



MOORE STEPHENS

# Tech Trailblazers 2018

Helping Irish tech access growth capital

Technology

PRECISE. PROVEN. PERFORMANCE.

# Access to growth capital

Ireland's "Enterprise 2025" report sets out clear objectives, including a vision for full and sustainable employment by 2025. However, when many Irish technology businesses reach the growth capital/scale up phase, investment can prove to be much more challenging to realise.

Often, these businesses will seek investment from markets outside of Ireland including the USA, UK and the Far East. But this is difficult, expensive, a distraction and very time consuming for these companies – what can be done to alleviate this challenge?

That's why we're running this initiative. Moore Stephens is a long established, global professional services network with over 30,000 employees in over 100 countries, including Ireland. We know what it takes to grow a global business and through our corporate finance team, have succeeded in building special relationships with all classes of investors including private equity, venture capital, family offices, corporate venturers and high net worth individuals.

Our aim is to create a bridge between the tech businesses needing access to finance and investors who are seeking worthwhile investment opportunities outside the UK market.

# A private and public sector collaboration

2018 and the years beyond represent a changing climate for Ireland's technology sector, and access to growth capital remains a key priority.

As Ireland emerges from a decade of challenging economic times, a growing culture of entrepreneurship and backing of the Irish Government has seen thousands of start-ups and scale-ups flourish across Ireland. The support of government agencies such as Enterprise Ireland, Intertrade Ireland and Invest Northern Ireland amongst others have brought about record numbers of successes, underpinning an unrivalled record of job creation.

Achieving the Government's vision for full and sustainable employment by 2025 will mean collaborative action, inclusion of private and public sector stakeholders and innovation. We hope our Tech Trailblazers initiative will go some way to support this vision.

## Supported by:



[www.intertradeireland.com](http://www.intertradeireland.com)



[welcome.techireland.org](http://welcome.techireland.org)

# How will Tech Trailblazers work?

Moore Stephens has secured commitment from UK investors representing combined funds in excess of €1 billion to meet with Irish technology businesses in an exclusive event this October 2018.

Moore Stephens is inviting applications from Irish companies\* who match the following criteria, agreed with a range of UK-based investment funds.

## Criteria



**Strong management team:** strong balance of equity still held inside the business.



**IP:** should possess trademarks, patents, or have explored their IP potential.



**Sector:** preference is on software and technology solutions rather than hardware.



**Raise size:** aiming for growth capital funding of €5m – €20m. Specifically NOT start-ups.



**Revenue:** ideally will generate revenues or be able to demonstrate a run rate of €1m plus.



**Profitability:** ideally, will be post profit – this largely depends on the opportunity and the backdrop of investment to date.

\* This is an all-Ireland initiative, open to companies based on the island of Ireland.

# Timeline



Once the applications have been reviewed, longlisted companies will be interviewed by Moore Stephens. A final shortlist will be announced a month before the event in October.

Companies that make the final shortlist will be invited to join investors for an investment readiness workshop before meeting with the investors later that day. After delivering speed-pitches to the investors, delegates are invited to an exclusive evening event at the Irish Embassy with opportunities to network alongside invited guests from InterTradeIreland, TechIreland and more.

# The benefits



**Brokered introductions to growth capital investors**



**Investor readiness workshop led by Moore Stephens**



**Pitch to matched investors**



**Network with influencers, investors and advisors**

# How to apply

If you have...

- a strong management team;
- trademarks, patents, or have explored your IP potential;
- a sector focus on software and technology solutions rather than hardware;
- the aim for growth capital funding of €5m – €20m and are not a start-up;
- revenue (or be able to demonstrate a run rate) of €1m plus;
- are post-profit although this will depend on your business model and the backdrop of investment to date...

...then we would love to hear from you.

Submit your application online: [bit.ly/techlights2018](https://bit.ly/techlights2018)

MOORE STEPHENS

---