



Frontier IP Group plc
Neil Crabb
Chief Executive

Growth & Innovation Forum 2017, Tuesday 31st January





Our Business model

- Frontier IP generates value for its shareholders through commercialising innovation and Intellectual Property (“IP”) by:
 - establishing formal and informal relationships with universities as sources of exploitable IP and dealflow
 - identifying strong IP and helping to create and grow companies built around this IP
 - earning equity in return for strategic and commercial support
 - growing a reputation for active, hands-on support
 - generating capital growth by identifying and progressing exit opportunities



Our **key strengths**

- Portfolio offers strong capital growth potential
- Experienced management team
- Pro-active in sourcing potential spinouts
- Founder equity in return for support, before capital raised
- Strong focus on delivery – doing, not just advising



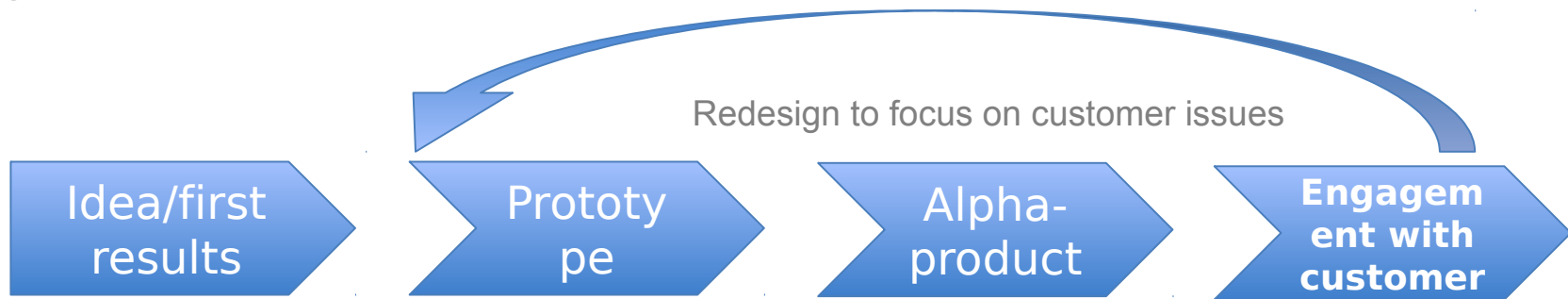
Five Year Record

	2016 £'000	2015 £'000	2014 £'000	2013 £'000	2012 £'000
Total revenue	2,030	1,591	786	117	223
Profit/(loss) from operations	1,130	646	27	(368)	(380)
Net finance income	1	1	-	-	-
Profit/(loss) before tax	1,131	647	27	(368)	(380)
Attributable to:					
Equity holders of the Company	1,131	647	27	(368)	(380)
Net assets employed	7,668	5,557	4,069	2,751	2,507
Basic earnings/(loss) per ordinary share (pence)	4.08	2.76	(0.13)	(3.51)	(5.45)

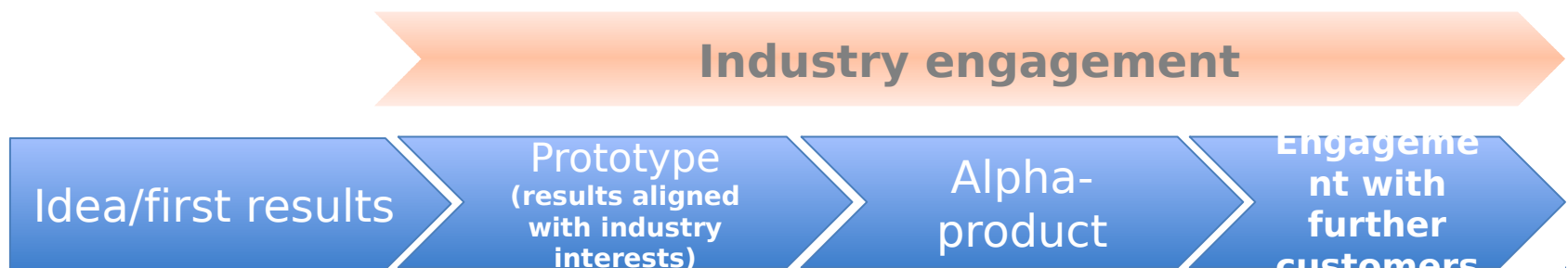


Frontier IP Model

Typical Route to Market



Frontier IP Route to Market

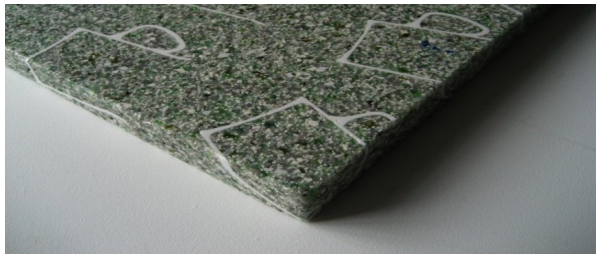




Core Portfolio Company: **aLusid**



ALUSID
SUSTAINABLE SURFACES



Shareholding – 39%

▶ **Key Facts**

- ▶ IP from University of Central Lancashire
- ▶ Commercialising novel method for producing eco-friendly composites from silicate based waste materials
- ▶ Composite targeted for use in building materials
- ▶ Potentially low cost due to use of waste streams and relatively low process temperatures
- ▶ First funding round completed



mixology
WINNER

**Winner IChemE
Global 2016
award for Best
Business Start-
Up**

www.alusid.co.uk

Core Portfolio Company: **NANDI PROTEINS**



Shareholding – 21%

Key Facts

- ▶ Spun out of Heriot Watt University, Edinburgh
- ▶ Owns and develops a technology to improve the functionality of common proteins
- ▶ Technology meets the objectives of the food industry to address obesity: delivering reductions in sugar, fat and additives, with lower costs
- ▶ Capital efficient and highly scalable business model utilising customer's existing manufacturing lines
- ▶ Completed second round fundraising in March 2016 at 100% premium to previous

“Reduce sugar now before it’s mandatory.....Every time we reduce sugar or salt in our products we lose market share. It’s immediate....We try to implement this whilst also retaining taste and sensory perception.”

Stefan Catsicas, Chief Technology Officer Nestlé, World Food Innovate Conference, March 2016

www.nandiproteins.com



- UK is a leader in University Research, Finance and key industrial sectors (e.g. pharmaceuticals, energy and food)
- Increasing pressure on university sector to convert its academic performance to social good
 - Impact assessment
- Industrial strategy to focus on building a knowledge economy
- Fall in exchange rate likely to outweigh impact of any trade tariffs
- Some evidence of negative effects on pan-European grants and need for sensible immigration measures for the sector (65% of Cambridge University graduate confirmations of offer for 2015/16 were from non-UK citizens)



- Frontier IP growth strategy is focused on excellence in the UK and international opportunity:

Cambridge

- Frontier IP office recently opened as focus for UK expansion
- 3 spinouts already with a pipeline of new targets

Iberia

- 2 University collaborations announced in Portugal (one post-Brexit)
- Limited local competition
- Strong support from the UK Department of Investment and Trade

CONTACT DETAILS



Frontier IP Group plc

Neil Crabb
Chief Executive
neil@frontierip.co.uk

+44(0)131 240 1251
www.frontierip.co.uk