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.

£2 billion AUM³



90 team size⁴



Supporting pre-seed to sale or IPO



Worldwide presence



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.

Health

Backing pioneers who are transforming the health industry from digital therapeutics through to biotechnology.



Focusing on powering the next industrial revolution: quantum computing, robotics and drones, sensory human augmentation and 3D printing.

Fintech

Backing businesses that push us towards a future of safe and efficient transactions that occur faster than the speed of thought.

Consumer

Backing the innovators who influence the way we live, work, travel, play, rest and recuperate.

B2B software

Investing in companies driving digitalisation and automation across traditional and nascent industries.

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%

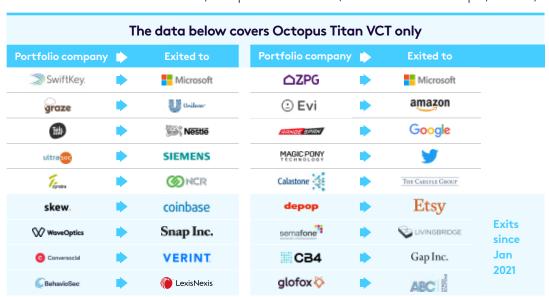
return **3x or more**

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.



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







SIVOON

This is not an exhaustive list of exited portfolio companies.

Some examples of multiples from initial investment achieved include:





8.5x

Zoopla

33x

secret escapes

80x

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.

About the Octopus Ventures EIS Service

Our Octopus Ventures EIS Service is managed by the same investment team as Octopus Titan VCT. It aims to offer investors the opportunity to access 10-15 pioneering businesses with high growth potential.

28

Number of investments the Service has made in the 12 months to June 2022. 40

Number of companies we have backed since November 2020.¹

7 Months

Average deployment for the first three fully deployed fundraising groups.

The average deployment is calculated from fundraising group close to all the money invested. This is the average over the first three groups.

Creating a balanced portfolio

We aim to create a portfolio of handpicked early-stage businesses from different industries and sectors, providing investors with a range of companies with high growth potential. Here we show two fully invested portfolios as an example of what investors could expect.²





Example portfolio companies

ISIZE Deep tech

What it does: A platform that optimises video quality while reducing the size and bandwidth required to transmit data.

Why: Makes streaming quicker, cheaper and less environmentally damaging by reducing carbon footprint.

What we think: "Video streaming is exploding at home but this process is also central to robotics, drones and autonomous vehicle industries."

Consumer

What it does: An augmented reality software platform and hardware.

Why: Helps companies build complex things such as data centres and pharmaceutical manufacturing plants.

What we think: "We are incredibly excited to be backing XYZ on their mission to reinvent the construction industry."

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 companies or VCTs maintaining their qualifying status.

In regards to VCTs, this document is an advertisement and not a prospectus. Any decision to invest should only be made on the basis of the information contained in the prospectus and the Key Information Document (KID) available at octopusinvestments.com. Issued by Octopus Investments Limited, which is authorised and regulated by the Financial Conduct Authority. Registered office: 33 Holborn, London, EC1N 2HT. Registered in England and Wales No. 03942880. We record telephone calls. Issued: November 2022.

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¹Octopus Investments, 31 October 2022.

²The investment stage is at the time of investment and the size shows the amount invested at that point. These are examples of two fully deployed fundraising groups from June 2021 and October 2021.