

# Albion Technology & General VCT PLC

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**AGM June 2023**

**Results for the year to 31 December 2022**



# AGENDA

Financial summary

Background

Performance data

Highlights in the year

Investment portfolio

Realisations

Investment strategy

ESG & responsible investing

Prospects, Q1 results and shareholder events

# FINANCIAL SUMMARY TO DEC 2022

**72.92p**    **196.54p**    **-4.64%**    **3.99p**

Net asset value (NAV)  
per share as at  
31 December 2022

Total shareholder value  
as at 31 December 2022

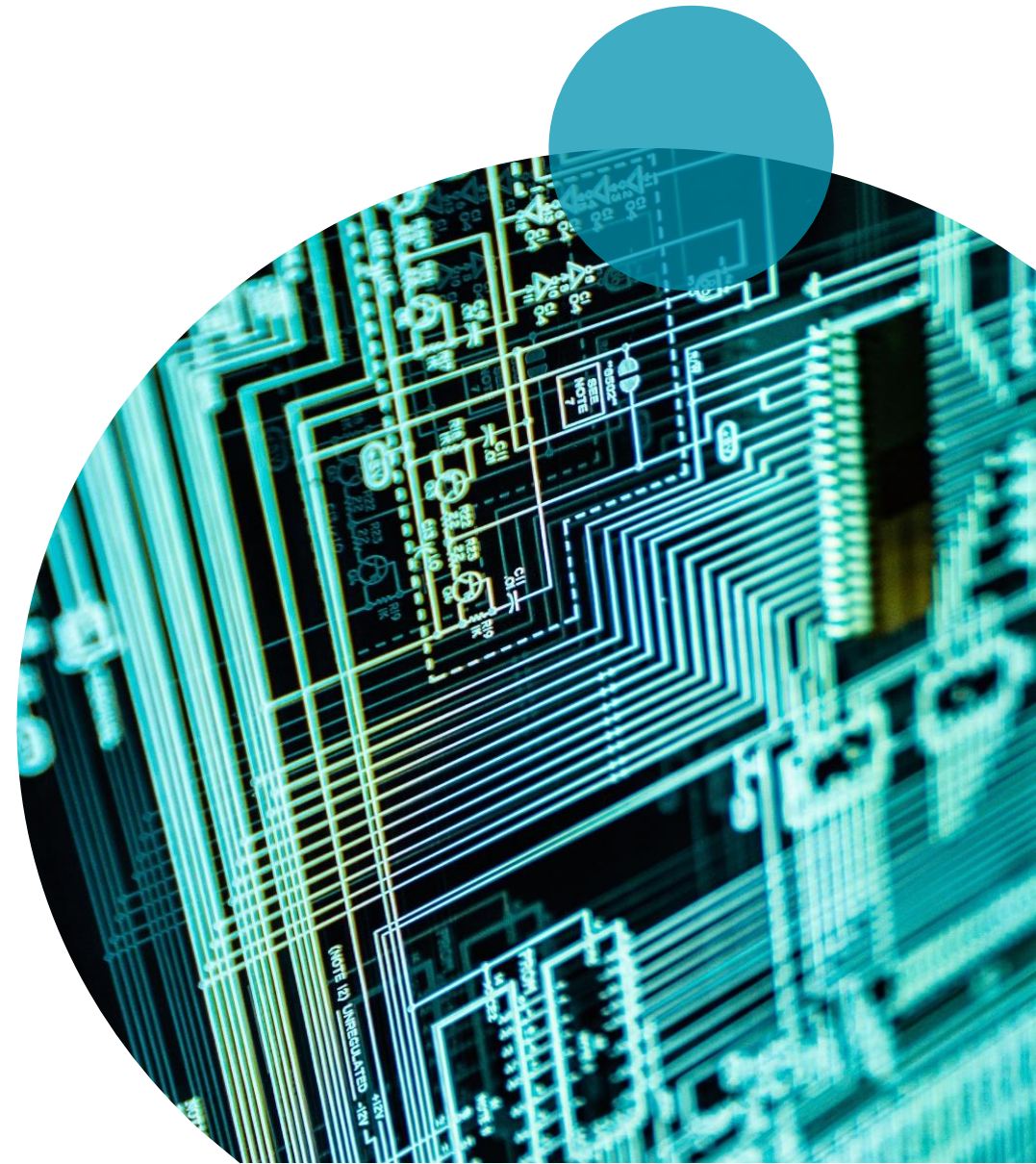
Shareholder return for  
the year ended 31  
December 2022

Tax-free dividends  
per share paid  
during the year

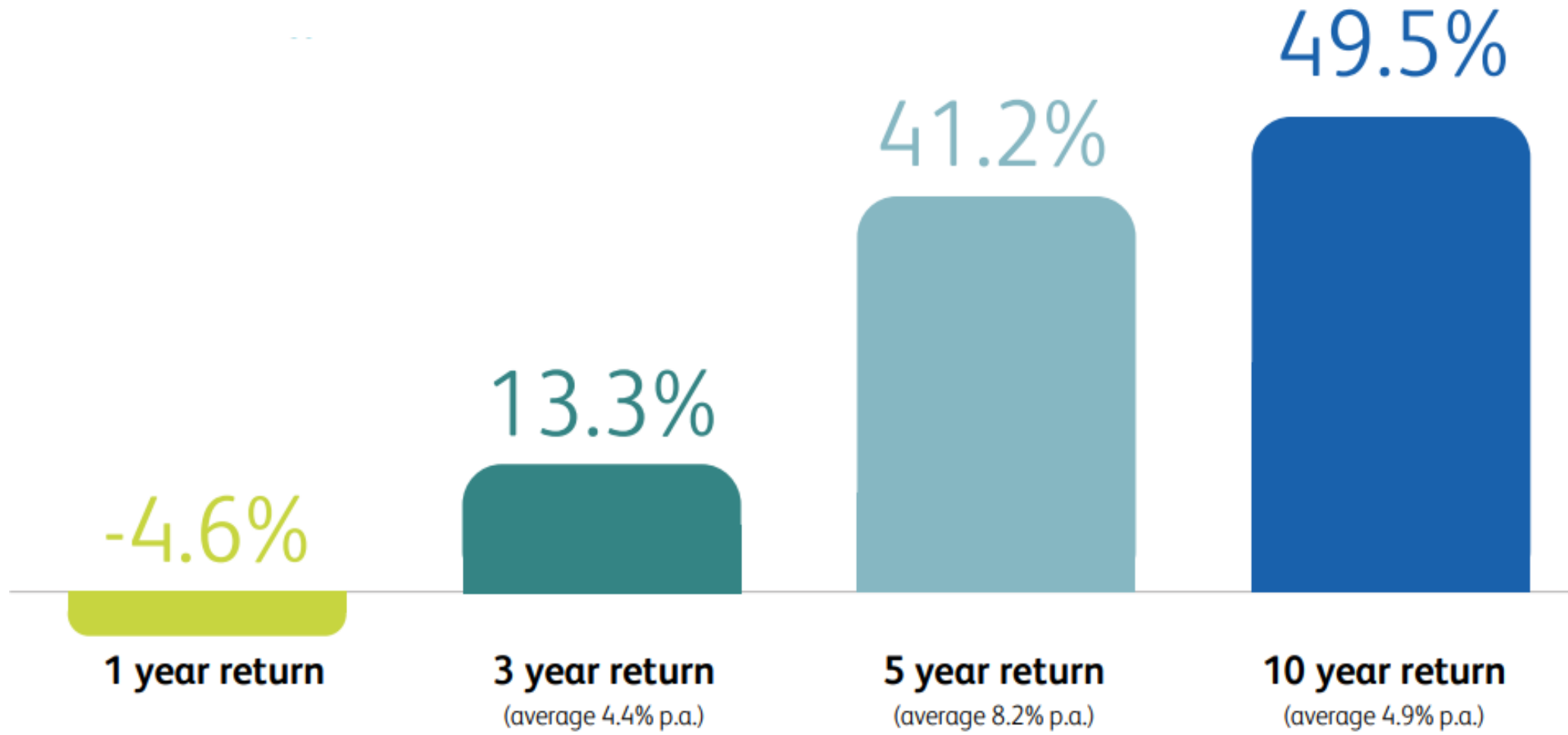


# BACKGROUND

- Continued global macro and geo-political uncertainties
- Inflationary environment
- Prospect of further interest rate rises
- A small loss for the year due to challenging market conditions
- Portfolio focus on mission critical products and services is designed to provide resilience
- Strong Q1 performance



## PERFORMANCE DATA



# HIGHLIGHTS IN THE YEAR

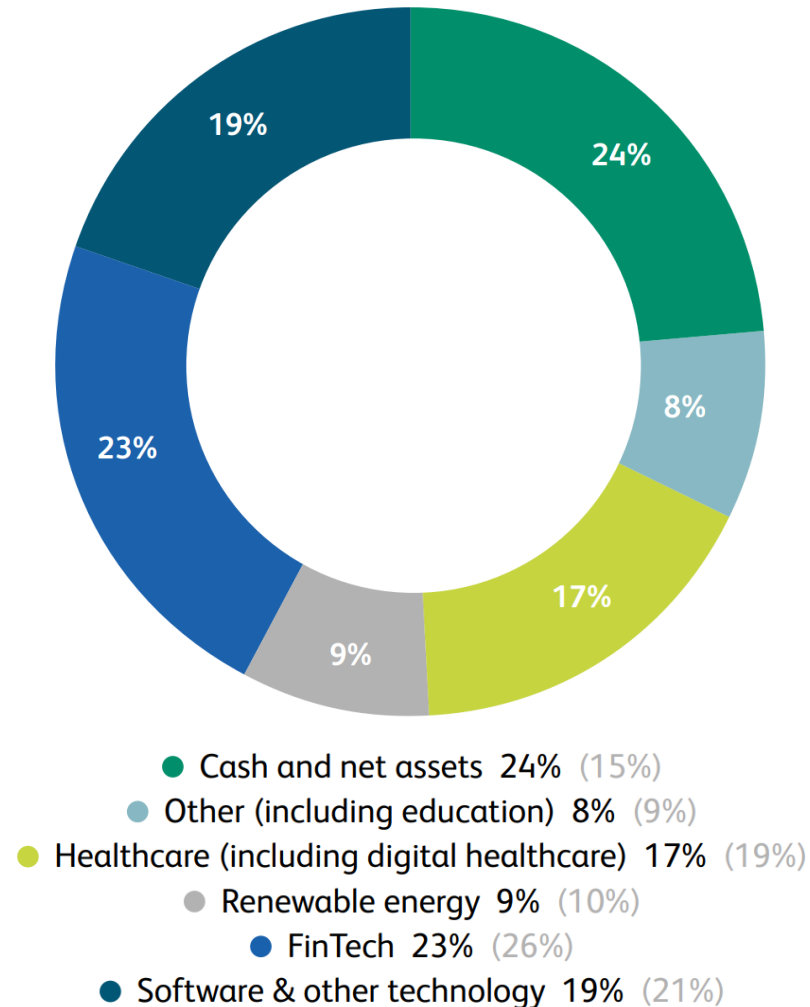
	2021	2022	Notes
Fundraising	£15.1m	£28.5m	2022 fundraising included allotments under two offers: 2021/22 & 2022/23 Top Up Offers
Exits	£4.2m	£11.5m	Including Credit Kudos, Phrasee and MyMeds&Me
Investment rate	£7.7m	£16.7m	£9.2m in 15 new companies and £7.5m into existing portfolio
Share buybacks	£1.9m	£2.5m	
Dividends	£4.9m	£6.5m	

# KEY VALUE DRIVERS IN THE YEAR

	2022	Notes
Credit Kudos	£1.0m	Sold for 5.2x cost
Convertr Media	£1.0m	Strong trading
Oxsensis	(£4.1m)	Sold for a nominal amount in Q1 2023
Black Swan	(£2.1m)	Slower growth/ challenging market
Other – write ups	£5.9m	Including: MyMeds&Me, Threadneedle Software (Solidatus) and Runa Network (WeGift)
Other – write downs	(£6.2m)	Including: Oviva, uMotif and Elliptic
TOTAL	(£4.5m)	

# PORTFOLIO ANALYSIS

## Sector breakdown

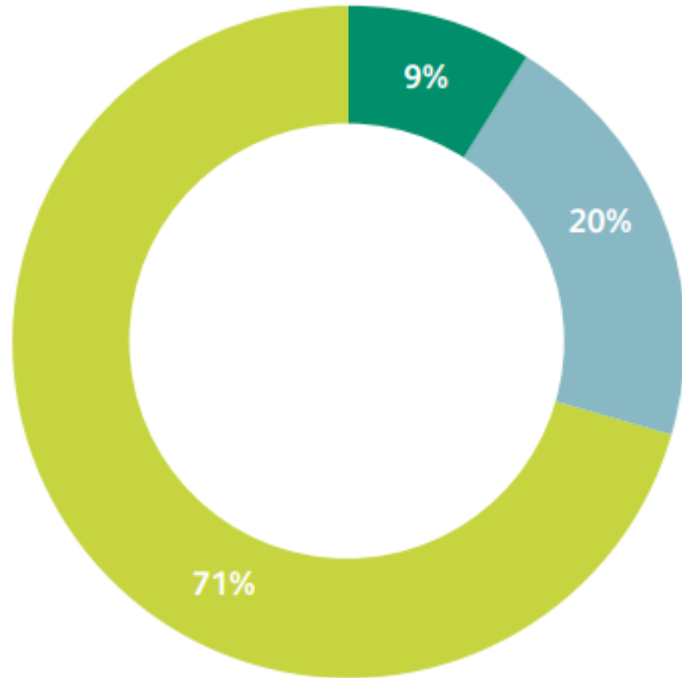


Portfolio of c.60 companies employing over 4,700 people predominantly in the UK



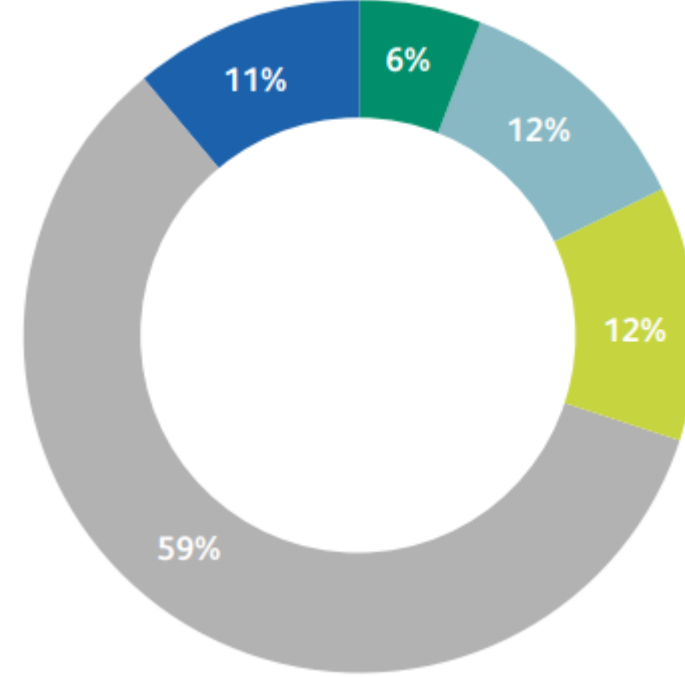
# PORTFOLIO ANALYSIS

## Stage of investment






- Early stage (revenue less than £1 million) 9% (12%)
- Growth (revenue between £1 million and £5 million) 20% (27%)
- Scale up (revenue over £5 million) 71% (61%)

## No. of employees



- Under 20 6% (4%)
- 21 - 50 12% (26%)
- 51 - 100 12% (14%)
- 101+ 59% (45%)
- Renewable energy\* 11% (11%)

# TOP 3 ACCOUNT FOR 22.2% OF THE NAV AT DEC 2022

		Investment date	Cost £000	Book value £000	Revenue growth	Employee growth
	Uses the latest advances in big data analytics and artificial intelligence to help its financial services and government customers detect financial crime	2017	2,740	16,933	>50x	30 to c.600
	Operates an independent school, Radnor House Sevenoaks, a co-educational independent school for students aged 2 - 18	2015	2,710	5,245	3x	Students from 223 to 530
	European specialist pharmaceutical company focussed on children's medicines	2012	1,184	4,730	Pre revenue to £15m p.a	4 to 64
			£6.6m	£26.9m		

# NEW INVESTMENTS

**Peppy**

**£1.5m**

An employee digital healthcare platform for underserved health and wellness areas

**TOQIO**

**£1.4m**

Provider of embedded FinTech solutions



**PeakData**

**£0.9m**

Provides insights and analytics to pharmaceutical companies about therapeutic areas

**csgenetics**  
SINGLE-CELL AT SCALE SINGLE-CELL AT SPEED

**£0.8m**

GX Molecular (T/A CS Genetics) develops single-cell sequencing solutions



# NEW INVESTMENT: PEPPY HEALTH

1

Employee digital healthcare platform for underserved health and wellness areas



- Launched in 2018 with menopause support as an employee benefit – the first in the world
- £8m invested by Albion VCTs, of which £1.5m from AATG
- Funding will be used to accelerate expansion in the US

# NEW INVESTMENT: TOQIO

2

Toqio Fintech Holdings is a provider of embedded FinTech solutions



- Toqio allows any business to launch embedded finance within days without building and managing complex software
- £7.4m invested by Albion VCTs, of which £1.4m from AATG
- Funding will be used for product development and expansion

# FOLLOW-ONS



**£1.4m**

Black Swan Data provides predictive analytics for consumer brands



**£1.4m**

Develops automatic speech recognition software based on recurrent neural networks and statistical language modelling.



**£1.1m**

Runa Network (previously WeGift) is a cloud platform and infrastructure that enables corporates to issue digital incentives and payouts



**£0.9m**

TransFICC is a provider of a connectivity solution, connecting financial institutions with trading venues via a single API



**£0.9m**

Healios is a provider of an online platform delivering family centric psychological care primarily to children and adolescents



# 1

## REALISATIONS: CREDIT KUDOS

- UK fintech using open banking to provide more accurate credit scoring
- Acquired by Apple

**£3.0m**

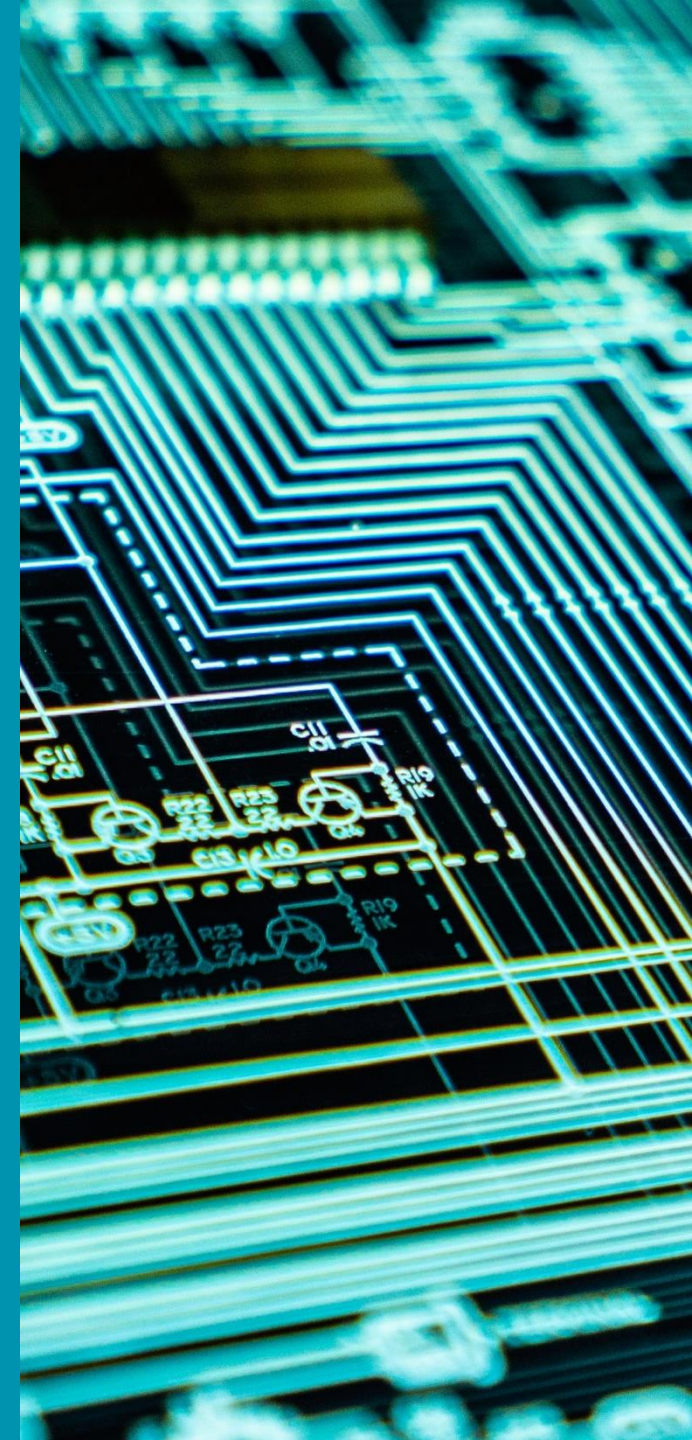
Invested by Albion VCTs

**5.4x**

Cash on cash multiple

**£5.1m**

AATG VCT proceeds



## 2

## REALISATIONS: MYMEDS&ME

- Digital pharma SaaS platform that captures safety data directly from patients and healthcare professionals across multiple channels
- Acquired by Stanley Capital

**£3.3m**

Invested by Albion VCTs

**3.3x**

Cash on cash multiple

**£1.5m**

AATG VCT proceeds

# INVESTMENT STRATEGY



Seed to Series B  
(early stage  
to growth)



Backing  
Long-term  
trends



Focus on  
B2B



Target  
software and  
healthcare





# ESG AND RESPONSIBLE INVESTING

## Our commitment

- Devise an appropriate risk-return profile for our investments
- Deliver value to our investors
- Develop sustainable long-term strategies for our portfolio companies

## Our process

- Integrates ESG principles at all stages of investment
- Measures the sustainability and societal impact of our investments

# ESG AT ALBION

## ENVIRONMENTAL

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- Net Zero target by 2030
- Measuring carbon footprint with Plan A
- Purchased carbon removal permits for 2021/2022 emissions

## SOCIAL

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- Fair HQ score improvement (from 3.8 to 6.1 out of 10) within a year
- Mentoring for under-represented groups in VC
- Continued support for Whizz Kidz

## GOVERNANCE

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- ESG principles integrated across the full investment cycle
- Completion of 2022 ESG BSC portfolio reporting and targets set for 2023
- UN PRI score 2020/21: 3/5 stars
- Regular ESG updates for all stakeholders

# BOARD CHANGES



- Robin Archibald will retire as Chairman at the end of this AGM

- Mary Anne Cordeiro retired from the Board in May 2023

- Both served on the Board for nine years



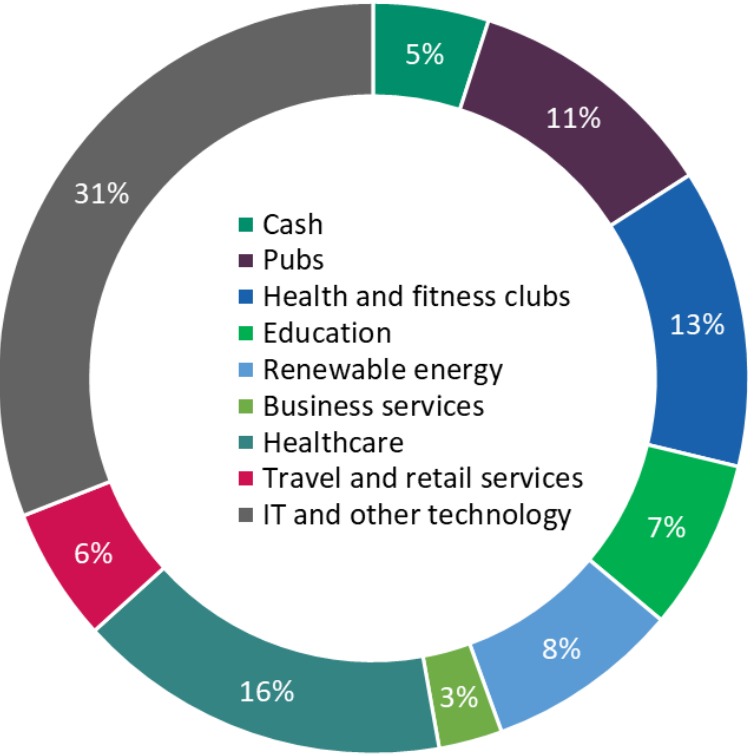
- During Robin's tenure, he served as Chair of the A&RC, was the SID and is the current Chair of MEC

- During Mary Anne's tenure, she was also the SID and chaired the remuneration committee

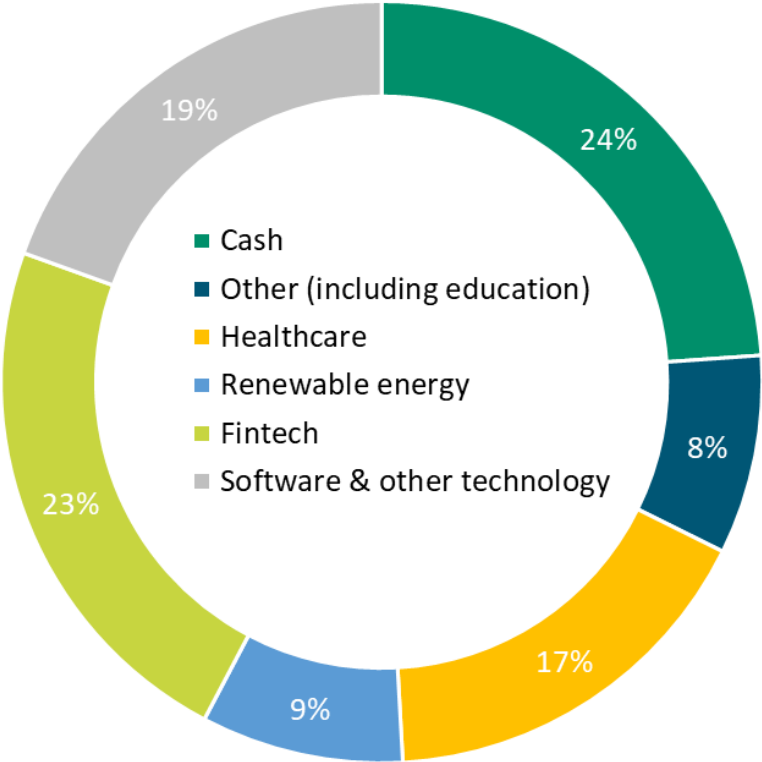


# BOARD ACHIEVEMENTS

Portfolio composition - 2013



Portfolio composition - 2022



£140m

Total net asset value 31 March 2023 (31 Dec 2013: £65m)

49.44p

Dividends paid and recently declared since Nov 2013 (per share)

202.21p

Total return per share 31 March 2023 (31 Dec 2013: 161.75p)

# PROSPECTS

- Ongoing uncertainties but balanced by strong individual portfolio company growth
- Well-balanced portfolio across target sectors and stage of maturity
- Focus on mission critical products and services, designed to provide resilience
- Limited exposure to discretionary consumer facing sectors
- Good level of cash to capitalise on new opportunities

# Q1 2023 RESULTS & EVENTS

- NAV at 31 March 2023 of 78.59p
  - Increase of 7.8% to the 31 December 2022 NAV
- Quantexa valuation has increased by £11.4m in the quarter
- Virtual AGMs
- Physical annual shareholder seminar
- First dividend of 1.82p per share payable on 30 June 2023
- Top three investments now account for 28.1% of NAV at 31 March 2023

## Shareholder seminar details

 15 November 2023

 Royal College of Surgeons  
Lincoln's Inn Fields, London

 To reserve a place, email  
[info@albion.capital](mailto:info@albion.capital)



# Thank you

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