



the o2h human health EIS fund

An HMRC Approved Knowledge - Intensive Fund

Investing in EIS seed stage companies covering novel drug discovery along with enabling services tools and AI technologies

investment details



Client Type: Retail & Professional

Fund Closings: Quarterly

Investing in knowledge intensive opportunities

The only certain outcome of the COVID-19 pandemic is to vindicate the value of investing in biomedicine. Vaccines will be made, treatments will be found, and the social and financial value of medical scientists and innovation will be proven again.

Biotechnology and Healthcare are proving to be amongst the top performing investment sectors over the last decade¹, particularly in a time when their importance has never been more clear.

Over the last 15 years the o2h group has been at the forefront of life sciences building a track record of nurturing, supporting and investing in emerging companies, covering biotech, small molecule, biologics, digital and digital health.

Whilst growing their own drug discovery services business since 2005, founders Sunil and Prashant cultivated the skills to spot scientific talent, and cross-reference the quality of the science, early on, well before larger competitors got a look-in. This together with our privileged access to deal flow through carefully cultivated channels and excellent market knowledge puts o2h at the forefront of investing in cutting edge emerging life science.

o2h Ventures is an exciting position for nurturing early stage life science assets through seed investment, working alongside and investing in Knowledge Intensive Companies that can look to generate returns (financial, social and ethical) for investors as part of the post seed and early finance cycle.

EIS tax reliefs

Income tax relief	30% and carry back also available
Tax free capital gains	on the investments within the fund
Full capital gains tax (CGT)	deferral of any CGT bill
Full inheritance tax relief	provided the investments are held for two year and are held at time of death
Loss relief	can be taken as a deduction against income or as a captial loss

why o2h?

History in grassroots science

We have a track record of nurturing and investing in emerging life science and tech companies - the o2h Ventures team are leaders in the biotech community and have been involved as investors, holding various board/industry positions awe well as being engaged in grassroot scientific activity for over 20 years. They have developed a strong pipeline of early stage opportunities and have developed a model through key decisions and their unique resource requirements.

Evaluation

Since its inception, the o2h group has developed a rigorous process to evaluate its deal flow, particularly regards seed investments. Opportunities come from a wide range of sources, as a result of the o2h group's extensive network of contacts. These are quickly filtered using defined criteria. The evaluation committee will undertake thorough due diligence, utilising the support of network experts, where necessary. This process will include detailed assessment of the target validation/rationale, assets and their protection, team, business plan, risks and mitigation strategies and route to market/exit. The team will also speak to potential licensors/end users to ensure the business strategy is attractive for their needs.

Access to scientific talents

The team have developed access to some of the most interesting scientific ideas and talent in the UK., achieving a clearly differentiated position through its live working relationships, fostered over many years, working as a discovery services company. This potentially gives o2h Ventures earlier access than competitor to some of the most promising companies.

Business model

The business model identified by o2h ventures gives it an edge both in terms of access to opportunities as well as an understanding of the support they require post investment in terms of incubation. By combining access and incubation we are providing a unique opportunity, reducing investment risk by being deeply involved and the team believe that this will increase Fund's prospects of making successful exits.

¹ UK's Association of Investment Companies (AIC), January 2020

deal examples

Status Active
aivivo.co


Intelligent Systems Pharmacology powered by Artificial Intelligence. Breakthrough information against COVID-19

A unique systems pharmacology platform powered by AI to accelerate drug discovery. Uses disruptive AI technology to accelerate the entire drug discovery process by identifying promising candidates, de-risking the opportunities through preclinical validations, and progressing drug candidates to the clinic through industry and investor partnerships

Category	AI
Modality	Digital
Therapeutic Area	Anti-Infectives
Headquarters	Cambridge, UK
Investor Portfolio	Fund Investment
Co-Investors	Amadeus Capital, Data Collective, Martlet

Status Active
exonate.com


Novel medicine as a drop to target disease of the eye

Exonate aims to introduce a revolutionary, game-changing eye drop for the treatment of retinal vascular diseases, including wet Age-Related Macular Degeneration (wAMD) and Diabetic Macular Oedema (DME), by exploiting the alternative splicing of vascular endothelial growth factor.

Category	Biotech
Modality	Small Molecule
Therapeutic Area	Ocular
Headquarters	Cambridge, UK
Partner	Johnson and Johnson
Investor Portfolio	Fund Investment
Co-Investors	The University Of Nottingham, Parkwalk, Angel Cofund, Wren Capital, University of Bristol Enterprise Fund

fees (Excluding VAT)

Fund	Direct Investors	Advised Investors
Initial Fee	2%	1.5%
Annual Management Charge	2%	2%
Performance Fee	20%	20%

the team

Sunil Shah & Prashant Shah - Managing Partners



Sunil and Prashant are brothers, were born in Cambridge, UK and have been active in the early stage biotech community in the UK since the mid 1990's. Their respective thesis at Cranfield and Cambridge addressed issues in genomics and virtualised networks in science. There followed periods in the global consulting groups of PA Consulting and Accenture where projects were undertaken with large Pharma (Pfizer, GSK). Sunil and Prashant Shah jointly started their entrepreneurial career in 1999 with a tech company that gained public prominence between 1999 to 2003. Most recently Sunil has won UKBAA Angel Investor of the year 2019 Award as well as the OBN Special Recognition Award for his signification contribution in the Life Sciences Industry.

o2h Limited and o2h Ventures Limited were co-founded by Prashant and Sunil Shah in 2013 and 2018 respectively. In the last 3-4 years, they have also started four companies with UK-based academics and entrepreneurs, provided consultancy services to five companies, held Chairman or Director level positions in nine companies, built up a portfolio of twenty early-stage investments, and executed early stage drug discovery research projects for fifteen different companies. Sunil Shah is on the Board of Cambridge Angels and the Biotech Industry Association as well as an Advisory Board Member for the Cancer Research UK and Department of Biotechnology India Investment Panel.

Dr Andy Morley - Principal



Andy is a medicinal chemist with over 25 years working in major pharma (Sanofi-Aventis, AZ). He has experience across all discovery phases, having supported five candidates into the clinic. He is an author and inventor of over 55 publications and patents. He has been working with the o2h group since 2013 to lead the scientific evaluation of the investments and also provides scientific support on key projects within the portfolio. He is the CSO of Opal Oncology and effective CSO for two o2h group's early-stage collaborations.

Kirsty Greenwood - VP of Business Development



Kirsty has worked in the alternative finance and EIS space for the last 15 years, working with several leading alternative investment houses providing her with diverse exposure to multiple investment sectors. Over the course of her career, Kirsty has been responsible for cultivating relationships with a network of sophisticated private investors, partners and introducers providing them access to tax efficient and equity and debt opportunities. Previously she was COO of an independent investment specialist which provided Financial Advisors, Accountants and Private Banks with an independent view of the media market, expanding into Property and Renewable Energy. Additionally, Kirsty also spent 6 years at a mid-market Investment Manager where she gained experience in business operations, financial compliance and working directly for the family office supporting the business.

For more information contact:

Kirsty Greenwood

kirsty@o2h.com

+44 (0)7736 581226

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