Investors LLP?

- Investors LLP, which is authorised and regulated by the Financial Services Authority comprises: **Investors Private Investor Club**, a network of 900 private individuals looking to invest upwards of £20,000 in high-growth unquoted businesses and **Investors Corporate Finance**, which advises companies seeking finance of up to £10m.
- Investors LLP is a member of the British Venture Capital Association (BVCA) and the British Business Angels Association (BBA).
- In September 2009, Investors LLP won the "Private Investor Network of the Year" award at the annual **Investor Allstars** [www.investors.co.uk](http://www.investors.co.uk)



Private Investor Network  
of the Year



WINNER  
Investors



#### 16. Who are the UK India Business Council?

The UK India Business Council (UKIBC) is the premier membership-led organisation supporting the British Government in the promotion of trade, business and investment between the two countries. UKIBC plays an influential role in creating and sustaining an environment in which free-trade and investment flourishes. Through the facilitation of partnerships, and with the support of an extensive network of influential corporate and individual members, UKIBC provides the resource, knowledge and infrastructure support vital for UK companies to make the most of emerging opportunities in India. [www.ukibc.com](http://www.ukibc.com)

#### 17. Who are the UK Trade & Industry Global Entrepreneur Programme?

A revolution in global business: the Global Entrepreneur Programme (GEP), set up in 2003 by UK Trade & Investment aims to create high profit sustainable global companies from pioneering start-ups, using the UK as a strategic headquarters and base for international expansion. Our global networks offer huge investment opportunities by identifying the world's brightest entrepreneurial talent. We connect these entrepreneurs with investors, management talent and strategic partners in the UK to turn their innovation into a global success. GEP is essentially a business accelerator. We turn local entrepreneurs into global companies, and with every success comes excellent benefits for our investment partners. [www.entrepreneurs.gov.uk/gep/](http://www.entrepreneurs.gov.uk/gep/)

## **18. Who are Nabarro LLP?**

Nabarro LLP is a major UK based commercial law firm renowned for its positive, practical approach. Nabarro offers a full range of legal services to UK-based and international corporate clients and has extensive experience advising on both private investment/M&A transactions and fundraisings on the UK capital markets (including AIM). The Nabarro India Group, headed by corporate partner Ian Binnie, is regularly in India and provides support for clients investing into India and also India-based companies wishing to expand into other international markets.

[www.nabarro.com](http://www.nabarro.com)

## **Who do I contact for more information?**

### **UK INDIA BUSINESS COUNCIL**

**Caroline Erskine, UK India Business Council, [caroline.erskine@ukibc.com](mailto:caroline.erskine@ukibc.com),**

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