**Octopus Titan VCT** 

# Octopus Titan VCT Prospectus

Offers for Subscription by Octopus Titan VCT for the tax years 2017/2018 and 2018/2019 to raise up to £120 million by way of an issue of New Shares, with an over-allotment facility of a further £80 million.

5 September 2017



### THIS DOCUMENT IS IMPORTANT AND REQUIRES YOUR IMMEDIATE ATTENTION

If you are in any doubt about the action to be taken, you should immediately consult your bank manager, stockbroker, solicitor, accountant or financial adviser authorised pursuant to the Financial Services and Markets Act 2000 (FSMA).

This document, which comprises a prospectus relating to Octopus Titan VCT plc (the "Company") dated 5 September 2017, has been prepared in accordance with the prospectus rules made under Part VI of FSMA, and has been approved for publication by the Financial Conduct Authority as a prospectus under the Prospectus Rules on 5 September 2017.

The Company and the Directors, whose names appear on page 27 of this document, accept responsibility for the information contained herein. To the best of the knowledge of the Company and the Directors (who have taken all reasonable care to ensure that such is the case), the information contained in this document is in accordance with the facts and does not omit anything likely to affect the import of such information.

Persons receiving this document should note that Howard Kennedy, which is authorised and regulated in the United Kingdom by the Financial Conduct Authority, is acting as sponsor for the Company and no-one else and will not, subject to the responsibilities and liabilities imposed by FSMA or the regulatory regime established thereunder, be responsible to any other person for providing the protections afforded to customers of Howard Kennedy or providing advice in connection with any matters referred to herein.

### Octopus Titan VCT plc

(registered number 06397765)

# Prospectus relating to:

offer for subscription by Octopus Titan VCT plc of New Shares to raise up to a maximum of £120 million, with an over-allotment facility of a further £80 million, payable in full in cash on application

# Sponsor Howard Kennedy Corporate Services LLP

The ordinary shares of the Company in issue at the date of this document are listed on the premium segment of the Official List of the UK Listing Authority and traded on the London Stock Exchange's main market for listed securities. Application has been made to the UK Listing Authority for all of the New Shares to be listed on the premium segment of the Official List and application will be made to the London Stock Exchange for the New Shares to be admitted to trading on its main market for listed securities. It is expected that such admission will become effective and that trading will commence in respect of the New Shares within 10 business days of their allotment. The New Shares will be issued in registered form and will be freely transferable in both certificated and uncertificated form and will rank pari passu in all respects with the existing Shares. The Offer is conditional on the passing by the Shareholders of Resolutions 1 and 3 at the General Meeting.

The Offer is not being made, directly or indirectly, in or into the United States, Canada, Australia, New Zealand, Japan or the Republic of South Africa or their respective territories or possessions, and documents should not be distributed, forwarded or transmitted in or into such territories. The New Shares have not been and will not be registered under the United States Securities Act of 1933 (as amended) and may not be offered, sold or delivered, directly or indirectly, in or into the United States, Canada, Australia, New Zealand, Japan or the Republic of South Africa.

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# **SUMMARY**

Summaries are made up of disclosure requirements known as 'Elements'. The Elements are numbered in Sections A—E.

This summary contains all the Elements required to be included in a summary for this type of securities and issuer. Because some Elements are not required to be addressed there may be gaps in the numbering sequence of the Elements.

Even though an Element may be required to be inserted into the summary because of the type of securities and issuer, it is possible that no relevant information can be given regarding the Element. In this case a short description of the Element is included in the summary with the mention of 'not applicable'.

# **Section A - Introduction and Warnings**

Element	Disclosure requirement	Disclosure
A. 1	Warning	This summary should be read as an introduction to the Prospectus. Any decision to invest in the securities should be based on consideration of the Prospectus as a whole by the investor. Where a claim relating to the information contained in the Prospectus is brought before a court, the plaintiff investor might, under the national legislation of the EEA States, have to bear the costs of translating the Prospectus before the legal proceedings are initiated. Civil liability attaches only to those persons who have tabled the summary, including any translation thereof, but only if the summary is misleading, inaccurate or inconsistent when read together with the other parts of the Prospectus or it does not provide, when read together with other parts of the Prospectus, key information in order to aid investors when considering whether to invest in such securities.
A.2	Consent for Use of Prospectus by financial intermediaries	The Company and the Directors consent to the use of the Prospectus, and accept responsibility for the content of the Prospectus, with respect to subsequent resale or final placement of securities by financial intermediaries, from the date of the Prospectus until the close of the Offer. The Offer is expected to close on or before 4 September 2018. There are no conditions attaching to this consent.  Information on the terms and conditions of the offer by any financial intermediary is to be provided at the time of the offer by the financial intermediary.

# Schedule B – Issuer

Element	Disclosure requirement	Disclosure
B.1	Legal and commercial name	Octopus Titan VCT plc.
B.2	Domicile and legal form	Octopus Titan VCT plc was incorporated and registered in England and Wales on 12 October 2007 as a public company limited by shares under the Companies Act 1985 with registered number 06397765.
B.5	Group description	The Company has one wholly owned subsidiary, Zenith Holding Company Limited, a limited company incorporated in the Cayman Islands whose registered office is at c/o Mourant Ozannes Corporate Services (Cayman) Limited, 94 Solaris Avenue, Cayman Bay, PO Box 1348, Grand Cayman KY1-1108, Cayman Islands.
B.6	Major shareholders	The Company is not aware of any person or persons who have, or who following the Offer will or could have, directly or indirectly voting rights representing 3% or more of the issued share capital of the Company or who can, or could following the Offer, directly

		or indirectly exe		er the Compa	ny. There are r	no different vo	ting rights for
B. 7	Selected financial information	Selected histori extracted from following tables	the audited a	nd unaudited	_		
			Year Ended 31 October 2014 (audited)	Year Ended 31 October 2015 (audited)	Year Ended 31 October 2016 (audited)	Six months ended 30 April 2016 (unaudited)	Six months ended 30 April 2017 (unaudited)
		Net assets (£'000)	32,876	228,461	315,976	309,060	425,402
		Net asset value per Share (p)	101.4	102.7	97.9	95.7	95.2
		Dividend paid per Share during the period (p)	5.0	4.0	9.0	7.0	3.0
		NAV plus cumulative dividends paid (p)	148.9	154.7	158.9	154.7	159.2
		Total Expenses (£'000)	1,753*	9,073*	11,230*	3,581	5,006
		As a percentage of average Shareholders' funds	5.3%	4.0%	4.1%	1.2%	1.4%
		Revenue return after expenses and taxation (£'000)	(474)	(2,232)	(3,992)	(1,907)	(2,031)
		Net asset value return/ (loss) (p)	12.9	7.7	4.9p	0.2	0.5
		* Includes a per On 27 November with a total of 1 3, Titan 4 and 1 £115.9 million von 3 September respectively. Sa to above and si	140,597,475 Sha Fitan 5. Net pro vere raised by tl er 2013, 16 Sep ave in respect of	npany merged res being issue ceeds of £52. he Company u tember 2014, these matters	ed to former sl 0 million, £53. nder offers for 8 September 5 both during tl	nareholders of 0 million, £99. r subscription v 2015 and 23 he financial pe	Titan 1, Titan 8 million and which opened August 2016 riods referred

		condition or operating results of the Company.
B.8	Key pro forma financial information	Not applicable. There is no pro forma financial information in the Prospectus.
B.9	Profit forecast	Not applicable. No profit forecast or estimate is made.
B.10	Description of the nature of any qualifications in the audit report on the historical financial information	Not applicable. The audit reports on the historical financial information contained within the document are not qualified.
B.11	Insufficient Working capital	Not applicable. The Company is of the opinion that the working capital available to the Company and the Group is sufficient for the Company's and the Group's present requirements (that is, for at least the next twelve months from the date of this document).
B.34	Investment objective and policy including investment restrictions	The investment policy of the Company is as follows:  The Company's focus is on providing early stage, development and expansion funding to unquoted companies. The Company typically makes an initial investment of £0.1 million to £5 million and will make further follow on investments into existing portfolio companies. The intention is to hold a portfolio of largely unquoted technology companies.  The Directors control the overall risk of the portfolio by ensuring that the Company has exposure to a diversified range of investee companies from a number of different technology sectors. In order to limit the risk to the portfolio that is derived from any particular investment, at the point of investment no more than 15% of the Company by value will be in any one investment. Any borrowing by the Company for the purposes of making investments will be in accordance with the Company's articles of association.  The investment profile is expected to be:  • 75-90% in VCT qualifying investments, primarily in unquoted companies  • 10-25% in non-VCT qualifying investments or cash.  Non-VCT Qualifying Investments  An active approach is taken to manage any cash held, prior to investing in VCT qualifying companies. After the Company has ensured it satisfies all VCT investment qualification targets required by HMRC, the majority of the remaining cash will be invested in accordance with HMRC rules for Non-Qualifying Investments. Currently this includes liquid AIFs, UCITS or other money market funds including those managed by Octopus.  VCT Qualifying Investments  Investment decisions made must adhere to HMRC's VCT qualification rules. In considering a prospective investment in a company, particular regard is made to:  • the strength of the management team;  • large, typically global, addressable markets;  • the investee company's ability to sustain a competitive advantage;

B.35	Borrowing	<ul> <li>visibility over future revenues and recurring income; and</li> <li>the company's prospects of being sold or floated in the future, at a significant multiple on the initial cost of investment.</li> <li>No material changes may be made to the Company's investment policy described above without the prior approval of shareholders by the passing of an Ordinary Resolution. The Directors will continually monitor the investment process and ensure compliance with the investment policy.</li> <li>The Company has the power in its articles of association to borrow up to 50% of the</li> </ul>
	limits	aggregate of (i) the amount paid up (or credited as paid up) on the allotted or issued share capital of the Company and (ii) the amount standing to the credit of the reserves, whether or not distributable, after adding or deducting any balance standing to the credit or debit of the profit and loss account, as adjusted in accordance with the Company's articles of association.
B.36	Regulatory status	The Company is not a regulated entity.
B.37	Typical investor	A typical investor for whom the Offer is designed is a UK taxpayer over 18 years of age with an investment range of between £3,000 and £200,000 who, having regard to the risk factors set out in Section D of this Summary, considers the investment policy detailed above to be attractive. This may include retail, institutional and sophisticated investors and high net worth individuals who already have a portfolio of non-VCT investments.
B.38	Investment of 20% or more in a single underlying asset or investment company	Not applicable. The Company will not invest more than 20% in a single underlying asset or investment company.
B.39	Investment of 40% or more in a single underlying asset or investment company	Not applicable. The Company will not invest more than 40% in a single underlying asset or investment company.
B.40	Applicant's service providers	The Company and its Directors entered into an agreement dated 5 September 2017 with Octopus and Howard Kennedy subject to which Howard Kennedy agreed to act as sponsor to the Company in respect of the Offer and Octopus agreed to use reasonable endeavours to procure subscribers for New Shares. Under this agreement Octopus is paid a fee of up to 5.5% of the funds received under the Offer and an ongoing fee of 0.5% per annum of the latest net asset value of the investment amounts received from investors under the Offer who have invested directly into the Company and not through a financial intermediary for up to nine years, and has agreed to discharge all the external costs of advice and their own costs in respect of the Offer. Under the agreement certain warranties have been given by the Company, the Directors and Octopus to Howard Kennedy. The Company has also agreed to indemnify Howard Kennedy in respect of its role as sponsor. The warranties and indemnity are in usual form for contracts of this type. The agreement can be terminated if any statement in the Prospectus is untrue, any material omission from the Prospectus arises or any breach of warranty occurs. Octopus has agreed to indemnify the Company against the costs of the Offer exceeding 7.5% of the gross proceeds of the Offer.

A management agreement (the "Management Agreement") dated 2 November 2007 between Titan 1, the Company and Octopus Ventures Limited (as novated to Octopus by a deed of novation dated 19 October 2009 and to Octopus AIF by a deed of novation dated 1 September 2017) and a sub-management agreement (the "Sub-Management Agreement") dated 1 September 2017 between Octopus AIF and Octopus (the Management Agreement and the Sub-Management Agreement together the "Management Agreements") and an administration agreement (the "Administration Agreement") dated 2 November 2007 between Titan 1, the Company and Octopus, (the Management Agreement and Administration Agreement both as varied by deeds of variation dated 7 February 2013, 16 September 2014 and 1 September 2017). The Management Agreements provide that Octopus will provide investment management services to the Company in respect of its portfolio of qualifying investments for a fee of 2% of the Company's NAV on an annual basis. The Manager is also entitled to a performance incentive fee under the Management Agreement as set out below.

In November 2014, the Titan VCTs were merged. At the time of the Merger all the Titan VCTs except for Titan 5 had met their performance fee hurdles (Titan 5 being the youngest of the Titan VCTs, having been incorporated in 2010). This currently continues to have an impact on the way the performance fee is calculated and paid.

- 1. In respect of the proportion of the Company's fund equivalent to the previous Titan 5 shares at the time of the Merger, a performance fee of 20% of all gains above NAV plus cumulative dividends and performance fees paid of 147.2p in the Company (equivalent to 100p per Titan 5 share prior to the Merger) is to be paid to the Manager. This becomes payable when both of the following conditions are met:
  - The NAV plus cumulative dividends and performance fees paid of the Company is 169.3p. This condition has not yet been met - NAV plus cumulative dividends and performance fees paid was 161.8p per Share as at 30 April 2017; and
  - Further dividends are paid of 3.3p per Share after the Merger. This condition has been met 14.0p per Share of dividends have been paid in the period from the Merger to 30 April 2017.

As the dividend paid condition has now been met, the lower threshold of 147.2p has been exceeded and it is considered likely that the upper threshold will be met in due course, this performance fee is currently being accrued (i.e. has not yet been paid) for gains above the 147.2p threshold: as at 30 April 2017, the Company had accrued £853,000 in respect of this performance fee which is taken into account in the published NAV of the Company.

- 2. In respect of the remaining proportion of the Company's fund, a performance fee of 20% of all future gains above NAV plus cumulative dividends paid of 158.9p, subject to a high water mark (being the highest total value from a previous year end), will be payable to the Manager.
- 3. Once the performance fee hurdles in relation to the previous Titan 5 hurdles are met, the Company's whole fund will be subject to a 20% performance fee on any future gains above NAV plus cumulative dividends and performance fees paid of 169.3p, subject to a high water mark (being the highest total value from a previous year end), will be payable to the Manager.

Pursuant to the Administration Agreement, Octopus provides administration services and company secretarial services to the Company for a fee of 0.3% of the NAV of the

Company on an annual basis. The deed of variation dated 16 September 2014 extended the term of the Management Agreement and the Administration Agreement for a further 5 years from completion of the Merger, subject to earlier termination in the event of the underperformance of the Portfolio Manager, the departure of certain members of the Portfolio Manager or as agreed by the Shareholders and the Portfolio Manager, and thereafter the Management Agreement and Administration Agreement will be terminable by the parties thereto on 12 months' written notice. The Company is classified by the FCA as an alternative investment fund (an "AIF"). Under the Alternative Investment Fund Management Directive (the "AIFM Directive"), member states are required to ensure that each AIF managed within the scope of the AIFM Directive has a single alternative investment fund manager (an "AIFM") responsible for ensuring compliance with the AIFM Directive. An AIFM must provide, at a minimum, portfolio management and risk management services to one or more AIFs as its regular business irrespective of where the AIFs are located or what legal form the AIF takes. AIFMs that manage AIFs whose assets under management ("AUM") do not meet the size criteria set out in the AIFM Directive ("sub-threshold") will not be subject to the full requirements of the AIFM Directive. An AIFM will be sub-threshold if it manages portfolios of AIFs whose aggregate AUM: do not exceed €100 million (including any assets acquired through the use of leverage); or do not exceed €500 million where the portfolio of AIFs consist of AIFs that are unleveraged; and do not give their investors a right of redemption within five years of initial investment in each AIF. Whilst the Company is as at the date of this document considered to be a sub-threshold AIFM, future fundraisings may mean this threshold is exceeded. Therefore, Octopus AIF, which is a full scope alternative investment fund manager, was appointed as the Company's investment manager and the current investment management agreement between the Company and Octopus was assigned by way of the deed of novation referred to above from Octopus to Octopus AIF (the "Assignment"), and subsequently amended and restated by way of a deed of variation and restatement in order to reflect Octopus AIF's status as a full scope AIFM. Pursuant to the subsequent Sub-Management Agreement referred to above, Octopus provides portfolio management services to the Company. As a result of the Assignment and the Sub-Management Agreement, the personnel managing the Company's portfolio and the investment management fee payable by the Company remain unchanged. B.41 Regulatory Octopus AIF is authorised and regulated by the Financial Conduct Authority. status of the Manager/ custodian B.42 Calculation of The NAV of a Share is calculated by the Company in accordance with its accounting Net Asset policies and is published at least every six months through a Regulatory Information Value Service.

		The calculation of the NAV per Share would only be suspended in circumstances where the underlying data necessary to value the investments of the Company could not readily, or without undue expenditure, be obtained. Details of any suspension in making such calculations will be announced through a Regulatory Information Service.
B.43	Cross liability re umbrella collective investment undertaking	Not applicable. The Company is not an umbrella collective investment undertaking and as such there is no cross liability between classes of Shares or investment in another collective investment undertaking.
B.44	No financial statements have been made up	Not applicable. The Company has commenced operations and historical financial information is included within the document.
B.45	Portfolio	The Company's investment portfolio comprises predominantly UK unquoted companies across a range of industries as outlined in the investment policy. As at 30 April 2017 (the date to which the most recent unaudited financial information has been drawn up), the Company's portfolio of investments comprised, by value, £252,015,000.
B.46	Most recent Net Asset Value	The unaudited NAV per Share as at 30 April 2017 was 95.2p. The unaudited NAV as at 4 September 2017 was 93.2p as an interim dividend of 2 pence was paid on 25 August 2017.

# Section C — Securities

Element	Disclosure	Disclosure
	requirement	
C.1	Types and class of securities	The Company will issue new ordinary shares of 10p each pursuant to the Offer. The ISIN and SEDOL of the New Shares are GB00B28V9347 and B28V934 respectively.
C.2	Currency	Sterling.
C.3	Number of securities to be issued	The Company will issue New Shares under the Offer of up to £120 million of funds raised, with an over-allotment facility of up to a further £80 million.
C.4	Description of the rights attaching to the securities	As Regards Income: The holders of the Shares as a class shall be entitled to receive such dividends as the Directors resolve to pay.  As Regards Capital: On a return of capital on a winding up or any other return of capital (other than on a purchase by the Company of its shares) the surplus capital and assets shall be divided amongst the holders of Shares pro rata according to the nominal capital paid up on their respective holdings of Shares.  As Regards Voting and General Meetings: Subject to disenfranchisement in the event of non-compliance with a statutory notice requiring disclosure as to beneficial ownership, each holder of Shares present in person or by proxy shall on a poll have one vote for each Share of which he is the holder.  As Regards Redemption: The Shares are not redeemable.
C.5	Restrictions on the free	Not applicable. There are no restrictions on the free transferability of the Shares.

	transferability of the securities	
C.6	Admission	Application has been made to the UK Listing Authority for the New Shares to be issued pursuant to the Offer to be admitted to the premium segment of the Official List and an application will be made to the London Stock Exchange for the New Shares to be admitted to trading on the London Stock Exchange's main market for listed securities. It is expected that such admissions will become effective, and that dealings in the New Shares will commence, within 10 business days of their allotment.
C.7	Dividend policy	Generally, a VCT must distribute by way of dividend such amount as to ensure that it retains not more than 15% of its income from shares and securities. The Company is targeting a regular annual dividend of 5p with the potential to pay special dividends when there are significant gains from the sale of portfolio holdings.

# Section D — Risks

Element	Disclosure requirement	Disclosure
D.1	Key information on the key risks specific to the issuer or its industry	<ul> <li>Shareholders may be adversely affected by the performance of the investments, which may restrict the ability of the Company to distribute any capital gains and revenue received on the investments.</li> <li>The Company's investments may be difficult, and take time, to realise.</li> <li>Investment in unquoted companies, which comprises most of the Company's portfolio, by its nature, involves a higher degree of risk than investment in companies listed on the Official List.</li> <li>The Company will only pay dividends on the Shares to the extent that it has distributable reserves and cash available for that purpose. VCT status will be withdrawn if, in respect of shares issued on or after 6 April 2014, a dividend is paid (or other forms of distribution or payments are made to investors) from capital within three years of the end of the accounting period in which shares were issued to investors. This may reduce the amount of distributable reserves available to the Company to fund dividends and share buybacks.</li> <li>Income tax relief on subscription for shares in a VCT after 5 April 2014 is restricted where, within 6 months, whether before or after the subscription, the investor had disposed of shares in that VCT or a VCT which at any time merges with that VCT.</li> </ul>
D.3	Key information on the key risks specific to the securities	<ul> <li>The value of the Shares may go down as well as up. Shareholders may not receive back the full amount invested and could lose part or all of their investment.</li> <li>There is no certainty that the market price of Shares will fully reflect their underlying NAV or that any dividends will be paid, nor should Shareholders rely upon any share buyback policy to offer any certainty of selling their Shares at prices that reflect their underlying NAV.</li> <li>Although the existing Shares have been (and it is anticipated that the New Shares will be) admitted to the premium segment of the Official List and are (or will be) traded on the London Stock Exchange's market for listed securities, the secondary market for VCT shares is generally illiquid and Shareholders may find it difficult to realise their investment.</li> </ul>

# ${\bf Section} \ {\bf E} - {\bf Offer}$

Element	Disclosure requirement	Disclosure
E.1	Net proceeds	The net proceeds of the Offer, assuming a £200 million subscription and the maximum
	and expenses	initial charge, will be £185 million. The costs and expenses (excluding VAT but including

	of the Issue	intermediary commission) relating to the Offer for the Company and the expenses charged to an investor, either directly or indirectly, will be up to 7.5% of the gross funds raised by the Company.
E.2a	Reason for the Offer, use of proceeds and estimated net amount of the proceeds	The Company's success, to date, has highlighted that the investment model used by the Portfolio Manager is one that can lead to significant returns. The Board believes that the portfolio is well positioned to continue this trend, delivering capital growth to those investors able to take a long term view to investing in well-run UK companies. New funds raised will be used for new investments and follow-on investments to support the existing portfolio in accordance with the Company's published investment policy. The net proceeds of the Offer, assuming a £200 million subscription and the maximum initial charge, will be £185 million.
E.3	Terms and conditions of the Offer	The Offer Price will be determined by the following formula:  • the most recently announced NAV per Share of the Company, divided by 0.945
		Investors who are existing, or who were previously, shareholders of any Octopus VCT will benefit from the costs of the Offer being reduced by 1.0%, or by 3% if valid applications are received on or before 5pm on 14 November 2017. Other Applicants whose valid applications are received on or before 5pm on 14 November 2017 will benefit from costs of the Offer being reduced by 2%. Applicants will receive these reductions in the form of additional New Shares, which will be paid for by Octopus.  The Company announces its NAV at least every six months. Where the share price for the Company has been declared ex-dividend on the London Stock Exchange, the NAV used for determining the Offer Price will be ex-dividend. In respect of the Offer, the NAV per Offer Share will be rounded up to one decimal place and the number of New Shares to be issued will be rounded down to the nearest whole number (fractions of New Shares will not be allotted). Where there is a surplus of application funds, these will be returned to applicants (except where the amount is less than the Offer Price of one New Share in which case it will be donated to charity), without interest.  The Offer will be closed on full subscription, i.e. once the full £120 million plus the overallotment facility of £80 million have been raised. The Board reserves the right to close the Offer earlier and to accept applications and issue New Shares at any time prior to the close of the Offer. New Shares issued will rank pari passu with the existing Shares from the date of issue.  The Offer is conditional upon the passing of Resolutions 1 and 3 at the General Meeting.
E.4	Material interests	Not applicable. No interest is material to the issue of the New Shares.
E.5	Name of person selling securities	Not applicable. No person or entity is offering to sell the security as part of the Offer and there are no lock-up agreements.
E.6	Amount and percentage of dilution	The existing issued Shares in the Company will represent 69% of the enlarged ordinary share capital of the Company immediately following the Offer, assuming that the Offer is fully subscribed, including the over allotment facility, at an Offer Price of 98.7p, and on that basis Shareholders who do not subscribe under the Offer will, therefore, be diluted by 31%.
E.7	Expenses charged to the investor	For all investors, the Offer Price per Share will be determined by a formula reflecting the NAV per Share adjusted for an allowance for the majority of the costs of the Offer. The formula is: the most recently announced NAV per Share, divided by 0.945. A more

detailed explanation is set out at E3 above.

In consideration for promoting the Offer, the Company will pay an initial charge of 3% of the gross sums invested in the Offer to Octopus. This is payable in the same way on all subscriptions to the Offer. From this sum Octopus will discharge all external costs of advice and their own costs in respect of the Offer. In addition, there are then four categories of options, which are determined by the circumstances of each investor and their explicit instructions, in respect of which payments can be made to advisers and other intermediaries. These are as follows:

# 1) A direct investment

Investors who have not invested their money through a financial intermediary/adviser and have invested directly into the Company.

In consideration for promoting the Offer, if an application is made directly (not through an intermediary) then the Company will pay Octopus an additional initial charge of 2.5% of the investment amount and an additional annual ongoing charge of 0.5% of the investment amount's latest NAV for up to nine years, provided the investor continues to hold the Shares.

# 2) An advised investment where advice is received for an upfront fee with an ongoing adviser charge

Investors who have invested in the Offer through a financial intermediary/adviser and have received upfront advice and will receive ongoing advice.

The Company can facilitate a payment on behalf of an investor to an intermediary/adviser (an 'initial adviser charge') of up to 2.5% of the investment amount. If the investor has agreed with his/her intermediary/adviser to pay a lower initial adviser charge, the balance (up to a maximum of 2.5%) will be used for the issue and allotment of New Shares for the investor, issued at the most recently announced NAV per Share, divided by 0.945 as described above.

The Company can also facilitate annual payments to an intermediary/adviser ('ongoing adviser charges') in respect of ongoing advisory services provided by the intermediary/adviser to the investor of up to 0.5% per annum of the investment amount's latest NAV for up to nine years, whilst the investor continues to hold the Shares. If the investor chooses to pay their adviser less than 0.5% annually, the remaining amount will be used for the issue and allotment of additional New Shares for the investor, at the most recently announced NAV per Share. Any residual amount less than the cost of a New Share will be donated to a charity approved by the Board.

If the investor terminates their relationship with the intermediary/adviser then the Company will not make any further payments of ongoing adviser charges to that intermediary/adviser. The Company will facilitate ongoing adviser charges to a new adviser if an investor changes their adviser and requests the ongoing adviser charge to be paid to their new adviser.

# An advised investment where advice is received for an upfront fee with no ongoing adviser charge

Investors who have invested in the Offer through a financial intermediary/adviser and have received upfront advice, including investors who are investing through intermediaries/advisers using financial platforms.

Where an investor agreed an upfront fee only, the Company can facilitate a payment of an initial adviser charge of up to 4.5% of the investment amount. If the investor chooses to pay their intermediary/adviser less than the maximum initial adviser charge, the remaining amount will be used for the issue and allotment of additional New Shares for the investor, issued at the most recently announced NAV per Share, divided by 0.945 as described above. In these circumstances the

Company will not facilitate ongoing annual payments.

In both cases (2) or (3), should the investor choose to pay the adviser more than 2.5% or 4.5% respectively, the excess amount will have to be settled by the investor directly with the adviser.

# 4) A non-advised investment using an intermediary

Investors who have invested their money through a financial intermediary and have not received advice.

An initial commission of up to 2.5% of the investment will be paid by the Company to the intermediary. An annual ongoing adviser charge of 0.5% of the investment amount's latest NAV will be paid by the Company to the intermediary. Such commission will be available for up to nine years provided that the intermediary continues to act for the investor and the investor continues to be the beneficial owner of the Shares.

These charges may, according to the proportion of Advised Investors where advice is received for an upfront fee only, create some limited reduction of the net asset value per Share immediately subsequent to subscriptions in the Offer being made. This effect will be mitigated and is ultimately expected to be more than compensated, for continuing investors, by the expected benefits derived from a larger pool of investable funds and the financial benefit in subsequent periods of the absence of ongoing adviser charges in respect of such investments.

# **RISK FACTORS**

Prospective investors should consider carefully the following risk factors in addition to the other information presented in this document. If any of the risks described below were to occur, it could have a material effect on the Company's business, financial condition or results of operations. The risks and uncertainties described below are the only known material risks the Company or its Shareholders will face. Any decision to invest under the Offer should be based on consideration of this document as a whole.

# Risk factors relating to the Company

The Offer is conditional on the approval by Shareholders of Resolutions 1 and 3 to be proposed at the General Meeting. If these Resolutions are not approved, the Offer will be withdrawn and the expected benefits of the Offer will not be realised and the Company will be responsible for the costs of the Proposals.

The past performance of the Company, Octopus or Octopus AIF is no indication of future performance. The return received by Shareholders will be dependent on the performance of the underlying investments of the Company. The value of such investments, and the interest income and dividends they generate, may fall and adversely affect the performance of the Company.

The Company's investments may be difficult, and take time, to realise. There may also be constraints imposed on the realisation of investments in order to maintain the VCT tax status of the Company. Both of these may adversely affect the performance of the Company.

It can take a number of years for the underlying value or quality of the businesses of smaller companies, such as those in which the Company invests, to be fully reflected in their market values and their market values are often also materially affected by general market sentiment, which can be negative for prolonged periods. This may adversely affect the performance of the Company.

Investment in unquoted companies, by its nature, involves a higher degree of risk than investment in companies listed on the Official List. In particular, small companies often have limited product lines, markets or financial resources and may be dependent for their management on a small number of key individuals and may be more susceptible to political, exchange rate, taxation and other regulatory changes. In addition, the market for securities in smaller companies is usually less liquid than that for securities in larger companies, bringing with it potential difficulties in acquiring, valuing and disposing of such securities. Investment returns will, therefore, be uncertain and involve a higher degree of risk than investment in a company listed on the Official List.

Whilst it is the intention of the Board that the Company will continue to be managed so as to qualify as a VCT, there can be no guarantee that such status will be maintained. Failure to continue to meet the qualifying requirements could result in the Shareholders losing the tax reliefs available for VCT shares, resulting in adverse tax consequences including, if the holding has not been held for the relevant holding period, a requirement to repay the tax reliefs obtained. Furthermore, should the Company lose its VCT status, dividends and gains arising on the disposal of shares in the Company would become subject to tax and the Company would also lose its exemption from corporation tax on capital gains.

If a Shareholder disposes of his or her Shares within five years of issue, he or she will be subject to clawback by HMRC of any income tax relief originally claimed.

The tax rules, or their interpretation, in relation to an investment in the Company and/or the rates of tax may change during the life of the Company and may apply retrospectively, which may adversely affect an investment in the Company.

Any purchaser of existing Shares in the secondary market will not qualify for the then (if any) available tax reliefs afforded only to subscribers of New Shares on the amount invested.

The Company will only pay dividends on Shares to the extent that it has distributable reserves and cash available for that purpose. A reduction in income from the Company's investments may adversely affect the dividends payable to Shareholders. Such a reduction could arise, for example, from lower dividends or lower rates of interest paid on the Company's investments, or lower bank interest rates than are currently available.

VCT status will be withdrawn if, in respect of shares issued on or after 6 April 2014, a dividend is paid (or other forms of distribution or payments are made to investors) from share capital or reserves arising from the issue of shares within three years of the end of the accounting period in which shares were issued to investors. This may reduce the amount of distributable reserves available to the Company to fund dividends and share buybacks.

In August 2017 HM Treasury published its consultation on the "Patient Capital Review", entitled Financing Growth in innovative firms. That consultation is part of a review established to identify and tackle factors affecting the supply of patient capital, being "long-term investment in innovative firms led by ambitious entrepreneurs who want to build large-scale businesses". The review and consultation assess the effective supply and allocation of patient capital, barriers to investing in patient capital and current interventions to support investment in patient capital and entrepreneurship, including tax-efficient schemes such as VCTs like the Company. Any solutions or measure implemented following the results of the Patient Capital Review could impact the investment policy of the Company, and the levels of tax reliefs that are available to investors, and the level of demand and competition for investment in the target markets of the Company. Decisions around the allocation of resources across existing and any new programmes will be made by the Chancellor at the Autumn Budget 2017, considering potential benefits of options against their costs. It is anticipated that the Autumn Budget 2017 will take place in or around late November or early December 2017.

# Risk factors relating to the Shares

The value of Shares can fluctuate and investors may not get back the amount they invested. In addition, there is no certainty that the market price of Shares will fully reflect their underlying NAV or that any dividends will be paid, nor should Shareholders rely upon any Share buyback policy to offer any certainty of selling their Shares at prices that reflect their underlying NAV and there may be periods during a year where the Company will be prohibited from buying back Shares.

Although the existing Shares have been (and it is anticipated that the New Shares will be) admitted to the Official List and are (or will be) traded on the London Stock Exchange's market for listed securities, the secondary market for VCT shares is generally illiquid. Therefore, there may not be a liquid market (which may be partly attributable to the fact that initial tax reliefs are not available for VCT shares generally bought in the secondary market and because VCT shares usually trade at a discount to NAV) and Shareholders may find it difficult to realise their investment. An investment in the Company should, therefore, be considered as a long-term investment.

Tax relief on subscriptions for shares in a VCT is restricted where, within six months (before or after) that subscription, the investor had disposed of shares in the same VCT or a VCT which at any time merges with that VCT. Existing Shareholders should be aware that the sale of existing Shares within these periods could, therefore, put their income tax relief relating to the Offer at risk.

# **EXPECTED TIMETABLE, OFFER STATISTICS AND COSTS**

Launch date of the Offer	5 September 2017
First allotment under the Offer	17th November 2017
Deadline for receipt of applications for final allotment in 2017/18 tax year	12 noon on 4 April 2018
Deadline for receipt of applications for final allotment in 2018/19 tax year	12 noon on 4 September 2018
Closing date of the Offer	4 September 2018

- The Offer will close earlier if fully subscribed. The Board reserves the right to close the Offer
  earlier and to accept Applications and issue New Shares at any time following the receipt of
  valid applications.
- The results of the Offer will be announced to the London Stock Exchange through a Regulatory Information Service provider authorised by the Financial Conduct Authority.
- Dealing is expected to commence in New Shares within ten business days of allotments and share and tax certificates are expected to be dispatched within 14 business days of allotments.
- The dates set out in the expected timetable above may be adjusted by the Company, in which event details of the new dates will be notified through a Regulatory Information Service.

# **Offer Statistics**

Costs of Offer	Up to 7.5% of gross proceeds of Offer
Initial adviser charge or intermediary commission	Up to 4.5% of gross proceeds of Offer
Ongoing adviser charge or annual ongoing	Up to 0.5% per annum of the latest NAV of gross
charge	sums invested in the Offer for up to 9 years

• The cost of the Offer is capped at 7.5%. Octopus has agreed to indemnify the Company against the costs of the Offer in excess of this amount.

# LETTER FROM THE CHAIRMAN

Octopus Titan VCT plc

33 Holborn London EC1N 2HT

5 September 2017

Dear Investor,

Since Octopus Titan VCT was launched in October 2007, the Titan funds have raised over £471 million from approximately 11,674 shareholders and have invested in 78 companies as at 31 July 2017. Shareholders who invested at the launch should have a tax free value (equal to the cumulative dividends paid from inception to 30 April 2017 plus the NAV at 30 April 2017) of £1.592 for every £1 which they subscribed. We are proud of these achievements and are seeking to build on this success by raising further funds which will be used to support our existing portfolio of companies as well as identifying new technology enabled opportunities to add to our portfolio.

I would like to thank Shareholders for their support and welcome new Shareholders who helped us to raise over £120 million in last year's fund raising, which was significantly over-subscribed and closed to new applications one month ahead of the tax year end.

For the 12 months to 30 April 2017 we have deployed £58 million of investments into new and existing portfolio companies, £20 million in respect of dividends, £4 million in respect of share buybacks and £11 million in company expenses.

In the last year, the companies in the Company's portfolio grew their revenues by nearly 50%, generating £90 million of additional revenue and creating approximately 700 new jobs<sup>1</sup>. With many of the portfolio companies continuing on their impressive growth trajectory, and with so many entrepreneurs seeking new investment from Octopus Ventures, we remain excited about the future prospects for the Company. However, to continue to build big and valuable businesses, many of the portfolio companies now require further funding to reach their full potential. It is against this backdrop that we are delighted to once again offer you an opportunity to acquire new Shares in the Company.

# The Offer

The Company is seeking to raise £120 million under the Offer, with an over-allotment facility of a further £80 million subject to demand. The Offer is intended for investors looking for the potential to generate tax-free capital growth from a portfolio of early-stage UK companies. Like most VCTs, the Company aims to continue to return this investment performance back to Shareholders in the form of regular and special tax free dividends. Investors will benefit from immediate exposure to an existing portfolio of around 50 early stage companies operating in many different technology sectors, making it a great way to get broad exposure to one of the fastest growing parts of the UK economy.

The Offer is conditional upon the passing by the Shareholders of Resolutions 1 and 3 at the General Meeting to be held at 11.00am on 7 November 2017 at 33 Holborn, London EC1N 2HT.

<sup>&</sup>lt;sup>1</sup> Source: Octopus Ventures, 12 months to December 2016 versus previous year.

# **Company Performance**

The Company was launched in October 2007 and began investing in 2008. Many of the companies within the portfolio are both seasoned and mature, having proven their resilience in the years after the global financial crisis. The Company paid its first dividend in April 2009, and has maintained a strong track record of dividend payments ever since.

The Company has an impressive performance track record, generating a total return of 67% over the last five years to 30 April 2017. This ignores the impact of any upfront fees, assuming the starting value is after upfront fees have already been deducted. It does include the impact of all ongoing fees and charges and does not take into account any of the 30% upfront tax relief available on newly issued VCT shares.

# **VCT Tax Benefits**

VCTs are Government-led investment vehicles designed to incentivise investors for supporting smaller, higher-risk companies. Qualifying investors are entitled to claim a number of tax incentives on investments up to £200,000 each year (as more fully set out in Part Two of this document). These include:

- Income tax relief: investors can claim 30% upfront income tax relief on the amount invested, provided Shares are held for at least five years. For example, with an investment of £10,000, £3,000 can be taken off your income tax bill although the amount of income tax you claim cannot exceed the amount of income tax due.
- Tax-free dividends and capital gains: meaning that any growth in the portfolio value is not subject to tax. For example, the Company has now paid (or announced for payment) 66p of tax-free dividends per Share since its launch in 2007.

As you would expect, investing in early stage companies is not without its risks. A VCT is considered a high risk investment, and a portfolio of VCT-qualifying companies is expected to have a proportion of failures. Since the Company's inception, just 24% of investee companies have been exited at a whole or partial loss. This equates to less than 14% of total capital invested. These losses are fully incorporated into the Company's overall performance history and demonstrates the resilience of the investment strategy. Building such a broad and diverse portfolio of companies gives the Board and the Portfolio Manager greater confidence that when a business fails, the other holdings in the portfolio can more than compensate.

# **Octopus Ventures**

Launched in 2007, Octopus Ventures is one of Europe's largest venture capital teams. It features a diverse team of 20 investment professionals, operations and investor relations specialists. As well as a combined investment experience of 150 years, they bring together a wide range of business skills and individual insights, having been involved in some of the most successful European technology companies. Before joining Octopus, many were well-established in other industries, such as consumer goods, professional services and technology. Some of the team were also entrepreneurs themselves, growing their own businesses before selling them when the time was right. Over time, the Portfolio Manager has developed a keen sense of what it takes to turn good ideas into successful businesses.

Octopus Ventures is spread between offices in London and New York, and also has seven consultants known as Venture Partners based in London, San Francisco, Shanghai and Singapore. Together, they offer deep expertise in areas that can make a significant difference to the growth of early-stage businesses. The Venture Partners no longer co-invest alongside the Company in new investments, as

they did previously, but they are now devoted exclusively to helping companies achieve their global potential.

The Portfolio Manager looks to back entrepreneurs capable of 'unleashing change', and makes investments of between £100,000 and £5 million with a view to achieving returns of ten times the original value. One important feature of investing in early-stage companies is that there is no guarantee they will prove to be successful, or will deliver a return on the investment. The Portfolio Manager recognises that smaller companies, on average, have a higher failure rate than companies listed on the main market of the London Stock Exchange. So, in order to give the companies they invest in every chance of success, they do not just look to passively manage the investment, but actively participate in the development and growth of the business. Usually a member of Octopus Ventures sits on the board of the companies they invest into. This allows them to play a prominent role in the company's ongoing development.

Recognising that early-stage companies often need nurturing, the Portfolio Manager typically starts cautiously. Small investments are made from the outset, with Octopus Ventures' investment committee scrutinising each deal. Larger stakes are then built up in those companies that continue to prove successful, with strict milestones put in place for each investment. This approach helps to reduce the impact of potential failures by only seeking to make repeat investments in the potential winners.

### The investment case

One reason why the Company has proven so popular is that it gives investors the opportunity to participate in the growth of some of the UK's most exciting entrepreneurial technology companies. The UK is the most active technology market in Europe. Back in 2010, there were only two European technology companies valued at \$1 billion. Today, there are almost 50 with a billion dollar valuation, and 18 of these are UK-based.

The performance of the Company has been driven by the success of its underlying portfolio of companies, many of which have proven capable of delivering exceptional growth. Last year, 25 portfolio companies increased their revenue by more than 50%, and 12 grew their revenue by more than 200%. This trajectory is indicative of the level of value creation that exists within the underlying portfolio. But alongside the growth potential of the portfolio companies, Shareholders have also benefitted from multiple high-profile sales, which have enabled the Company to pay out tax-free dividends.

We are delighted that our performance can be demonstrated by a number of high-profile exits in recent years. The Company invested a total of £10 million into Magic Pony, Vision Direct and SwiftKey. Following the successful sale of all three in 2016, a total of £48 million was returned. As well as being used to pay special dividends to shareholders, some of the proceeds of an exit can be put back to work by either investing in new companies or investing further into existing portfolio companies.

The Company continues to win awards in respect of its high profile exits. It was awarded 'Exit of the Year' for SwiftKey at the 2016 UK Business Angel Awards, while the Magic Pony exit was awarded 'Exit of the Year' at the 2016 Investor All Star Awards. Finally, in recognition of the notable run of successful exits, Alex Macpherson, Chief Executive Officer of Octopus Ventures, was named 'Hottest VC Investor of the Year' at the 2017 Europas Awards. Some of the world's highest profile and most innovative technology companies, such as Google, Microsoft and Amazon, have acquired businesses funded by the Company, establishing Octopus Ventures as an important investor in the next generation of world-changing technology companies. However, it is important for Shareholders to remember that the past performance of an investment, or of individual companies, doesn't guarantee future success.

# **New investment opportunities**

The Portfolio Manager has developed a very healthy pipeline of new investment opportunities. The team reviews more than 1,000 potential investment opportunities each year. This means they can be highly selective and pick those they believe offer the best opportunities for investment. They typically meet with around 250 of those companies and only invest into around 10-20 new companies each year.

Over time the Portfolio Manager will selectively add new holdings and exit existing companies, but the primary focus will be on developing existing holdings to help them to realise their full potential. The Board believes that the Company's portfolio is well positioned to continue delivering strong investment performance to those Shareholders prepared to take a long-term view (more than five years) on investing in promising UK smaller companies. The Portfolio Manager has proven its ability to find great companies, to back the winners both financially and non-financially, and to help negotiate for our Shareholders with the some of the world's leading technology companies to secure exits at very profitable valuations for the Shareholders.

## **Next steps**

An application form can be found on the Company's website: <a href="https://octopusinvestments.com/titan">octopusinvestments.com/titan</a>. The Terms and Conditions of subscription for New Shares are set out on pages 73 to 79. I would like to thank all of our existing Shareholders for their continuing support of the UK's small businesses and entrepreneurs, and welcome new investors to the Company.

Yours sincerely

John Hustler Chairman Octopus Titan VCT plc PART ONE: THE OFFER

Introduction to the Offer **Setting up a Direct Debit** Terms of the Offer Use of Funds **Intermediary Charges Investment Policy Conflicts of Interest Performance History Five-Year Performance Octopus Titan VCT in numbers Dividend Policy and Dividend Reinvestment Scheme Buyback Policy** The Board The Investment Team **Management Remuneration Portfolio Social Impact Example Investments Example Exits** 

### Introduction to the Offer

VCTs were introduced by the UK Government in 1995 to encourage individuals to invest in UK smaller companies. According to the Association of Investment Companies (AIC), almost £542 million was invested in VCTs in the 2016/2017 tax year, the largest amount for a decade.

An investment under the Offer will provide individuals with exposure to a diversified portfolio of unquoted smaller companies with the aim of generating returns over the medium to long term. The net proceeds of the Offer will be invested in accordance with the Company's investment policy, as set out below.

The Company is seeking to raise £120 million under the Offer, with an over-allotment facility of a further £80 million. The minimum investment is £3,000. There is no maximum investment. Multiple Applications are permitted.

The Offer is conditional upon the passing by the Shareholders of Resolutions 1 and 3 at the General Meeting.

The Offer will remain open until 4 September 2018 unless fully subscribed at an earlier date and the Board reserves the right to close the Offer earlier and to accept applications and issue New Shares at any time following the receipt of valid applications. New Shares issued will rank pari passu with the existing Shares from their date of issue.

# **Setting up a Direct Debit**

Investors can purchase the Company's shares by monthly direct debit.

Investors simply need to complete the 'direct debit' section in the Application Form. Octopus will collect this amount from an investor's bank account via direct debit on or around day 14 of every month.

At roughly three-monthly intervals, this money will be used to purchase New Shares. Share and tax certificates will be sent shortly after the regular share allotment dates.

If the fundraise proves popular and looks to be reaching capacity early, the Company will stop taking new applications but will keep collecting money and allotting shares for existing direct debit customers. This aims to continue until the Offer formally closes.

At the close of the Offer Octopus will be in touch to inform investors whether the Company will be reopening for new investment, and to see if investors would like their direct debit to continue under a new share offer.

Direct debits can be cancelled at any time by contacting your bank or building society or by calling Octopus on 0800 316 2295. Investors will need to let Octopus know before the first day of the month in order for them to cancel that month's collection. The full direct debit guarantee is available at the back of the Application Form.

### **Terms of the Offer**

The full terms and conditions applicable to the Offer are set out on pages 73 to 79.

# Use of funds

The funds raised under the Offer will be invested in accordance with the Company's investment policy. Some of the funds raised will be used to invest into new portfolio companies and some will be used to further support the Company's existing portfolio.

# **Intermediary Charges**

Details are set out in the Terms and Conditions of the Offer on pages 73 to 79.

# **Investment Policy**

The investment policy of the Company is as follows:

The Company's focus is on providing early stage, development and expansion funding to unquoted companies. The Company typically makes an initial investment of £0.1 million to £5 million and will make further follow on investments into existing portfolio companies. The intention is to hold a portfolio of largely unquoted technology companies.

The Directors control the overall risk of the portfolio by ensuring that the Company has exposure to a diversified range of investee companies from a number of different technology sectors. In order to limit the risk to the portfolio that is derived from any particular investment, at the point of investment no more than 15% of the Company by value will be in any one investment. Any borrowing by the Company for the purposes of making investments will be in accordance with the Company's articles of association.

The investment profile is expected to be:

- 75-90% in VCT qualifying investments, primarily in unquoted companies
- 10-25% in non-VCT qualifying investments or cash.

Non-VCT Qualifying Investments

An active approach is taken to manage any cash held, prior to investing in VCT qualifying companies. After the Company has ensured it satisfies all VCT investment qualification targets required by HMRC, the majority of the remaining cash will be invested in accordance with HMRC rules for Non-Qualifying Investments. Currently this includes liquid AIFs, UCITS or other money market funds including those managed by Octopus.

# **VCT Qualifying Investments**

Investment decisions made must adhere to HMRC's VCT qualification rules. In considering a prospective investment in a company, particular regard is made to:

- the strength of the management team;
- large, typically global, addressable markets;
- the investee company's ability to sustain a competitive advantage;
- the existence of proprietary technology;
- visibility over future revenues and recurring income; and
- the company's prospects of being sold or floated in the future, at a significant multiple on the initial cost of investment.

No material changes may be made to the Company's investment policy described above without the prior approval of shareholders by the passing of an Ordinary Resolution. The Directors will continually monitor the investment process and ensure compliance with the investment policy.

# **Conflicts of Interest**

The Company has built strong relationships with many of the companies in which it invests and with which it is engaged, and sometimes uses different sources of funding to invest in the same companies. This can present "conflicts of interest" as explained below.

# **Investing alongside other Octopus funds**

Octopus Ventures has previously invested funds from the Company along with funds from one of Octopus' EIS funds, Octopus Eureka Enterprise Investment Scheme, and along with the Venture Partners and potentially other Octopus managed funds and sometimes even Octopus itself. Through this coinvestment, investors in the Company can have access to deals that may not have been possible without being part of the larger deal with other Octopus investors.

# The role of Octopus employees

The Company often places an Octopus employee on the board of the companies it invests in, either as an observer or a director. This means the Company is able to closely monitor the investment it has made on behalf of the Company's investors. It does however mean that, as company directors, those employees have obligations to all shareholders of the company, and not just the Company's investors.

# When could conflicts of interest be harmful to investors?

Sometimes the Company is unable to invest as much money as it would like, due to restraints such as the size of a company or the number of shares available. In these instances, the amounts being invested from different Octopus vehicles must be managed carefully. Similarly, when investments held by a number of different investors come to be sold, the interests of all parties may not be fully aligned. The Company has agreed policies and processes in place to make sure this is done fairly, but sometimes, investors may still be limited in the amounts they can invest or restricted in the timing of an exit.

# Fees from portfolio companies for Octopus' services

Octopus may receive fees from the companies that the Company invests in (for example, when making or selling an investment in a company, as well as for appointing a representative to the board of directors). The costs of all deals that do not proceed to completion are typically borne by either the company seeking funding or by Octopus. Octopus received £1.27 million in the year to 30 April 2017 (2016: £1.31 million) in regards to arrangement and monitoring fees in relation to investments made on behalf of the Company.

# ClearlySo Limited

The Company has engaged ClearlySo Limited ("ClearlySo") to measure the social impact of the Company's portfolio. As at 30 August 2017, Octopus Administrative Services Limited, a subsidiary of Octopus' holding company, Octopus Capital Limited, held approximately 15% of ClearlySo's issued shares and Matt Cooper, a Director, is a director of ClearlySo.

# Managing conflicts

The Company has a number controls in place to manage conflicts of interest and make sure the interests of its customers are always looked after, these include:

- Octopus Ventures' investment committee makes sure investment decisions are in the best interests of investors, including how potential conflicts of interest are managed.
- In cases where there are a large number of conflicts of interest or they are particularly significant, proposals are reviewed by a conflicts committee, which is responsible for ensuring conflicts are handled appropriately.
- As the Company is a publicly listed company, the Board is required to act independently and represent Shareholders' best interests at all times.

### **Performance History**

The Company targets high levels of capital growth from a portfolio of early-stage UK companies. However, like most VCTs, rather than increasing the value of its shares, the Company aims to return this investment performance back to Shareholders in the form of regular and special tax free dividends.

£5,000 invested in Octopus Titan VCT five years ago would, over five years, have given a total return of £8,335: a 67% gain. This illustration assumes upfront fees have already been taken from the value of the initial investment and that the investment on 30 April 2012 was held for five years up until 30 April 2017 – the Company's latest interim accounting period. The cumulative total return shown above takes into account any ongoing fees and costs and is inclusive of any dividends paid. It does not include any upfront income tax relief claimed by the investor.

# Five-year performance

Year to 30 April	2013	2014	2015	2016	2017
Annual total return	33.8%	9.6%	11.4%	7.2%	4.7%
Annual dividend yield	38.3%	5.6%	5.4%	9.2%	5.2%
Rebased NAV (p)	133.8	143.0	154.3	161.9	166.7

The performance information above shows the total return of the Company for the last five years to 30 April, the Company's interim accounting period. The annual total return for the Company is calculated from the movement in net asset value (NAV) over the year to 30 April, 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 (such as debts and financial obligations). The performance is net of all ongoing fees and costs. The annual dividend yield is calculated by dividing the dividends paid per annum by the NAV at the start of the period.

The rebased NAV shows the fluctuations of the NAV (in pence) over the five-year period by establishing a new base level of 100p at 30 April 2012, the start of the first period shown. The rebased NAV includes any dividends paid during the respective period.

The Board has determined it would be incorrect to compare the NAV of the Company with those of other VCTs as different year-end dates for other VCTs would result in timing differences in each NAV calculation.

Past performance is not a reliable indicator of future results and may not be repeated. The NAV per Share may be higher than the Share price, which is the price you may get for the Shares on the open market. On 27 November 2014, the Titan VCTs merged into Octopus Titan VCT 2 plc, which was then renamed Octopus Titan VCT plc.

# **Octopus Titan VCT in Numbers**



# **Dividend Policy and Dividend Reinvestment Scheme**

VCTs are able to make dividend payments from distributable reserves. In order to retain qualification as a VCT, the Company may not retain more than 15% of the income it receives from shares and securities.

The amount of these dividends depends, amongst other things, on the level of income and capital returns generated by the Qualifying Investments, the performance of the non-Qualifying Investments and the amount raised by the Offer. In the medium to long term the size of dividends paid to Shareholders will depend largely on the level of profits realised from the disposal of investments.

The Company is targeting a regular annual dividend of 5p per annum with the potential to pay special dividends as investments are realised at a significant profit. To date the Company has announced total dividends of 66.0p per Share to investors.

The Company has adopted a Dividend Reinvestment Scheme under which Shareholders are given the opportunity to reinvest future dividend payments by way of subscription for new Shares. Subject to a Shareholder's personal circumstances, Shares subscribed for under the Dividend Reinvestment Scheme should obtain the usual VCT tax advantages as set out above.

Investors under the Offer may elect to participate in the Dividend Reinvestment Scheme by completing the dividend reinvestment section of the Application Form, and should be aware that it will apply to their entire holding of New Shares and any existing Shares. Participation in the Dividend Reinvestment Scheme by a Shareholder can be cancelled at any time with written authority from the Shareholder or by calling Octopus on 0800 316 2295.

# **Buyback Policy**

The Board intends to buy back Shares at up to a 5% discount to the prevailing net asset value. The Board believes this makes an investment in the Company attractive to both current and future Shareholders. All buybacks are subject to the Company having sufficient funds available and are at the discretion of the Board. There may be periods during a year where the Company will be prohibited from buying back Shares which may include the periods of up to four months after its financial year end and up to three months after its half year end.

## The Board

The Board comprises four directors, the majority of whom are independent of the Manager. The Directors operate in a non-executive capacity and are responsible for overseeing the investment strategy of the Company. The Board has wide experience of investment in both smaller growing companies and larger quoted companies.

<sup>&</sup>lt;sup>1</sup> Source: Octopus Ventures, 12 months to December 2016 versus previous year.

# John Hustler (Chairman)

John joined Peat Marwick, now KPMG, in 1965 and became a Partner in 1983. Since leaving KPMG in 1993 to form Hustler Venture Partners Limited, he has advised and been a director of a number of growing companies. He is presently Chairman of Hygea vct plc. He was also a member of the Council of The Institute of Chartered Accountants in England and Wales and Chairman of its Corporate Finance Faculty from 1997-2000 and was a member of the Council of the British Venture Capital Association from 1989-1991.

# Matthew Cooper (Non-Executive Director)

Matt currently works as a non-executive chairman and/or director with a range of public and private companies. These include Octopus Capital Limited, Imaginatik Plc, ClearlySo Ltd, VouchedFor Ltd, Tandem Bank Limited and the National Centre for Circus Arts. Matt's areas of expertise include corporate strategy formulation, brand and marketing and implementation, organisational culture and design, and executive coaching and leadership. Previously, Matt was Principal Managing Director of Capital One Bank Europe plc until leaving the company in 2001. Originally from New Jersey, Matt graduated first in his class in Chemistry from Princeton University in 1988.

# Mark Hawkesworth (Non-Executive Director)

Mark was appointed a director on 27 November 2014. He retired as an investment partner at Nova Capital Management Limited in January 2010, having spent more than 25 years in the private equity industry. Prior to joining Nova, he was a senior partner at Baring Private Equity Partners and also spent 12 years at Lazard. Mark originally trained as an electrical engineer and spent his early career working for international engineering companies such as Taylor Woodrow, Trafalgar House and BICC/Balfour Beatty. Mark is Treasurer of The Gordon Foundation, and has recently retired from being a Member of Council of the University of Bath. He was a director and Chairman of Octopus Titan VCT 3 plc from 17 March 2008 to 27 November 2014.

# Jane O'Riordan (Non-Executive Director)

Jane is the Managing Director of Yellowwoods (previously Capricorn) Associates UK Limited, a private equity and venture capital advisory firm where she has been involved in the strategic development of companies such as Nando's, Gourmet Burger Kitchen, Pizza Express/Gondola and Broker Network as well as many others. Prior to joining Capricorn in 1997, Jane was a director with Braxton Associates, the then strategic consulting division of Deloitte & Touche. In addition to over 20 years of private equity, venture capital and management consulting experience, Jane worked for three years with British Aerospace as a spacecraft systems engineer. Jane has a first class BSc in mechanical engineering and an MBA from Harvard Business School. Jane was director and Chairman of Octopus Titan VCT 5 plc from 17 November 2010 to 27 November 2014.

# **The Investment Team**

Octopus Investments Limited was launched in 2000 by three founders who wanted to create an investment company that put its customers first. Today it has more than 500 employees and over £7.2 billion in assets under management (Source: Octopus investments Limited, 30th June 2017). They have tens of thousands of clients and have built market-leading positions in tax-efficient investment, smaller company financing, renewable energy and healthcare. Octopus launched its first VCT in 2002 and is now the UK's largest investment manager, managing over £750 million of VCT money on behalf of over 26,000 investors (Source: Octopus Investments Limited, 31st August 2017).

Octopus Ventures, which manages the Company's investments, comprises the following members:

# **Alex Macpherson**

Alex has been in the same position as many entrepreneurs having started, built and sold his own business. He founded Katalyst Ventures with his colleagues in 2000, creating the private angel network which would later be known as the Octopus Venture Partners. Over seven years, Alex led the business as CEO until its sale to Octopus in August 2007, providing succession plans for the executive team as the Titan series of VCTs were raised to invest alongside the newly branded Octopus Venture Partners. Since 2007, the amount of assets that Octopus Ventures manages has risen from approximately £20 million to in excess of £500 million at a time when the economy has seen the worst financial crisis in a generation.

Alex is chairman of the Octopus Venture's investment committee, remaining actively involved in new deal transactions, portfolio management, exits and new fund creation. Under Alex's leadership, Octopus Ventures has established itself as one of the leading European venture capital houses.

### Jo Oliver

Jo became an Octopus Venture Partner in 2005. Having run several businesses of his own, from publishing surf books to property development, and having made numerous angel investments, including many as an Octopus Venture Partner, Jo joined as a director in Octopus Ventures in May 2009. He is involved in the team's investment process, portfolio management and fundraising activity, as well as sitting on a number of the boards of investee companies in the portfolio, including Amplience, Currency Fair, Iovox, Property Partner and SwiftKey, which was acquired by Microsoft in 2016.

Jo qualified as a chartered accountant in 1995. He spent seven years working as a research analyst at NatWest, Merrill Lynch and Lehman Brothers, where he led a top rated equity research team specialising in the European mobile telecoms sector including companies such as Vodafone, Orange and O2.

# **Alan Wallace**

Alan brings over 30 years of experience in marketing, general management and strategic planning to the selection and development of management teams. Prior to founding Katalyst with his colleagues and its subsequent sale to Octopus Investments, he held senior marketing positions in fast moving consumer goods companies: Sara Lee, Rank Hovis McDougall, Cambridge Nutrition and Great Universal Stores. His experience as a general manager includes Managing Director of Cambridge Nutrition, Dairy Crest and Premier Brands. Alan has also been a Non-Executive Director of Lingarden.

Alan holds a B.A.(Hons) in Economics (Liverpool University) and a PhD in Business Administration (University of Manchester).

## **Alliott Cole**

Alliott joined Octopus Ventures in 2008. Having spent over eight years making seed and early stage investments in London and working closely with the portfolio, Alliott is now based in New York and leads Octopus' US practice. He is an active participant in the New York and London city startup communities, and works closely with our European portfolio to shape and advise on go-to-market strategy, sales, marketing, fundraising and M&A. Alliott has served on the Board of Directors or works closely with the executive teams of Antidote, Big Health, Conversocial, graze.com (MBO backed by Carlyle), Rangespan (acquired by Google), Sofar Sounds, Secret Escapes, and Tails.com.

Prior to Octopus, Alliott spent four years working at the international law firm Ashurst LLP with stints at NM Rothschild and IBM in London. He holds a Masters in Classics from Oxford University and a post graduate diploma in Law from BPP London.

# **Edward Berkeley**

Edward joined Octopus in 2012 as a fund accountant to a number of VCT and LP funds managed by Octopus Investments. He then moved to Octopus Ventures in 2016 where he focuses on the financial activities within the team and in relation to the different funds managed by Octopus Ventures.

Edward became a Chartered accountant in 2010 while at HW Fisher & Company, where he spent a number of years working as an auditor across a range of industries.

# **Eyal Rabinovich**

Eyal Joined Octopus Ventures in 2016, and focuses on the assessment of investment opportunities, deal origination and ongoing portfolio management. He has an active interest in businesses focussing on mobile, digital health, big data and AI.

Eyal brings 13 years of experience in the technology industry with 8 years of experience in business development, product management and marketing, fundraising more than \$17 million from global investors, establishing strategic partnerships and building a network of 70 million mobile players.

Prior to joining Octopus Ventures, Eyal co-founded PlayScape, a leading mobile game publisher where he managed the world-wide marketing and business development activities as VP Business Affairs. Prior to that, Eyal served as an officer in an elite IDF Navy unit, in addition to being a Senior Software Engineer at Hedge-Tech Financial Engineering, and VeriFone. Eyal holds an MBA from INSEAD.

# **Frederic Lardieg**

Frederic joined Octopus Ventures in 2012. He is responsible for sourcing, executing and managing venture capital deals. He has led investments into and served on the boards of a number of investee companies including Yplan (acquired by TimeOut), Ecrebo, Zynstra and Adbrain.

In 2000, Frederic was one of the early employees of Digital Rum, a start-up that raised more than \$20 million from leading European and US venture capital firms. The company sold mobile commerce solutions to the major telecommunication companies in Europe, expanded in three different countries and grew to more than 100 employees. Digital Rum was acquired by Velti, a mobile marketing company, in 2006.

Prior to joining Octopus, Frederic worked at Vodafone Ventures, the venture capital arm of Vodafone, where he led Vodafone's investments in Vouchercloud and LocalResponse. Previous experience also includes working in the corporate strategy team for Sony Ericsson, the mobile handset manufacturer.

Frederic has an MSc in Industrial Engineering and an MBA from INSEAD.

## **George Whitehead**

George has worked in the venture capital industry for ten years and has built up relationships with many of Europe's leading investors and entrepreneurs. He is focused on developing Octopus' network of entrepreneurs and the Venture Partners.

George joined Octopus in July 2011 from NESTA Investments' £50 million Venture Capital Fund where he held the position of Business Development Director and ran a portfolio of programmes aimed at supporting growth companies. He began his career as an investment manager at Oxford Innovations, where he managed the Oxford Investment Opportunity Network (OION), one of Europe's most successful private investment networks, before moving on to successfully turnaround and manage the incubations programme for the University of Toronto's Technology Transfer Office. George is also cofounder and Chairman of the Angel Cofund, a £100 million Government backed fund focused on coinvesting with angel investors.

# **Luke Hakes**

Luke joined Octopus at the beginning of 2009. A former scientist and technology consultant, Luke has a particular interest in deep technology opportunities, although he has experience of working with a number of early stage businesses across a range of different sectors. Luke has led investments into and served on the boards of a number of investee companies including Evi (acquired by Amazon), Magic Pony (acquired by Twitter), Eve Sleep (IPO) and Chronext among others. Outside of Octopus, Luke is the Chairman of UMI3, The University of Manchester's Innovation company and sits on the investment committee of Queen Mary University London.

Luke holds a degree in Biochemistry and Biotechnology, a Masters in Computational Biology and a PhD in Computational Genetics.

# **Malcolm Ferguson**

Malcolm joined Octopus Ventures in 2013, focused on the assessment of investment opportunities, deal execution and ongoing portfolio management.

Prior to joining Octopus, Malcolm spent a number of years in the investment banking industry, firstly within the TMT team of Bank America Merrill Lynch in London and then subsequently at GP Bullhound, a leading boutique investment bank, focussing exclusively on technology businesses. Malcolm is a Non-Executive Director of various portfolio companies including; Antidote, Bought By Many, Metrasens, Segura Systems, Sofar Sounds and Stratajet. Malcolm holds a first class degree in BBA Management from Lancaster University.

### **Oliver Birch**

Oliver joined Octopus Ventures in 2015. He splits his time between screening early stage deal flow, carrying out due diligence and working with portfolio companies.

Prior to joining Octopus, Oliver was CTO of an Entrepreneur First backed start-up that built tools that enabled financial traders to overcome emotional biases and to optimise their risk. Prior to starting his own business, Oliver studied Computer Science at Cambridge where he also spent time developing iOS apps as well as working as a software engineer in the wireless team at Cambridge Consultants.

### Priscila Bala

Priscila joined Octopus Ventures in 2017 and focuses on helping the management teams we invest in start and scale in the US.

Priscila is an entrepreneur and business professional with experience in investment banking, fundraising and business development. Most recently, she was the Director of the Mentor Network at the Yale Entrepreneurial Institute, connecting ventures to experienced advisors, and growing Yale's entrepreneurial ecosystem. Prior, she was a business strategy consultant, and founding partner of a genomic diagnostics venture. Priscila has taught executive courses on behavioural economics, negotiations and competitive strategy, and is a fellow of the Yale Center for Customer Insights. Her financial career included working with European Equities at Credit Suisse in New York and Latin American Equities at Morgan Stanley in São Paulo, Brazil. She holds a BA and MBA from Yale University. She has served on various non-profit boards and is a fervent advocate for financial literacy, access to education, the arts and the outdoors.

# **Rebecca Hunt**

Rebecca joined Octopus Ventures in 2012, focused on the assessment of investment opportunities, deal origination and ongoing portfolio management. Having spent a number of years advising companies on their M&A activity, her specialist interests are the consumer marketplaces, eCommerce, retail and fashion technology as well as having a keen interest in the financial and education technology sector.

Rebecca has led investments into and served on the boards of a number of investee companies including BridgeU, Eve Sleep Ltd, AppearHere, Trouva, Tails.com, Uniplaces and Outfittery.

Prior to joining Octopus, Rebecca spent five years working in the Corporate Finance department at Deloitte, firstly in the Transaction Services department and later in the Corporate Finance Advisory division, where she was involved in a diverse range of M&A and capital market deals across a range of sectors.

Rebecca is a qualified chartered accountant, and has a first class honours degree in Accounting and Finance from the University of Southampton.

### Samantha Ling

Samantha joined Octopus Ventures in 2008 while the first Titan VCTs were still being established. She manages the operations and investor relations of the Ventures Team, including the various stakeholders in the funds managed by the Ventures Team, as well as various investment and portfolio processes as a whole.

Prior to joining Octopus, Samantha spent a number of years supporting and working with international teams and clients in the oil and gas and software industries at PVM Oil and then Det Norske Veritas, implementing and leading international processes and projects, including leading the rollout of a new global CRM system. She also spent time as a project coordinator at the Royal College of Nursing.

# **Simon King**

Simon joined the team at the beginning of 2012 and focuses on early stage deal flow, screening investment opportunities and performing preliminary due diligence. He has an active interest in businesses focusing on EdTech, IoT and Machine Learning. Within the Octopus portfolio, Simon works closely with Elvie, Origami Energy, Trafi, Wave Optics and SmartKem.

Before joining Octopus, Simon was a research scientist investigating novel materials for photovoltaic applications at Imperial College in London. Simon holds an MA and MSc in Physics and a Ph.D. in Molecular Electronics.

### **Simon Andrews**

Simon is responsible for the portfolio management of the team's early stage investments, and sits on the boards of a number of companies in the portfolio. He has a particular expertise in software and service companies having spent ten years covering the sector as a research analyst at Jefferies, Lehman Brothers, Merrill Lynch and BNP Paribas.

He joined Octopus in 2010 having spent four years working at Silicon Valley Bank where he worked with a number of venture backed companies across a wide range of sectors providing debt and equity funding solutions to them.

Simon graduated from the University of Southampton and Grenoble University and is a fluent French speaker.

# Will Gibbs

Will joined Octopus Ventures in 2013. He has recently been based in the New York office helping Octopus companies looking to internationalise to the US. He has now returned to the UK, spending the majority of his time looking for future investment opportunities, working with a number of existing investments and also plays an active role in fundraising.

Prior to joining Octopus, Will set-up and scaled an organic spirits company and a rare breed pig farm, and holds a degree in Ancient History from the University of Oxford.

# Zihao Xu

Zihao joined Octopus Ventures in 2016 and splits his time between deal origination, carrying out due diligence and working with portfolio companies.

Prior to joining Octopus, he spent more than 5 years as a strategy consultant with Roland Berger, where he led strategic, operational and transaction advisory projects around the world spanning a wide range of sectors. While at Roland Berger, he also founded Canopy Sunglasses.

Zihao holds a degree in Economics and Management from the University of Oxford.

# **Zoe Castro**

Zoe joined Octopus Ventures in 2017 and spends her time assessing and executing investment opportunities and assisting portfolio companies.

Prior to joining Octopus, she spent more than seven years as a corporate lawyer with the US law firm Jones Day, where she focused on a diverse range of venture capital, mergers and acquisitions and private equity transactions. Within that time, she worked in the firm's Dubai office for six months and for the Special Situations Group at Goldman Sachs for a year.

Zoe holds a degree in Law with French Law from University College London.

Octopus Ventures is completed by a support team of three, and complemented by a number of Venture Partners.

# **Management Remuneration**

Full details of the Manager's remuneration are set out at paragraph 8.5 of Part Five.

# **Portfolio Social Impact**

The Company believes the best companies look to make a positive contribution to the world around us, and that 'investing for good' has long-term benefits for everyone, without compromising returns to investors. The Company is now working with a leading impact consultant to measure the impact of its portfolio companies. ClearlySo has based its evaluation on the Sustainable Development Goals published by the United Nations. This research is ongoing, but the initial results are encouraging.

Theme	Status
Climate stability	
Resource security	good
Wellbeing	
Healthy ecosystems	satisfactory

In brief, the results of the ClearlySo's impact assessment for the Company demonstrated:

- Success, in creating some positive impact across every industry sector exposure.
- Potential, to increase positive impact across holdings, in particular by engaging consumer tech investees to explore sustainable consumption practices and reduce dependence on fossil fuel heavy technology.
- Potential, to create synergies of sustainable business across the portfolio, maximising positive impact and business opportunity for investee companies.
- Exposure, to some negative impacts through investee company business models, in particular those exposed to heavy technology to produce products with limited social benefit.

Octopus Administrative Services Limited, a subsidiary of Octopus Capital Limited, Octopus' holding company, is an investor in ClearlySo, owning approximately 15% of its issued shares as at 30 August 2017.

# **Example Investments**

# myTomorrows: digital marketplace for pre-approval medicines

Developing drugs to fight diseases, and getting them approved for use on patients, is a slow and complex process. By assisting with regulatory hurdles, myTomorrows streamlines the process of patients getting pre-approval access to treatments. This could potentially be life-saving for those patients who have exhausted existing approved options. Strengthened by the experience of the company's management team, whose chief executive sold his previous business for \$2.3 billion, myTomorrows is set to revolutionise an industry valued at an estimated \$500 billion worldwide.

"We want to unburden regulators, physicians and drug developers. We believe earlier access to medicines can not only help patients facing unmet medical needs, but will also improve drug development as a whole."

# **Ronald Brus**

Founder and chief executive officer, myTomorrows

my Tomorrows

# Appear Here: The leading marketplace for short-term retail space

Appear Here is the online marketplace for short-term retail, connecting landlords' vacant spaces with brands looking for physical locations. Spaces can be booked online by day, week or month in some of the world's best retail destinations. Appear Here lists thousands of prime spaces across the UK, France and New York, and has been chosen by designers, start-ups and brands including Apple, Spotify and Coca-Cola. Appear Here is a great example of a 'disruptive' company, having created an entirely new business model within the retail property market.

"Our mission is to create a world where anyone with an idea can find space to make it happen. What we're doing never used to be viable, but we're showing it has huge value commercially."

# **Ross Bailey**

Chief executive officer, Appear Here

appear [here]

# Swoon Editions: High-end furniture at affordable prices

Founded in 2012, Swoon Editions offers online-only designer furniture, direct to consumers, at prices significantly less than traditional retailers. It takes an entirely 'non-traditional' approach that cuts out inefficiencies. The design team launches new products every day, at rapid speed, and every design is tested. Swoon Editions then accurately predicts sales demand so that all items are sold out by the time they are ready to deliver. This 'no stock' business model cuts out unnecessary overheads and passes the cost savings directly to customers.

"People should be able to own beautifully crafted furniture without paying six times what it costs to make it. We are rapidly growing our base of designs, customers and suppliers."

# **Brian Harrison**

Co-founder and chief executive officer, Swoon Editions



# Eve Sleep: Online mattress retailer that guarantees a great night's sleep

Eve Sleep designs and sells mattresses and other sleep products, including pillows, sheets and duvets. It focuses on the design, branding, marketing and selling of its products, while outsourcing other operations including manufacturing and delivery. After just two years of trading, Eve Sleep listed its shares on the Alternative Investment Market. It is a great example of a high-growth business combining technology with innovation to disrupt a traditional market.

"Eve is now one of the UK's fastest-growing consumer brands. But we'll still keep that creative, entrepreneurial, dynamic aspect of a start-up."

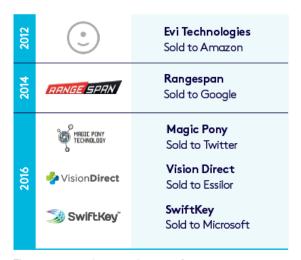
# Jas Bagniewski

Founder and chief executive officer, Eve Sleep

# **Example Exits**

One reason why the Company has proven so popular with investors is that it gives them the opportunity to benefit from the growth of some of the UK's most exciting, high growth businesses. While Octopus Ventures often backs successful companies from the earliest stage of their development, it is the sale (or 'exit') of those holdings at a profit that drives tax-free dividends for investors.

In recent years, Octopus Titan VCT investors have benefited from some of the most high-profile exits in the UK. These exits demonstrate that large companies are prepared to acquire outstanding smaller companies capable of aggressive growth. These exits include:



This is not an exhaustive history of exits.

# SwiftKey and the Company

SwiftKey's flagship mobile app adapts to the way users type, so they spend less time correcting their typos and more time saying what they really mean. Today, SwiftKey has saved an estimated 10 trillion keystrokes for 300 million global users.

The Company made its first investment in SwiftKey in 2010, before its app was even launched. As usual, the initial investment was small, and Octopus Ventures continued to invest larger sums as the company started to realise its full potential. SwiftKey started in 2008, by 2016 it was employing around 160 people and making a significant contribution to the UK economy, as well as improving the lives of millions of people. In April 2016, SwiftKey was acquired by Microsoft, whose mission is to empower

every person to achieve more. SwiftKey's goal has always been to enhance the interaction between people and technology, so it's a great match. Following the acquisition, a special dividend of 5p per share was paid to every Shareholder, in addition to the Company's regular annual dividend.

### **Success leads to success**

SwiftKey is an inspiring example to ambitious entrepreneurs everywhere. Successful exits like this have helped Octopus Ventures build a brand associated with backing market-leading global technology companies, and attract world class entrepreneurs' looking to build businesses in related industries.

### **Exits Drive Dividends**

The Company invested a total of £10 million into Magic pony, Vision Direct and SwiftKey. Following the successful sale of all three in 2016, a total of £48 million was returned to the Company. As well as being used to pay special dividends to shareholders, some of the proceeds of an exit can be put back to work – by either investing in new companies or investing further into existing portfolio companies.

# From a bright idea to a billion pound business

When Zoopla Property Group (now known as ZPG) began trading on the London Stock Exchange in 2014, it was a noteworthy event. It's still rare for a UK start-up company to grow to become a billion pound company. ZPG's tale is even more exceptional. It started life as a single website and today owns and operates some of the UK's most trusted property and household-related digital brands including Zoopla, uSwitch, PrimeLocation and Hometrack. It was one of the first UK startups to reach a billion-pound valuation after having started out with VCT funding. But back in 2007, long-term success wasn't a sure thing.

At the time, ZPG was one of over 20 property websites in the UK, all competing for a slice of the UK estate agency market. But Octopus Ventures had a strong relationship with the company's founders, Alex Chesterman and Simon Kain, having invested in their previous business LOVEFiLM, which was sold to Amazon. The Company made its first investment in ZPG in January 2009, when it had revenues of £100,000. By 2016, its revenues had increased to nearly £200 million.

Overall, the Company invested a total of £3 million over several rounds of funding. The holding was completely exited in February 2017. The sale price of the last remaining shares represented a multiple of more than 33 times the price paid originally.

Although it is still rare for a British start-up to be valued at over a billion pounds, it is no longer as exceptional as it was once was. ZPG has shown what can be achieved and has become a poster child for entrepreneurs looking to turn their ideas into billion pound businesses.

Past performance is not a reliable indicator of future results. Company quotes sourced August 2017. Company examples are for illustrative purposes only. They should not be considered as an investment recommendation.

### PART TWO: TAX BENEFITS AND CONSIDERATIONS FOR INVESTORS

### General

The following paragraphs apply to the Company and to individuals holding Shares as an investment who are the absolute beneficial owners of such Shares, and who are resident in the UK. They may not apply to certain classes of individuals, such as dealers in securities. The following information is based on current UK law and practice, is subject to changes therein, is given by way of general summary, and does not constitute legal or tax advice.

If you are in any doubt about your position, or if you may be subject to tax in a jurisdiction other than the UK, you should consult your financial adviser.

The tax reliefs set out below are available to individuals aged 18 or over who receive New Shares and where the New Shares acquired are within the investor's annual £200,000 limit. The reliefs are not available for investments in excess of £200,000 per tax year.

The Company has obtained approval as a VCT under Chapter 3 of Part 6 ITA 2007.

The Board considers that the Company has conducted its affairs and will continue to do so to enable it to qualify as a VCT.

### Tax Position of Investors under the Offer

The tax reliefs set out below are those currently available to individuals aged 18 or over who subscribe for New Shares and will be dependent on personal circumstance. Whilst there is no specific limit on the amount of an individual's acquisition of shares in a VCT, tax reliefs will only be given to the extent that the total of an individual's subscriptions or other acquisitions of shares in VCTs in any tax year do not exceed £200,000. Qualifying investors who intend to invest more than £200,000 in VCTs in any one tax year should consult their professional advisers.

# Tax Benefits for VCT investors

# 1. Income Tax

# 1.1 Initial Income Tax relief

An investor can acquire New Shares of up to a maximum of £200,000 under the Offer in each of 2017/18 and 2018/19 tax years. The relief is subject to an amount which reduces the investor's income tax liability for the tax year to nil. Each application creates an entitlement to income tax relief of 30% of the amount invested. To retain that relief the New Shares have to be held for 5 years.

The table below has been prepared for illustrative purposes only and does not form part of the summary of the tax reliefs contained in this section. The table shows how the initial income tax relief available can reduce the effective cost of an investment of £10,000 in a VCT to only £7,000, by a qualifying investor subscribing for VCT shares:

	Effective cost	rax relier
Investor unable to claim any tax reliefs	£10,000	Nil
VCT investor able to claim full 30% income tax relief	£7,000	£3,000

Tax relief on subscriptions for shares in a VCT is restricted where, within six months (before or after) that subscription, the investor had disposed of shares in the same VCT or a VCT which at any time merges with that VCT. Existing Shareholders should be aware that the sale of existing Shares within these periods could, therefore, put their income tax relief relating to the Offer at risk.

#### 1.2 Dividend relief

Dividends paid on ordinary shares in a VCT are free of income tax. VCT status will be withdrawn if, in respect of shares issued on or after 6 April 2014, a dividend is paid (or other forms of distribution or payments are made to investors) from the capital received by the VCT from that issue within three years of the end of the accounting period in which shares were issued to investors. Dividends paid from realised profits may be made without loss of VCT status.

### 1.3 Withdrawal of relief

Relief from income tax on a subscription for VCT shares will be withdrawn if the VCT shares are disposed of (other than between spouses) within five years of issue or if the VCT loses its approval within this period. Dividend relief is not available for dividends paid in an accounting period during which the VCT loses its approval.

### 2. Capital Gains Tax

### 2.1 Relief from capital gains tax on the disposal of VCT shares

Disposing of a VCT share at a profit does not create a chargeable gain for the purposes of UK Capital Gains Tax. Similarly, disposing at a loss does not create an allowable loss for UK Capital Gains Tax.

### 3. Withdrawal of approval

If a company which has been granted approval as a VCT subsequently fails to comply with the conditions for approval as a VCT, approval may be withdrawn or treated as never having been given. In these circumstances, reliefs from income tax on the initial investment are repayable unless loss of approval occurs more than five years after the issue of the relevant VCT shares.

In addition, relief ceases to be available on any dividend paid in respect of profits or gains in an accounting period during or after which VCT status has been lost. Any gains on the VCT shares up to the date from which loss of VCT status is treated as taking effect will be exempt, but gains thereafter will be taxable.

### 4. Other tax considerations

## 4.1 Obtaining initial tax reliefs

The Company will provide each investor with a tax certificate which the investor may use to claim income tax relief. To do this, an investor must either obtain a tax coding adjustment from HMRC under the PAYE system, or wait until the end of the tax year and use their self assessment tax return to claim relief.

## 4.2 Shareholders not resident in the UK

Shareholders not resident in the UK should seek their own professional advice as to the consequences of making and holding an investment in the Company, as they may be subject to tax in other jurisdictions as well as in the UK.

### 5. Tax Position of the Company

A VCT has to satisfy a number of tests to qualify as a venture capital trust. A summary of these tests is set out below.

### 5.1 Qualification as a VCT

To qualify as a venture capital trust, a company must be approved as such by HMRC. To maintain approval, the conditions summarised below must continue to be satisfied throughout the life of the VCT:

 the VCT's income must have been derived wholly or mainly from shares and securities (in the case of securities issued by a company, meaning loans with a five-year or greater maturity period);

- (ii) no holding in a company (other than a VCT or a company which would, if its shares were listed, qualify as a VCT) by the VCT may represent more than 15%, by value, of the VCT's total investments at the time of investment;
- (iii) the VCT must not have retained more than 15% of the income derived from shares or securities in any accounting period;
- (iv) the VCT must not be a close company. Its ordinary share capital must be listed on a regulated European market by no later than the beginning of the accounting period following that in which the application for approval is made;
- (v) at least 70%, by value, of its investments is represented by shares or securities comprising Qualifying Investments;
- (vi) for funds raised before 6 April 2011, have at least 30%, by value, of its Qualifying Investments represented by holdings of ordinary shares which carry no present or future preferential rights to dividends, return of capital or any redemption rights;
- (vii) for funds raised after 5 April 2011, have at least 70%, by value, of the VCT's Qualifying Investments in "eligible shares", that is ordinary shares which carry no preferential rights to assets on a winding up and no rights to be redeemed although they may have certain preferential rights to dividends so long as that right is non cumulative and is not subject to discretion;
- (viii) the VCT must not make an investment in a company which causes that company to receive more than £5 million of State Aid investment in the 12 months ending on the date of the investment;
- (ix) the VCT must not return capital to shareholders before the third anniversary of the end of the accounting period during which the subscription for shares occurs;
- (x) no investment can be made by the VCT into a company which causes that company to receive more than £12 million (£20 million if the company is deemed to be a Knowledge Intensive Company) of State Aid investment (including from VCTs) over the company's lifetime. A subsequent acquisition by the company of another company that has previously received State Aid Risk Finance can cause the lifetime limit to be exceeded;
- (xi) no investment can be made by the Company in a company whose first commercial sale was more than 7 years prior to date of investment, except where previous Risk Finance State Aid was received by the company within 7 years (10 years for a Knowledge Intensive Company) or where a turnover test is satisfied;
- (xii) no funds received from an investment into a company can be used to acquire shares in another company nor another existing business or trade; and
- (xiii) the VCT must not make a non-Qualifying Investment other than those specified in section 274 ITA 2007.

"Qualifying investments" comprise shares or securities (including loans with a five year or greater maturity period but excluding guaranteed loans and securities) issued by unquoted trading companies which exist wholly or mainly for the purpose of carrying on one or more qualifying trades. The trade must be carried on by, or be intended to be carried on by, the investee company or a qualifying subsidiary at the time of the issue of the shares or securities to the VCT (and by such company or by any other subsidiary in which the investee company has not less than a 90% interest at all times thereafter). A company intending to carry on a qualifying trade must begin to trade within two years of the issue of shares or securities to the VCT and continue it thereafter. The definition of a qualifying trade excludes dealing in property, shares, securities, commodities or futures. It also excludes banking, insurance, receiving royalties or licence fees in certain circumstances, leasing, the provision of legal and accounting services, farming and market gardening, forestry and timber production, property development, shipbuilding, coal and steel production, operating or managing hotels or guest houses, generation of electricity, power or heat, production of fuel, nursing and residential care homes. The funds raised by the investment must be used for the purposes of the qualifying trade within certain time limits.

A qualifying investment can also be made in a company which is a parent company of a trading group where the activities of the group, taken as a whole, consist of carrying on one or more qualifying trades. Investee companies must have a permanent establishment in the UK. The investee company cannot receive more than £5 million from VCTs or other State Aid investment sources during the 12 month period which ends on the date of the VCT's investment. The investee company's gross assets must not exceed £15 million immediately prior to the investment and £16 million immediately thereafter. The investee company must have fewer than 250 employees or 500 employees in the case of a Knowledge Intensive Company. Neither the VCT nor any other company may control the investee company. At least 10% of the VCT's total investment in the investee company must be in eligible shares, as described above. The company cannot receive more than £12 million (£20 million if the company is deemed to be a Knowledge Intensive Company) of State Aid investment (including from VCTs) over the company's lifetime. The company's first commercial sale must be no more than 7 years (10 years for a Knowledge Intensive Company) prior to the date of the VCT's investment, except where previous Risk Finance State Aid was received by the company within 7 years or where a turnover test is satisfied. Funds received from an investment by a VCT cannot be used to acquire shares in another company nor another existing business or trade.

Companies whose shares are traded on AIM are treated as unquoted companies for the purposes of calculating qualifying investments. Shares in an unquoted company which subsequently becomes listed may still be regarded as a qualifying investment for a further five years following listing, provided all other conditions are met.

### 5.2 Taxation of a VCT

VCTs are exempt from corporation tax on chargeable gains. There is no restriction on the distribution of realised capital gains by a VCT, subject to the requirements of company law. VCTs will be subject to corporation tax on their income (excluding dividends received from UK companies) after deduction of attributable expenses.

#### PART THREE: FINANCIAL INFORMATION ON THE COMPANY

Audited financial information on the Company is published in the annual reports for the years ended 31 October 2014, 31 October 2015 and 31 October 2016 and unaudited information in the interim reports for the six month periods ended 30 April 2016 and 30 April 2017.

The annual reports referred to above were audited by James Cowper LLP, 3 Wesley Gate, Queen's Road, Reading, Berkshire, RG1 4AP. All reports were without qualification and contained no statements under section 498(2) or (3) of the CA 2006. The annual report for the year ended 31 October 2014 was prepared in accordance with United Kingdom Accounting Standards (United Kingdom Generally Accepting Accounting Practice), the fair value rules of the CA 2006 and the Statement of Recommended Practice 'Financial Statements of Investment Trust Companies' and the annual reports for the years ended 31 October 2015 and 31 October 2016 and the interim reports for the 6 month periods ended 30 April 2016 and 30 April 2017 were prepared in accordance with Financial Reporting Standard 102 and Financial Reporting Standard 104 Interim Financial Reporting. The annual reports contain a description of the Company's financial condition, changes in financial condition and results of operation for each relevant financial year and the pages of these referred to below, together with the interim reports referred to above, are being incorporated by reference and can be accessed at the following website:

### octopusinvestments.com

The Company and the Directors confirm that the Company's most recent two years' financial information (having been prepared under Financial Reporting Standard 102) have been presented and prepared in a form which is consistent with that which will be adopted in the Company's next published annual financial statements having regard to accounting standards, policies and legislation applicable to such annual financial statements.

Where these documents make reference to other documents, such other documents, together with those pages of the annual and interim reports that are not referred to below, are not relevant to investors and are not incorporated into and do not form part of this document.

Such information includes the following:

Description	2014 Annual Report	2015 Annual Report	2016 Annual Report	30 April 2016  Half Year  Report	Half Year Report
Balance Sheet	Page 52	Page 54	Page 41	Page 14	Page 12
Income Statement (or equivalent)	Page 49	Page 53	Page 40	Page 12	Page 11
Statement showing all changes in equity (or equivalent note)	Page 51	Page 55	Page 42	Page 13	Page 13

Cash Flow Statement	Page 53	Page 56	Page 43	Page 15	Page 14
Accounting Policies and Notes	Page 55	Page 57	Page 44	Page 16	Page 15
Auditor's Report	Page 46	Page 50	Page 37	n/a	n/a

Such information also includes operating/financial reviews as follows:

	31 October 2014	31 October 2015	31 October 2016	30 April 2016	30 April 2017
Description	Annual Report	Annual Report	Annual Report	Half Year Report	<u>Half Year</u> <u>Report</u>
Performance Summary	Page 1	Page 1	Page 1	Page 2	Page 2
Results and Dividends	Page 8	Page 9	Page 8	Page 4	Page 2
Investment Policy	Page 6	Page 7	Page 2	n/a	n/a
Outlook	Page 10	Page 11	Page 6	Page 7	Page 6
Manager's Review	Page 15	Page 18	Page 11	n/a	n/a
Portfolio Summary	Page 19	Page 22	Page 15	Page 9	Page 7
Business Review	Page 11	Page 13	Page 7	n/a	n/a
Valuation Policy	Page 19	Page 23	Page 14	n/a	n/a

As at 30 April 2017, the date to which the most recent unaudited financial information on the Company has been drawn up, the Company had unaudited net assets of £425,402,000.

### PART FOUR: INVESTMENT PORTFOLIO AND PRINCIPAL INVESTMENTS OF THE COMPANY

The investment portfolio of the Group as at the date of this document representing more than 50% of the NAV of the Company is as follows (the valuations being the unaudited valuations as at 30 April 2017):

### Investments held by the Company

				Valuation	
		Investment	Unrealised	at	Valuation
		cost at	profit /	30 April	as % net
		30 April 2017 *	(loss)	2017	assets
Investments	Sector	£'000	£'000	£'000	£'000
Zenith Holding Company Limited	Various	14,701	17,660	32,361	7.6%
Secret Escapes Limited	Travel & Leisure	4,256	21,483	25,739	6.1%
Amplience Limited	<b>Business Software</b>	10,236	8,860	19,096	4.5%
Sourceable Limited (trades as Swoon Editions)	Ecommerce	6,957	11,061	18,018	4.2%
Uniplaces Limited	Property	4,657	5,971	10,628	2.5%
Eve Sleep Limited (now Eve Sleep plc)	Ecommerce	2,394	7,477	9,871	2.3%
London House Exchange Limited (trades as Property Partner)	Property	6,909	2,923	9,832	2.3%
Semafone Limited	<b>Business Software</b>	3,594	5,626	9,220	2.2%
Sofar Sounds Limited	Travel & Leisure	7,705	1,222	8,927	2.1%
Conversocial Limited	<b>Business Software</b>	4,165	3,518	7,683	1.8%
Other **	Various	118,298	(17,658)	100,640	23.7%
Total portfolio investments		183,872	68,143	252,015	
OEICs***				135,656	31.9%
Money market fund****				2,452	0.6%
Total investments				390,123	
Other net assets				35,279	
Total net assets				425,402	

<sup>\*</sup> Investment cost reflects the amount invested into each investee company from Titan's 1-5 before the 2014 merger and from Titan after the merger. This is different to the book cost which includes the holding gains and losses on assets which transferred from Titan's 1, 3, 4 & 5 to Titan 2 (now Titan) during the merger, as Titan purchased these assets at fair value.

<sup>\*\*</sup> Includes 47 investments - Adbrain Limited, Affectv Limited, Aframe Media Group Limited (in administration), Appear Here Limited, Applied Superconductor Limited (in liquidation), Artesian Solutions Limited, Behaviometrics AB, Big Health Limited, Bought By Many Limited, Bowman Power Limited, BridgeU Inc., Chiaro Technology Limited, Chronext AG, CurrencyFair Limited, Ecrebo Limited, Elliptic Enterprise Limited, e-Therapeutics plc, Excession Technologies Limited, Hubbub Deliveries Limited (in liquidation), Impatients N.V., Iovox Limited, Mailcloud Limited (in liquidation), Medisafe Project Limited, Metrasens Limited, Michelson Diagnostics Limited, Mi-Pay Group plc, MIRACL Limited, Origami Energy Limited, Oxcis Aviation Limited, Permutive Inc., Phase Vision Limited (in liquidation),

Phasor Inc., Segura Systems Limited, Shopa Limited (in liquidation), Smartkem Limited, Streetbees.com Limited, Streethub Limited, Surrey NanoSystems Limited, Tailsco Limited, The Faction Collective SA, Time Out Group PLC, Token Inc., Trafi Limited, TrialReach Limited, UltraSoC Technologies Limited, Wave Optics Limited and Zynstra Limited

\*\*\*OEICs comprise the FP Octopus UK Micro Cap Growth Fund, a fund investing in smaller, listed companies and Octopus Portfolio Manager, a discretionary fund management service managed by Octopus

\*\*\*\*Money market fund comprises the Fidelity Institutional Liquidity Fund

Since 30 April 2017 there have been no disposals and eight acquisitions, the investment cost of which totalled £15.7 million.

Since 30 April 2017 there has been no significant change in the value of the Company's portfolio.

### **Investments held by Zenith Holding Company Limited**

Zenith Holding Company Limited has a holding in Octopus Zenith LP, an Octopus managed fund, which holds stakes in Secret Escapes, Nature Delivered (Graze) and Calastone, which were formerly held by the Company, Titan 1 and Titan 3.

Founded in April 2007, Graze is the UK's first company to deliver natural, high energy foods by post, straight to the home or office. Customers can select Graze boxes created by the company or place orders for personalised assortments of foods. The company has offices in the UK and the US.

Calastone is the global fund transaction network. More than 810 customers in 24 domiciles are processing domestic and cross-border transactions across Calastone's transaction network. Calastone is part of Fintech50 and European Fintech and is one of the UK Government Tech City Future Fifty companies.

Secret Escapes offers exclusive rates (up to 70% off) on members-only flash sales for luxury travel. Secret Escapes has offices in London, Sweden, Spain, Poland, Germany and the US.

#### PART FIVE: ADDITIONAL INFORMATION ON THE COMPANY

### 1) INCORPORATION

- 1.1 The Company was incorporated and registered in England and Wales on 12 October 2007 under the CA 1985 with registered number 6397765 as a public company limited by shares and with the name Octopus Titan VCT 2 plc. On 27 November 2014 the Company changed its name to its present name.
- 1.2 On 22 October 2007, the Registrar of Companies issued the Company with a certificate under Section 117 of the CA 1985 entitling it to commence business.
- 1.3 Octopus AIF was incorporated and registered in England and Wales on 4 December 2013 under the CA 2006 with registered number 8802172 as a private company limited by shares. The address of Octopus AIF's registered office is at 33 Holborn, London EC1N 2HT and its telephone number is 0800 316 2295. The principal legislation under which Octopus AIF operates is the Acts and regulations made thereunder. Octopus AIF is authorised and regulated by the Financial Conduct Authority.
- 1.3 Octopus was incorporated and registered in England and Wales on 8 March 2000 under the CA 1985 with registered number 3942880 as a private company limited by shares. The address of Octopus' registered office is 33 Holborn, London EC1N 2HT and its telephone number is 0800 316 2295. The principal legislation under which Octopus operates is the Acts and regulations made thereunder. Octopus is authorised and regulated by the Financial Conduct Authority.

### 2) REGISTERED OFFICES AND PRINCIPAL LEGISLATION

- 2.1 The registered office of the Company is at 33 Holborn, London EC1N 2HT and its telephone number is 0800 316 2295.
- 2.2 The principal legislation under which the Company operates and which governs its shares is the Acts and regulations made thereunder.

#### 3 SHARE AND LOAN CAPITAL

- 3.1 On the incorporation of the Company, two ordinary shares were issued nil paid to the subscribers to the memorandum of the Company, Octopus Investments Nominees Limited and OCS Services Limited.
- 3.2 By ordinary and special resolutions passed by the Company on 6 October 2016, the Company authorised the Directors in accordance with Section 551 CA 2006 to allot Shares up to an aggregate nominal amount of £14.5 million (representing approximately 45.0% of the Shares in issue as at 22 August 2016) and disapplied the pre-emption provisions of Section 561 of the CA 2006 in respect of any such allotment, in each case for a period expiring 18 months thereafter (unless previously revoked, varied or extended by the Company in general meeting).
- 3.3 The following resolutions will be proposed at the General Meeting:
  - 1. that, in addition to existing authorities, the directors of the Company be and hereby are generally and unconditionally authorised in accordance with Section 551 of the Companies Act 2006 (the "Act") to exercise all the powers of the Company to allot Shares and to grant rights to subscribe for or to convert any security into Shares up to an aggregate nominal amount of £24.2 million (representing approximately 53.8% of the Shares in issue as at 4 September 2017), provided that the authority conferred by this Resolution 1 shall expire on the date falling 18 months from the date of the passing of this Resolution (unless renewed, varied or revoked by the Company in general meeting) but so that this authority shall allow the Company to make, before

the expiry of this authority, offers or agreements which would or might require Shares to be allotted or rights to be granted after such expiry;

- 2. that, in addition to existing authorities the directors of the Company be and hereby are generally and unconditionally authorised in accordance with Section 551 of the Act to exercise all the powers of the Company to allot and issue Shares in connection with the Company's dividend reinvestment scheme up to an aggregate nominal amount of £4.6 million (representing approximately 10.2% of the Shares in issue as at 4 September 2017), provided that the authority conferred by this Resolution 2 shall expire on the date falling 18 months from the date of the passing of this Resolution (unless renewed, varied or revoked by the Company in general meeting) but so that this authority shall allow the Company to make, before the expiry of this authority, offers or agreements which would or might require Shares to be allotted or rights to be granted after such expiry;
- 3. that, the directors of the Company be and hereby are empowered pursuant to Sections 570 and 573 of the Act to allot or make offers or agreements to allot equity securities (which expression shall have the meaning ascribed to it in Section 560(1) of the Act) for cash pursuant to the authority given pursuant to Resolution 1 or by way of a sale of treasury shares, as if Section 561(1) of the Act did not apply to such allotment, provided that the power provided by this Resolution 3 shall expire on the date falling 18 months from the date of the passing of this Resolution (unless renewed, varied or revoked by the Company in general meeting) and provided further that this power shall be limited to:
  - (a) the allotment and issue of Shares up to an aggregate nominal value of £24.2 million pursuant to offer(s) for subscription; and
  - (b) the allotment and issue of Shares up to an aggregate nominal value representing 10% of the issued Share capital, from time to time,

where the proceeds may in whole or part be used to purchase Shares in the Company;

- 4. that, the directors of the Company be and hereby are empowered pursuant to Sections 570 and 573 of the Act to allot or make offers or agreements to allot equity securities (which expression shall have the meaning ascribed to it in Section 560(1) of the Act) for cash pursuant to the authority given pursuant to Resolution 2 or by way of a sale of treasury shares, as if Section 561(1) of the Act did not apply to such allotment, provided that the power provided by this Resolution 4 shall expire on the date falling 18 months from the date of the passing of this Resolution (unless renewed, varied or revoked by the Company in general meeting) and provided further that this power shall be limited to the allotment and issue of shares in connection with the Company's dividend reinvestment scheme;
- 5. that, the Company be and hereby is empowered to make one or more market purchases within the meaning of Section 693(4) of the Act of its own Shares (either for cancellation or for the retention as treasury shares for future re-issue or transfer) provided that:
  - (a) the aggregate number of Shares which may be purchased shall not exceed 66 million Shares;
  - (b) the minimum price which may be paid per Share is the nominal value thereof;
  - (c) the maximum price which may be paid per Share is an amount equal to the higher of (i) 105% of the average of the middle market quotation per Share taken from the London Stock Exchange daily official list for the five business days immediately preceding the day on which such Share is to be purchased; and (ii) the amount stipulated by Article 5(6) of the Market Abuse Regulation;
  - (d) the authority conferred by this Resolution shall expire on the conclusion of the annual general meeting of the Company to be held in 2019 (unless renewed, varied or revoked by the Company in general meeting); and

- (e) the Company may make a contract to purchase Shares under the authority conferred by this Resolution prior to the expiry of such authority which will or may be executed wholly or partly after the expiration of such authority and may make a purchase of such Shares;
- that, subject to the sanction of the High Court the amount standing to the credit of the share premium account of the Company, at the date an order is made confirming such cancellation by the Court, be and hereby is cancelled; and
- 7. that, subject to the sanction of the High Court the amount standing to the credit of the capital redemption reserve of the Company, at the date an order is made confirming such cancellation by the Court, be and hereby is cancelled.
- 3.4 At the date of this document the issued fully paid share capital of the Company is:

Class of shares	Nominal value	Issued (fully paid)	
		£	Number
Ordinary Shares	£0.10	45,009,060	450,090,601

3.5 The issued fully paid share capital of the Company immediately after the Offer has closed (assuming the Offer is fully subscribed, including the over-allotment facility, with 202,634,245 New Shares being issued at an Offer Price of 98.7p) will be as follows:

Class of Nominal shares value		Issued (fully paid)		
		£	Number	
Ordinary Shares	£0.10	65,272,485	652,724,846	

3.6 The issued fully paid share capital of the Company immediately after the Offer has closed (assuming the Offer is fully subscribed, including the over-allotment facility, with 255,754,475 New Shares being issued at an Offer Price of 78.2p) will be as follows:

Class of shares	Nominal value	Issued (fully paid)	
		£	Number
Ordinary Shares	£0.10	70,584,508	705,845,076

3.7 The following allotments and repurchases of Shares have taken place since 1 November 2013:

Allotment date	Shares issued	Issue price (p)
12 December 2013	3,193,090	100.8
28 March 2014	3,120,572	97.0
4 April 2014	2,686,161	97.0
4 April 2014	64,801	93.6

5 April 2014	151,706	97.0
17 June 2014	775,365	97.6
17 June 2014	6,504	93.6
24 July 2014	181,324	92.2
27 August 2014	2,946	92.2
21 November 2014*	173,484	98.9
27 November 2014**	140,597,475	97.7
1 December 2014	14,741,050	103.4
22 December 2014	3,214,629	103.4
16 February 2015	4,232,089	103.4
30 March 2015	15,633,985	103.4
4 April 2015	9,340,146	103.4
30 April 2015	1,961,807	103.4
30 June 2015	5,081,752	103.4
24 July 2015*	1,219,880	95.7
17 December 2015	29,223,993	108.7
29 January 2016	4,189,536	108.7
26 February 2016	4,957,159	108.7
22 March 2016	18,663,974	108.7
22 March 2016*	2,809	95.7
01 April 2016	19,806,320	108.7
06 April 2016	14,517,060	108.7
13 April 2016	5,444,706	108.7
29 April 2016*	5,674,930	95.7
10 June 2016*	57,679	95.7
05 July 2016	103,157	95.7
02 September 2016*	1,770,714	93.7
21 November 2016*	526	93.7
16 December 2016	56,927,819	103.6
21 December 2016	1,393,259	103.6
26 January 2017	9,311,815	103.6
22 March 2017	51,429,343	103.6
06 April 2017	3,470,121	103.6
28 April 2017*	3,658,054	94.9
21 June 2017	512,301	100.8
17 August 2017	468,728	98.7
25 August 2017*	2,416,834	93.2

<sup>\*</sup> Represents the issue of shares at NAV under the DRIS
\*\* Represents the issue of shares at NAV on the merger of Titan 1, Titan 3, Titan 4 and Titan 5 with the Company

Buyback date	Shares bought	Price (p)
10 February 2014	157,801	90.25
8 April 2014	298,558	87.0
30 April 2014	69,160	87.0
19 September 2014	180,000	87.0
26 September 2014	126,945	87.0
13 February 2015	345,000	92.75
18 February 2015	321,270	92.75
13 March 2015	300,000	92.75
24 April 2015	650,000	92.75
30 April 2015	658,645	92.75
29 June 2015	130,000	92.75
6 July 2015	338,231	92.75
17 July 2015	246,051	90.75

15 September 2015	325,158	91.0
25 September 2015	1,416,116	91.5
30 October 2015	1,495,263	91.5
11 February 2016	380,000	98.1
17 February 2016	485,224	98.1
29 April 2016	1,114,397	91.5
27 June 2016	380,000	91.5
1 July 2016	353,625	91.5
23 September 2016	450,000	89.6
30 September 2016	626,605	89.6
31 October 2016	465,792	89.6
6 February 2017	250,000	93.6
10 February 2017	320,141	93.6
31 March 2017	350,000	93.6
7 April 2017	362,729	90.7
28 April 2017	555,041	90.7
26 June 2017	150,000	91.0
30 June 2017	127,444	91.0

- 3.8 Other than the issue of New Shares under the Offer and Shares under its Dividend Reinvestment Scheme, the Company has no present intention to issue any Shares.
- 3.9 The Company does not have in issue any securities not representing share capital.
- 3.10 The provisions of Section 561(1) of the 2006 Act (to the extent not disapplied subject to Sections 570 or 571 of the CA 2006) confer on shareholders certain rights of pre-emption in respect of the allotment of equity securities (as defined in Section 560(1) of the CA 2006) which are, or are to be, paid up in cash and will apply to the Company, except to the extent disapplied by the Company in general meeting. Subject to certain limited exceptions, unless the approval of Shareholders in a general meeting is obtained, the Company must normally offer shares to be issued for cash to existing Shareholders on a pro rata basis.
- 3.11 No Shares are currently in issue with a fixed date on which entitlement to a dividend arises and there are no arrangements in force whereby future dividends are waived or agreed to be waived.
- 3.12 No share or loan capital of the Company is under option or has been agreed, conditionally or unconditionally, to be put under option.
- 3.13 Except for commissions paid to authorised introducers in respect of previous offers for subscription of Shares, no commissions, discounts, brokerages or other special terms have been granted by the Company in connection with the issue or sale of any share or loan capital of the Company since 1 November 2013.
- 3.14 Other than pursuant to the Offer, none of the New Shares have been sold or are available in whole or in part to the public in conjunction with the application for the New Shares to be admitted to the Official List.
- 3.15 The New Shares will be in registered form. No temporary documents of title will be issued and prior to the issue of definitive certificates, transfers will be certified against the register. It is expected that definitive share certificates for the New Shares not to be held through CREST will be posted to allottees as soon as practicable following allotment of the relevant shares. New Shares to be held through CREST will be credited to CREST accounts on Admission. CREST is a paperless settlement procedure enabling securities to be evidenced otherwise than by a certificate and otherwise than by a written instrument. The Articles of the Company permit the holding of shares in CREST.

3.16 The ISIN and SEDOL Codes of the Shares are GB00B28V9347 and B28V934 respectively.

#### 4 DIRECTORS' INTERESTS

4.1 As at the date of this document the Directors and their immediate families have the following interests in the issued share capital of the Company:

Director	No. of Shares	% of Issued Share Capital
John Hustler	82,178	Less than 0.1%
Matt Cooper	977,048	0.2%
Mark Hawkesworth	75,685	Less than 0.1%
Jane O'Riordan	55,915	Less than 0.1%

4.2 Assuming that the Offer is fully subscribed, including the over-allotment facility, with 202,634,245 New Shares being issued at an Offer Price of 98.7p, the interests of the Directors and their immediate families in the issued share capital of the Company immediately following the Offer will be:

Director	No. of Shares	% of Issued Share Capital
John Hustler	92,309	Less than 0.1%
Matt Cooper	977,048	0.2%
Mark Hawkesworth	85,816	Less than 0.1%
Jane O'Riordan	66,046	Less than 0.1%

- 4.3 The Company is not aware of any person who holds or who, assuming that the Offer is fully subscribed with 202,634,245 New Shares being issued at an Offer Price of 98.7p, will, immediately following Admission of the New Shares, hold (for the purposes of rule 5 of the Disclosure Guidance and Transparency Rules ("DGTR 5")), directly or indirectly, voting rights representing 3% or more of the issued share capital of the Company to which voting rights are attached or who could, directly or indirectly, jointly or severally, exercise control over the Company.
- 4.4 The persons, including the Directors referred to in paragraphs 4.1 and 4.2 above, do not have voting rights in respect of the Shares (issued or to be issued) which differ from any other Shareholder.
- 4.5 The Company and the Directors are not aware of any arrangements, the operation of which may at a subsequent date result in a change of control of the Company.
- No Director has any interest in any transactions which are or were unusual in their nature or conditions or which are or were significant to the business of the Company and which were effected by the Company in the current or immediately preceding financial year or which were effected during an earlier financial year and which remain in any respect outstanding or unperformed, except for Matt Cooper who is a shareholder in Octopus Capital Limited, the holding company of Octopus, and Chairman of Octopus, which is a party to the agreements referred to in paragraphs 7, 8.1, 8.2, 8.3 and 8.5 below and who is consequently interested in these agreements.
- 4.7 In addition to their directorships of the Company, the Directors currently hold, and have during the five years preceding the date of this document held, the following directorships, partnerships or been a member of the senior management:

Name	Position	Name of company/partnership	Position still held (Y/N)
John Hustler	Director	Hustler Venture Partners Limited	Υ
	Director	Hygea vct plc	Υ
	Director	Northern Venture Trust plc	N
	Director	RenaissanceRe Syndicate Management Limited	N
Matthew Cooper	Director	Imaginatik plc	Υ
	Director	Imaginatik (Goswell) Limited	Υ
	Director	Which? Financial Services Limited	N
	Director	Accesso Technology Group Plc (formerly LO-Q plc)	N
	Director	ClearlySo Limited	Υ
	Director	Vouchedfor Ltd	Υ
	Director	Circus Space Events Limited	Υ
	Director	National Centre for Circus Arts	Υ
	Director	Circus Space Property Company Limited	Υ
	Director	Tandem Money Limited	Υ
	Director	Ultimate Finance Group Limited	N
	Director	Ultimate Finance Holdings Limited	N
	Director	My Dish Limited	N
	Director	10Duke Software Ltd	N
	Director	The Mental Health Foundation	N
	Director	Knowledge & Merchandising Inc. Limited	N
	Member	Carbon Leadership LLP	Υ
	Director	Octopus Investments Limited	Υ
	Director	Octopus Capital Limited	Υ

	Director	Octopus Eclipse VCT plc (in liquidation)	Υ
	Director	Octopus Apollo VCT plc	N
	Director	Octopus Eclipse VCT 2 plc (dissolved)	N
	Director	Octopus Eclipse VCT 3 plc (dissolved)	N
	Director	Octopus Eclipse VCT 4 plc (dissolved)	N
	Director	Octopus Apollo VCT 1 plc (dissolved)	N
	Director	Octopus Apollo VCT 2 plc (dissolved)	N
	Limited Partner	Octopus Zenith Founder Partner LP	Υ
	Director	Octopus Titan VCT 1 plc (dissolved)	N
	Director	Independent Growth Finance Limited	Υ
	Director	The Conservatoire for Dance and Drama	N
	Director	Rise Capital Limited (dissolved)	N
Mark Hawkesworth	Director	The Gordon Foundation	Υ
	Director	Procuritas Investment Manager II Limited	N
	Director	Procuritas Investment Manager Limited (dissolved)	N
	Director	BPEP Holdings Limited	N
	Director	ESD Managers Limited	N
	Director	Euralcom Group BV (in liquidation)	N
	Director	Octopus Titan VCT 3 plc (dissolved)	N
	Member	Baring Private Equity Partners Group LLP (dissolved)	N

Jane O'Riordan	Director	Nando's Limited	Υ
	Director	Pilotspice Limited (dissolved)	N
	Director	The Honor Chapman Foundation (formerly The Ducky Foundation)	N
	Director	The London Larder Company Limited	Υ
	Director	Yellowwoods Associates UK Ltd	Υ
	Director	Capricorn Advisors Limited	Υ
	Director	Klein Moerbei Estate (Pty) Limited	Υ
	Director	Dynamo Restaurants Limited	Υ
	Limited Partner	Wickstowe Management LLP	Υ
	Limited Partner	Capricorn Marketing LLP	Υ
	Director	The Soho Shooting Company Limited	Υ
	Director	Octopus Titan VCT 5 plc (dissolved)	N

The business address of all the Directors is 33 Holborn, London EC1N 2HT.

- 4.8 Save as set out below, none of the Directors has at any time within the last five years:
- 4.8.1 had any convictions (whether spent or unspent) in relation to offences involving fraud or dishonesty;
- 4.8.2 been the subject of any official public incrimination and/or sanctions by statutory or regulatory authorities (including designated recognised professional bodies) or been disqualified by a court from acting as a director of a company or from acting in the management or conduct of the affairs of any company;
- 4.8.3 been a director or senior manager of a company which has been put into receivership, compulsory liquidation, administration, company voluntary arrangement or any composition or arrangement with its creditors generally or any class of its creditors, save as set out in paragraph 4.7 above; or
- 4.8.4 been the subject of any bankruptcy or been subject to an individual voluntary arrangement or a bankruptcy restrictions order.

Octopus Eclipse VCT 2 plc, Octopus Eclipse VCT 3 plc, Octopus Eclipse VCT 4 plc, Octopus Apollo VCT 1 plc, Octopus Apollo VCT 2 plc, Octopus Titan VCT 1 plc, Octopus Titan VCT 3 plc, Octopus

Titan VCT 5 plc and Procuritas Investment Manager Limited were all in voluntary liquidation prior to being dissolved. Mark Hawkesworth was on the supervisory board of Euralcom Group BV which filed for insolvency in December 2007, with unsecured creditors amounting to approximately 40 million euros.

- 4.9 There are no arrangements or understandings with major shareholders, customers, suppliers or others, subject to which any Director was selected as a member of the administrative, management or supervisory bodies or member of senior management.
- 4.10 There are no outstanding loans or guarantees provided by the Company for the benefit of any of the Directors nor are there any loans or any guarantees provided by any of the Directors for the Company.
- 4.11 The Directors, Octopus, Octopus AIF and the directors of Octopus and Octopus AIF do not have any conflicts of interest between their duties to the Company and their private interests or other duties except for Matt Cooper who is a shareholder in Octopus Capital Limited, the holding company of Octopus, and Chairman of Octopus, which is a party to the agreements referred to in paragraphs 7, 8.1, 8.2, 8.3 and 8.5 below and who is consequently interested in these agreements.

#### 5 DIRECTORS' LETTERS OF APPOINTMENT

John Hustler and Matt Cooper were appointed as Directors on 2 November 2007 subject to appointment letters of the same date. Mark Hawkesworth and Jane O'Riordan were appointed as Directors on 27 November 2014 subject to appointment letters of those dates. The Directors' appointments are terminable on three months' notice and no arrangements have been entered into by the Company entitling the Directors to compensation for loss of office nor have amounts been set aside to provide pension, retirement or similar benefits. John Hustler, as chairman of the Company, is entitled to annual remuneration of £35,000. Mark Hawkesworth, as audit Chairman is entitled to £30,000, while the annual remuneration receivable by Matt Cooper and Jane O'Riordan is £27,500 each. With effect from 1 May 2016, the annual remuneration of Matt Cooper has been paid by Octopus. None of the Directors has a service contract with the Company and no such contract is proposed. In respect of the year ended 31 October 2016, John Hustler received £30,000, Matt Cooper received £10,000, Mark Hawkesworth received £26,000 and Jane O'Riordan received £24,000.

### **6 THE COMPANY AND ITS SUBSIDIARY**

The Company has one wholly owned subsidiary, Zenith Holding Company Limited, a limited company incorporated in the Cayman Islands whose registered office is at c/o Mourant Ozannes Corporate Services (Cayman) Limited, 94 Solaris Avenue, Cayman Bay, PO Box 1348, Grand Cayman KY1-1108, Cayman Islands.

### 7 OFFER AGREEMENT

An agreement dated 5 September 2017, between the Company (1), the Directors (2), Octopus (3) and Howard Kennedy (4) pursuant to which Howard Kennedy agreed to act as sponsor to the Company in respect of the Offer and Octopus agreed to use reasonable endeavours to procure subscribers for New Shares. Under the agreement Octopus is paid an initial fee of up to 5.5% of the funds received under the Offer and an ongoing fee of 0.5% per annum of the latest NAV of the investment amounts received from investors under the Offer who have invested directly into the Company and not through a financial intermediary for up to nine years, and has agreed to

discharge all external costs of advice and their own costs in respect of the Offer. Under this agreement certain warranties have been given by the Company, the Directors and Octopus to Howard Kennedy. The Company has also agreed to indemnify Howard Kennedy in respect of its role as sponsor. The warranties and indemnity are in usual form for a contract of this type. The agreement can be terminated if any statement in the Prospectus is untrue, any material omission from the Prospectus arises or any breach of warranty occurs. Octopus has agreed to indemnify the Company against the costs of the Offer exceeding 7.5% of the gross proceeds of the Offer.

#### 8 MATERIAL CONTRACTS

The following are the only contracts (not being contracts entered into in the ordinary course of business) which have been entered into by the Group in the two years immediately preceding the date of this document or which are expected to be entered into prior to Admission and which are, or may be, material or which have been entered into at any time by the Group and which contain any provision under which the Group has any obligation or entitlement which is, or may be, material to the Group as at the date of this document:

- 8.1 The Offer Agreement, details of which are set out in paragraph 7 above.
- 8.2 An agreement dated 23 August 2016, between the Company (1), the Directors (2), Octopus (3) and Howard Kennedy (4) pursuant to which Howard Kennedy agreed to act as sponsor to the Company in respect of the 2016 Offer and Octopus agreed to use reasonable endeavours to procure subscribers for Shares under the 2016 Offer. Under the agreement Octopus was paid an initial fee of up to 5.5% of the funds received under the 2016 Offer and an ongoing fee of 0.5% per annum of the NAV of the investment amounts received from investors under the 2016 Offer who have invested directly into the Company and not through a financial intermediary for up to nine years subject to these fees not exceeding, in aggregate, an amount that is equal to 2.35% of the Company's market capitalisation as at the date of the agreement, and agreed to discharge all external costs of advice and their own costs in respect of the 2016 Offer. Under this agreement certain warranties were given by the Company, the Directors and Octopus to Howard Kennedy. The Company also agreed to indemnify Howard Kennedy in respect of its role as sponsor. The warranties and indemnity are in usual form for a contract of this type. The agreement could be terminated if any statement in the prospectus relating to the 2016 Offer was untrue, any material omission from that prospectus arose or any breach of warranty occurred. Octopus agreed to indemnify the Company against the costs of the 2016 Offer exceeding 7.5% of the gross proceeds of the 2016 Offer.
- 8.3 An offer agreement dated 8 September 2015 between the Company (1), the Directors (2), Octopus (3) and Howard Kennedy (4) subject to which Howard Kennedy agreed to act as sponsor to the Company in respect of the 2015 Offer and Octopus agreed to use reasonable endeavours to procure subscribers for Shares under the 2015 Offer. Under the agreement Octopus was paid an initial fee of up to 5.5% of the funds received under the 2015 Offer and an ongoing fee of 0.5% per annum of the net asset value of the investment amounts received from investors under the 2015 Offer who have invested directly into the Company and not through a financial intermediary for up to nine years and agreed to discharge all external costs of advice and their own costs in respect of the 2015 Offer. Under this agreement certain warranties were given by the Company, the Directors and Octopus to Howard Kennedy. The Company also agreed to indemnify Howard Kennedy in respect of its role as sponsor. The warranties and indemnity are in usual form for a contract of this type. The agreement could be terminated if any statement in the prospectus relating to the 2015 Offer was untrue, any material omission from that prospectus

arose or any breach of warranty occurred. Octopus agreed to indemnify the Company against the costs of the 2015 Offer exceeding 7.5% of the gross proceeds of the 2015 Offer.

- 8.4 The letters of appointment of the Directors, details of which are set out in paragraph 5 above.
- 8.5 A management agreement (the "Management Agreement") dated 2 November 2007 between Titan 1, the Company and Octopus Ventures Limited (as novated to Octopus by a deed of novation dated 19 October 2009 and to Octopus AIF by a deed of novation dated 1 September 2017) and a sub-management agreement (the "Sub-Management Agreement") dated 1 September 2017 between Octopus AIF and Octopus (the Management Agreement and the Sub-Management Agreement together the "Management Agreements") and an administration agreement (the "Administration Agreement") dated 2 November 2007 between Titan 1, the Company and Octopus, (the Management Agreement and Administration Agreement both as varied by deeds of variation dated 7 February 2013, 16 September 2014 and 1 September 2017). The Management Agreements provide that Octopus will provide investment management services to the Company in respect of its portfolio of qualifying investments for a fee of 2% of the Company's NAV on an annual basis. The Manager is also entitled to a performance incentive fee under the Management Agreement as set out below.

In November 2014, the Titan VCTs were merged. At the time of the Merger all the Titan VCTs except for Titan 5 had met their performance fee hurdles (Titan 5 being the youngest of the Titan VCTs, having been incorporated in 2010). This currently continues to have an impact on the way the performance fee is calculated and paid.

- 1. In respect of the proportion of the Company's fund equivalent to the previous Titan 5 shares at the time of the Merger, a performance fee of 20% of all gains above NAV plus cumulative dividends and performance fees paid of 147.2p in the Company (equivalent to 100p per Titan 5 share prior to the Merger) is to be paid to the Manager. This becomes payable when both of the following conditions are met:
- The NAV plus cumulative dividends and performance fees paid of the Company is 169.3p. This condition has not yet been met NAV plus cumulative dividends and performance fees paid was 161.8p per Share as at 30 April 2017; and
- Further dividends are paid of 3.3p per Share after the Merger. This condition has been met 14.0p per Share of dividends have been paid in the period from the Merger to 30 April 2017.

As the dividend paid condition has now been met, the lower threshold of 147.2p has been exceeded and it is considered likely that the upper threshold will be met in due course, this performance fee is currently being accrued (i.e. has not yet been paid) for gains above the 147.2p threshold: as at 30 April 2017, the Company had accrued £853,000 in respect of this performance fee which is taken into account in the published NAV of the Company.

- 2. In respect of the remaining proportion of the Company's fund, a performance fee of 20% of all future gains above NAV plus cumulative dividends paid of 158.9p, subject to a high water mark (being the highest total value from a previous year end), will be payable to the Manager.
- 3. Once the performance fee hurdles in relation to the previous Titan 5 hurdles are met, the Company's whole fund will be subject to a 20% performance fee on any future gains above NAV plus cumulative dividends and performance fees paid of 169.3p, subject to a high water mark (being the highest total value from a previous year end), will be payable to the Manager.

Pursuant to the Administration Agreement, Octopus provides administration and company secretarial services to the Company for a fee of 0.3% of the NAV of the Company on an annual basis.

The deed of variation dated 16 September 2014 extended the term of the Management Agreement and the Administration Agreement for a further 5 years from completion of the Merger, subject to earlier termination in the event of the underperformance of the Portfolio Manager, the departure of certain members of the Portfolio Manager or as agreed by the Shareholders and the Portfolio Manager, and thereafter the Management Agreement and Administration Agreement will be terminable by the parties thereto on 12 months' written notice.

Octopus also retains the right pursuant to the Management Agreement to charge transaction, directors', monitoring, consultancy, corporate finance, introductory and syndication fees, commissions and refunds of commissions in respect of the management of the Company's investment portfolio. Such fees do not typically exceed 1.5% of the total amount invested by all Octopus managed funds (including the Company) per annum, assuming an investment of £5 million and a holding period of five years. The costs of all deals that do not proceed to completion are typically borne by either the company seeking funding or by Octopus.

The Company is classified by the FCA as an alternative investment fund (an "AIF"). Under the Alternative Investment Fund Management Directive (the "AIFM Directive"), member states are required to ensure that each AIF managed within the scope of the AIFM Directive has a single alternative investment fund manager (an "AIFM") responsible for ensuring compliance with the AIFM Directive. An AIFM must provide, at a minimum, portfolio management and risk management services to one or more AIFs as its regular business irrespective of where the AIFs are located or what legal form the AIF takes.

AIFMs that manage AIFs whose assets under management ("AUM") do not meet the size criteria set out in the AIFM Directive ("sub-threshold") will not be subject to the full requirements of the AIFM Directive. An AIFM will be sub-threshold if it manages portfolios of AIFs whose aggregate AUM:

- · do not exceed €100 million (including any assets acquired through the use of leverage); or
- do not exceed €500 million where the portfolio of AIFs consist of AIFs that are unleveraged;
   and
- do not give their investors a right of redemption within five years of initial investment in each AIF.

Whilst the Company is as at the date of this document considered to be a sub-threshold AIFM, future fundraisings may mean this threshold is exceeded. Therefore, Octopus AIF, which is a full scope alternative investment fund manager, was appointed as the Company's investment manager and the current investment management agreement between the Company and Octopus was assigned by way of the deed of novation referred to above from Octopus to Octopus AIF (the "Assignment"), and subsequently amended and restated by way of a deed of variation and restatement in order to reflect Octopus AIF's status as a full scope AIFM. Pursuant to the subsequent Sub-Management Agreement referred to above, Octopus provides portfolio management services to the Company.

As a result of the Assignment and the Sub-Management Agreement, the personnel managing the Company's portfolio and the investment management fee payable by the Company remain unchanged.

#### 8.6 Material contracts for Zenith Holding Company Limited

On 3 May 2013 Zenith Holding Company Limited entered into a partnership agreement ("Partnership Agreement") with Octopus GP Limited ("General Partner"), Octopus Zenith Founder Partner LP, the Portfolio Manager and the limited partners referred to in the Partnership Agreement, relating to Octopus Zenith LP ("Zenith"), which had been formed to carry on the business of an investor and to which certain investments had been transferred by the Company, Titan 1 and Titan 3. Pursuant to the Partnership Agreement Zenith is managed by the General Partner, which will delegate its responsibilities to the Portfolio Manager. The term of Zenith will be five years from the final closing date and the investment period will be two years (or such earlier date when all investments have been made), both of which may be extended by up to two additional one year periods. Zenith is also reliant on certain key individuals and the departure of such individuals may lead to a suspension of the operation of the investment period. The General Partner shall also appoint three representatives to act as members of an investor committee (which shall include a representative of the Company) that are to be consulted by the General Partner on general policies and guidelines, prospective investment sectors and conflicts of interest, but shall not make any decisions relating to the making or realisation of investments. The Company may also be presented with the option to co-invest in certain opportunities alongside Zenith.

8.7 A depositary agreement (the "Depositary Agreement") dated 1 September 2017 between the Company (1), BNP Paribas Securities Services (the "Depositary") (2) and the Manager (3) pursuant to which the Depositary provides cash monitoring, safekeeping of financial instruments and other assets and oversight duties as well as such other services as agreed by the parties to the Depositary Agreement (the "Services").

The Depositary is a wholly- owned subsidiary of BNP Paribas SA. It is incorporated in France as a Société en Commandite par Actions (a partnership limited by shares) and registered at the Companies Register of Paris under No. 552 108 011, with its registered address at 3 Rue d'Antin, 75002 Paris, France, and operates through its London branch at 10 Harewood Avenue, London NW1A 6AA (telephone +44 (0)20 7595 1340).

BNP Paribas Securities Services SCA is authorised by the Autorité de Contrôle Prudentiel et de Résolution (ACPR) and supervised by the Autorité des Marchés Financiers (AMF) and, in respect of its services as depositary in the United Kingdom, is authorised by the Prudential Regulation Authority and is subject to limited regulation by the Financial Conduct Authority and the Prudential Regulation Authority.

The Depositary is permitted to act as depositary of an alternative investment fund in accordance with FUND 3.11.10.

Under the Depositary Agreement the Company and the Manager have given certain warranties and an indemnity to the Depositary, and the Depositary has given certain warranties to the Company and the Manager, which are in usual form for a contract of this type. The Depositary Agreement can be voluntarily terminated by the parties on six months prior written notice, subject, in the case of a termination by the Depositary, to a new depositary being appointed, or earlier in certain circumstances. The fees payable to the Depositary for the Services will depend on the level of the Services to be provided and are set out in a Schedule to the Depositary Agreement.

#### 9 RELATED PARTY TRANSACTIONS

Save for the fees paid to the Directors as detailed in paragraph 5 above, the fees paid under the management and administration agreements detailed in paragraph 8.5 above and the fees paid to Octopus of £5.5 million in respect of promotion fees pursuant to the agreements detailed at paragraphs 8.1 to 8.3 above and pursuant to an offer agreement dated 16 September 2014, there were no other related party transactions or fees paid by the Group during the years ended

31 October 2014, 31 October 2015 and 31 October 2016 or for the period from 31 October 2016 to the date of this document.

### 10 WORKING CAPITAL

The Company is of the opinion that the working capital of the Company and the Group is sufficient for the Company's and the Group's present requirements, that is, for at least the period of twelve months from the date of this document.

#### 11 CAPITALISATION AND INDEBTEDNESS

11.1 The capitalisation of the Company as at 30 April 2017 was as follows:

Capital and reserves	
Called up Equity Share Capital	44,697
Share Premium	111,571
Special Distributable Reserve	224,892
Capital Redemption Reserve	933
Capital Reserve Realised	6,863
Capital Reserve Unrealised	45,618
Revenue Reserve	(9,406)
Translation Reserve	234
_	
Total Equity Shareholders' Funds	425,402

There has been no material change to the capitalisation since 30 April 2017.

11.2 Since incorporation, the Company has incurred no indebtedness. The Company has power to borrow under the Articles, details of which are set out in the paragraph entitled "Borrowing powers" in paragraph 14.1.13 below.

### 12. AUDIT, REMUNERATION AND NOMINATION COMMITTEES

Audit Committee

- 12.1 The audit committee of the Company comprises the Board (with the exception of Matt Cooper), is chaired by Mark Hawkesworth and meets twice a year. The committee has direct access to James Cowper LLP, 3 Wesley Gate, Queen's Road, Reading, Berkshire RG1 4AP, the Company's external auditor. The duties of the audit committee are, inter alia:
  - 12.1.1 to review and approve the half yearly and annual results of the Company and the statutory accounts before submission to the Board;
  - 12.1.2 to review and approve the external auditor's terms of engagement and remuneration;
  - 12.1.3 to review the appropriateness of the Company's accounting policies, to consider matters of corporate governance as may generally be applicable to the Company and to make recommendations to the Board in connection therewith as appropriate.

#### Nomination and Remuneration Committees

12.1.4 A nomination committee consisting of the Board and chaired by John Hustler has been established to consider recommendations for the re-election of Directors. To date no remuneration committee has been established and matters relating to remuneration of the Directors are considered by the Board and any Director is excluded from meetings the purpose of which is the setting of his own remuneration.

#### 13. LITIGATION

There have been no governmental, legal or arbitration proceedings (including any such proceedings which are pending or threatened of which the Company is aware) since the Company's incorporation which may have, or have had in the recent past, a significant effect on the Group's financial position or profitability.

### 14. ARTICLES OF ASSOCIATION

14.1 The articles of association of the Company contain, *inter alia*, the following provisions.

#### 14.1.1 Voting Rights

Subject to any disenfranchisement as provided in paragraph 14.1.5 below the Shares shall carry the right to receive notice of or to attend or vote at any general meeting of the Company and on a show of hands every holder of Shares present in person or by proxy (or being a corporation, present by an authorised representative) shall have one vote and, on a poll, every holder of Shares who is present in person or by proxy shall have one vote for every Share of which he is the holder. The Shares shall rank pari passu as to rights to attend and vote at any general meeting of the Company.

#### 14.1.2 Transfer of Shares

The Shares are in registered form and will be freely transferable free of all liens. All transfers of Shares must be effected by a transfer in writing in any usual form or any other form approved by the Directors. The instrument of transfer of a Share shall be executed by or on behalf of the transferor and, in the case of a partly paid Share, by or on behalf of the transferee. The Directors may refuse to register any transfer of a partly paid Share, provided that such refusal does not prevent dealings taking place on an open and proper basis and may also refuse to register any instrument of transfer unless:

- 14.1.3 (i) it is duly stamped (if so required), is lodged with the Company's registrar or at such other place as the Directors may appoint and is accompanied by the certificate for the shares to which it relates and such other evidence as the Directors may reasonably require to show the right of the transferor to make the transfer;
  - (ii) it is in respect of only one class of share; and
  - (iii) the transferees do not exceed four in number.

## 14.1.4 Dividends

The Company may in general meeting by ordinary resolution declare dividends to be paid to members in accordance with the Articles, provided that no dividend shall be payable in excess of the amount recommended by the Directors. The Directors may pay such interim dividends as appear to them to be justified. No dividend or other monies payable in respect of a share

shall bear interest as against the Company. There are no fixed dates on which entitlement to a dividend arises. All dividends unclaimed for a period of twelve years after being declared or becoming due for payment shall be forfeited and shall revert to the Company.

The Shares shall entitle their holders to receive such dividends as the Directors may resolve to pay out of the net assets attributable to the Shares and from income received and accrued which is attributable to the Shares.

The Directors may, with the prior sanction of an ordinary resolution of the Company, offer Shareholders the right to elect to receive in respect of all or part of their holding of Shares, additional Shares credited as fully paid instead of cash in respect of all or part of such dividend or dividends and (subject as hereinafter provided) upon such terms and conditions and in such manner as may be specified in such ordinary resolution. The ordinary resolution shall confer the said power on the Directors in respect of all or part of a particular dividend or in respect of all or any dividends (or any part of such dividends) declared or paid within a specified period but such period may not end later than the date of the annual general meeting next following the date of the general meeting at which such ordinary resolution is passed.

#### 14.1.5 Disclosure of Interest in Shares

If any Shareholder or other person appearing to be interested in Shares is in default in supplying within 14 days after the date of service of a notice requiring such member or other person to supply to the Company in writing all or any such information as is referred to in Section 793 of the CA 2006, the Directors may, for such period as the default shall continue, impose restrictions upon the relevant Shares.

The restrictions available are the suspension of voting or other rights conferred by membership in relation to meetings of the Company in respect of the relevant Shares and additionally in the case of a Shareholder representing at least 0.25% by nominal value of any class of Shares of the Company then in issue, the withholding of payment of any dividends on, and the restriction of transfer of, the relevant Shares.

## 14.1.6 Distribution of Assets on Liquidation

On a winding-up any surplus assets will be divided amongst the holders of each class of shares in the Company according to the respective numbers of shares held by them and in accordance with the provisions of the CA 2006, subject to the rights of any shares which may be issued with special rights or privileges.

The Articles provide that the liquidator may, with the sanction of a special resolution and any other sanction required by the CA 2006, divide amongst the members in specie the whole or any part of the assets of the Company in such manner as he may determine.

## 14.1.7 Changes in Share Capital

(i) Without prejudice to any rights attaching to any existing shares, any share may be issued with such rights or restrictions as the Company may by ordinary resolution determine or in the absence of such determination, as the Directors may determine. Subject to the CA 2006, the Company may issue shares which are, or at the option of the Company or the holder are, liable to be redeemed.

- (ii) The Company may by ordinary resolution increase its share capital, consolidate and divide all or any of its share capital into shares of larger amount, sub-divide its shares or any of them into shares of smaller amounts, or cancel or reduce the nominal value of any shares which have not been taken or agreed to be taken by any person and diminish the amount of its share capital by the amount so cancelled or the amount of the reduction.
- (iii) Subject to the CA 2006, the Company may by special resolution reduce its share capital, any capital redemption reserve and any share premium account and may also, subject to the Act, purchase its own shares.
- (iv) The Company may by ordinary resolution convert any fully paid up shares into stock of the same class as the shares which shall be so converted, and reconvert such stock into fully paid up shares of the same class and of any denomination.

### 14.1.8 Variation of Rights

Whenever the capital of the Company is divided into different classes of shares, the rights attached to any class may (unless otherwise provided by the terms of issue of that class) be varied or abrogated either with the consent in writing of the holders of not less than three-fourths of the nominal amount of the issued shares of that class or with the sanction of a resolution passed at a separate meeting of such holders.

#### 14.1.9 Directors

Unless and until otherwise determined by an ordinary resolution of the Company, the number of Directors shall not be fewer than two nor more than ten. The continuing Directors may act notwithstanding any vacancy in their body, provided that if the number of the Directors be fewer than the prescribed minimum, the remaining Director or Directors shall forthwith appoint an additional Director or additional Directors to make up such minimum or shall convene a general meeting of the Company for the purpose of making such appointment.

Any Director may in writing under his hand appoint (a) any other Director, or (b) any other person who is approved by the Board as hereinafter provided, to be his alternate. A Director may at any time revoke the appointment of an alternate appointed by him. Every person acting as an alternate Director of the Company shall be an officer of the Company, and shall alone be responsible to the Company for his own acts and defaults, and he shall not be deemed to be the agent of or for the Director appointing him.

Subject to the provisions of the Statutes (as defined in the Company's articles of association), the Directors may from time to time appoint one or more of their body to be managing director or joint managing directors of the Company or to hold such other executive office in relation to the management of the business of the Company as they may decide.

A Director may continue or become a Director or other officer, servant or member of any company promoted by the Company or in which they may be interested as a vendor, shareholder, or otherwise, and no such Director shall be accountable for any remuneration or other benefits derived as Director or other officer, servant or member of such company.

The Directors may from time to time appoint a chairman of the Company (who need not be a Director of the Company) and may determine his duties and remuneration and the period for which he is to hold office.

The Directors may from time to time provide for the management and transaction of the affairs of the Company in any specified locality, whether at home or abroad, in such manner as they think fit.

### 14.1.10 Directors' Interests

- 14.1.10.1 A Director who is in any way, directly or indirectly, interested in a transaction or arrangement with the Company shall, at a meeting of the Directors, declare, in accordance with the CA 2006, the nature of his interest.
- 14.1.10.2. Provided that he has declared his interest in accordance with paragraph 14.1.10.1, a Director may be a party to or otherwise interested in any transaction or arrangement with the Company or in which the Company is otherwise interested and may be a director or other officer or otherwise interested in any body corporate promoted by the Company or in which the Company is otherwise interested. No Director so interested shall be accountable to the Company, by reason of his being a Director, for any benefit that he derives from such office or interest or any such transaction or arrangement.
- 14.1.10.3 A Director shall not vote nor be counted in the quorum at a meeting of the Directors in respect of a matter in which he has any material interest otherwise than by virtue of his interest in shares, debentures or other securities of, or otherwise in or through the Company, unless his interest arises only because the case falls within one or more of the following paragraphs:
  - the giving to him of any guarantee, security or indemnity in respect of money lent or an obligation incurred by him at the request of or for the benefit of the Company or any of its subsidiary undertakings;
  - (b) the giving to a third party of any guarantee, security or indemnity in respect of a debt or an obligation of the Company or any of its subsidiary undertakings for which he has assumed responsibility in whole or in part under a guarantee or indemnity or by the giving of security;
  - (c) any proposal concerning the subscription by him of shares, debentures or other securities of the Company or any of its subsidiary undertakings or by virtue of his participating in the underwriting or sub-underwriting of an offer of such shares, debentures or other securities;
  - (d) any proposal concerning any other company in which he is interested, directly or indirectly, whether as an officer or shareholder or otherwise, provided that he and any persons connected with him do not to his knowledge hold an interest in shares representing 1% or more of any class of the equity share capital of such company or of the voting rights available to members of the relevant company;
  - (e) any proposal relating to an arrangement for the benefit of the employees of the Company or any subsidiary undertaking which does not award to any Director as such any privilege or advantage not generally awarded to the employees to whom such arrangement relates; and
  - (f) any arrangement for purchasing or maintaining for any officer or auditor of the Company or any of its subsidiaries insurance against any liability which by virtue of any rule of law would otherwise attach to him in respect of any negligence, breach of duty or breach of trust for which he may be guilty in relation to the Company or any of its subsidiaries of which he is a Director, officer or auditor.

14.1.10.4 When proposals are under consideration concerning the appointment of two or more Directors to offices or employment with the Company or any company in which the Company is interested, the proposals may be divided and considered in relation to each Director separately and (if not otherwise precluded from voting) each of the Directors concerned shall be entitled to vote and be counted in the quorum in respect of each resolution except that concerning his own appointment.

#### 14.1.11 Remuneration of Directors

- 14.1.11.1 The ordinary remuneration of the Directors shall be such amount as the Directors shall from time to time determine (provided that unless otherwise approved by the Company in general meeting the aggregate ordinary remuneration of such Directors, including fees, shall not exceed £150,000 per year) to be divided among them in such proportion and manner as the Directors may determine. The Directors shall also be paid by the Company all reasonable travelling, hotel and other expenses they may incur in attending meetings of the Directors or general meetings or otherwise in connection with the discharge of their duties.
- 14.1.11.2 Any Director who, by request of the Directors, performs special services for any purposes of the Company may be paid such reasonable extra remuneration as the Directors may determine.
- 14.1.11.3 The emoluments and benefits of any executive Director for his services as such shall be determined by the Directors and may be of any description, including membership of any pension or life assurance scheme for employees or their dependants or, apart from membership of any such scheme, the payment of a pension or other benefits to him or his dependants on or after retirement or death.

#### 14.1.12 Retirement of Directors

At the annual general meeting of the Company next following the appointment of a Director he shall retire from office. A Director shall also retire from office at or before the third annual general meeting following the annual general meeting at which he last retired and was reelected. A retiring Director shall be eligible for re-election. A Director shall be capable of being appointed or re-appointed despite having attained any particular age and shall not be required to retire by reason of his having attained any particular age, subject to the provisions of the Act.

#### 14.1.13 Borrowing Powers

Subject as provided below, the Directors may exercise all the powers of the Company to borrow money and to mortgage or charge its undertaking, property and uncalled capital.

The Company's articles permit borrowings of amounts up to 50% of the aggregate of (i) the amount paid up (or credited as paid up) on the allotted or issued share capital of the Company and (ii) the amount standing to the credit of the reserves, whether or not distributable, after adding or deducting any balance standing to the credit or debit of the profit and loss account, as adjusted in accordance with the Company's articles of association.

### 14.1.14 Distribution of Realised Capital Profits

At any time when the Company has given notice in the prescribed form (which has not been revoked) to the Registrar of Companies of its intention to carry on business as an investment company ("a Relevant Period") the distribution of the Company's capital profits shall be prohibited. The Board shall establish a reserve to be called the capital reserve. During a

Relevant Period, all surpluses arising from the realisation or revaluation of investments and all other monies realised on or derived from the realisation, payment or other dealing with any capital asset in excess of the book value thereof and all other monies which are considered by the Board to be in the nature of accretion to capital shall be credited to the capital reserve. Subject to the CA 2006, the Board may determine whether any amount received by the Company is to be dealt with as income or capital or partly one way and partly the other. During a Relevant Period, any loss realised on the realisation or payment or other dealing with investments, or other capital losses, and, subject to the CA 2006, any expenses, loss or liability (or provision therefore) which the Board considers to relate to a capital item or which the Board otherwise considers appropriate to be debited to the capital reserve shall be carried to the debit of the capital reserve. During a Relevant Period, all sums carried and standing to the credit of the capital reserve may be applied for any of the purposes for which sums standing to any revenue reserve are applicable except and provided that during a Relevant Period no part of the capital reserve or any other money in the nature of accretion to capital shall be transferred to the revenue reserves of the Company or be regarded or treated as profits of the Company available for distribution or applied in paying dividends on any shares in the Company. In periods other than a Relevant Period, any amount standing to the credit of the capital reserve may be transferred to the revenue reserves of the Company or be regarded or treated as profits of the Company available for distribution or applied in paying dividends on any shares in the Company.

### 14.1.15 Duration of Company

At the later of (i) the annual general meeting held in 2020 and (ii) the tenth annual general meeting held after the fifth anniversary of the last allotment of shares (from time to time) and, if the Company has not then been wound up, at each fifth annual general meeting thereafter, the Directors shall procure that an ordinary resolution will be proposed to the effect that the Company shall continue as a venture capital trust. If the resolution is not passed, the Board shall within 4 months of such meeting convene a general meeting of the Company at which a special resolution for the re-organisation or reconstruction of the Company and/or a special resolution requiring the Company to be wound up voluntarily shall be proposed. If neither of the resolutions is passed, the Company shall continue as a venture capital trust.

#### 14.1.16 General Meetings

The Directors may, whenever they think fit, convene a general meeting of the Company. If within fifteen minutes (or such longer time not exceeding one hour as the chairman of the meeting may decide to wait) from the time appointed for the meeting a quorum is not present, the meeting, if convened on the requisition of members, shall be dissolved and, in any other case, shall stand adjourned to such day (being not less than ten clear days) and at such time and place as the Board may determine. If at any such adjourned meeting a quorum is not present within fifteen minutes from the time appointed for the meeting, a member present in person or by proxy and entitled to vote shall be a quorum.

The chairman may, with the consent of the meeting (and shall, if so directed by the meeting) adjourn any meeting from time to time and from place to place. No business shall be transacted at any adjourned meeting other than the business left unfinished at the meeting from which the adjournment took place.

#### 14.2 CREST

CREST is a paperless settlement procedure enabling securities to be evidenced otherwise than by a certificate and transferred otherwise than by a written instrument. The Company's articles of association are consistent with CREST membership and allow for the holding and transfer of shares in uncertificated form subject to the Uncertificated Securities Regulations 2001. The New Shares have been made eligible for settlement in CREST.

#### 15. SPECIFIC DISCLOSURES IN RESPECT OF CLOSED ENDED FUNDS

- 15.1 Octopus intends to use the proceeds of the Offer in accordance with the Company's object of spreading investment risk and in accordance with the Company's investment policy. This investment policy is in line with the VCT Rules and the Company will not deviate from them. Further, in accordance with the VCT Rules, the Company will invest in ordinary shares, in some cases in a small number of preference shares where applicable, and always in accordance with such rules.
- 15.2 The Company is not a regulated entity. VCTs need to meet a number of conditions set out in tax legislation in order for the VCT tax reliefs to apply, and comply with the rules and regulations of the UK Listing Authority.
- 15.3 The Company is regulated by the VCT Rules in respect of the investments it makes, as described in Part Two of this document. The Company has appointed PricewaterhouseCoopers LLP of 1 Embankment Place, London WC2N 6RH ("PwC") as its VCT status monitor. PwC will report to the Company as part of its annual reporting obligations. In respect of any breach of the VCT Rules, the Company, together with PwC, will report directly and immediately to HMRC to rectify the breach and announce the same immediately to the Shareholders via a Regulatory Information Service provider.
- 15.4 The Company will not invest more than 15% of its gross assets at the point of investment in any single company, in accordance with the VCT legislation, nor will the Company control the companies in which it invests in such a way as to render them subsidiary undertakings until they have obtained approval as a VCT from HMRC.
- 15.5 The Company will not conduct any trading activity which is significant in the context of its group (if any) as a whole. No more than 10%, in aggregate, of the value of the total assets of the Company at the time an investment is made may be invested in other listed closed-ended investment funds, except where those funds themselves have published investment policies which permit them to invest no more than 15% of their total assets in other listed closed-ended investment funds.
- 15.6 The Board must be able to demonstrate that it acts independently of the Manager. A majority of the Board (including the Chairman) must not be directors, employees, partners, officers, or professional advisers of or to, the Manager or any company in the Manager's group or any other investment entity which they manage.
- 15.7 The Company will not invest directly in physical commodities.
- 15.8 The Company will not invest in any property collective investment undertaking.
- 15.9 Other than as provided for under its investment policy, the Company will not invest in any derivatives, financial instruments, money market instruments or currencies other than for the purposes of efficient portfolio management (i.e. solely for the purpose of reducing, transferring or eliminating investment risk in the underlying investments of the collective investment undertaking, including any technique or instrument used to provide protection against exchange and credit risks).
- 15.10 Octopus is responsible for the determination and calculation of the NAV of the Company on a six monthly basis.
- 15.11 The NAV of the Company's investments will be determined by Octopus at least every six months and will be communicated to Shareholders through a Regulatory Information Service. The value of investments will be determined on a fair value basis. In the case of quoted securities, fair value is established by reference to the closing bid price on the relevant date or the last traded

price, depending on convention of the exchange on which the investment is quoted. In the case of unquoted investments, fair value is established by using measures of value such as the price of recent transactions, earnings multiple and net assets. This is consistent with International Private Equity and Venture Capital valuation guidelines.

15.12 The calculation of the NAV per Share would only be suspended in circumstances where the underlying data necessary to value the investments of the Company could not readily, without undue expenditure, be obtained. Details of any suspension in making such calculations will be communicated to Shareholders through a Regulatory Information Service.

#### 16. CORPORATE GOVERNANCE

The UK Corporate Governance Code published by the Financial Reporting Council in April 2014 (the "Code") applies to the Company. The Directors acknowledge the section headed "Comply or Explain" in the preamble to the Code which acknowledges that some provisions may have less relevance for investment companies and, in particular, consider some areas inappropriate to the size and nature of the business of the Companies. Accordingly, the provisions of the Code are complied with save that (i) the Company does not have a chief executive officer or a senior independent director (the Board does not consider this necessary for the size of the Company), (ii) the Company conducts a formal review as to whether there is a need for an internal audit function, however the Directors do not consider that an internal audit would be an appropriate control for a VCT, (iii) the Company does not have a remuneration committee given the size of the Company and as such the Board as a whole deals with any matters of this nature and (iv) as the Company has no major shareholders, the Shareholders are not given the opportunity to meet any non-executive Directors at a specific meeting other than the annual general meeting.

#### 17. TAKEOVERS AND MERGERS

### 17.1 Mandatory takeover bids

The City Code on Takeovers and Mergers (the "Takeover Code") applies to all takeover and merger transactions in relation to the Company, and operates principally to ensure that shareholders are treated fairly and are not denied an opportunity to decide on the merits of a takeover, and that shareholders of the same class are afforded equivalent treatment. The Takeover Code provides an orderly framework within which takeovers are conducted and the Panel on Takeovers and Mergers (the "Panel") has now been placed on a statutory footing. The Takeovers Directive was implemented in the UK in May 2006 and since 6 April 2007 has effect through the CA 2006. The Directive applies to takeovers of companies registered in an EU member state and admitted to trading on a regulated market in the EU or EEA.

The Takeover Code is based upon a number of General Principles which are essentially statements of standards of commercial behaviour. General Principle One states that all holders of securities of an offeree company of the same class must be afforded equivalent treatment and if a person acquires control of a company the other holders of securities must be protected. This is reinforced by Rule 9 of the Takeover Code which requires a person, together with persons acting in concert with him, who acquires shares carrying voting rights which amount to 30% or more of the voting rights to make a general offer. "Voting rights" for these purposes means all the voting rights attributable to the share capital of a company which are currently exercisable at a general meeting. A general offer will also be required where a person who, together with persons acting in concert with him, holds not less than 30% but not more than 50% of the voting rights, acquires additional shares which increase his percentage of the voting rights. Unless the Panel consents, the offer must be made to all other shareholders, be in cash (or have a cash alternative) and cannot be conditional on anything other than the securing of acceptances which will result in the offeror and persons acting in concert with him holding shares carrying more than 50% of the voting rights.

There are not in existence any current mandatory takeover bids in relation to the Company.

### 17.2 Squeeze out

Section 979 of the CA 2006 provides that if, within certain time limits, an offer is made for the share capital of the Company, the offeror is entitled to acquire compulsorily any remaining shares if it has, by virtue of acceptances of the offer, acquired or unconditionally contracted to acquire not less than 90% in value of the shares to which the offer relates and in a case where the shares to which the offer relates are voting shares, not less than 90% of the voting rights carried by those shares. The offeror would effect the compulsory acquisition by sending a notice to outstanding shareholders telling them that it will compulsorily acquire their shares and then, six weeks from the date of the notice, pay the consideration for the shares to the Company to hold on trust for the outstanding shareholders. The consideration offered to shareholders whose shares are compulsorily acquired under the CA 2006 must, in general, be the same as the consideration available under the takeover offer.

#### 17.3 Sell out

Section 983 of the CA 2006 permits a minority shareholder to require an offeror to acquire its shares if the offeror has acquired or contracted to acquire shares in a company which amount to not less than 90% in value of all the voting shares in the company and carry not less than 90% of the voting rights. Certain time limits apply to this entitlement. If a shareholder exercises its rights under these provisions, the offeror is bound to acquire those shares on the terms of the offer or on such other terms as may be agreed.

#### 18. NOTIFICATIONS OF SHAREHOLDINGS

The provisions of DGTR 5 will apply to the Company and its Shareholders. DGTR 5 sets out the notification requirements for Shareholders and the Company where the voting rights of a Shareholder exceed, reach or fall below the threshold of 3% and each 1% thereafter up to 100%. DGTR 5 provides that disclosure by a Shareholder to the Company must be made within two trading days of the event giving rise to the notification requirement and that the Company must release details to a regulatory information service as soon as possible following receipt of a notification and by no later than the end of the trading day following such receipt.

#### 19. GENERAL

- 19.1 The estimated costs and expenses relating to the Offer, assuming full subscription, including the over-allotment facility, all investors being Advised Investors, and all choosing to pay their advisers a 2.5% upfront fee, payable by the Company are estimated to amount to approximately £11 million in aggregate (excluding VAT). On the above assumptions, the aggregate total net proceeds of the Offer, after all fees, is expected to be £189 million.
- 19.2 Grant Thornton UK LLP, chartered accountants of 3140 Rowan Place, John Smith Drive, Oxford Business Park South, Oxford OX4 2WB were the auditor of the Company since its incorporation until 11 November 2013. James Cowper LLP, 3 Wesley Gate, Queen's Road, Reading, Berkshire RG1 4AP have been the auditor since 14 November 2013. James Cowper LLP has given unqualified audit reports on the statutory accounts of the Company for all of the financial years set out in Part Three, within the meaning of Section 495 of the CA 2006. None of those reports contained any statements under Section 237(2) or (3) of the CA 2006. The statutory accounts referred to in Part Three have been delivered to the Registrar of Companies in England and Wales pursuant to Section 242 of the CA 2006. The annual report for the year ended 31 October 2014 was prepared in accordance with United Kingdom Accounting Standards (United Kingdom Generally Accepting Accounting Practice), the fair value rules of the CA 2006 and the Statement of Recommended Practice 'Financial Statements of Investment Trust Companies' and the annual reports for the years ended 31 October 2015 and 31 October 2016 and the interim reports for the 6 month periods ended 30 April 2016 and 30 April 2017 were prepared in accordance with

- Financial Reporting Standard 102 and Financial Reporting Standard 104 Interim Financial Reporting.
- 19.3 The Company shall take all reasonable steps to ensure that its auditors are independent of it and will obtain written confirmation from its auditors that it complies with guidelines on independence issued by its national accountancy and auditing bodies.
- 19.4 Howard Kennedy has given and has not withdrawn its written consent to the issue of this document with the inclusion of its name and references to it in the form and context in which they appear.
- 19.5 The statements attributed to Octopus in this document have been included in the form and context in which they appear with the consent and authorisation of Octopus. Octopus accepts responsibility for those statements, and to the best of the knowledge and belief of Octopus (which has taken all reasonable care to ensure that such is the case) those statements are in accordance with the facts and do not omit anything likely to affect the import of such information.
- 19.6 The Company does not assume responsibility for the withholding of tax at source.
- 19.7 There has been no significant change in the financial or trading position of the Company since 30 April 2017, the date to which the latest unaudited interim financial information has been published, to the date of this document.
- 19.8 There have been no significant factors, whether governmental, economic, fiscal, monetary or political, including unusual or infrequent events or new developments nor any known trends, uncertainties, demands, commitments or events that are reasonably likely to have an effect on the Group's prospects or which have materially affected the Group's income from operations so far as the Company and the Directors are aware.
- 19.9 Shareholders will be informed, by means of the interim and/or annual report or through a Regulatory Information Service announcement, if the investment restrictions which apply to the Company as a VCT detailed in this document are breached.
- 19.10 The Company's capital resources are restricted insofar as they may be used only in putting into effect the Company's investment policy, as set out in this document. There are no firm commitments in respect of any of the Company's principal future investments. As at 30 April 2017, the Company had £33.9 million of uninvested cash which has been retained for working capital and follow-on or new investments.
- 19.11 All Shareholders have the same voting rights in respect of the share capital of the Company. The Company is not aware of any person who, directly or indirectly, exercises or could exercise control over the Company, nor of any arrangements, the operation of which may at a subsequent date result in a change of control of the Company.
- 19.12 The typical investor for whom investment in the Company is designed is a UK income taxpayer over 18 years of age with an investment range of between £3,000 and £200,000 who, having regard to the risk factors set out on pages 15 and 16, considers the investment policy of the Company to be attractive. This may include retail, institutional and sophisticated investors, as well as high net worth individuals who already have a portfolio of non-VCT investments.
- 19.13 The Company does not have any material shareholders with different voting rights.
- 19.14 Application has been made for the admission of the New Shares to be listed on the Official List and application will be made for the New Shares to be admitted to trading on the London Stock Exchange's market for listed securities. The New Shares will be in registered form. If, following issue, recipients of New Shares wish to hold their New Shares in uncertificated form, they should

contact the Company's registrar.

- 19.15 All third party information in this Prospectus has been identified as such by reference to its source and in each instance has been accurately reproduced and, so far as the Company is aware and is able to ascertain from information published by the relevant party, no facts have been omitted which would render the reproduced information inaccurate or misleading.
- 19.16 Pursuant to the investment management agreement, details of which are set out in paragraph 8.5 above, Octopus AIF will procure safe custody to the Company in respect of the un-invested cash, general investment and dealing services on a discretionary basis and other related facilities which may include the following investments: shares in investee companies, debenture stock, loan stock, bonds, units, notes, certificates of deposit, commercial paper or other debt instruments, municipal and corporate issues, depository receipts, cash term deposits, money market securities, unit trusts, mutual funds, OEICs, investment funds and similar funds and schemes in the United Kingdom or elsewhere. These services exclude any transaction in relation to futures and options or other derivative type instruments or commodity (or derivative thereof) by Octopus. Pursuant to the depositary agreement, details of which are set out at paragraph 8.7 above, BNP Paribas Securities Services provides cash monitoring, safekeeping of financial instruments and other assets and oversight duties as well as such other services as agreed by the parties to the depositary agreement.
- 19.17 The existing issued Shares will represent 69.0% of the enlarged ordinary share capital of the Company immediately following completion of the Offer, assuming the Offer is fully subscribed, including the over-allotment facility, with 202,634,245 New Shares being issued at an Offer Price of 98.7p, and on that basis Shareholders who do not subscribe under the Offer will, therefore, be diluted by 31.0%.
- 19.18 The Company and the Directors consent to the use of the Prospectus, and accept responsibility for the content of the Prospectus, with respect to subsequent resale or final placement of securities by financial intermediaries, from the date of the Prospectus until the close of the Offer. The Offer is expected to close on or before 4 September 2018. There are no conditions attaching to this consent. Financial intermediaries may use the Prospectus only in the UK.
- 19.19 In the event of an offer being made by a financial intermediary, the financial intermediary will provide information to investors on the terms and conditions of the offer at the time that the offer is made. Any financial intermediary using the Prospectus has to state on its website that it uses the Prospectus in accordance with the consent and the conditions attached thereto.

### 20. DOCUMENTS AVAILABLE FOR INSPECTION

Copies of the following documents will be available for inspection during normal business hours on any weekday (public holidays excepted) at the registered office of the Company and Howard Kennedy whilst the Offer remains open:

- 20.1 the Articles;
- the half year reports of the Company for the 6 month periods ended 30 April 2016 and 30 April 2017 and its annual accounts for the periods ended 31 October 2014, 31 October 2015 and 31 October 2016;
- 20.3 the Circular; and
- 20.4 this document.

5 September 2017

# **DEFINITIONS**

The following definitions apply throughout this document, unless otherwise expressed or the context otherwise requires:

"2015 Offer"	the offer for subscription by the Company as set out in the prospectus dated 8 September 2015 issued by the Company
"2016 Offer"	the offer for subscription by the Company as set out in the prospectus dated 23 August 2016 issued by the Company
"Acts"	CA 1985 and CA 2006
"Admission"	the admission of New Shares to trading on the London Stock Exchange's main market for listed securities
"Advised Investors"	investors under the Offer who receive advice from their financial intermediaries
"Applicant"	a person applying for New Shares using the Application Form
"Application"	an application for New Shares under the Offer
"Application Form"	the application form relating to the Offer which can be found on the Company's website
"Articles"	the articles of association of the Company
"Board" or "Directors"	the board of directors of the Company
"CA 1985"	Companies Act 1985
"CA 2006"	Companies Act 2006
"Circular"	the circular to Shareholders dated 5 September 2017
"Company"	Octopus Titan VCT plc
"Dividend Reinvestment Scheme" or "DRIS"	the Company's dividend reinvestment scheme, details of which are set out in Part One of this document
"FCA"	the Financial Conduct Authority
"FCA Handbook"	the rules of the FCA as set out in the FCA Handbook of Rules and Guidance as published from time to time
"FSMA"	the Financial Services and Markets Act 2000, as amended
"FUND"	the Investment Funds sourcebook which forms part of the FCA Handbook;
"General Meeting"	the general meeting of the Company to be held on 7 November 2017 (or any adjournment thereof)
"Group"	the Company and its wholly owned subsidiary, Zenith Holding Company Limited, a limited company incorporated in the Cayman Islands whose registered office is at c/o Mourant Ozannes Corporate Services (Cayman) Limited, 94 Solaris Avenue, Cayman Bay, PO Box 1348, Grand Cayman KY1-1108, Cayman Islands

"HMRC"	HM Revenue and Customs
"Howard Kennedy"	Howard Kennedy Corporate Services LLP
"IA 1986"	The Insolvency Act 1986, as amended from time to time
"ITA 2007"	Income Tax Act 2007, as amended from time to time
"Knowledge Intensive Company"	a company satisfying the conditions in Section 331(A) of Part 6 ITA 2007.
"London Stock Exchange"	London Stock Exchange plc
"Market Abuse Regulation"	Market Abuse Regulation (596/2014/EU)
"Money Laundering Regulations"	The Money Laundering, Terrorist Financing and Transfer of Funds (Information on the Payer) Regulations 2017
"NAV"	net asset value
"New Shares"	the Shares being offered under the Offer (and each a "New Share")
"Octopus AIF" or the "Manager"	Octopus AIF Management Limited
"Octopus", the "Portfolio Manager" or the "Receiving Agent"	Octopus Investments Limited
"Octopus VCT"	any venture capital trust (whether it still exists or not) which is, or was at any time, managed by Octopus
"Octopus Ventures"	those members of Octopus who manage the Company's portfolio, whose details are set out on pages 28 to 32
"Offer"	the offer for subscription for New Shares in respect of the tax years 2017/18 and 2018/19 contained in this document
"Offer Price"	the price per New Share, as set out in Part One of this document
"Official List"	the official list maintained by the UK Listing Authority
"Proposals"	the proposals to effect the Offer, and to approve the Resolutions
"Prospectus"	this document
"Prospectus Rules"	the prospectus rules made in accordance with the EU Prospectus Directive 2003/71/EC
"Qualifying Company"	a company satisfying the requirements of Chapter 4 of Part 6 of ITA 2007
"Qualifying Investments"	shares in, or securities of, a Qualifying Company held by a VCT which meets the requirements described in chapter 4 of Part 6 ITA 2007
"Qualifying Subscriber"	an individual who subscribes for New Shares and is aged 18 or over and satisfies the conditions of eligibility for tax relief

	available to investors in a VCT
"Regulatory Information Service"	a regulatory information service that is on the list of regulatory information services maintained by the FCA
"Resolutions"	the resolutions to be proposed at the General Meeting (and each a "Resolution")
"Risk Finance State Aid"	State aid received by a company as defined in Section 280B (4) of ITA 2007
"Scheme" or "Merger"	the merger of the Company with Titan 1, Titan 3, Titan 4 and Titan 5, which completed on 27 November 2014, by means of placing Titan 1, Titan 3, Titan 4 and Titan 5 into members' voluntary liquidation pursuant to Section 110 of IA 1986 and the acquisition by the Company of all of the assets and liabilities of Titan 1, Titan 3, Titan 4 and Titan 5 in consideration for Scheme Shares
"Scheme Shares"	the Shares issued subject to the Scheme (and each a "Scheme Share")
"Shareholders"	holders of Shares, as the context permits (and each a "Shareholder")
"Shares"	ordinary shares of 10p each in the capital of the Company (and each a "Share")
"TCGA 1992"	Taxation of Chargeable Gains Act 1992
"Terms and Conditions"	the terms and conditions of Application, contained in this document on pages 73 to 79
"Titan 1"	Octopus Titan VCT 1 plc (dissolved via members' voluntary liquidation)
"Titan 3"	Octopus Titan VCT 3 plc (dissolved via members' voluntary liquidation)
"Titan 4"	Octopus Titan VCT 4 plc (dissolved via members' voluntary liquidation)
"Titan 5"	Octopus Titan VCT 5 plc (dissolved via members' voluntary liquidation)
"Titan VCTs"	the Company, Titan 1, Titan 3, Titan 4 and Titan 5
"venture capital trust" or "VCTs"	a company which is, for the time being, approved as a venture capital trust as defined by Section 259 of ITA 2007
"VCT Rules"	Part 6 ITA 2007 and every other statute (including any orders, regulations or other subordinate legislation made under them) for the time being in force concerning VCTs as amended from time to time

### **TERMS AND CONDITIONS**

The following terms and conditions apply to the Offer. The section headed "Application Procedure" as set out below also forms part of these terms and conditions of Application.

- 1. The maximum amount to be raised by the Company is £120 million with an over-allotment facility of a further £80 million. Participation by the Company in the Offer is conditional upon the passing by the Shareholders of Resolutions 1 and 3 at the General Meeting. In the event that Resolutions 1 and 3 are not passed at the General Meeting, the Offer will not proceed and Application monies already received by the Company will be returned to investors. The Offer will close once the Company has reached the aggregate maximum number of New Shares which may be issued.
- **2.** The minimum investment is £3,000. There is no maximum investment.
- 3. The contract created with the Company by the acceptance of an Application (or any proportion of it) under the Offer will be conditional on acceptance being given by the Receiving Agents and admission of the New Shares allotted in the Company subject to the Offer to the Official List (save as otherwise resolved by the Board).
- The right is reserved by the Company to present all cheques and banker's drafts for payment on receipt and to retain share certificates and Application monies pending clearance of successful Applicants' cheques and bankers' drafts. The Company may treat Applications as valid and binding even if not made in all respects in accordance with the prescribed instructions and the Company may, at its discretion, accept an Application in respect of which payment is not received by the Company. If any Application is not accepted in full or if any contract created by acceptance does not become unconditional, the Application monies or, as the case may be, the balance thereof (save where the amount is less than the Offer Price of one Share) will be returned (without interest) by returning each relevant Applicant's cheque or banker's draft or by crossed cheque in favour of the Applicant, through the post at the risk of the person(s) entitled thereto. In the meantime, Application monies will be retained by the Receiving Agents in a separate account.
- **5.** By completing and delivering an Application Form, you:
  - I. irrevocably offer to subscribe for New Shares in the Company under the Offer in the monetary amount specified in your Application Form (or such lesser amount for which your Application is accepted), which shall be used to purchase the New Shares at the Offer Price, determined by dividing the most recently announced NAV per Share of the Company by 0.945 to allow for issue costs, on the terms of and subject to this document and subject to the memorandum and articles of association of the Company. Investors who are existing, or who were previously, shareholders of any Octopus VCT will benefit from the costs of the Offer being reduced by 1%, or by 3% if valid applications are received on or before 5pm on 14 November 2017. Other Applicants whose valid applications are received on or before 5pm on 14 November 2017 will benefit from costs of the Offer being reduced by 2%. Applicants will receive these reductions in the form of additional New Shares, which will be paid for by Octopus. Where the Share price for the Company has been declared ex-dividend on the London Stock Exchange, the NAV used for pricing under the Offer will be ex-dividend. In respect of the Offer, the NAV per Share will be rounded up to one decimal place and the number of New Shares to be issued will be rounded down to the nearest whole number (fractions of New Shares will not be allotted);
  - II. agree that your Application may not be revoked and that this paragraph shall constitute a collateral contract between you and the Company which will become binding upon despatch by post to, or (in the case of delivery by hand) on receipt by, the Receiving Agents of your Application Form;

- III. agree and warrant that your cheque or banker's draft may be presented for payment on receipt and will be honoured on first presentation and agree that if it is not so honoured you will not be entitled to receive certificates in respect of the New Shares allotted to you until you make payment in cleared funds for such New Shares and such payment is accepted by the Company in its absolute discretion (which acceptance shall be on the basis that you indemnify it and the Receiving Agents against all costs, damages, losses, expenses and liabilities arising out of or in connection with the failure of your remittance to be honoured on first presentation) and you agree that, at any time prior to the unconditional acceptance by the Company of such late payment, the Company may (without prejudice to its other rights) rescind the agreement to subscribe for such New Shares and may issue such New Shares to some other person, in which case you will not be entitled to any payment in respect of such New Shares, other than the refund to you, at your risk, of the proceeds (if any) of the cheque or banker's draft accompanying your Application, without interest;
- IV. agree that, in respect of those New Shares for which your Application is received and is not rejected, your Application may be accepted at the election of the Company either by notification to the London Stock Exchange of the basis of allocation and allotment, or by notification of acceptance thereof to the Receiving Agents;
- V. agree that any monies refundable to you by the Company may be retained by the Receiving Agents pending clearance of your remittance and any verification of identity which is, or which the Company or the Receiving Agents may consider to be, required for the purposes of the Money Laundering Regulations and that such monies will not bear interest;
- VI. authorise the Receiving Agents to send share certificates in respect of the number of New Shares for which your Application is accepted and/or a crossed cheque for any monies returnable, by post, without interest, to your address set out in the Application Form and to procure that your name is placed on the register of members of the Company in respect of such New Shares;
- VII. agree that all Applications, acceptances of Applications and contracts resulting therefrom shall be governed in accordance with English law, and that you submit to the jurisdiction of the English courts and agree that nothing shall limit the right of the Company or Octopus to bring any action, suit or proceeding arising out of, or in connection with any such Applications, acceptances of Applications and contracts in any other manner permitted by law or any court of competent jurisdiction;
- VIII. confirm that, in making such Application, you are not relying on any information or representation in relation to the Company other than the information contained in this document and accordingly you agree that no person responsible solely or jointly for this document, the cover correspondence or any part thereof or involved in the preparation thereof shall have any liability for such information or representation (save for fraudulent misrepresentation or wilful deceit);
  - IX. irrevocably authorise the Receiving Agents to do all things necessary to effect registration of any New Shares subscribed by or issued to you into your name and authorise any representative of the Receiving Agents to execute any document required therefore;
  - X. agree that, having had the opportunity to read this document, you shall be deemed to have had notice of all information and statements concerning the Company and the Offer contained therein;
  - XI. confirm that you have reviewed the restrictions contained in paragraph 6 below and warrant that you are not a "US Person" as defined in the United States Securities Act of 1933 ("Securities Act") (as amended), nor a resident of Canada and that you are not applying for any Shares with a view to their offer, sale or delivery to or for the benefit of any US Person or a resident of Canada;

- XII. declare that you are an individual aged 18 or over;
- XIII. agree that all documents and cheques sent by post to, by or on behalf of either the Company or the Receiving Agents, will be sent at the risk of the person entitled thereto;
- XIV. agree, on request by the Company or Octopus, to disclose promptly in writing to Octopus, any information which Octopus may reasonably request in connection with your Application including, without limitation, satisfactory evidence of identity to ensure compliance with the Money Laundering Regulations and authorise the Company or Octopus to disclose any information relating to your Application as the Company or Octopus consider appropriate;
- XV. agree that Octopus will not treat you as its customer by virtue of your Application being accepted or owe you any duties or responsibilities concerning the price of the New Shares subject to the Offer or the suitability for you of an investment in New Shares subject to the Offer or be responsible to you for providing the protections afforded to its customers;
- XVI. where applicable, authorise the Company to make on your behalf any claim to relief from income tax in respect of any dividends paid by the Company;
- XVII. declare that the Application Form has been completed to the best of your knowledge;
- XVIII. undertake that you will notify the Company if you are not or cease to be either a VCT qualifying subscriber or beneficially entitled to the New Shares;
- XIX. declare that a loan has not been made to you or any associate, which would not have been made or would not have been made on the same terms, but for you offering to subscribe for, or acquiring, New Shares under the Offer and that such New Shares are being acquired for bona fide commercial purposes and not as part of a scheme or arrangement, the main purpose of which is the avoidance of tax; and
- XX. agree that information provided on the Application Form may be provided to the registrars and Receiving Agents to process shareholdings details and send notifications to you.
- 6. No person receiving a copy of this document, covering correspondence or an Application Form in any territory other than the UK, may treat the same as constituting an invitation or offer to him, nor should he in any event use such Application Form unless, in the relevant territory, such an invitation or offer could lawfully be made to him or such Application Form could lawfully be used without contravention of any regulations or other legal requirements. It is the responsibility of any person outside the UK wishing to make an Application to satisfy himself as to full observance of the laws of any relevant territory in connection therewith, including obtaining any requisite governmental or other consents, observing any other formalities requiring to be observed in such territory and paying any issue, transfer or other taxes required to be paid by such territory.
- 7. The New Shares have not been and will not be registered under the United States Securities Act of 1933, as amended, and may not be offered or sold in the United States of America, its territories or possessions or other areas subject to its jurisdiction (the "USA"). In addition, the New Shares have not been and will not be registered under the United States Investment Company Act of 1940, as amended. Octopus will not be registered under the United States Investment Advisers Act of 1940, as amended. No Application will be accepted if it bears an address in the USA.
- 8. The basis of allocation will be determined by the Company (after consultation with Octopus) in its absolute discretion. The right is reserved by the Board to reject in whole or in part and scale down and/or ballot any Application or any part thereof including, without limitation, Applications in respect of which any verification of identity which the Company or Octopus

consider may be required for the purposes of the Money Laundering Regulations has not been satisfactorily supplied, and to reduce the minimum investment of £3,000. Dealings prior to the issue of certificates for New Shares will be at the risk of Applicants. A person so dealing must recognise the risk that an Application may not have been accepted to the extent anticipated or at all.

### **9.** Money Laundering Regulations

Investors should be aware of the following requirements in respect of the above law.

Under the Money Laundering Regulations, Octopus is required to check the identity of clients who invest over the sterling equivalent of €15,000 (approximately £13,700) or who invest using third party cheques. Octopus may therefore undertake an electronic search for the purposes of verifying your identity. To do so Octopus may check the details you supply against your particulars on any database (public or other) to which Octopus has access. Octopus may also use your details in the future to assist other companies for verification purposes. A record of this search will be retained. If Octopus cannot verify your identity it may ask for a recent, original utility bill and an original HMRC Tax Notification or a copy of your passport certified by a bank, solicitor or accountant from you or a Client Verification Certificate from your IFA.

If within a reasonable period of time following a request for verification of identity, and in any case by no later than 3.00 pm on the relevant date of allotment, Octopus has not received evidence satisfactory to it as aforesaid, Octopus, at its absolute discretion, may reject any such Application in which event the remittance submitted in respect of that Application will be returned to the Applicant (without prejudice to the rights of the Company to undertake proceedings to recover any loss suffered by it as a result of the failure to produce satisfactory evidence of identity).

Your cheque or bankers' draft must be drawn in sterling on an account at a branch (which must be in the United Kingdom, the Channel Islands or the Isle of Man) of a bank which is either a member of the Cheque and Credit Clearing Company Limited or the CHAPS Clearing Company Limited, a member of the Scottish Clearing Banks Committee or the Belfast Clearing Committee or which has arranged for its cheques or bankers' drafts to be cleared through facilities provided for by members of any of those companies or associations and must bear the appropriate sorting code in the top right hand corner. The right is reserved to reject any Application Form in respect of which the cheque or bankers' draft has not been cleared on first presentation.

### 10. Costs of the Offer

For all investors, the Offer Price will be determined by a formula reflecting the NAV per Share adjusted for an allowance for the majority of the costs of the Offer.

### The formula is: the most recently announced NAV per Share, divided by 0.945.

Investors who are existing, or who were previously, shareholders of any Octopus VCT will benefit from the costs of the Offer being reduced by 1%, or by 3% if valid applications are received on or before 5pm on 14 November 2017. Other Applicants whose valid applications are received on or before 5pm on 14 November 2017 will benefit from costs of the Offer being reduced by 2%. Applicants will receive these reductions in the form of additional New Shares, which will be paid for by Octopus.

In consideration for promoting the Offer, the Company will pay an initial charge of 3% of the gross sums invested in the Offer to Octopus. This is payable in the same way on all subscriptions to the Offer. From this sum Octopus will discharge all external costs of advice and

their own costs in respect of the Offer. In addition, there are then four categories of options, which are determined by the circumstances of each investor and their explicit instructions, in respect of which payments can be made to advisers and other intermediaries. These are as follows:

### 1) A direct investment

Investors who have not invested their money through a financial intermediary/adviser and have invested directly into the Company.

In consideration for promoting the Offer, if an application is made directly (not through an intermediary) then the Company will pay Octopus an additional initial charge of 2.5% of the investment amount and an additional annual ongoing charge of 0.5% of the investment amount's latest NAV for up to nine years, provided the investor continues to hold the Shares.

### 2) An advised investment where advice is received for an upfront fee with an ongoing adviser charge

Investors who have invested in the Offer through a financial intermediary/adviser and have received upfront advice and will receive ongoing advice.

The Company can facilitate a payment on behalf of an investor to an intermediary/adviser (an 'initial adviser charge') of up to 2.5% of the investment amount. If the investor has agreed with his/her intermediary/adviser to pay a lower initial adviser charge, the balance (up to a maximum of 2.5%) will be used for the issue and allotment of New Shares for the investor, issued at the most recently announced NAV per Share, divided by 0.945 as set out above.

The Company can also facilitate annual payments to an intermediary/adviser ('ongoing adviser charges') in respect of ongoing advisory services provided by the intermediary/adviser to the investor of up to 0.5% per annum of the investment amount's latest NAV for up to nine years whilst the investor continues to hold the Shares. If the investor chooses to pay their adviser less than 0.5% annually, the remaining amount will be used for the issue and allotment of additional New Shares for the investor, at the then most recently announced NAV per Share. Any residual amount less than the cost of a New Share will be donated to a charity approved by the Board.

If the investor terminates their relationship with the intermediary/adviser then the Company will not make any further payments of ongoing adviser charges to that intermediary/adviser. The Company will facilitate ongoing adviser charges to a new adviser if an investor changes their adviser and requests the ongoing adviser charge to be paid to their new adviser.

### An advised investment where advice is received for an upfront fee with no ongoing adviser charge

Investors who have invested in the Offer through a financial intermediary/adviser and have received upfront advice including investors who are investing through intermediaries/advisers using financial platforms.

Where an investor agreed to an upfront fee only, the Company can facilitate a payment of an initial adviser charge of up to 4.5% of the investment amount. If the investor chooses to pay their intermediary/adviser less than the maximum initial adviser charge, the remaining amount

will be used for the issue and allotment of additional New Shares for the investor, issued at the most recently announced NAV per Share, divided by 0.945 as described above. In these circumstances the Company will not facilitate ongoing annual payments.

In both cases (2) or (3), should the investor choose to pay the adviser more than 2.5% or 4.5% respectively, the excess amount will have to be settled by the investor directly with the adviser.

### 4) A non-advised investment using an intermediary

Investors who have invested their money through a financial intermediary and have not received advice.

An initial commission of up to 2.5% of the investment will be paid by the Company to the intermediary. An annual ongoing charge of 0.5% of the investment amount's latest NAV will be paid by the Company to the intermediary. Such commission will be available for up to nine years provided that the intermediary continues to act for the investor and the investor continues to be the beneficial owner of the Shares.

These charges may, according to the proportion of Advised Investors where advice is received for an upfront fee only, create some limited reduction of the NAV per Share immediately subsequent to subscriptions in the Offer being made. This effect will be mitigated and is ultimately expected to be more than compensated, for continuing investors, by the expected benefits derived from a larger pool of investable funds and the financial benefit in subsequent periods of the absence of ongoing adviser charges in respect of such investments.

The reinvestment arrangements relating to ongoing adviser charges which are described above will only operate for so long as an investor remains the holder of the New Shares. Any purchaser of those Shares will not benefit from the reinvestment arrangements set out above irrespective of the adviser charges which they have agreed with their adviser. This therefore means that any purchaser of Shares will not benefit from the issue or allotment of any additional New Shares under the arrangements set out above.

Any additional New Shares which are issued under the arrangements which are described above will be issued in full and final satisfaction of any cash sums which would otherwise be due to the investor. The Company does not hereby accept or assume or undertake any liability or obligation of any nature whatsoever to any adviser as regards the payment of any adviser charges (whether such charges are initial adviser charges or ongoing adviser charges). The role of the Company is simply to facilitate such payments to the extent permitted by applicable rules and regulations.

The above payments are subject to any future changes in the applicable rules and regulations.

### Example

On the assumption that an investor does not receive any advice in respect of their Application, an illustration of the pricing formula for an aggregate investment of £10,000 under the Offer (using the most recently published unaudited NAV of the Company as at the date of this document) is set out below:

Unaudited NAV as at the date of the Prospectus (p)	Offer Price (p)	Application (£)	Number of New Shares to be allotted
93.2	98.7	£10,000	10,131

The Offer Price may vary between allotments based on the movement in the published NAV of the Shares. The cost of the Offer is capped at 7.5%. Octopus has agreed to indemnify the Company against the costs of the Offer in excess of this amount.

### ANNEX I

### TERMS AND CONDITIONS OF THE DIVIDEND REINVESTMENT SCHEME (THE "DRIS") OF THE COMPANY

- Elections to participate in the Scheme should be addressed to the Scheme administrator, Computershare Investor Services plc ("Scheme Administrator") in accordance with condition 11 and will only be effective for dividends to be paid 15 days following receipt of the election by the Scheme Administrator.
- (a) The Company, acting through the Scheme Administrator, shall have absolute discretion to accept or reject elections. An applicant shall become a member of the Scheme upon acceptance of his or her election by the Scheme Administrator on the Company's behalf ("Participants"). The Scheme Administrator will provide written notification if an election is rejected. Only registered shareholders of the Company ("Shareholders") may join the Scheme.
  - (b) The Company shall apply dividends to be paid to Participants on ordinary shares in the Company ("Ordinary Shares") in respect of which an election has been made in the allotment of further Ordinary Shares. The Scheme Administrator shall not have the discretion, and Participants may not instruct the Scheme Administrator, to apply those dividends ("funds") towards any investments other than investment in Ordinary Shares as set out in this condition 2(b).
  - (c) Participants who are Shareholders may only participate in the Scheme if all Ordinary Shares registered in their name are mandated to the Scheme.
  - (d) By joining the Scheme, Participants instruct the Scheme Administrator that the mandate will apply to the full number of Ordinary Shares held by them in respect of which the election is made, as entered onto the share register of the Company from time to time.
  - (e) In relation to new Ordinary Shares to be allotted in relation to a dividend such Ordinary Shares will only allotted to the registered Shareholder and not any beneficial holder. Nominee Participants shall not be entitled to instruct the Scheme Administrator to allot Ordinary Shares to a beneficial holder (and Participants are advised to read condition 15 in respect of the consequences for VCT Tax reliefs).
- 3. (a) On or as soon as practicable after a day on which a dividend on the Ordinary Shares is due to be paid to a Participant or, if such day is not a dealing day on the London Stock Exchange, the dealing day thereafter ("Payment Date"), the Participant's funds held by the Company shall, subject to conditions 9, 10 and 19 below and the Company having the requisite shareholder authorities to allot Ordinary Shares, be applied on behalf of that Participant to subscribe for the maximum number of whole new Ordinary Shares which can be allotted with the funds.
  - (b) The number of Ordinary Shares to be allotted to a Participant pursuant to condition 3(a) above shall be calculated by dividing the Participant's funds by the greater of (i) the last published net asset value per existing Ordinary Share, (ii) the mid market price per Ordinary Share as quoted on the London Stock Exchange at the close of business on the 10th business day preceding the date of issue of such Ordinary Shares and (iii) Ordinary Shares will not be allotted at less than their nominal value.
  - (c) Fractional entitlements will not be allotted and any residual cash balance of less than the amount required to subscribe for a further new Ordinary Share, as set out in 3(b) above will be donated to a registered charity at the discretion of the Board.
  - (d) The Company shall not be obliged to allot Ordinary Shares under the Scheme to the extent that the total number of Ordinary Shares allotted by the Company pursuant to

- the Scheme in any financial year would exceed 10% of the aggregate number of Ordinary Shares on the first day of such financial year.
- (e) The Company shall immediately after the subscription of Ordinary Shares in accordance with the condition at 3(a) above take all necessary steps to ensure that those Ordinary Shares shall be admitted to the Official List and to trading on the premium segment of the main market of the London Stock Exchange, provided that at the time of such subscription the existing Ordinary Shares in issue are so admitted to the Official List and to trading on the premium segment of the main market of the London Stock Exchange.
- 4. The Scheme Administrator shall as soon as practicable after the allotment of Ordinary Shares in accordance with condition 3 procure (i) that the Participants are entered onto the Share Register of the Company as the registered holders of those Ordinary Shares (ii) that share certificates (unless such Ordinary Shares are to be uncertified) and, where applicable, income tax vouchers ("Tax Vouchers") are sent to Participants at their own risk and (iii) that Participants receive a statement detailing:
  - (a) the total number of Ordinary Shares held at the record date for which a valid election was made;
  - (b) the number of Ordinary Shares allotted;
  - (c) the price per Ordinary Share allotted;
  - (d) the cash equivalent of the Ordinary Shares allotted; and
  - (e) the date of allotment of the Ordinary Shares;
- 5. All costs and expenses incurred by the Scheme Administrator in administering the Scheme will be borne by the Company.
- 6. Each Participant warrants to the Scheme Administrator that all information set out in the application form (including any electronic election) on which the election to participate in the Scheme is contained is correct and to the extent any of the information changes he or she will notify the changes to the Scheme Administrator and that during the continuance of his or her participation in the Scheme he or she will comply with the provisions of condition 7 below.
- 7. The right to participate in the Scheme will not be available to any person who is a citizen, resident or national of, or who has a registered address in, any jurisdiction outside the UK unless such right could properly be made available to such person. No such person receiving a copy of the Scheme documents may treat them as offering such a right unless an offer could properly be made to such person. It is the responsibility of any Shareholder wishing to participate in the Scheme to be satisfied as to the full observance of the laws of the relevant jurisdiction(s) in connection therewith, including obtaining any governmental or other consents which may be required and observing any other formalities needing to be observed in any such jurisdiction(s).
- 8. Participants acknowledge that the Scheme Administrator is not providing a discretionary management service. Neither the Scheme Administrator nor the Company shall be responsible for any loss or damage to Participants as a result of their participation in the Scheme unless due to the negligence or wilful default of the Scheme Administrator or the Company or their respective employees and agents.
- 9. Participants may:
  - (a) at any time by notice to the Scheme Administrator terminate their participation in the Scheme and withdraw any funds held by the Company on their behalf; and

(b) in respect of Ordinary Shares they hold as nominee and subject to condition 2(e), give notice to the Scheme Administrator that, in respect of a forthcoming Payment Date, their election to receive Ordinary Shares is only to apply to a specified amount due to the Participant as set out in such notice.

Such notices shall not be effective in respect of the next forthcoming Payment Date unless it is received by the Scheme Administrator at least 15 days prior to such Payment Date. In respect of notices under (a) above, such notice will be deemed to have been served where (i) the Participant ceases to hold any Ordinary Shares or (ii) the Participant applies for further Ordinary Shares under a prospectus or top-up offer document issued by the Company, and indicates on the relevant application form applying that they do not want the shares to be issued to them to be subject to the Scheme (upon which their existing participation in the Scheme in relation to all their Ordinary Shares shall be deemed to terminate in accordance with (a) above). Upon receipt of notice of termination, all funds held by the Company on the Participant's behalf shall be returned to the Participant as soon as reasonably practical at the address set out in register of members, subject to any deductions which the Company may be entitled or bound to make hereunder.

- 10. The Company shall be entitled at its absolute discretion, at any time and from time to time to:
  - (a) suspend the operation of the Scheme;
  - (b) terminate the Scheme without notice to the Participants; and/or
  - (c) resolve to pay dividends to Participants partly by way of cash and partly by way of new Ordinary Shares pursuant to the Scheme.
- 11. Participants who wish to participate in the Scheme in respect of new Ordinary Shares to be issued pursuant to a prospectus or top-up offer document may tick the relevant box on the applicable application form.

Participants who wish to participate in the Scheme and who already have Ordinary Shares issued to them held in certificated form, i.e. not in CREST, should complete and sign a Mandate Form and return it no later than 15 days prior to the dividend payment date to Computershare Investor Services plc, The Pavilions, Bridgwater Road, Bristol BS99 6ZY. Personalised Mandate Forms can be obtained from Computershare Investor Services plc at the address above or by telephoning 0370 703 6324. Calls to this number cost the same as a normal local or national landline call and may be included in your service providers tariff. Calls outside the United Kingdom will be charged at the applicable international rate. Computershare Investor Services PLC are open between 8.30 am – 5.30 pm, Monday to Friday excluding public holidays in England and Wales. Please note that Computershare Investor Services PLC cannot provide any financial, legal or tax advice and calls may be monitored for security and training purposes.

Participants who wish to participate in the Scheme and who already have Ordinary Shares issued to them held in uncertificated form in CREST (and was in uncertificated form as at the relevant record date), the Participants can only elect to receive a dividend in the form of new Ordinary Shares by means of the CREST procedure to effect such an election for the Company. No other method of election will be permitted under the Scheme and will be rejected. By doing so, such Shareholders confirm their election to participate in the Scheme and their acceptance of the Scheme terms and conditions. If a Participant is a CREST sponsored member, they should consult their CREST sponsor, who will be able to take appropriate action on their behalf. All elections made via the CREST system should be submitted using the Dividend Election Input Message in accordance with the procedures as stated in the CREST Reference Manual. The Dividend Election Input Message submitted must contain the number of Ordinary Shares on which the election is being made. If the relevant field is left blank or completed with zero, the election will be rejected. If a Participant enters a number of

Ordinary Shares greater than the holder in CREST on the relevant record date for dividend the system will automatically amend the number down to the record date holding. When inputting the election, a 'single drip' election should be selected (the Corporation Action Number for this can be found on the CREST GUI). Evergreen elections will not be permitted. Participants who wish to receive new Ordinary Shares instead of cash in respect of future dividends, must complete a Dividend Election Input Message on each occasion otherwise they will receive the dividend in cash. Elections via CREST should be received by CREST no later than 5.00 p.m. on such date that is at least 15 days before the dividend payment date for the relevant dividend in respect of which you wish to make an election. Once an election is made using the CREST Dividend Election Input Message it cannot be amended. Therefore, if a CREST Shareholder wishes to change their election, the previous election would have to be cancelled.

- 12. A written mandate form will remain valid for all dividends paid to the Participant by the Company until such time as the Participant gives notice in writing to the Scheme Administrator that he no longer wishes to participate in the Scheme.
- 13. The Company shall be entitled to amend the Scheme Terms and Conditions on giving one month's notice in writing to all Participants. If such amendments have arisen as a result of any change in statutory or other regulatory requirements, notice of such amendment will not be given to Participants unless in the Company's opinion the change materially affects the interests of the Participants. Amendments to the Scheme Terms and conditions which are of a formal, minor or technical nature or made to correct a manifest error and which do not adversely affect the interests of Participants may be effected without notice.
- 14. By ticking the relevant election box and completing and delivering the application form the Participant:
  - (a) agrees to provide the Company with any information which it may request in connection with such application and to comply with legislation relating to venture capital trusts or other relevant legislation (as the same may be amended from time to time); and
  - (b) declares that a loan has not been made to the Participant on whose behalf the Ordinary Shares are held or any associate of either of them, which would not have been made or not have been made on the same terms but for the Participant electing to receive new Ordinary Shares and that the Ordinary Shares are being acquired for bona fide investment purposes and not as part of a scheme or arrangement the main purposes of which is the avoidance of tax.
- 15. Elections by individuals for Ordinary Shares should attract applicable VCT tax reliefs (depending on the particular circumstances of an individual) for the tax year in which the Ordinary Shares are allotted provided that the issue of Ordinary shares under the Scheme is within the investor's annual £200,000 limit. Participants and beneficial owners are responsible for ascertaining their own tax status and liabilities and neither the Scheme Administrator nor the Company accepts any liability in the event that tax reliefs are not obtained. The Tax Voucher can be used to claim any relevant income tax relief either by obtaining from the HM Revenue & Customs an adjustment to the Participant's tax coding under the PAYE system or by waiting until the end of the year and using the Self Assessment Tax Return.
- 16. The Company will, subject to conditions 9, 10 and 19, issue Ordinary Shares in respect of the whole of any dividend payable (for the avoidance of doubt, irrespective of whether the amount of allotment is greater than any maximum limits imposed from time to time to be able to benefit from any applicable VCT tax reliefs) unless the Scheme Administrator has been notified to the contrary in writing at least 15 days before a Payment Date.
- 17. Shareholders electing to receive Ordinary Shares rather than a cash dividend will be treated

- as having received a normal dividend. Shareholders qualifying for VCT tax reliefs should not be liable to income tax on shares allotted in respect of dividends from qualifying VCT shares.
- 18. For capital gains tax purposes, Shareholders who elect to receive Ordinary Shares instead of a cash dividend are not treated as having made a capital disposal of their existing Ordinary Shares. The new Ordinary Shares will be treated as a separate asset for capital gains purposes.
- 19. The Company shall not be obliged to accept any application or issue Ordinary Shares hereunder if the Directors so decide in their absolute discretion. The Company may do or refrain from doing anything which, in the reasonable opinion of the Directors, is necessary to comply with the law of any jurisdiction or any rules, regulations or requirements of any regulatory authority or other body, which is binding upon the Company or the Scheme Administrator.
- 20. The amount of any claim or claims a Participant has against the Company or the Scheme Administrator shall not exceed the value of such Participant's Ordinary Shares in the Scheme. Nothing in these Scheme Terms and Conditions shall exclude the Company or the Scheme Administrator from any liability caused by fraud, wilful default or negligence. Neither the Company nor the Scheme Administrator will be responsible for:
  - (a) acting or failing to act in accordance with a court order of which the Scheme Administrator has not been notified (whatever jurisdiction may govern the court order); or
  - (b) forged or fraudulent instructions and will be entitled to assume that instructions received purporting to be from a Shareholder (or, where relevant, a nominee) are genuine; or
  - (c) losses, costs, damages or expenses sustained or incurred by a Shareholder (or, where relevant, a nominee) by reason of industrial action or any cause beyond the control of the Company or the Scheme Administrator, including (without limitation) any failure, interruption or delay in performance of the obligations pursuant to these Scheme Terms and Conditions resulting from the breakdown, failure or malfunction of any telecommunications or computer service or electronic payment system or CREST; or
  - (d) any indirect or consequential loss.
- 21. These Scheme Terms and Conditions are for the benefit of a Participant only and shall not confer any benefits on, or be enforceable by, a third party and the rights and/or benefits a third party may have pursuant to the Contracts (Rights of Third Parties) Act 1999 are excluded to the fullest possible extent.
- 22. All notices and instructions to be given to the Scheme Administrator shall be in writing and delivered or posted to Computershare Investor Services plc, The Pavilions, Bridgwater Road, Bristol BS99 6ZY.
- 23. These Scheme Terms and Conditions shall be governed by, and construed in accordance with, English law and each Participant submits to the jurisdiction of the English courts and agrees that nothing shall limit the right of the Company to bring any action, suit or proceeding arising out of or in connection with the Scheme in any other manner permitted by law or in any court of competent jurisdiction.

Shareholders who are in any doubt about their tax position should consult their independent financial adviser.

### LIST OF ADVISERS TO THE COMPANY

	To a sure
Investment Manager	Octopus AIF Management Limited
	33 Holborn
	London
	EC1N 2HT
Portfolio Manager,	Octopus Investments Limited
Administrator and	33 Holborn
Receiving Agents	London
	EC1N 2HT
Company Secretary	Nicola Board ACIS
Auditor	James Cowper LLP
	3 Wesley Gate
	Queen's Road
	Reading
	Berkshire
	RG1 4AP
Solicitor	Howard Kennedy LLP
Solicitor	1 London Bridge
	London
	SE1 9BG
	321 350
Sponsor	Howard Kennedy Corporate Services LLP
	1 London Bridge
	London
	SE1 9BG
Tax Adviser to the Offer	Philip Hare & Associates LLP
	Suite C
	First Floor
	4-6 Staple Inn
	London
	WC1V 7QH
Registrars	Computershare Investor Services plc
	The Pavilions
	Bridgwater Road
	Bristol BS99 6ZY
VCT Tax Adviser	PricewaterhouseCoopers LLP
	1 Embankment Place
	London
	WC2N 6RH
Depositary	BNP Paribas Securities Services
. ,	10 Avenue
	London
	NW1A 6AA
1	





### How to complete this application form

Please make sure you answer all the questions marked with an '\*'. Leave blank any boxes that don't apply to you. Once completed, please send this form – along with your investment – to: Octopus Investments Limited, PO Box 10847, Chelmsford CM99 2BU.

Before completing this application form, you should read the prospectus dated 5 September 2017, which includes the Terms and Conditions of the Offer. The Offer will close at 12 noon on 4 September 2018 unless closed sooner.

Please note that HM Revenue & Customs (HMRC) places restrictions on buying and selling shares in the same VCT within a six-month period. This means that if you have sold, or will sell, existing shares in Octopus Titan VCT within the six months before or after this investment, you will not be able to claim any upfront tax relief.

Section 1–About the i	nvestor					
* Title						
(Mr/Mrs/Miss/Ms/Other)						
* First name(s)						
* Last name						
* Are you an existing Octopus client?	Yes No					
* Country of birth						
* Country(ies) of citizenship						
* Nationality						
<b>* Date of birth</b> DD MM YYYY						
* National Insurance number						
* Telephone numbers	Country code Telephone number					
	Primary:					
	Secondary:					
* Email address						
* Address line 1						
Address line 2						
+ T (C')						
* Town/City						
County						
* Country						
* Postcode						
* Information from Octopus	Octopus may occasionally send you information that we believe to be of interest to you, e.g. newsletters. If you don't want to receive such information, please tick the box.					
	The printing and postage costs of sending out Octopus Titan VCT Annual and Interim reports are paid for by the VCT itself. Therefore, to reduce waste and to help cut costs, we will automatically send these to you electronically via the email address you give us. Please tick the box if you would prefer to receive these reports by post. You can update your preference at any time by calling us on <b>0800 316 2295</b> .					

Section 2 – About the	investment										
* Payment options	Investing via a one-off payment into the current ta complete <b>Section 2.1</b> .	x year (2017/18), the next tax year (2018/19), or both - please									
	Investing via monthly Direct Debit – please comple	te <b>Section 2.2</b> .									
	You can choose to invest in the current tax year (2017/18), the next tax year (2018/19), or both. Please indicate the amount(s) in the relevant box(es). The minimum investment is £3,000 and the maximum investment still qualifying for tax relief is £200,000 in any one tax year.										
	2017/18 £	2018/19 £									
	If your investment is for the 2018/19 tax year, we will ho	ld your investment in cash until that time.									
	Bank transfer										
	Please transfer your funds to the following account after first sending in your completed application form, making sure that you <b>reference the payment with your surname and initials</b> :										
	Account name: Octopus Titan VCT - Application Sort code: 40-03-28 Bank: H	ns HSBC									
		Holborn									
	Payments need to come from your personal accou (We do not accept payments from business accou										
	Cheque/banker's draft										
		nt, made payable to 'Octopus Titan VCT - Applications'. We rd parties (including your spouse) or post-dated cheques. specifically mention the investor's name.									
2.2 Monthly contribution	Direct Debit										
	You can choose to invest by monthly Direct Debit. To do so, please fill in the monthly Direct Debit amount below and complete <b>Section 8</b> of the application form. Money will be collected on or around the 14th day of the month. You can cancel your Direct Debit at any time by giving us a call on <b>0800 316 2295</b> . Just let us know before the first day of the month in order for us to cancel that month's collection. More details can be found on the 'Three ways to invest' flyer, and the full Direct Debit guarantee is available at the back of the application form.										
	Monthly Direct Debit amount <b>£</b>	(minimum £1,000)									
Section 3 – Dividend re	einvestment or payment										
		litional VCT shares, or received as cash payments into your u select the dividend payment option, please complete the									
(You must select one of	Reinvest dividends	Pay out dividends									
these two options)	By completing this section, you confirm that you've read and understood the Terms and Conditions of the	Please provide details of the bank account you would like future dividends to be paid into (the bank									
	Dividend Reinvestment Scheme as set out in Annex 1 of the prospectus.	account must be in your name). Sort code									
	Please note that reinvested dividends will count toward	s									
	your £200,000 annual VCT allowance – the amount on which you can claim tax relief.	Account number									
		Account holder name									
	If you are an existing Octopus Titan VCT sharehold here overrides any previous dividend instructions your Titan VCT investments.	er, your instruction to reinvest or pay out dividends ou have given us relating to existing Octopus									

If you are a direct investor, please go straight to Section 5.1.

However, we always recommend you talk to a qualified financial adviser before making any investment decision.

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Section 4-Adviser/intermediary details (to be completed by your adviser/intermediary)  Company Hargreaves Lansdown  Title (Mr/Mrs/Miss/Ms/Other)  First name(s) Ella  Last name Sibthorpe  Telephone 0117 900 9000  * Email address ella.sibthorpe@hl.co.uk														
Company	Har	Hargreaves Lansdown												
Title														
(Mr/Mrs/Miss/Ms/Other)														
First name(s)	Ella	1												
Last name	Sib	thorp	е											
Telephone	011	7 900	900	0										
* Email address	ella	.sibtl	horpe	e@hl.	.co.u	k								
* Address	One	e Col	lege	Squa	re S	outh	or Road							
	Bris	stol												
* Country	Uni	ted K	(ingd	lom				Postcoo	le B	s	1	5	Н	L
* Company FCA number	1	1	5	2	4	8	* Adviser FC	· A						
* Are you part of a		No					Adviser i	Allullibei						
network/service provider?			please	e give	us th	e ne	ervice provider name							
Network/service provider FCA number														
ection 5 – Adviser/int	term	nedio	ary į	payr	men	t								
* What type of investment is this?	All Octopus fees and charges are outlined in both the prospectus and the brochure. The VCT can also facilitate payments to your financial adviser/intermediary. Please complete either Section 5.1, 5.2, 5.3 or													
Complete one section only)		i.4. Failure to complete this section correctly could result in delays to your investment. If you have any juestions, please call us on 0800 316 2295.												
5.1		This is a direct investment with no adviser or intermediary involved												
5.2							esidency Status.							
5.2							th an initial adviser charges		_	_		_	havo	
	agre	ed wi	ith yo	ur ad	viser 1	that	ges and/or ongoing charges not paying the maximum a	vailable advise						will
	be re	ebate	d to y		my c		, as outlined in the prospec	tus.						
	Initio	al:					% (maximum availa	ble charge of	2.5%)	)				
	Ong	oing:					% (maximum availa	ble charge of	0.5%	)				
5.3		This is an advised investment with an initial adviser charge and no ongoing adviser charge												
	not	Please indicate the level of initial adviser charge you have agreed with your adviser. If you have agreed that you are not paying the maximum available adviser charge, the remaining amount will be rebated to you as additional shares,												
	as o	utline	d in tl	he pro	ospec my c									
	Initio	al:		10	iiiy c	10 113	% (maximum availa	ble charae of	4.5%	)				
5.4	<b>√</b> 1	This is	s a no	n-ad	lvisec	l inv	t through an intermediary				ved fina	ncial c	ıdvice	
			nmissi				% Ongoing o				).5		%	
	Standard terms will apply if left blank. Commission should not exceed our standard terms (given in the Octopus Titan VCT prospectus and brochure), otherwise this form may be rejected. If your execution-only intermediary chooses not to take any upfront commission, this amount will instead be used to buy additional VCT shares for you.													
Special instructions		tallo diliy apinoni commission, and amount will instead be used to buy additional veri shares for you.												

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Octopus-VCT-

Section 6–Tax residen	cy status					
* 6.1	We are legally required to collect information about the tax residency and classifications of each investor. This information may be shared with HMRC, and may be transferred to the government of another territory in accordance with relevant agreements. For further information, please visit <b>octopusinvestments.com/reportingforms</b> .  Are you a tax resident, or do you complete tax returns in any country other than the UK?  No – please go straight to <b>Section 7</b> .  If your country of birth or country of citizenship is outside of the UK, please send us a certified copy of a valid UK ID, such as a UK driving licence or passport, or a certified letter from HMRC, to confirm your UK tax residency status.  Yes – please complete the table below.					
6.2	Please list the country (ies), other than the UK, in which you are resident for tax purposes. Please provide the Taxpayer Identification Number (TIN) or functional equivalent for each country, or tick the relevant box if the country does not provide a TIN.  Country  Taxpayer Identification Number (TIN)  TIN not available					
Section 7-Investor de	claration					
	By signing this form, I HEREBY DECLARE THAT:  1. My decision to invest has been made on the basis of the information in the Octopus Titan VCT prospectus.  2. I agree with the best execution policy available at <b>octopusinvestments.com</b> .  3. I have read and understood the Octopus conflicts of interest.  4. I have provided accurate information, to the best of my knowledge.  5. I consent to Octopus facilitating my adviser's fees and charges as set out in <b>Section 5</b> .					
* Investor name						
* Investor signature						
<b>* Date signed</b> DD MM YYYY						

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# octopusinvestments



### Instruction to your bank or building society

Section 8 – Instruction to your bank or building society									
Please only complete this section if you are setting up a Direct Debit.  Send this section to: Octopus Titan VCT plc, PO Box 10847, Chelmsford CM99 2BU.									
<b>To the manager:</b> Bank or building society name	Please pay Octopus Titan VCT plc Direct Debits from the account detailed in this Instruction subject to the safeguards assured by the Direct Debit Guarantee. I understand that this Instruction may remain with Octopus Titan VCT plc, and if so,								
Branch address	details will be passed electronically to my bank/building society.  Signature								
Postcode Name(s) of account holder(s)	Date signed  DD/MM/YYYY								
Account number  Branch sort code  Service user number  5 0 8 7 4 3  Reference number (for Octopus Investments use only)	Banks and building societies may not accept Direct Debit Instructions for some types of accounts.								



This guarantee should be detached and retained by the Payer.

## DIRECT Debit

### The Direct Debit Guarantee

- This Guarantee is offered by all banks and building societies that accept instructions to pay Direct Debits.
- If there are any changes to the amount, date or frequency of your Direct Debit, Octopus Titan VCT plc will notify you 10 working days in advance of your account being debited, or as otherwise agreed. If you request Octopus Titan VCT plc to collect a payment, confirmation of the amount and date will be given to you at the time of the request.
- If an error is made in the payment of your Direct Debit, by Octopus Titan VCT plc or your bank or building society, you are entitled to a full and immediate refund of the amount paid from your bank or building society if you receive a refund you are not entitled to, you must pay it back when Octopus Titan VCT plc asks you to.
- You can cancel a Direct Debit at any time by writing to your bank or building society. Written confirmation may be required. Please also notify us.



### To help us get your investment up and running as quickly as possible, please review this checklist before sending your application.

You have arranged for a payment as per <b>Section 2</b> .	
You've signed and dated where indicated in <b>Section 7</b> .	
If you are paying by Direct Debit, you have signed and completed the Direct Demandate form in <b>Section 8</b> .	bit
Once complete, please send your application form to:	

Octopus Investments Limited PO Box 10847 Chelmsford CM99 2BU



### What happens next?

- 1 We'll let you know when we've received your funds and application form, and whether we need any further information from you.
- 2 After that, we will allot your VCT shares at the next available date. These dates are usually listed on our website. This process can take several months, but we always aim for shares to be allotted in the same tax year as the application was made.
- 3 We'll write to let you know when your shares have been allotted. We'll also enclose your share and income tax certificates.
- 4 After that, as a shareholder, you'll receive annual and half-yearly reports containing the full financial statements for your VCT: these include updates from the Chairman of the VCT and Octopus, the fund manager.



### Got any questions?

We don't offer financial or tax advice, which is why we always recommend talking to a qualified financial adviser before making any investment decisions. However, if you have any other questions about Octopus Titan VCT, please call us on **0800 316 2295**. We're always happy to hear from you.

# Octopus Titan VCT Send completed form to: Octopus Investments PO Box 10847 Chelmsford CM99 2BU 0800 316 2295 clientrelations@octopusinvestments.com octopusinvestments.com Issued by Octopus Investments Limited, which is authorised and regulated by the Financial Cond Registered office: 33 Holborn, London, EC1N 2HT. Registered in England and Wales No. 03942880. CAM05464-1709