

Introduction to Mercia Technologies

Space2Invest



Dr Sandy Reid, Investment Manager



Sandy Reid

Investment Manager

Sandy recently joined the Mercia Universities team as an Investment Manager.

This is a cross fund role and Sandy works with both the NPIF Equity team and the Mercia Funds.

Prior to joining the Group, Sandy worked both with and within University technology transfer teams and was CEO of a University spinout for eight years. She has also sat on a number of boards as both an NED and observer.



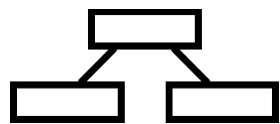
+£336.5million
funds under
management



Wide range
of funding
options



4 specialist
sector focus
areas



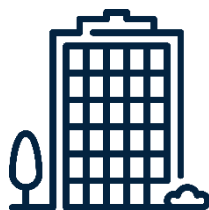
150 third party
fund equity
investments



10 companies
listed on AIM



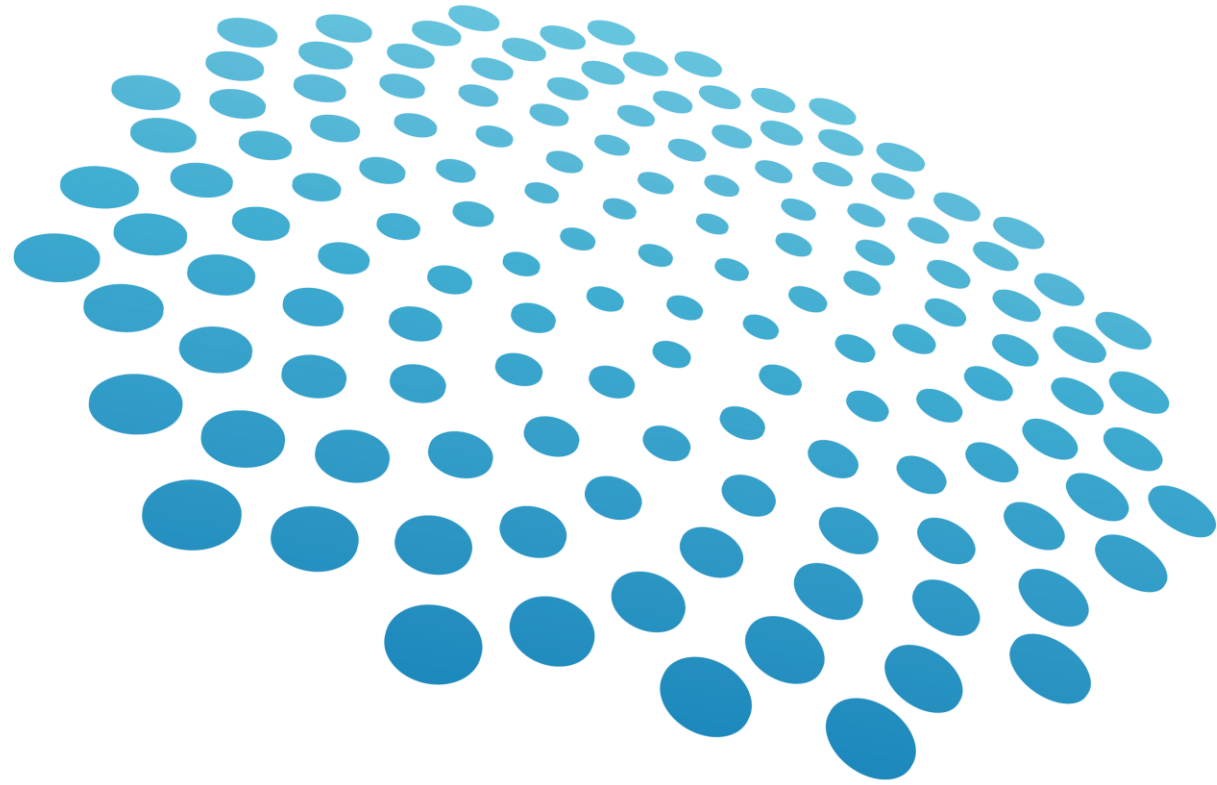
18 university
partnerships
complementing
regional presence



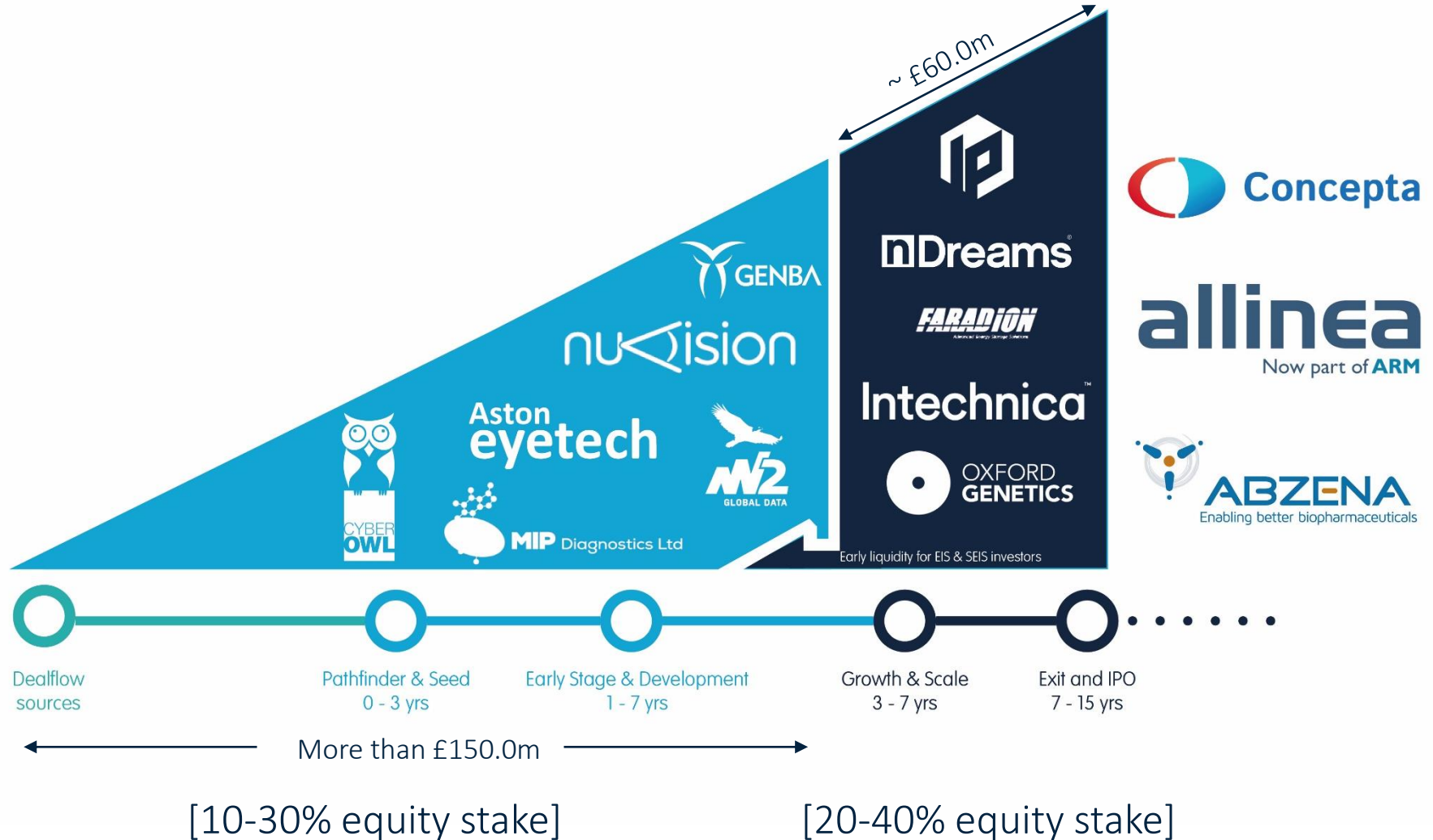
8 offices across
UK regions



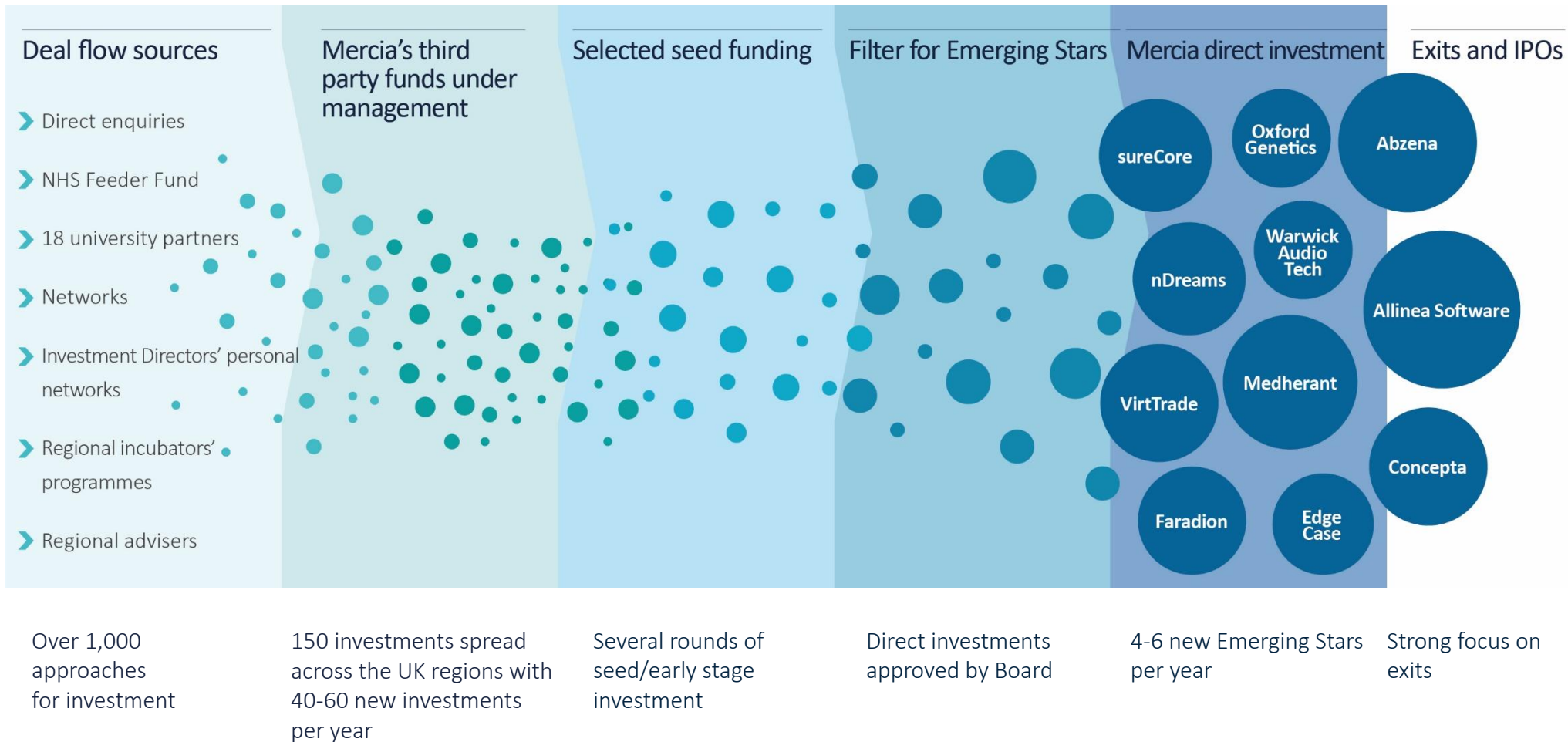
65+ investment
and support staff



Complete Capital Solution



The Mercia Model



Strong industry and venture experience

Significant local presence in underserved regions

Offices located in key UK innovation hubs in the Midlands, the North of England and Scotland

Office network complements university partnership locations



● Mercia office
● University partner

Footprint of UK University Partners



Midlands



The North



Scotland



Partnerships delivering innovative opportunities



Digital & Digital Entertainment

- Virtual reality
- Augmented reality
- Mixed reality
- Serious games



Life Sciences & Biosciences

- Diagnostics
- Digital health
- Medical devices



Electronics, Materials & Manufacturing/Engineering

- Energy
- Communications
- High value electronics
- Manufacturing applications

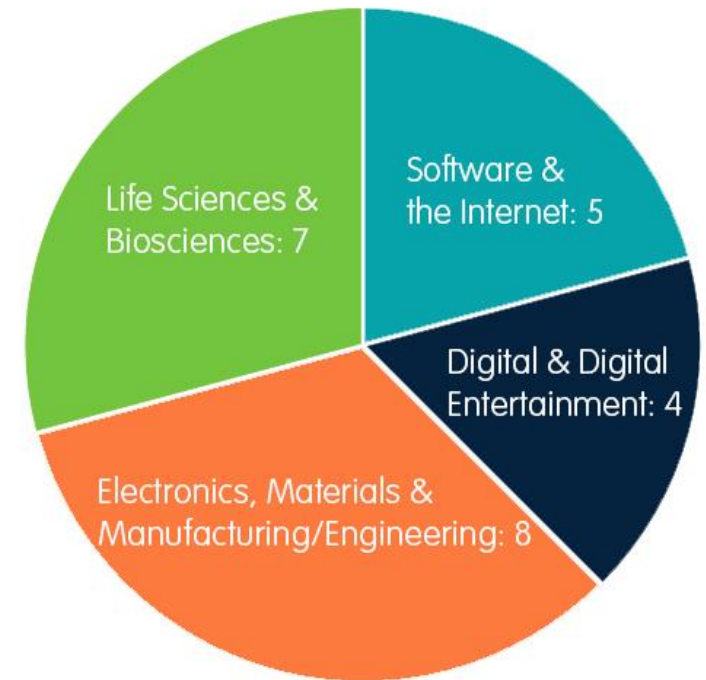


Software & the Internet

- Artificial intelligence
- Cybersecurity
- Software as a service
- Analytical tools
- Adtech



Mercia Technologies PLC Portfolio Composition



- Invest from our own balance sheet
- Ability to follow on from the third party funds
- Look to invest in 'Emerging Stars'
- Aim to invest in four to six new Emerging Stars per year
- Investment criteria
 - Ability to scale
 - Strong management
 - Technology rich (sector focus)
- Evergreen Funds

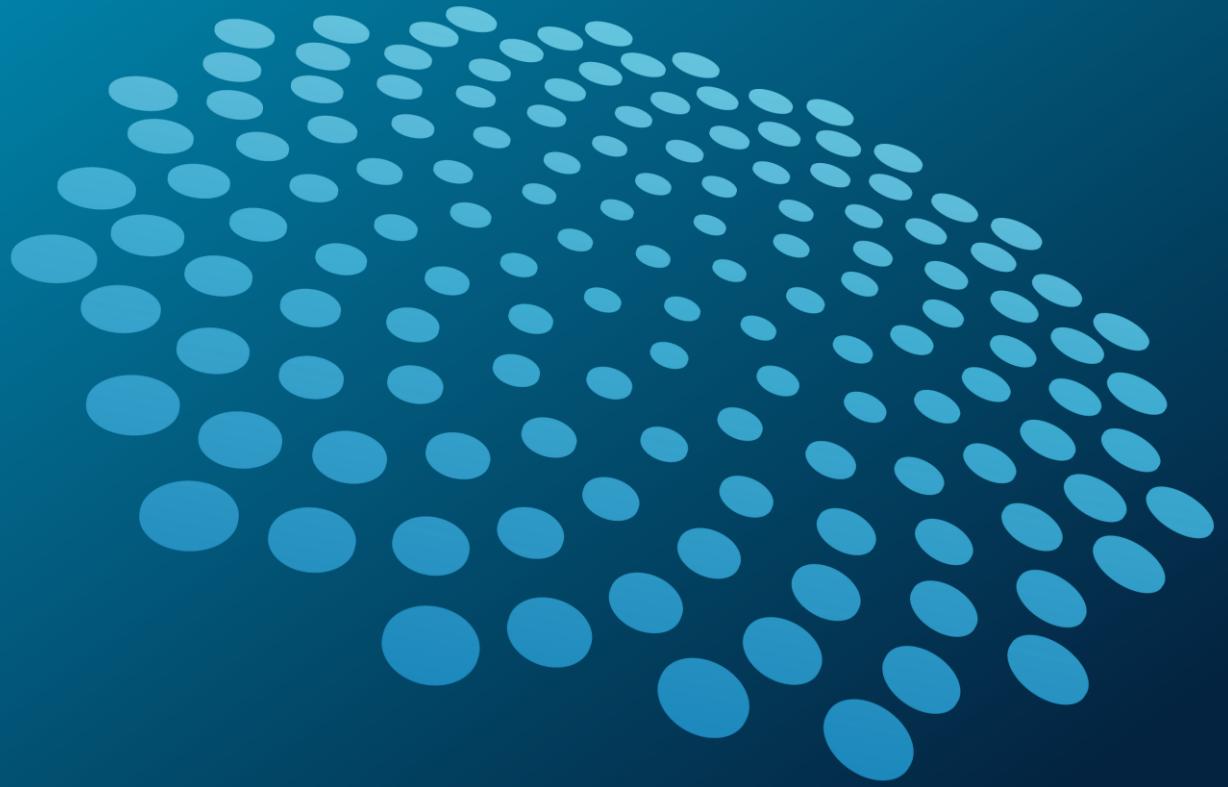
What have we invested in before in the region?



Why choose Mercia?



- Over £150.0million to invest over five years
- Sector specific expertise
- Patient Capital
- Ability to follow with balance sheet funds
- Capacity single investment £150,000 to £10.0m from a combination of Funds and Direct investment



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