For professional advisers and paraplanners only.
Not to be relied upon by retail investors.

octopus investments
A brighter way

Octopus Ventures fact sheet

One of the largest and most active venture capital investors in Europe.[1]

Helping pioneers change the world

Octopus Ventures has been investing in UK smaller companies for almost 20 years. We have a strong reputation amongst UK entrepreneurs and are well connected within the ecosystem of innovation and start-ups, meaning we get access to some of the best investment opportunities.

We aim to invest in the people, the ideas and the industries that will help change the world for the better. That happens through us investing in and scaling the UK's best Seed and Series A stage companies.

£1.8 billion AUM[2]

90+ team size[3]

Supporting pre-seed to sale or IPO

Global network

We play a critical role in helping portfolio companies grow

- Typically take board seats as an active investor.
- Dedicated people and talent team.
- Workshops and training.
- Access to coaches, non-exec directors and advisers.
- Help companies exit using our network.
- Support to ensure robust ESG approaches.

Investment focus

Our team is split into specialist areas of focus. This focus helps attract the best entrepreneurs, who tend to have a preference for investors who specialise in their sector. It also allows us to find the best opportunities in each area more efficiently while continuing to build specialist skills and expertise.

- **Bio**
- **Climate**
- **Consumer**
- **Deep tech**
- **Fintech**
- **Health**
- **People and Talent**

[1]2022 Annual Interactive Global League Tables, PitchBook, 9 February 2023.
[2]Octopus Investments, 30 September 2023. Assets under management include assets under advisory mandates and assets monitored.
[3]Octopus Ventures, June 2023.

Our track record

Performance inclusive of current holdings

Below is the performance of all initial investments made by the Octopus Ventures team since inception through Octopus Titan VCT, Octopus Future Generations VCT, Octopus Ventures EIS and Octopus Eureka EIS. The track record performance includes returns on exit as well as current values of businesses still held.

22.9%	return **zero**	**31.2%**	return **>0x to <1x**
34.6%	return **1x to <3x**	**11.2%**	return **3x or more**

Past performance and any simulated past performance representing the investment track record of the ventures team should not be considered a reliable indicator of future results.

This data excludes the performance of follow-on investments and the impact of fees, charges and liabilities. It is calculated by the % of companies initially invested into. Data as at **30 June 2023.**

Some examples of multiples from initial investment achieved include:

Below is the performance of all initial investments made by the Octopus Ventures team since inception through Octopus Titan VCT, Octopus Future Generations VCT, Octopus Ventures EIS and Octopus Eureka EIS. The track record performance includes returns on exit as well as current values of businesses still held.

Calastone	**18x**	semafone	**8.5x**
Zoopla	**33x**	secret escapes	**80x**

The exit multiples above include partial and full exits. They do not take into account the impact of fees and costs. Companies featured are for illustrative purposes only, not an investment recommendation.

Five-year performance of Octopus Titan VCT

Year to 30 June 2023	**2019**	**2020**	**2021**	**2022**	**2023**
Annual total return	3.3%	2.3%	32.8%	-10.2%	-19.8%

Exit history

Octopus Ventures has the reputation, relationships and expertise to negotiate the best possible exits for companies. We've backed four companies that have achieved unicorn status — companies valued at $1billion or more — including Zoopla and Depop. The table below shows a few of our successful exits to date.

Portfolio company	Exited to
SwiftKey	Microsoft
graze	Unilever
Tails.com	Nestlé
ultraSOC	SIEMENS
skew.	coinbase
WaveOptics	Snap Inc.
ZPG	London Stock Exchange
Evi	amazon
Range Span	Google
Magic Pony Technology	
Calastone	The Carlyle Group
depop	Etsy
glofox	ABC
BehavioSec	LexisNexis

This is not an exhaustive list of exited portfolio companies.

Unsuccessful exits:
As at June 2023, 21% of companies didn't return as much as the initial investment amount on exit, including 100% losses. The typical industry failure rate for early-stage companies is around 40%.[4]

Systum · WHIRL · mush

Past performance is not a reliable indicator of future results and may not be repeated.
The performance information above shows the total return of Octopus Titan VCT for the last five years to 30 June, the VCT's accounting period. The annual total return for Octopus Titan VCT is calculated from the movement in net asset value (NAV) over the year to 30 June, with any dividends paid over that year then added back. The starting NAV figure is 94.3p from 30 June 2018. The revised figure is divided by the NAV at the start of that period to get the annual total return. Performance shown is net of all fees and costs.

[4]ONS Survivals and growth by size, November 2023. This data shows the failure rate of UK companies created in 2017 over a five-year period to 2022.

About the Octopus Ventures Knowledge Intensive EIS Fund

The Octopus Ventures Knowledge Intensive EIS Fund is an extension of the Octopus Ventures EIS Service. It gives investors the opportunity to access a portfolio of early-stage businesses carefully chosen by the same team as Octopus Titan VCT, the UK's largest VCT.[5] Most of the companies in the portfolio are creating value from intellectual property — in other words, through research and development or innovation.

Knowledge Intensive EIS funds offer greater simplicity of administration, with income tax relief linked to the fund close date and claimed via just one EIS 5 certificate.

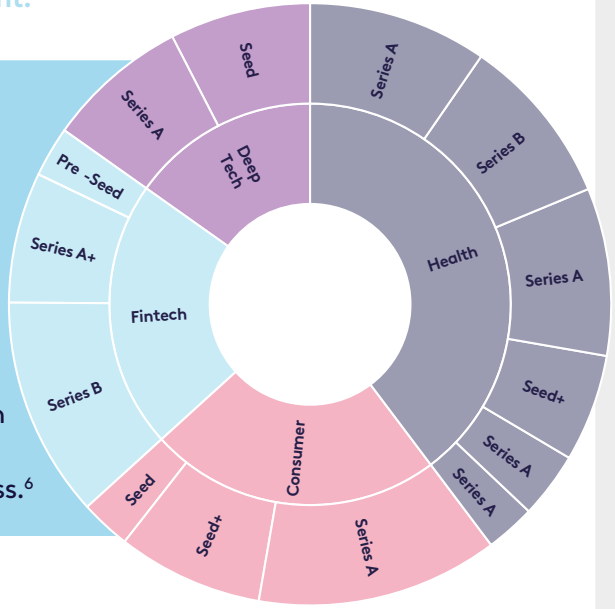
Investors can also choose to carry back income tax relief to the previous tax year, either to create a rebate or to allow planning to be done as part of their self-assessment.

Octopus Ventures Knowledge Intensive Fund 21/22

We launched our first Knowledge Intensive EIS Fund in the tax year ending 2022. We raised £25m and fully deployed this across 14 companies within 12 months.

Breakdown of companies by size and stage at point of investment.

In aggregate, the companies in this Fund have demonstrated revenue growth of more than 75% and 45% growth in full time employees year on year — signalling significant progress.[6]



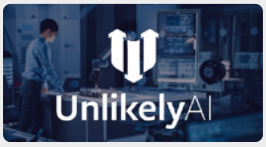
Octopus Ventures Knowledge Intensive Fund 21/22

We launched our second Knowledge Intensive EIS Fund in the tax year ending 2023, raising £20m. The Fund is still being invested, but already includes exciting companies like **XYZ Reality**. XYZ Reality plans to revolutionise the future of construction, through the development of their Augmented Reality (AR) software platform and hardware. Their AR helmet uses a visor to overlay 3D plans on to real construction sites, providing millimetre accuracy, which is unprecedented in the industry.

Examples of portfolio companies



Inflow is a digital therapeutic company using CBT (Cognitive Behavioural Therapy) to address the needs of those who live with ADHD, which impacts approximately 10% of the word's population.



Unlikely AI is an early-stage Artificial Intelligence (AI) start-up based in London. They are developing an AI platform that will be capable of providing explainable general intelligence in a manner like the human brain.



Skin+Me is an online prescription skincare company on a mission to "democratise dermatology". The team is comprised of dermatologists and pharmacists who prescribe specific skincare formulas (Daily Dosers) specific to each customer.

Mention of any individual companies is for illustrative purposes only and should not be considered an investment recommendation.

[5]By funds under management, the Association of Investment Companies, 7 December 2023.
[6]Based on the 14 companies in Octopus Ventures Knowledge Intensive EIS Fund 21/22, comparing reported revenue and headcount in H1 22 to H1 23.

Key risks

- The value of an investment in early-stage companies or VCTs and any income returned from it, can fall as well as rise and investors may not get back the full amount invested.
- VCT shares or shares of smaller companies could fall or rise in value more than other shares listed on the main market of the London Stock Exchange. They may also be harder to sell.
- Tax treatment depends on individual circumstances and is assumed as per current legislation and interpretation, which may change in the future.
- Tax reliefs also depend on portfolio companies or VCTs maintaining their qualifying status.



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These investments are not suitable for everyone. Any recommendation should be based on a holistic review of your client's financial situation, objectives and needs. This communication does not constitute advice on investments, legal matters, taxation or any other matters.

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