



Martin Sherwood

Senior Development Director, Kin Capital
Founder and Director, the EIS Association

Contact: msherwood@kincapital.co.uk



Fund Raising: 60 years combined experience in the tax-efficient market, over £200m raised

Fund Services: Custody, Receiving Agent, Nominee, Regulatory

Fund Management: Regulatory fund management, Investor reporting, Appointed Representative

www.kincapital.co.uk



- £22b raised for 32k companies since 1994
- Tax Reliefs of EIS and SEIS – a Win/Win, do you know all about them?
- EISA established to protect and promote the EIS
- Many EIS companies currently “falling between the cracks” of the current support schemes
- Evidence based research needed to make our case with The Treasury

www.eisa.org.uk

The Recovery

- Out of crisis comes opportunity, Karl Marx was right
- 2020 a massive watershed
- The Digital Revolution massively boosted
- Investment in young companies has dropped dramatically (50%+) in last 3 months
- Huge investment opportunities in the 'new normal'

Invest in things you understand

- Focus on calibre of management, experience and ease of exit
- Avoid saturated, over competitive sectors
- **Onfido** www.onfido.com
- **Bio Epic** www.bioepicltd.com
- **Transcend** www.transcendpackaging.com
- **Pushfar** www.pushfar.com
- **Help Me Stop** www.helpmestop.org.uk



- In the UK 97% of those who suffer from alcohol and drug addiction issues fail to get the right support
- Help Me Stop has launched Dayhab a breakthrough in addiction recovery. Our treatment model is proven, the experience is flexible, affordable and now optionally digital
- Digital Dayhab is fast becoming a core part of our overall business with over 500 enquiries within the first three weeks
- Launch of detox unit as third source of revenue will further bolster Dayhab client numbers
- Our model is entirely scalable and we are planning to launch a further 9 units over the next 3 years, giving us 10 Dayhabs, 1 Detox centre and Digital Dayhab by the end of 2023
- Continue fund raising programme with exit planned in three to five years