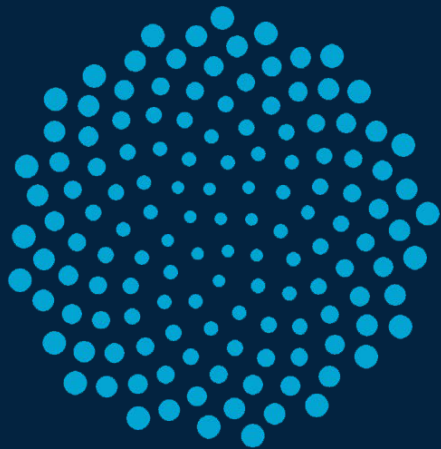


Welcome to Mercia's Gala Dinner



celebrating
tech 2017

#CelebratingTech2017

Dr Mark Payton

CEO, Mercia Technologies PLC

#CelebratingTech2017

Agenda

1. Welcome – Dr Mark Payton, CEO
2. Dr James Wilkie, University of Birmingham
3. Dr Stephen Little, Premaitha
4. Tom Ilube, Crossword Cybersecurity and CyberOwl
5. A Year in Review - Matt Mead, CIO
6. Rory Cellan – Jones, BBC Technology Correspondent
7. Conclusion – Dr Mark Payton, CEO

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Some numbers...



5.5m

no. of SMEs in the UK



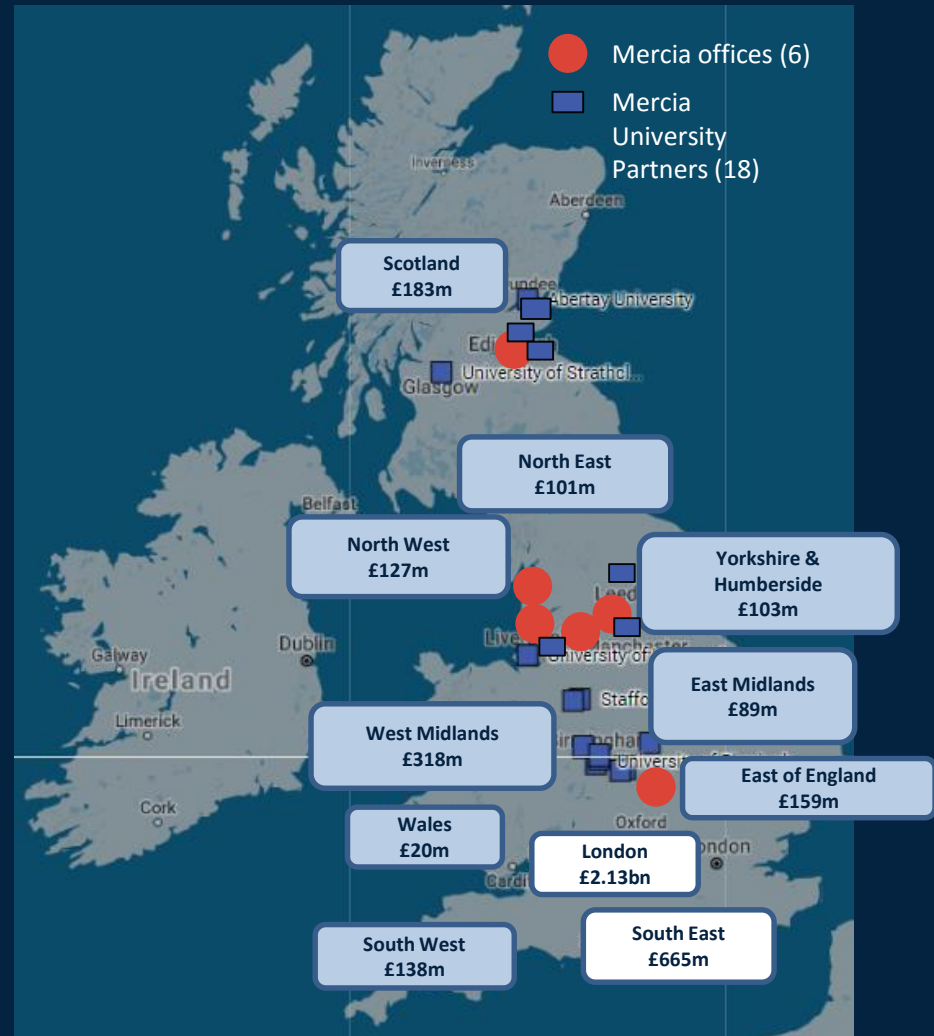
657,790

number of new start-ups
in 2016 in the UK



50%

no. of start-ups that fail
within 5 years



How Mercia addresses the challenges

Support



Insight



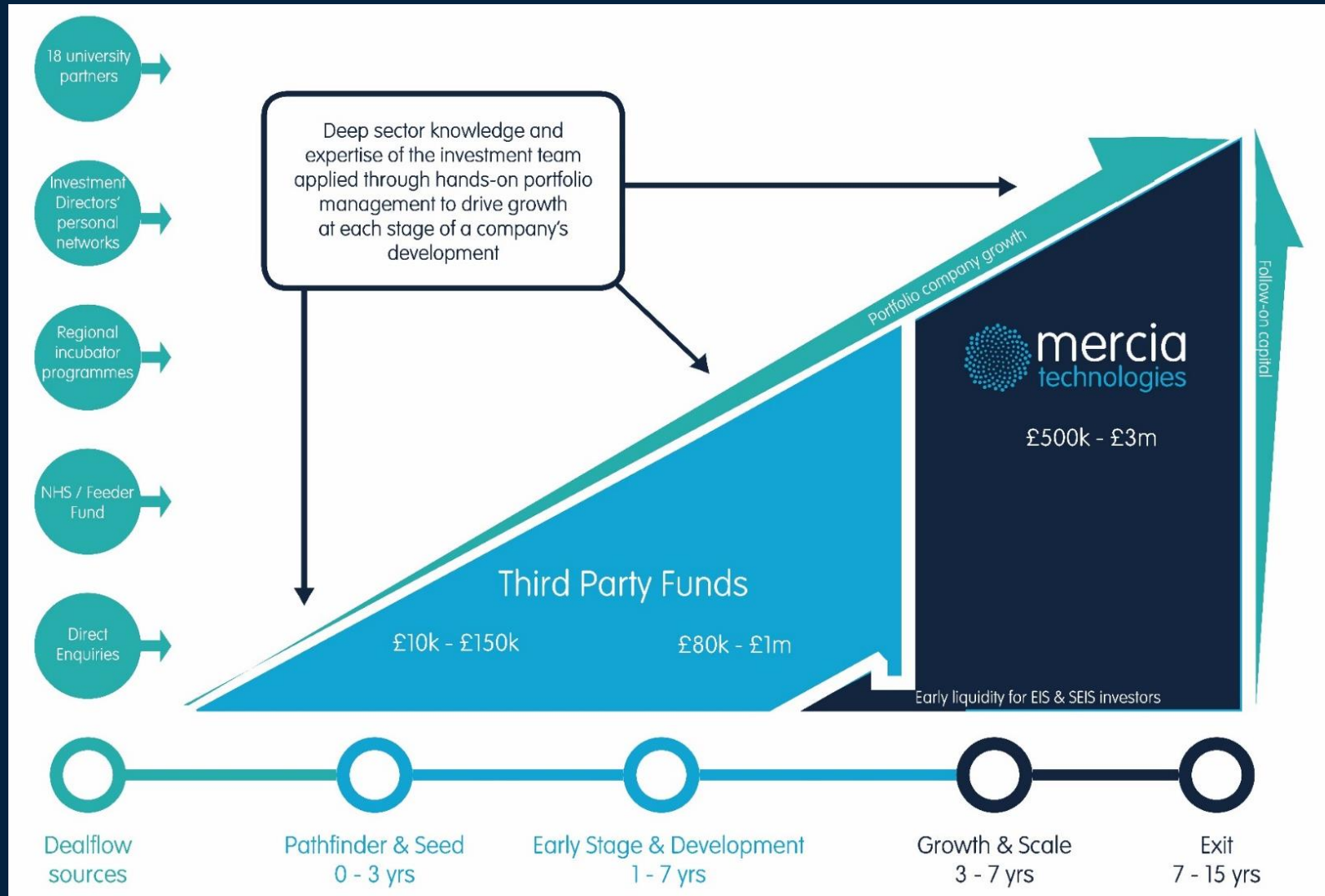
Patience (value takes time to build)



Capital (particularly in the UK regions)



Our Investment Model and Solution



Dr James Wilkie

The University of Birmingham

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The University of
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UNITED KINGDOM • CHINA • MALAYSIA

***A critical mass of
investment opportunities***

- Builds on the 2011 Framework for collaboration between the Universities of Birmingham and Nottingham
- Showcases an IP pipeline across all technology areas
- Single access point for high quality investment opportunities



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An IP pipeline that in combination rivals Cambridge's

***University of Birmingham +
University of Nottingham***

Records of Invention (ROIs)

258

New patent applications (2014-5)

170

***University of
Cambridge***

141

169



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Nottingham

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working together

Opportunities from our spin-out portfolios

Mature companies seeking investment

Prospective spin-out companies seeking seed investment

Management executive positions

The information contained in this presentation is not intended to be a promotion of any individual investment opportunity. Summary information provided is intended solely to demonstrate examples of our University spinout companies that seek investment from time to time.



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Current opportunities:

Irresistible materials: £1m for scale-up and launch

Smart Antenna Technologies: £3-5m round in 2017

Linear Diagnostics: £600k to progress prototype to CE mark

Cytox: £2.5m to develop a test for Alzheimer's disease

Viatem: £1m seed funding

BioVici: £2m to validate biomarkers for brain injury

IP pipeline

*Advanced manufacturing
Agricultural technologies*

Biopharmaceuticals

Biotechnologies

Biotherapies

Diagnostics

Gene therapies

Green technologies

Immunotherapies

Materials technologies

Medical devices

Nanomaterials

Nanotechnologies

Regenerative medicine

Telecommunications

Current opportunities:

SurePulse: £2.5m to support regulatory approval and market entry

Footfalls & Heartbeats: £1m to expand commercial operations

Locate Therapeutics: £10m to progress development

Azotic Technologies: £40m to scale the business

Promethean Particles: looking for investors for next round funding

NuVision: £2m to enable business to scale

Dr Stephen Little

Chief Executive, Premaita

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Tom Ilube

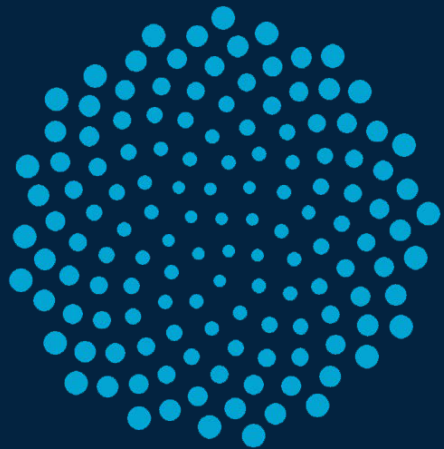
Non-exec Chair, CyberOwl /
CEO Crossword Cybersecurity

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Dinner

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Mercia's Gala Dinner



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Matt Mead

CIO, Mercia Technologies PLC

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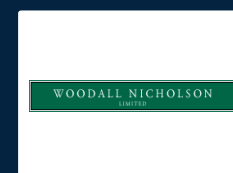
Review of 2016

It's been “non stop”

A Major Acquisition



Building Funds and a Great Track Record



Building the PLC balance sheet



Exciting Early Stage Technology Investments



intechnica



As we look forward

No shortage of opportunity – the dominant investor in the Midlands, North of England and Scotland

Investing £25.0million – £40.0million p.a in early-stage, venture businesses

Using the most talented investment team in the UK regions

The ability and ambition to scale leading UK technology businesses

Rory Cellan-Jones

BBC Technology Correspondent

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Conclusion

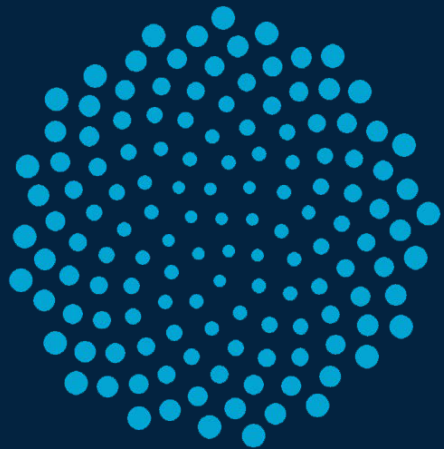
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Our predictions for 2017



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Stay and network.....



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