

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

Octopus Ventures factsheet

Octopus Ventures is a leading venture capital investor and manages Octopus Titan VCT, the UK's largest VCT.¹

Helping pioneers change the world

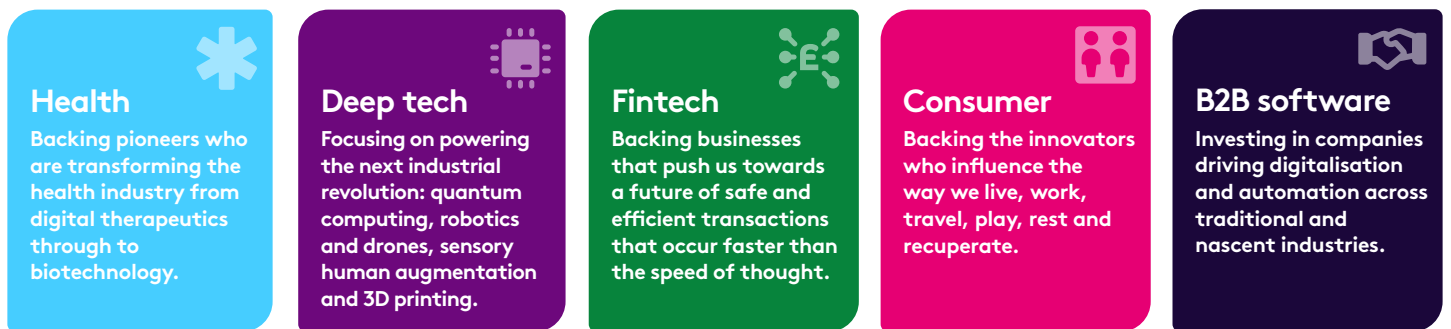
Octopus Ventures has been investing in UK smaller companies since 2007 and is one of the largest venture capital teams in Europe.² We have a strong reputation amongst UK entrepreneurs and are well connected within the ecosystem of innovation and start-ups, meaning we get access to some of the best investment 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.

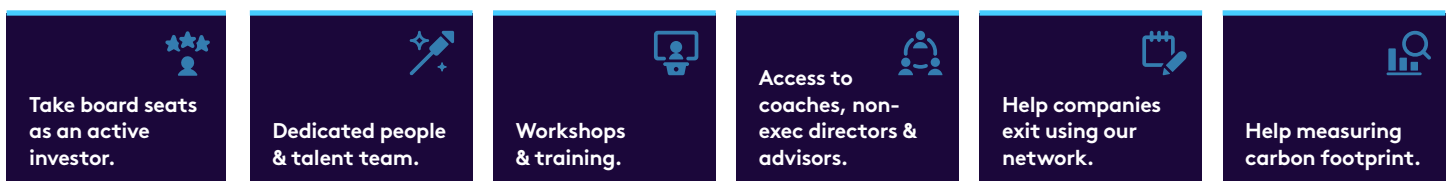


Investment focus

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.



We play a critical role in helping portfolio companies grow



¹Association of Investment Companies, January 2022. ²2021 Annual Interactive Global League Tables, PitchBook, 4 March 2022.

³As at 30 June 2022. Funds under management include funds under advisory mandates and funds monitored. ⁴Octopus Ventures, October 2022.

Our track record

Below is the performance of all initial investments made by the Octopus Ventures team since inception through the Octopus Titan VCT and Octopus Eureka products that the team manage. This performance includes returns on exit as well as businesses currently held.

18.4%

return
zero

21.3%

return
>0x to <1x

41.9%

return
1x to <3x

18.4%

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 2022.

Exit history

We target companies with the potential to grow our initial investment by 10x or more. We have backed four companies that have achieved unicorn status, companies valued at \$1 billion or more - Zoopla, Cazoo¹, Depop and ManyPets.

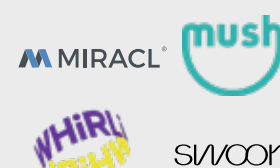
The data below covers Octopus Titan VCT only

Portfolio company	Exited to	Portfolio company	Exited to
SwiftKey	Microsoft	ZPG	Microsoft
graze	Unilever	Evi	amazon
Talk	Nestlé	GRINCE SAUNY	Google
ultraSOC	SIEMENS	MAGIC PONY TECHNOLOGY	Twitter
Ignia	NCR	Calastone	THE CARLYLE GROUP
skew.	coinbase	depop	Etsy
WaveOptics	Snap Inc.	semafone	LIVINGBRIDGE
Conversocial	VERINT	CB4	Gap Inc.
BehaviorSec	LexisNexis	glofox	ABC

Unsuccessful exits:

20% of companies we have invested in have exited at a loss (as at June 2022).²

The typical industry failure rate for early-stage companies is around 55%.³



This is not an exhaustive list of exited portfolio companies.

Some examples of multiples from initial investment achieved include:

Calastone	18x	semafone	8.5x	Zoopla	33x	secret Escapes	80x
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The exit multiples above include partial and full exits. Companies featured are for illustrative purposes only, not an investment recommendation.

Five-year performance of Octopus Titan VCT

Year to 30 June	2018	2019	2020	2021	2022
Annual total return	4.3%	3.3%	2.3%	32.8%	-10.2%

Past performance is not a reliable indicator of future results and may not be repeated

This table shows the annual total return of Octopus Titan VCT for the last five years to 30 June, the VCT's interim accounting period. This is calculated from the movement in NAV over the year to 30 June, with any dividends paid over that year then added back. The revised figure is divided by the NAV at the start of that year to get the annual total return. The NAV is the combined value of all the assets owned by the VCT after deducting the value of its liabilities. The performance shown is net of all ongoing fees and costs.

¹Please note, Cazoo's share price has since decreased by >90%, significantly decreasing its valuation.

²Octopus Ventures, includes post period disposal of Glofox.

³ONS Survivals and growth by size, June 2020. This data shows the failure rate of UK companies created in 2013 over a five year period to 2018.

