

Growth Funding



“Growth Funding Support is for businesses attempting to secure external equity capital for the first time.”

Growth Funding Support targets exciting, high growth businesses often raising their first significant round of external finance. Typically, this requires a transition from the informality of owners’ funding to a formal proposition to professional investors outlining the potential for attractive financial returns.

The support is intended to prepare management for the demands of a fundraising process and deliver the growth funding as well as a solid investor relationship.

This often requires a delicate balance between maximising the entrepreneur’s future stake in the business and promptly delivering the right financing package.

Growth Funding Objectives

1. Awareness of the Process Ahead

Management teams that understand the demanding fund-raising process that faces them are better prepared to manage a successful completion.

2. Build a High Impact Proposition

The effective presentation of a strong, credible investment proposition is critical in developing investor interest in the current tough fund-raising market.

3. Close a Great Deal

Converting interest into the actual investment will require careful management of relationships through negotiation, due diligence and legal completion.

Quality Support

Reference Point Advisory is passionate about supporting ambitious entrepreneurs secure the funding they require to grow their business. This requires a holistic approach to assisting the business meet a wide variety of financing challenges alongside a strong empathy in understanding the entrepreneur’s vision.

Alan Watt and Sarah Fraser deliver the services. Both qualified as chartered accountants with Ernst & Young. Alan has over 20 years of corporate finance experience and as an investor, lender, advisor and business owner. In recent years, RPA has supported several young businesses raise equity and debt finance by delivering tailored, cost effective services.

For more detail contact:

Alan Watt
Director

Reference Point Advisory
14 South Trinity Road
Edinburgh EH5 3NR

D: 0131 551 5840

M: 07823 773 708

E: alan@reference-point.co.uk