



LES B&I Annual Conference 2020

BECOMING INVESTOR READY

Tuesday, 3rd November 2020

2:00pm - 5:00pm



Programme

2:00pm – 2:05pm

LES Britain & Ireland President's Welcome
Patrick Cantrill, Womble Bond Dickinson LLP

2:05pm – 2:15pm

Conference Introduction by Organising Committee Chair
Mark Cruickshank, The Royal Bank of Scotland

2:15pm – 3:00pm

Securing Venture Capital Investment
Mary Canning, Epidarex Capital

This talk will give a venture capitalist's perspective on early-stage investing, covering the attributes that investors look for and how to build a strong case for securing investment.

3:00pm – 3:50pm

Investor Readiness: Legal Aspects
Megan Briggs and Paul Scullion, Burness Paull

When thinking about investment it is important that you are "diligence ready" and that includes your intellectual property rights. Megan will discuss the different intellectual property rights that each business should be considering and why it is crucial to think about intellectual property from the outset. This will include advice on some of the common misconceptions which can often prove costly.

Paul will speak to his experience of advising both investors and investee companies on the actions that businesses who are looking to make themselves "investor ready" should take from a legal perspective. All this will be aimed at ensuring that your fundraising proceeds smoothly and quickly. He will also speak to some of the key points for legal and commercial negotiation which typically arise when taking on external investment.

3:50pm – 4:45pm

What can you expect when contracting with large organisations?
Phil Hall and Craig Allan, NatWest Group

An overview of what can be expected when contracting with a large organisation. The session will include some practical advice and words of caution around commonly seen clauses, traps to avoid and things to be wary of.

4:45pm – 5:00pm

Summary and Finish