



NanoFinance 2008 'Fostering Business Opportunities in UK Nanotechnology'

25th September 2008, Institute of Directors, London

NanoFinance – a one day *seminar* and *exhibition* involving the leading funding sources, both national and international. The day will feature keynote presentations spanning the current business climate and the various funding schemes that are available during the business cycle. There will then be an opportunity for technologists to recount real life experiences via several case studies. Ample time will be made available to encourage networking during the day. In addition, organisations are invited to exhibit and promote their unique capabilities and skills. Several influential figures will be giving overviews during the day and they include:

KEYNOTE: Michael Holman, Research Director at Lux Research



Nanotechnology – and the nanomaterials that are the root of the nanotechnology value chain – has taken hold in many industries, as spending on nanotech R&D reached \$13.5 billion in 2007, with corporate spending eclipsing government funding, and both dwarfing venture capital. Despite some applications that failed to live up to the hype, emerging nanotechnology was used in \$147 billion worth of products in 2007, and will impact \$3.1 trillion in manufactured goods in 2015. This presentation sums up the state of the market for nanotech innovations and discusses the implications for investments.

KEYNOTE: Peter Newton, Innovation Advisor, Innovation Advisory Services

Peter's presentation provides an insight into the range of funding to be considered by technology companies in the start-up phase through to maturity. The content extends from the financial input from the founders to large external and institutional investors and the intermediate sources via grants, loans and other forms of support. A brief insight will be given to the route to the various forms of support, the criteria to be met and the process. The appropriateness of the different types of financial support to different situations will be covered.



Patrick Bonnett, Senior Consultant, SQW Consulting



The talk by Patrick will give an overview of current activities in the UK and how they relate to nanotechnology with some specific examples of incubator successes in the UK and overseas. He will outline the role of incubators, the services and facilities that they offer and also some of the issues that an effective incubation "offer" often needs to address such the balance of cash flow versus operational mandate. Many regional agencies support the development of Incubators.

Tony Christian, Director, Pronovotech Limited

Tony's talk will focus on the R&D tax incentives which are available to all firms undertaking qualifying R&D projects in the UK. The scheme is often seen as being directed at pure scientific research, but is actually intended to promote investment in innovation throughout industry, including the development of technology to meet real-world applications. The nanotechnology sector is rich with projects that should attract this support, including within companies that have an established track record and product range. Tony will describe the benefits available and explain the process of claiming the benefit, including: How to identify eligible projects; How to capture the associated expenditure; An outline of the tax legislation covering the R&D scheme; What HMRC looks for in assessing claims; 'Best practice' in claim documentation; and Sources of further information.





Jim Clipson, Competitions Programme Manager, Technology Strategy Board

Jim will give a broad view on the role of the Technology Strategy Board with a European bias. The Technology Strategy Board is responsible for the National Contact Point service which provides advice to help UK businesses participate in the FP7 – the EU's main instrument for funding research in Europe. The interventions of the TSB with respect to the nano community will be discussed. The presentation will outline the work of the Technology Strategy Board with respect to collaborative Research and Development which invests in projects in which business and researchers work together to deliver successful new technology-based products and services.

Eric Mayes, Director of Printing Development, Cambridge Display Technology (CDT)

Eric's presentation will focus on NanoMagnetics where he served as Chief Executive Officer. NanoMagnetics develops materials for the data storage industry alongside a diversified applications portfolio. The talk will provide an overview of the specific business, its market and its development through time and then offer key learning points resulting from the NanoMagnetics experience, together with tips for those following in NanoMagnetics' footsteps.



David McMeekin, Chairman, London Technology Fund

David McMeekin will be outlining the mechanisms and criteria by which early stage VCs evaluate investments in seed and start-up stage technology companies. He will explain how valuations are arrived at and the conditions necessary for investment to take place, giving examples from the London Technology Fund portfolio.

Amanda McMurray, Manager – Three Pillars Fund, North East Finance Limited

Amanda's presentation will look at the stepwise investment model which has been shown to be a model of investment that can lead to a viable and sustainable business. In particular, the presentation will focus on the Three Pillars Fund which operates across North East England. The fund is built of public monies, it invests, for commercial return, in growing businesses as they leave the technology "proof of concept" stage, with the specific aim of enabling the business to grow, and through identifying and funding the resources that the growing business requires, be they professional support for investment readiness activities, support from experienced business mentors, high quality management or, at the other extreme, technical resources to secure their first customers.



Barry Park, Chief Operating Officer, Oxonica

Dr Barry Park will give a brief history of how Oxonica was formed and discuss the growth of the company through development of novel nanomaterial based products to meet key market needs to sale of these products directly and via distribution partners. Oxonica is now a public company and consideration will be given to the lessons learned as the company has moved from a University start-up comprising several employees to a public company with sites in Oxford and California.

Mark Pearce, Partner, Dickinson Dees

Mark will look at the key factors involved in maximising licensing revenue. He will analyse the different licensing structures available to a licensor and the benefits each brings. He will look at the protection available for technology and the importance of ensuring that the right protection is in place to maximise licensing opportunities. This talk will identify key issues for licensors and licensees to consider when negotiating a licence and the due diligence that should be performed before entering into the licensing agreement. In many cases licensing can be the lowest risk, earliest return model of exploitation. It can also lead to accelerated development of technology. This talk will explore how to make licensing work for you.



NanoFinance 2008

'Fostering Wealth Creating SME's in UK Nanotechnology'

25th September 2008, Institute of Directors, London

Partner:

PROGRAMME



Media Partner:



09.30 **Registration, Refreshments & Exhibition**
09.50 Welcome & Introduction

10.00 – 11.00 **Session 1: Plenary Keynote Presentations**

Nanotechnology – Where We Stand Today
Michael Holman, Research Director, Lux Research
Whistle-stop Overview of Current Funding Schemes
Peter Newton, Innovation Advisor, IAS

11.00 **BREAK & EXHIBITION**

11.30 – 12.30 **Session 2: Research & Development Funding**

The UK Technology Programme & Europe
Dr Jim Clipson, Competitions Programme Manager, Technology Strategy Board
The Regions/Proof of Concept Funding
Dr Amanda McMurray, Manager – Three Pillars Fund, North East Finance
R&D Tax Incentives in the UK
Tony Christian, Director, Pronovotech Limited

12.30 **LUNCH & EXHIBITION**

14.00 – 15.40 **Session 3: Taking Research to Market**

Business Incubators
Patrick Bonnett, Senior Consultant, SQW Consulting
Licensing
Mark Pearce, Partner, Dickinson Dees
Access to Finance - Perspective of a Venture Capitalist
David McMeekin, Chairman, London Technology Fund
Accessing the Public Markets - an Analyst's View
Mark Davis, Director of Equity Research, Panmure Gordon

15.40 **BREAK & EXHIBITION**

16.10 – 17.00 **Session 4: Real Case Studies**

Case Study: Nanoinstruments
Stephen Cash, Chief Executive Officer, NanoCentral
Case Study: Oxonica
Dr Barry Park, Chief Operating Officer, Oxonica
Case Study: NanoMagnetics
Dr Eric Mayes, Chief Executive Officer, Cambridge Display Technology

Summary and Q&A
Dr Alec Reader, Director, Nanotechnology Knowledge Transfer Network

17.00 **Close**

NANOFINANCE 2008 REGISTRATION FORM

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Dr/Prof/Mr/Mrs/Miss	Full Name
Job Title	

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Registration

Delegate Registration £100 + VAT

3m x 2m Exhibition Stand Registration **now only £399* +VAT**
(includes 2 delegate passes)

2m x 2m Banner Stand Registration **now only £199* +VAT**
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Sponsorship

A limited number of cost effective sponsorship opportunities are available to maximise corporate profile at this high-profile event. To receive further information please contact Natasha Taylor, Natasha.taylor@nanoktn.com or telephone: 0191 490 9373

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**Prices valid until 09.00 on Monday 8th September 2008*