

The Scottish Investment Bank

30 May 2019



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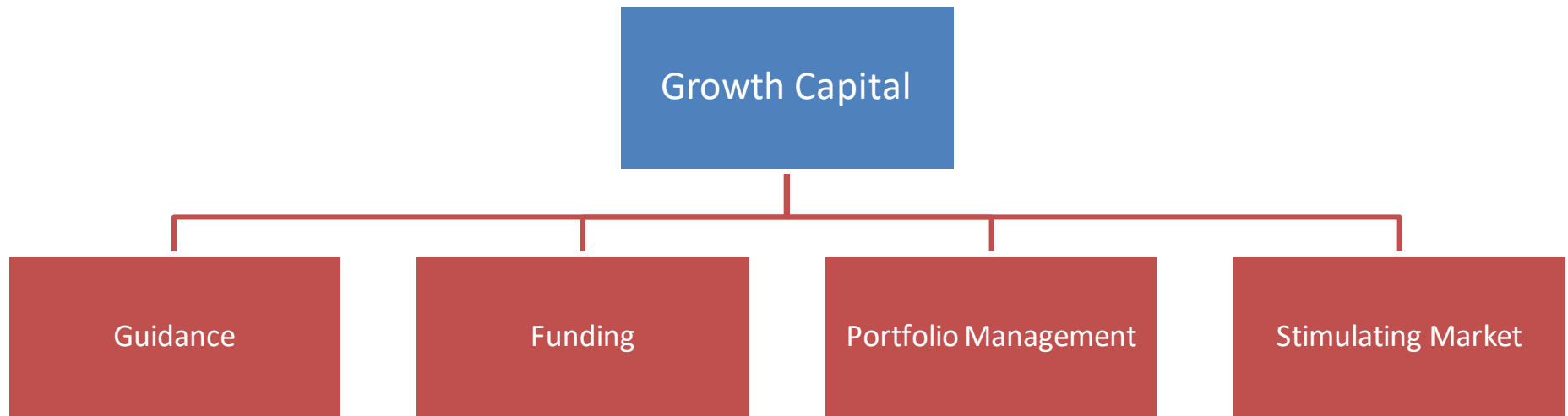
- Scottish Investment Bank is the **investment arm** of Scottish Enterprise
- Established in 2010 as an **expansion** of SE's investment function
- Aim is to grow Scotland's private sector funding market for early stage and expanding **SMEs with growth and export potential**. Focused on:
 - **Innovation**
 - **Internationalisation**
 - **Investment**
 - **Inclusive Growth**
- Operates across Scotland in **partnership** with HIE

Working in partnership

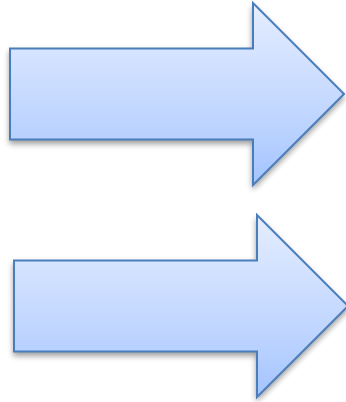
Building strong partnerships between businesses and investors is key to securing Scotland's economic future.



Supporting Growth Companies



Investment Approach



- Co-invest with private sector investors
- We co-invest alongside range of investor
- Invest on fully commercial terms
- SMEs – growth and export potential
- Gap investors – no displacement or crowding out
- Public sector investment 50% or less
- Economic benefit to Scotland
- Significant operational presence in Scotland
- Commercial returns

Funds & Programmes

SCOTTISH CO-INVESTMENT
FUND IV

SCOTTISH VENTURE FUND IV

ENERGY INVESTMENT FUND

SCOTTISH LOAN SCHEME

THE SCOTTISH LOAN FUND
(closed to new business)

EPIDAREX CAPITAL

LENDING CROWD

SCOTTISH GROWTH EUROPEAN CO-
INVESTMENT PROGRAMME

SIB Funds

SCF IV

Scottish Co-Investment Fund

- Invest up to **£1.5m**
- **Co-Invest** alongside '**Accredited Partners**'
- Invests in start-up, early stage & established companies
- Accredited Partner source, diligence and negotiate deal

SVF IV

Scottish Venture Fund

- Invests up to **£2m**
- **Co-invests** alongside a range of **private sector investors**
- Invests in start-up, early stage & established companies
- Investor led, but SIB involved in deal process

Energy Investment Fund

- Provides commercial for energy projects which **facilitate, catalyse and accelerate Scotland's transition to a low carbon economy** – commercial and community investments
- Provides loans, equity and potentially guarantees
- Delivered for Scottish Government

External Funds

Scottish Loan Fund (closed)

- Mezzanine loan fund – funding of £250k - £5m
- Targeted at established business - £1m+ turnover
- Managed by Maven Capital Partners

Epidarex Capital

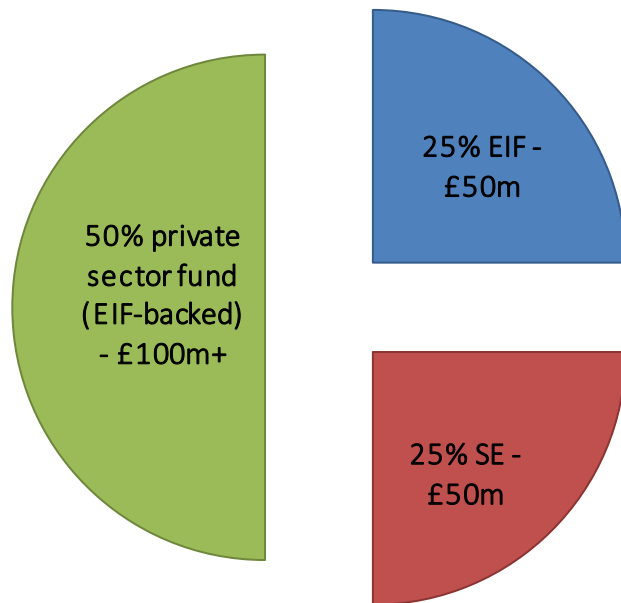
- Scottish based life science VC
- £5m commitment from SE
- Invests into early-stage, high growth life science companies
- International management team

Lending Crowd

- Innovative peer-to-peer lender (first in Scotland)
- Funding of up to £2.75m from SE
- “Think outside the bank”
- £35m+ loaned to over 390 companies
- 5,600 investors signed up

The Scottish-European Growth Co-investment Programme (SEGCP)

Investment Split



ALBION VENTURES

NAUTAPITAL

Advent
Life Sciences

connect

M V M

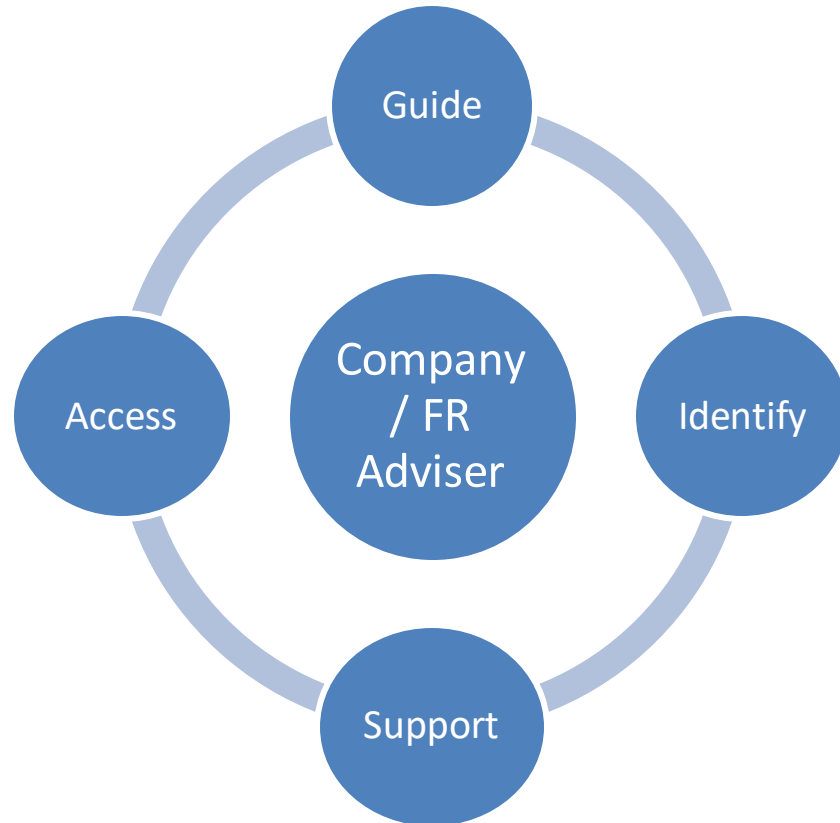
MVM LIFE SCIENCE PARTNERS LLP

sep
Scottish
Equity Partners

Abingworth
partners in life science investing

panORamic

Financial Readiness Team



- Team of **Financial Readiness** specialists
- **Guide companies** through complexities of various finance options
- Identify most **appropriate** funding package
- Work with companies to be **funder ready**
- Support companies in **securing finance**
- Provide **access** to relevant public sector support

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