

EOA Annual Conference

EMPLOYEE OWNERSHIP
BEST IN CLASS

Conference Sponsor

 **Capital**
for
Colleagues 
Advice Investment Growth

Growing an Employee Owned Business

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 **Capital**
for
Colleagues 
Advice Investment Growth

Growth typically needs...

- Additional Board Room expertise
- A focus on the EO Culture
- Capital
- As well as all the other business requirements like good strategy, skills, markets, cash management, leadership...

Growth typically needs...

Additional Board Room expertise

- Business expertise
- Sector expertise
- Support for patient, sustainable growth

Growth typically needs...

Focus on EO culture

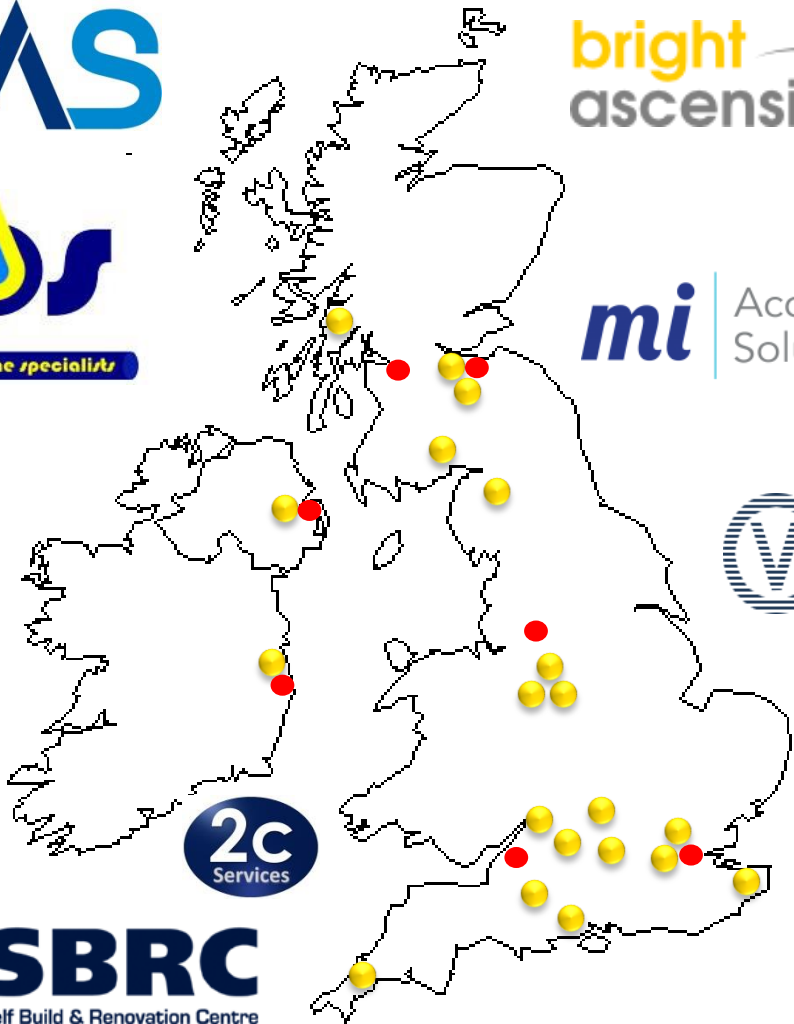
- One common complaint – “We’re 6 to 12 months into our EO journey and nothing has changed”
- If you continue doing what you’ve always done, you’ll get what you’ve always got
- Employee owners:
 - Rights
 - Share ownership, information, numbers
 - Influence, shape strategy
 - Share in the financial success they created
 - Responsibilities
 - To give of their best for fellow owners
 - To deliver & be accountable
 - Share success
 - Shoulder responsibilities

Growth typically needs...

Capital

- Loans or additional equity investment
- Sourced from
 - Banks, challenger banks, Company reserves, Private Equity, Venture Capital, Crowdfunding – equity or debt, Mini bond, Invoice finance, Vendor finance.
 - Specialist EO investment funds
- Beware risks - personal guarantees, terms that threaten sustainability of EO model

C4C portfolio



The map shows the following locations marked with pins:

- North East: 1 red pin
- North West: 1 yellow pin
- Yorkshire: 1 yellow pin
- East of England: 1 red pin
- West Midlands: 1 yellow pin
- East Midlands: 1 yellow pin
- London: 1 red pin
- South East: 1 yellow pin
- South West: 1 yellow pin
- Wales: 1 yellow pin
- Ireland: 1 yellow pin
- Scotland: 1 yellow pin

Logos surrounding the map include:

- HIRE and SUPPLIES** (Dumfries, Oban)
- CAS**
- bright ascension**
- P2P LACE LOGISTICS**
- top** (total pipeline specialists)
- mi** | Accountancy Solutions
- HAMBAKER**
- ecomerchant** (ETHICAL · HEALTHY · SUSTAINABLE)
- CivilsSTORE**
- COTSWOLD VALVES**
- CSM Site SUPPLIES LTD**
- 2c Services**
- Anthesis**
- merkko** (BUILDERS MERCHANT, THE CONTRACTORS CHOICE)
- nSBRC** (National Self Build & Renovation Centre)
- OPM** | DIALOGUE by DESIGN (OPM GROUP)

>40% of our investees have taken follow-on investment

Questions and Discussions

Thank you.

Please make your way to the Kings Suite for refreshments and to view the Exhibition Stands and Product Showcase.