

SIDEBYSIDE EIS VENTURE FUND FUND FACTSHEET

SidebySide EIS Venture Fund (the "Fund") invests in fast-growing technology-enabled businesses with £1 - 10 million in revenue.

FUND TYPE	Evergreen EIS Fund
SECTOR	Fast growth, technology enabled businesses
STRATEGY	Capital Growth
MIN INVESTMENT	£10,000
PORTFOLIO SIZE	Up to 10 companies (investment in 3-5 companies per deployment)
DEADLINE	1st April 2021 for 2020/21 deployment (The Fund can accept investments throughout 2020/21)
DURATION	The expected life of an investor's portfolio is five to eight years
INVESTMENT SIZE	Initially investing from £200,000 to £1,000,000 per company with expected multiple follow ons
TARGET RETURN	£3 for every £1 invested (after eight years)
TARGET TIME TO FULL INVESTMENT	Target 12 months (but with carry back to 2019/20 for subscriptions received by 1st April 2021)

WHY INVEST?

- Focus on more established but fast growing, EIS businesses already making at least a million in revenue before we invest.
- Strong track record of the Funds founder John Bailye, a serial entrepreneur who has helped grow and build a number of successful multimillion and a billion-dollar business.
- Hands on model, we spend up to two days a month with each portfolio company helping to ensure they reach their potential.
- Co-investment: we believe in what we do and so have and will continue to invest our own money in the Fund to align our interests with that of the Fund investors.
- To allow for tax relief on 100% of the investment we do not charge any of our fees to the investor. Investors will only pay performance fees once 150% of their invested funds have been returned.
- Carry back available for 2019/20 tax year (until 1st April 2021). Tax relief on 100% of subscription*

*net of any adviser fees

JOHN'S EXPERIENCE THAT FORGED OUR MODEL



Dendrite (Nasdaq: DRTE)

Founded and grew the world's first CRM system (focused on the global healthcare industry) into a public company. Grew revenues to over \$420m in 2006 (sold for nearly \$800m).



EKR

Turnaround CEO of a hospital pharmaceutical company rebuilt revenues to \$200m+ to achieve an exit in three years (3.8x).



JOHN'S INVESTMENT EXPERIENCE

- ▶ 20+ corporate acquisitions
- ▶ 20+ private investments

JOHN'S FUND EXPERIENCE

- ▶ Co-founded the New Jersey Tech Council start-up fund (3.9X return)
- ▶ Investment adviser and Company Director for:
 - Edison IV and V
 - Udata 2 and 3
 - Blackbird 1

RECENT PRIVATE INVESTMENT EXITS BY JOHN BAILYE (2019) INCLUDE INSTAMED (SOLD FOR \$500M) AND SYSTECH (SOLD FOR \$165M)

INVESTMENT STRATEGY

- FUND FOCUS**
We look for fast-growing technology-enabled businesses with one to ten million in revenue.
- DUE DILIGENCE**
Our extensive due diligence process includes financial, legal, technology, customers and key employees.
- VALUATIONS**
We buy on revenue multiples, typically three to six times trailing revenue. We DO NOT buy on dreams.
- HANDS ON MODEL**
We provide day to day operational and strategic support to all our portfolio companies.
- TRANCHED FUNDING**
Investment is based on a business and financial plan our companies provide prior to funding. Reaching planned targets releases new funds.
- PLANNING AHEAD**
We work with our entrepreneurs by planning for an eventual sale years in advance. Our preference is to exit via a trade sale or IPO.

CHARGES & FEES

SidebySide EIS Venture Fund has a very competitive fee structure, with the aim to make as much of an investor's subscriptions available for tax relief as possible, and for rewarding only exceptional performance. Please see the Fund Information Memorandum for further details on fees and charges.

	Fees charged to investors	Fees charged to investee companies
INITIAL FEE	0%	5%
ANNUAL MANAGEMENT FEE	0%	2%
TRANSACTION FEE	0%	0.5%
PERFORMANCE FEE	30% of any distribution to Investors above a hurdle rate of £1.50 per £1 invested*	N/A
OTHER FEES	None	Up to £10,000 due diligence/legal cost recovery per investment 1% in Warrants (of the value of each capital raise)**
Amount Available for tax relief	100%, net of adviser fees	

*Levied on investment returns

**A warrant is a security that entitles the holder to buy underlying shares of the issuing company at a fixed price. This is part of the SidebySide reward program for employees and advisers working on the investment.

Subscriptions received before 1st April 2021 will be invested in the 2020/21 tax year and therefore potentially eligible for income tax relief 'carry back' to 2019/20. Please ask your tax adviser for details.

RISK WARNING

This document is a financial promotion pursuant to section 21 of FSMA. Its contents have been approved for the purposes of section 21 of FSMA by Sapphire Capital Partners LLP, which is authorised and regulated by the Financial Conduct Authority in the United Kingdom and whose registered office is at 28 Deramore Park, Malone, Belfast BT5 9JU.

This document contains outline information regarding the proposed SidebySide EIS Venture Fund (the "Fund"). The information in this document is incomplete, and is subject to updates, revision, verification and amendment. This document does not constitute, or form part of, any offer to subscribe to the Fund, nor shall it (or any part of it) or the fact of its distribution form the basis of, or be relied upon in connection with, or act as any inducement to enter into, any contract or commitment whatsoever.

Recipients of this document who are considering subscribing into the Fund are reminded that any such subscription must be made only on the basis of the information contained in the formal offering document relating to the Fund, which may be different from the information contained in this document. By receiving this document and in consideration of it being issued, the recipient warrants that he/she falls within one of the categories of person in the Financial Services and Markets Act 2000 (Financial Promotion) Order 2005 (which thereby renders this communication exempt from the general restriction in section 21 of the Act).

If you are in any doubt about whether the investment described is suitable for you, you should seek a personal recommendation from an authorised person specialising in advising on investments of this kind.

The price, value or income of or from securities may fall and you may lose all of the capital that you invest in the Fund. Investments in unquoted companies are not readily realisable or transferable and you may not be able to realise your investment when you want to do so.

This document may contain projections and information on past performance. Neither past performance nor projections are a reliable indicator of future results. This document is provided to you in strict confidence. You are not permitted, unless required to do so by law, to use the information in this document for any purpose except that of investing in the Fund or advising in relation to the same. No representation or warranty is made by The SidebySide Partnership International Limited or Sapphire Capital Partners LLP (or any of its directors, officers, employees or agents) as to the information and opinions contained in this document.

Please note that an investment in the Fund can only be made after an investor has received and read the Key Information Document, the full Information Memorandum and completed an original application form. This document does not constitute an offer for shares or an offer or inducement to engage in any investment activity.