

ZEITGEIST

The quarterly newsletter from the EIS Association



Welcome to the Christmas edition of ZeitgEiSt

It has been a busy few weeks for EISA as we have been hitting the road on our Ready, Steady, Grow series of events visiting 9 cities across the UK. It has been a real eye opener, meeting some inspiring entrepreneurs through our pitching slots, some passionate investors and making new friends with local SME support groups, accelerators, funders and advisors. My thanks go out to all our judges, presenters, hosts and supporters of these events, its been 3 months of time very well spent flying the flag for access to finance and EIS.

We haven't only been on the road though. This month, we are really pleased to introduce another new initiative to help with assessing the EIS market. In conjunction with MICAP we have put together an analysis of EIS and SEIS performance from across the funds market. We hope this shows investors where exits are occurring and at what level, something we are commonly asked for by investors <https://eisa.org.uk/eis-seis-performance/>.

Looking back over 2019, it has been a year of tremendous activity, all undertaken amidst the backdrop of the uncertainty of Brexit. We have been working hard with HMRC and HMT to fine tune the new KI fund which is due for launch soon (whenever the next Budget occurs which is likely to be in mid Jan). The new fund doesn't deliver everything we wanted it to, far from it, so it will be interesting to see the investor take up of the scheme, we have also delivered a checklist for AA applications in conjunction with HMRC and have celebrated 25 years of EIS in style at the Banqueting Hall in June. We have also arranged 3 fund manager forums, 3 female leaders in EIS meetings, over 15 EISA committee meetings, 6 overseas government delegation sessions, 2 Greenshoots seminars, 2 Technical seminars, one Financial Planning event, one Chairman's Reception, built a new website, produced a top 50 EIS funded companies and that's just the highlights!

We have even bigger plans for next year, kicking off with a meeting with MPs at Westminster in March to put our agenda forward in an attempt to gain even further political engagement. Our work is far from done and with your continued support and feedback, let's keep fuelling the fire of UK's entrepreneurs!

Finally, I'd like to take this opportunity to wish you and all your families a wonderful Christmas and prosperous 2020.

TALKING POINTS

Yet again, the UK heads to the polls on 12th December, a mere 2 years after the last election. Don't forget, UK elections are supposed to run on a 5 year cycle!

But what does this mean for Venture Capital, SMEs and more specifically, EIS and SEIS?

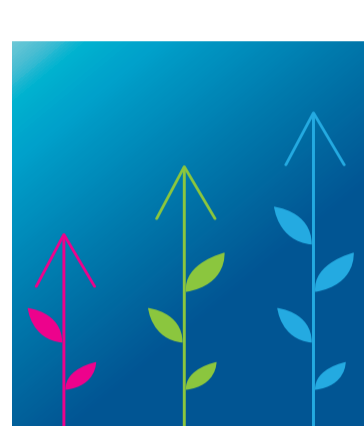
[CLICK HERE FOR THE FULL ARTICLE](#)



OBEISANCE

Scaleup businesses are growing - for the first time, all regions of the UK are experiencing a growth rate of greater than one additional scaleup per 100,000 of population, according to the most current data (2017). There are now 36,510 scaleups - a rise of 34% on the previous year. This trend in ONS data is also evidenced in our latest ScaleUp Index with Beauhurst, which shows a 23% increase in number of scaleups achieving Companies House reporting threshold levels of £10.2m turnover. While this is encouraging, there is no room for complacency because the progress may be fragile.

[CLICK HERE FOR THE FULL ARTICLE](#)



MEMBER PROFILE

Every month we will be profiling two EISA members and this quarter its Goji and Calculus. If you wish your company to be profiled next month let us know.

[CLICK HERE FOR THE FULL ARTICLE](#)



ROUND UP FROM THE COMMITTEES

Once again, our committees round up gives you a valuable insight into the work of each of our 5 committees and hopefully brings you up to speed with the initiatives EISA currently have in progress. My thanks to everyone involved in EISA committees for their hard work and their engagement.

[CLICK HERE FOR THE FULL ARTICLE](#)

I hope you enjoy this issue of ZeitgEiSt. Thank you for your continued support. Ideas from members are always both welcomed and listened to so please get in touch if you have a burning issue, however big or small.

Regards,

Mark Brownridge

Mark Brownridge
Director General, EISA

MEMBER EVENTS & NEWS

Female leaders in EIS - The group has now met on three occasions this year to discuss this very important topic within our industry and engagement and participation are vital. Therefore if you would like to be involved, please email mark@eisa.org.uk.

Chairman's Reception/EISA Awards at the Cholmondeley Room, House of Lords - Thursday 11th June 2020. 7:00-9:30pm.

Open to members only. Full Corporate (one place per company member) and Corporate EISA Delegate Members receive a complimentary ticket. Additional tickets are £100. To reserve your place please contact mary.rodgers@eisa.org.uk.

Please note the date.

If you would like to sponsor please contact either Mary at mary.rodgers@eisa.org.uk or Mark at mark@eisa.org.uk.

EIS Accreditation - designed to meet the learning and professional development needs of a wide range of stakeholders. Whether you are new to EIS or already have good technical knowledge, this structured learning programme will help you demonstrate a recognised level of knowledge and understanding in this area. Find out more here - <https://eisa.org.uk/eisa-accrreditation/> and please use the EISA code "eisamember" for a discount.

The funding landscape can appear as a complex and daunting place to new business owners. With so many options available it can be difficult to know which type of finance to go for, and when. Swoop is built to guide small businesses through this journey, providing them with straightforward and speedy access to funding across equity, grants, and loans. This article talks through these three key funding options. [Read More](#) or [Register here](#).

Next Greenshoots event - 13th February at Wayra, Air Street, London - [contact Mary](#) to sign up

Don't forget - Never miss an EISA seminar again by catching up with our videos of the sessions here - <https://eisa.org.uk/videos/>. Please note that you will need to sign in with your password to access this.

Voop Productions produces video content for businesses and brands. They have lots of experience working with companies big and small and they come highly recommended. Contact Will Holloway for more information about how they can help get your message out loud and clear.

Email: will@voopproductions.com
Web: www.voopproductions.com

Your branded guide on EIS & SEIS (Special Reduced Prices Until 31st January 2020)

The EISA is pleased to have worked together with Professional Cloud Publishing to produce a guide on SEIS and EIS, that can be branded with your business details. We are pleased to confirm that this has been well received to date and has recently been refreshed.

Why purchase the EIS / SEIS Guide?

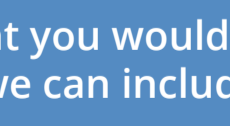
- There are many benefits of purchasing the Guide, including the following:
 - A user friendly guide on EIS & SEIS - designed to be client facing.
 - Mid-year refresh as well as more personalisation and print options.
 - Expert Content - Produced by Professional Cloud Publishing in association with the EISA.
 - Personalise the front and back cover with your business details and your brand.
 - The opportunity to also personalise the inside front cover and inside back cover.
 - A simple order and personalisation process.
 - Available as either a PDF or as a PDF with printed copies.
 - Excellent value
 - A valuable tool to help you use EIS and SEIS with your clients.

To find out more or to place an order, please [CLICK HERE](#)

Additionally, a new guide on using EIS to fund business growth will be launching shortly. Please [CLICK HERE](#) to register your interest.

If you have any event you would like promoted here, please let us know so we can include it in the next edition.

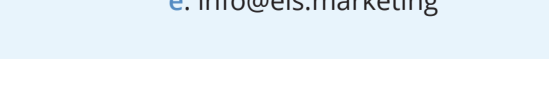
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