

10 April 2008

H2O IS SUBJECT OF BIOSCIENCE FOR BUSINESS KTN WEBINAR

Drs Paul Coleman and David Kelly, co-founders of H2O Venture Partners, will today broadcast an online presentation (webinar), *How Can Entrepreneurs Engage With Investors? The H2O Model*, as part of the Bioscience for Business Knowledge Transfer Network (KTN) series.

KTNs were originally set up by the Department of Trade and Industry in the UK, and are now the responsibility of the Department for Innovation, Universities and Skills. They were set up to “improve the UK’s innovation performance by increasing the breadth and depth of the knowledge transfer of technology into UK-based businesses and by accelerating the rate at which this process occurs”.

The Bioscience for Business KTN, based at the University of York, is the network that brings together bioscientists from various sectors within the UK, and provides a framework for cross-sector interaction and transfer of knowledge within this industry. The KTN integrates three sectors: the white (industrial biotechnology), green (crop-related biotechnology) and blue (biotechnology related to aquatic organisms).

H2O has been invited to give a presentation on its unique investment model and how it benefits the scientific entrepreneurs. In the seminar, David and Paul will explain how the H2O model can be used to address the resource gap between academic invention and commercial exploitation.

Commenting on the presentation, Paul commented: “H2O invests seed capital and applies the expert skills of its entrepreneurial team of scientists and talented support professionals all with experience in building early-stage technology companies, to work intensively alongside the founders to bring the proposition as close to market as possible before seeking follow-on funding. This includes developing the business model, identifying and negotiating key development and commercialisation partnerships, recruiting the executive management team, and securing the necessary follow-on finances to grow the business. By investing seed capital and high-level resources at the critical early stage in development, H2O’s involvement maximises the upside, minimises the downside and optimises the trajectory of nascent technology companies. H2O is fully aligned with the founders, and is only rewarded through the long-term success of the company.”

In the webinar, David and Paul will use the case study of Microbial Solutions, a company in which H2O has invested, which is commercialising a safe method of treating hazardous industrial waste fluids, using micro-organisms. A recording of the webinar can be accessed from the Bioscience for Business KTN website at:

http://ktn.globalwatchonline.com/epicentric_portal/site/bfb/

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