

Albion News

Summer 2020

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AlbionCapital

Thoughts from our Managing Partner

A great deal has happened since the last Albion News, the onset of the Covid-19 pandemic has resulted in the world being a very different place.

We hope that our shareholders, friends and their families are weathering these difficult times and importantly have remained healthy.

Albion went into lockdown early in March and thanks to our business continuity planning and investment in IT infrastructure, we were set up well to cope with the new ways of working. My thanks go to the Albion team for their support and commitment to offering as seamless a service as possible to our shareholders.

Our priority, since lock down, has been to support our existing portfolio and it's pleasing to see that the resilience of our investments in renewable energy, business-to-business software, financial technology and healthcare demonstrated the importance of building an all-weather portfolio.

Inevitably there are a few businesses that are experiencing difficulties, particularly those that are consumer facing such as our wedding venue. As we see lock down now easing we are confident that such business will, in time, bounce back.

Encouragingly, we have not stopped investing during lock down making three exciting new investments, Credit Kudos, TransFICC and Concirrus and the pipeline of further new investments continues to build.

We have been immensely proud of how our portfolio companies quickly adapted their businesses to respond to COVID-19 and

operating with their employees working remotely. Many of our businesses have continued to grow, such as those providing mission critical software and healthcare businesses providing remote medicine. I also particularly want to thank the teams running our care homes who have provided high quality care to the most vulnerable in unbelievably trying circumstances.

I am writing this from my home in Northamptonshire but, by the time you read it, I hope we will have started reopening Albion's Farringdon office in a phased and careful way. Please stay safe.

Will Fraser-Allen
Managing Partner
Albion Capital Group LLP



Risk Warning

This newsletter is not a prospectus or offer document and should not be relied upon in making a decision to invest in any of our funds. That decision should be based solely on the relevant prospectus or fund raising document. None of the figures quoted herein should be regarded as a dividend or profit forecast. Past performance is not a reliable indicator of future results. This newsletter is issued by Albion Capital Group LLP which is authorised and regulated by the Financial Conduct Authority.

Investments and Portfolio News

NEW INVESTMENTS

Credit Kudos has raised £5 million in Series A funding led by Albion

Credit Kudos is a “challenger credit bureau,” which is using open banking to replace current methods of credit assessment in order to make credit fairer and more accessible.

By securely analysing bank account data via open banking, Credit Kudos aims to enable lenders to make faster and more informed credit decisions, while also reducing defaults and, crucially, at a significantly lower cost than less scalable methods of assessment.

Freddy Kelly, Founder and CEO of Credit Kudos comments: “In these challenging times, it’s more important than ever that people have access to the right financial products.

I’m thrilled to be partnering with Albion to take the company to the next stage of growth. The continued support of our investors, in unprecedented market conditions, is testament to the quality of our business and all the great people working at the company.”



www.creditkudos.com



www.concirus.com

Albion has led a \$20million Series B round in leading insurtech Concirus.

Concirus has developed a behavioural-based underwriting platform called Quest which delivers portfolio management and predictive analytics, changing the future of risk selection, pricing and claims. In the last 12 months the technology has moved from nice-to-have to must-have and the company is capitalising on this market change and is the acknowledged category leader.

Andrew Yeoman, CEO at Concirus says: “This investment injection provides us with the financial footing to become the class leader. It also takes us on to the next stage of growth enabling us to internationalise, broaden the strength of our product offering and diversify across multiple business lines.”

Led by Albion and including new strategic investments from ING Ventures and HSBC, FICC has closed its £5.75 million Series A investment round.

TransFICC is an e-trading technology company for banks and asset managers trading in the Fixed Income and Derivatives markets and the investment will be used to extend product and market coverage for existing and new clients. TransFICC's current clients include five global investment banks and a global market data vendor.

"We believe TransFICC has a huge opportunity to become the defacto standard API gateway between banks and trading venues. We are delighted to join such a strong syndicate of investors supporting this exciting opportunity and look forward to working closely with the TransFICC team." Robert Whitby-Smith, Partner at Albion.



www.transficc.com

Follow-on funding of £2.2m was also invested in Black Swan Data, The Ewell (Harley Street) and Elateral.



OTHER NEWS

FT 1000 Fastest Growing Companies in Europe - For the second year running portfolio company Speechmatics has been featured in the FT 1000 Fastest Growing Companies in Europe list. Speechmatics has been going from strength to strength having recently opened its third international office in just 3 months.



AlbionVC, the technology investment team of Albion Capital, is proud to be named in the Top 29 European Deeptech VCs as listed by technology media experts Sifted.

AlbionVC

Nadine Torbey has been included in the Top 50 female tech investors in the UK according to WoW, a leading global organisation aiming to inspire, support and connect women and diverse groups in IoT, health tech, VR/AR, wearable and smart tech.



Healios was included in the TECHregister 2020 list of the 10 most impressive mental health start-ups in Europe that are really making a difference.



‘Albion VCTs profiting from deeper focus on health and technology’ according to Oliver Haill, Proactive

Back in late June Will Fraser-Allen discussed investment strategy with Oliver Haill of Proactive. For the full article [click here](#)

Andrew Scott, also of Proactive, interviewed Will on the current investment climate – please [link here](#) to see a video of the interview

News about the next VCT fundraisings and Shareholder Seminars will be posted on our website www.albion.capital

Electronic Communications Initiative

To ensure efficient Shareholder communication Albion is actively encouraging Shareholders who are currently receiving hard copy VCT information to change their preferences to electronic communications. To encourage the change, for every Shareholder signing up to receive electronic communications **Albion will put £1:00 towards a COVID-19 supporting charity chosen by the Albion team.**



There are many reasons why we think this is the right thing to do including less human contact, speed, reduced paper use and cost savings to both the VCTs and Albion. All the information and documents relating to the VCTs are available to read and/or download in the Investor Centre on the [Albion Capital website](#).

Shareholders wishing to change their preferences should go onto the Computershare portal or contact Sarah Fitton sfitton@albion.capital



Fraud Warning

Please be aware that shareholders are sometimes contacted in connection with increasingly sophisticated but fraudulent financial scams. Shareholders are contacted by a phone call or an email which normally originates from outside of the UK, often claiming or appearing to come from a corporate finance firm. The caller or emailer may sound professional and will typically offer to buy your VCT shares at an inflated price in connection with a possible take-over of that VCT and ask you to sign a non-disclosure agreement.

Websites referred to in documents or emails appear, at first glance, to belong to credible corporate finance firms. The claims made are false and are invariably an attempt to obtain more information from you with a view to extracting money. If you are contacted, we recommend that you do not respond with any personal information and say you are not interested. Your contact information has not been passed on by us. We maintain a page on our website in relation to fraud advice: www.albion.capital/investor-centre/fraud-advice

OLIM Investment Management

The first six months of 2020 have been a quite extraordinary period for stock markets. The first quarter saw one of the fastest equity sell-offs ever recorded as investors grew increasingly concerned about economic impact of the coronavirus lockdowns. Large tracts of economic activity were simply shut down overnight and are only just beginning to be re-started.

Central banks and governments have adopted a 'do whatever it takes' approach to combatting these effects and have pumped vast amounts of liquidity into financial markets and are spending billions supporting furloughed workers. Stock markets have rallied strongly from the March lows but whether they can sustain these levels will be dependent on the future path of the virus and the rate at which lockdown measures can be eased to allow economic activity to resume.

So far so good, but the virus is not yet under proper control in many countries and unemployment has increased sharply already. World central banks are clearly prepared to administer more stimulus if necessary and this should provide support for stock markets.

OLIM is a specialist investment manager and was acquired by Albion Capital Group LLP in 2016. OLIM portfolios vary from pure UK equity to multi-asset mandates. We offer segregated portfolios as well as a unit trust and manage a common investment fund for charities.

Please take a look at the Insights page of the OLIM website www.olim.co.uk for further market reports and information.



The OLIM Charity Conference 2020

News regarding the 2020 OLIM Charity Conference will be available on the OLIM website
www.olim.co.uk

Performance

Albion VCTs continue to pay a regular stream of tax-free dividends to their investors. For details of recent dividends, fund share prices and the latest reports, please visit the Investor Centre section of the Albion website www.albion.capital. Dates of forthcoming AGMs can also be found on our website.

Performance of VCTs managed by Albion

Fund	Year of launch	Total return since launch [†]	Mid-market share price	Total net assets	Dividends paid in the last 12 months
Albion Venture Capital Trust PLC*	1996	229.9p	67.5p	£70.6m	5.0p
Albion Development VCT PLC*	1999	177.9p	72.0p	£71.9m	4.5p
Albion Technology & General VCT PLC*	2001	180.4p	72.0p	£86.2m	4.0p
Albion Enterprise VCT PLC	2007	157.4p	100.5p	£72.5m	6.0p
Crown Place VCT PLC**	1998	91.8p	31.0p	£63.2m	2.0p
Kings Arms Yard VCT PLC**	1996	87.5p	18.5p	£74.4m	1.2p
Albion VCTs Linked Top Up Offers 2010/2011***	2010/11	140.0p			5.5p for every £1 invested
Albion VCTs Linked Top Up Offers 2011/2012***	2011/12	142.2p			5.7p for every £1 invested
Albion VCTs Top Up Offers 2012/2013***	2012/13	139.0p			5.7p for every £1 invested
Albion VCTs Top Up Offers 2013/2014***	2013/14	136.4p			6.0p for every £1 invested
Albion VCTs Top Up Offers 2014/2015***	2014/15	131.8p			6.1p for every £1 invested
Albion VCTs Top Up Offers 2015/2016***	2015/16	126.2p			6.1p for every £1 invested
Albion VCTs Top Up Offers 2016/2017***	2016/17	121.8p			6.2p for every £1 invested
Albion VCTs Top Up Offers 2017/2018***	2017/18	114.2p			5.8p for every £1 invested
Albion VCTs Top Up Offers 2018/2019***	2018/19	95.3p			5.4p for every £1 invested

All data is prepared as at 2 July 2020, using the latest published net asset value of the relevant fund.

*For further details on total returns for previous VCT mergers and share conversions, please see the relevant fund pages on the Albion Capital website at www.albion.capital/investor-centre/our-funds. † Dividends paid/declared plus NAV. Please note: the above excludes all tax reliefs. ** Albion took over the management of Crown Place VCT PLC in April 2005 and Kings Arms Yard VCT PLC in January 2011. *** Performance data for the Albion VCTs Top Up Offers are based on pro forma calculations based on the performance of each of the VCTs which were part of the Offers. Assumes investment across the VCTs as per the Investor Guides, or equally across each VCT as applicable.

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