

Regional Angels Programme Proposal

**Investment Programme
Proposal**
November 2022

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Regional Angels Programme Proposal

Please ensure you have spoken with the relevant team member at BBI before completing the below.

When complete please return this document in Word format: mark.barry@bbinv.co.uk and RegionalAngelsProgramme@bbinv.co.uk

1. Background

Background of the applicant	
How your business started and date you commenced investing	
Your location	
Principal Shareholders	
Number of staff employed	
Regulated Status, if any	
Investment Structure (current funding structure and future requirements)	
Business Strategy, including integration of sustainability into strategy	
Please provide current financial performance and financial forecast	
Any other relevant information	

For use of BBI team:

2. How do you address the programme objectives?

a) To increase the aggregate amount of early stage equity capital that is available to small businesses with high growth potential throughout the UK

Please complete

For use of BBI team:

b) To promote angel investing across the UK, particularly in areas that are currently underrepresented

Please complete

For use of BBI team:

c) To generate a market rate of return

Please complete

For use of BBI team:

3. How do you address the programme's criteria?

a) Target market	
What type of companies do you invest in (stage, sector, geography)?	
How much capital are target companies raising (typical round sizes)?	
Do you consider the integration of ESG and in particular Net Zero in your target companies	

For use of BBI team:

b) Investment strategy	
Are you an angel network, EIS fund, quasi fund/network, fund or platform?	
How do you utilise angel investors?	
How do you assess investment opportunities (stages)?	
What portion of your investments are EIS eligible?	
Provide a summary of the status and next steps of your approach to ESG factors in your investment strategy	

For use of BBI team:

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c) Track record and expertise

Please complete the track record excel sheet

Provide details of your team

How long have the team worked together?

Why do you think your team has the appropriate expertise?

Provide a summary of the diversity of background of the team?

For use of BBI team:

d) Origination

Please complete the forecast excel sheet.

How many investment opportunities do you see per year?

How many new and follow-on investments do you make per year?

What are the primary sources of your deal flow?

What is your high-level screening/filtering criteria?

For use of BBI team:

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e) Commercial returns and remuneration

What returns do you usually target on each investment?

What fees do you charge investors, both angel and/or fund investors (including carry)?

What fees do you charge investee companies, if any?

For use of BBI team:

f) Private sector leverage

What are the sources of capital you invest, advise or arrange?

How many active angel investors are in your network?

Who do you co-invest with?

For use of BBI team:

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g) Portfolio management	
What involvement do you have with your portfolio companies?	
What reporting do you provide to investors? Does this include Greenhouse Gas (GHG) emissions and wider ESG reporting or will it in the future?	
Do you provide valuations on investments?	
Do you have a portfolio management system?	

For use of BBI team:

h) Operational structure, legal and regulatory	
How is your organisation setup, e.g. limited company?	
Do you have any FCA permissions or work with an FCA provider?	
Do you typically use nominee structures or custodians for your investments?	

For use of BBI team:

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