



September 2020



# Investor Update Presentation

# Welcome

---

## Today's Speakers

- John Hustler, Chairman of Seneca Growth Capital VCT Plc
- Richard Manley, Director of Seneca Growth Capital VCT Plc and CEO of Seneca Partners Limited
- John Davies, Investment Director at Seneca Partners Limited

# Important Notice

---

The following presentation, including a hard copy of these slides/the talks given by the presenters, the information communicated during any delivery of the presentation and any question and answer session and any document or material distributed at or in connection with the presentation (together, the "Presentation"), has been prepared by Seneca Growth Capital VCT Plc (the "Company"). The information in the Presentation is not intended to form the basis of any contract.

The content of this Presentation has not been approved by an authorised person within the meaning of the Financial Services and Markets Act 2000 ("FSMA"). Reliance on this Presentation for the purpose of engaging in any investment activity may expose an individual to a significant risk of losing all of the property or other assets invested. This Presentation does not constitute or form part of any offer for sale or solicitation of any offer to buy or subscribe for any securities (including, without limitation in any jurisdiction to whom or in which such offer or solicitation is unlawful) nor shall it or any part of it form the basis of or be relied on in connection with, or act as any inducement to enter into, any contract or commitment whatsoever or constitute an invitation or inducement to engage in investment activity under section 21 of FSMA.

Notwithstanding the above, in the United Kingdom, this Presentation is only being given to persons reasonably believed by the Company to be persons who are permitted by law to receive it, (all such persons together being referred to as relevant persons). This Presentation is only being sent to persons reasonably believed by the Company to be relevant persons. If you are not such a relevant person (i) you should not have received this Presentation and (ii) please return this Presentation to the Company's registered office as soon as possible and take no other action. By accepting this Presentation the recipient represents and warrants that they are a relevant person entitled to receive this Presentation.

The distribution of this Presentation may, in certain jurisdictions, be restricted by law. Persons in possession of this Presentation are required to inform themselves about and to observe any such restrictions. No action has been taken or will be taken in any jurisdiction by the Company that would permit the possession or distribution of any documents or any amendment or supplement thereto (including but not limited to this Presentation) in any country or jurisdiction where specific action for that purpose is required.

The Company has not been, and will not be, registered under the United States Investment Company Act of 1940, as amended, and investors will not be entitled to the benefits of that Act. Neither this Presentation nor any copy of it may be taken or transmitted into the United States of America or its territories or possessions (the "United States"), or distributed, directly or indirectly, in the United States, or to any U.S Person as defined in Regulation S under the United States Of America Securities Act 1933 as amended, including U.S resident corporations or other entities organised under the laws of the United States or any state thereof or non-U.S branches or agencies of such corporations or entities or into Canada, Australia, Japan, South Africa or the Republic of Ireland. Neither this Presentation nor any copy of it may be taken or transmitted into or distributed in Canada, Australia, Japan, South Africa or the Republic of Ireland, or any other jurisdiction which prohibits the same except in compliance with applicable securities laws. Any failure to comply with this restriction may constitute a violation of United States or other national securities law.

The Presentation is provided for general information only and does not purport to contain all the information that may be required to evaluate the Company. The information in the Presentation is provided as at the date of the Presentation (unless stated otherwise) and is subject to updating, completion, revision and further verification. In furnishing the Presentation, the Company does not undertake or agree to any obligation to provide the recipient with access to any additional information or to update the Presentation or to correct any inaccuracies in, or omissions from the Presentation which may become apparent. No reliance may be placed for any purpose whatsoever on the information or opinions contained or expressed in the Presentation or on the accuracy, completeness or fairness of such information and opinions.

Nothing in the Presentation is, or should be relied on as, a promise or representation as to the future. This Presentation contains certain forward looking statements relating to the business, financial performance and results of the Company and/or the industry in which it operates. Forward looking statements concern future circumstances, not historical facts and are sometimes identified by the words "believes", "expects", "predicts", "intends", "projects", "plans", "estimates", "aims", "foresees", "anticipates", "targets", and similar expressions. The forward looking statements contained in this Presentation (including assumptions, opinions and views of the Company or opinions cited from third party sources) are subject to risks, uncertainties and other factors that may cause actual events to differ materially from any anticipated development. None of the Company or any officers, directors, or employees of the Company provides any assurance that the assumptions underlying such forward looking statements are free from errors, nor does any of them accept any responsibility for the future accuracy of the opinions expressed in this Presentation or the actual occurrence of the forecasted developments described herein. No representations or warranties of any kind are made by any person as to the accuracy of such statements, estimates or projections, or that any of the events expressed or implied in any such statements, estimates or projections will actually occur. The Company is not under any obligation, and expressly disclaims any intention, to update or revise any such statements, estimates or projections. No statement in the Presentation is intended as a profit forecast or a profit estimate.

**AN INVESTMENT IN THE COMPANY INVOLVES RISK. SEVERAL FACTORS COULD CAUSE THE ACTUAL RESULTS, PERFORMANCE OR ACHIEVEMENTS OF THE COMPANY TO BE MATERIALLY DIFFERENT FROM ANY FUTURE RESULTS, PERFORMANCE OR ACHIEVEMENTS THAT MAY BE PREDICTED OR IMPLIED BY STATEMENTS AND INFORMATION IN THIS PRESENTATION. SHOULD ONE OR MORE OF THESE RISKS OR UNCERTAINTIES MATERIALIZE, OR SHOULD UNDERLYING ASSUMPTIONS PROVE INCORRECT, THE ACTUAL RESULTS OF THE COMPANY MAY VARY MATERIALLY FROM THOSE FORECASTED IN THIS PRESENTATION.**

This Presentation and its contents are confidential and you and your directors, officers, employees, agents and affiliates must hold this Presentation and any oral information provided in connection with this Presentation in strict confidence. This Presentation must not be distributed, published, copied or reproduced (in whole or in part) or disclosed by recipients, directly or indirectly, to any other person.

By accepting these slides and/or attending this Presentation, you agree to be bound by the provisions, the limitations and conditions set out in this disclaimer and, in particular, you have represented, warranted and undertaken that: (i) you are a relevant person and you will observe the foregoing provisions, limitations and conditions, (ii) you have read and agree to comply with the contents of this disclaimer; and (iii) you agree to keep permanently confidential the information contained in the Presentation or made available in connection with further enquiries to the extent such information is not made publicly available (otherwise through a breach by you of this provision).

# Housekeeping

---

- During this presentation investors will be in listen only mode
- Questions are however encouraged and we have a Q&A slot at the end to respond to any questions received
- Please send any questions to the following email address: [siobhan.pycroft@senecapartners.co.uk](mailto:siobhan.pycroft@senecapartners.co.uk)
- This presentation is being recorded and will be available via the Company website shortly after the close.  
[www.senecavct.co.uk](http://www.senecavct.co.uk)
- If your video stream freezes during the presentation, please just close the zoom window that has frozen and regain access via the original link

# Agenda

---

- Company Overview
- Seneca Overview
- B Share Pool
  - Overview & Investment Summary
  - Financial Position
  - Investment Portfolio & Company Profiles
  - Current Pipeline
- Ordinary Share Pool
  - Overview & Financial Position
  - Investee Company Profiles
- Company Outlook
- Upcoming B Share Offer
- Q&A

# Company Overview

## October 2001

- Company launched with Ordinary Share Pool
- Subsequently raised a total of £7.8m
- Total Return of 82.45p to 30 June 2020

## May 2018

- Launched the new B Share class

## August 2018

- 1<sup>st</sup> B Share Allotment
- Company name changed from Hygea vct plc to Seneca Growth Capital VCT Plc
- Seneca Partners Limited appointed Investment Manager

## August 2020

- B Share pool raised £7.1m and made 10 investments to date

### Board of Directors

**John Hustler, Chairman**  
**Alex Clarkson**  
**Richard Manley**  
**Richard Roth**

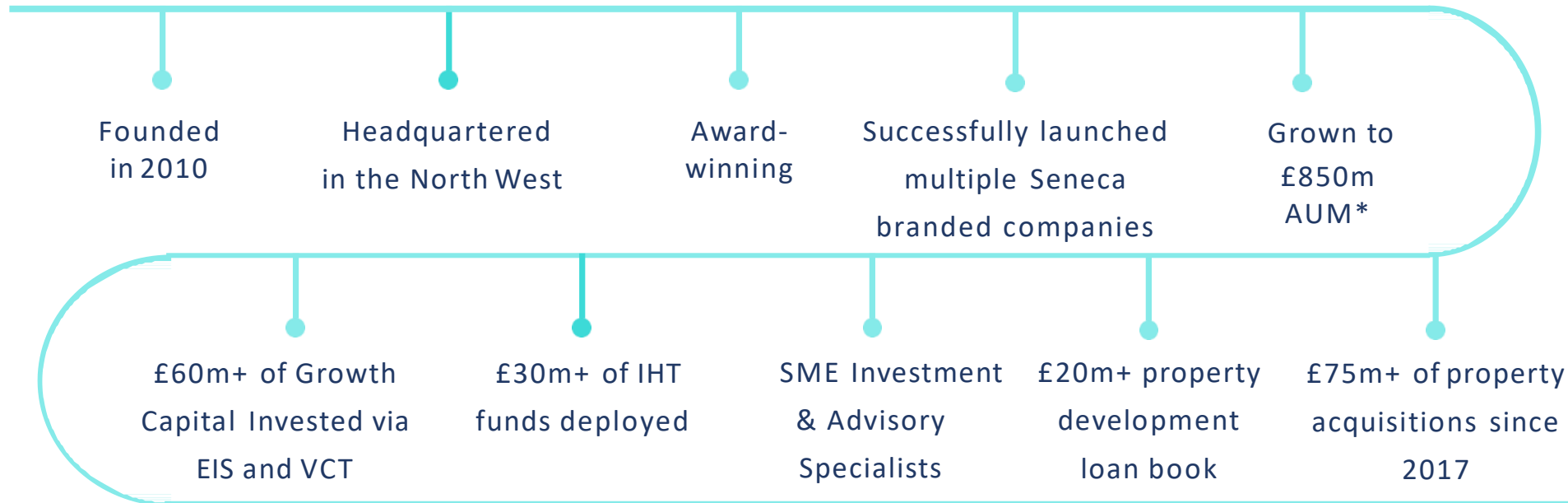
### Company Secretary

**Craig Hunter**

### Investment Manager

**John Davies**

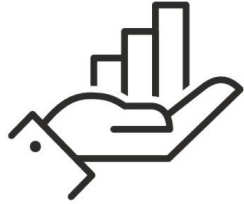
# About Seneca Partners



\*AUM relates to value of assets managed by the family of Seneca branded companies including Seneca Partners Ltd & Seneca Investment Managers Ltd. Please see company specific websites for more detail.

# Seneca Partners – Growth Cap Experience

---



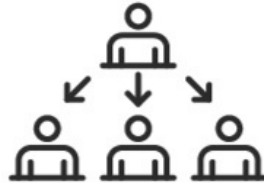
£60+ million of  
Growth Capital  
investments



20+ AIM  
quoted  
investments



50+ SME  
companies



Partner  
Network of  
sector  
specialists



100+ funding  
rounds



Experience &  
Capabilities to  
unlock deals



# The B Share Pool

# B Share Overview



**Raised £7.1m to date**



**Invested £3.9m in 10 investee companies**



**Paid 4.5p dividends per B Share since launch**



**NAV per B share of 89.3p at 30 June 2020 (Total return of 93.8p)**

**Facilitated 3 full and partial exits:**

**genedrive**

**2.1x return on full exit**

**OptBiotix<sup>®</sup>**  
HEALTH PLC

**1.6x return on partial exit**



**1.5x return on partial exit**

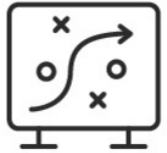
# B Share Investment Strategy

## We seek to:



### TARGET

Target well managed businesses with strong & proven leadership



### AVOID

Avoid start-ups which helps to de-risk our proposition



### FOCUS

Focus on established, revenue generating businesses with a route to profitability

## Investment Criteria is intended to create:



### DIVERSIFICATION

Generalist investment policy



### VALUE

Expansion capital to drive growth in investee companies



### INNOVATION

Access to some of the UK's most innovative growing businesses



## KEY DIFFERENTIATORS






- Experienced growth capital investors
- Multiple disciplines under one roof
- Strong regional deal flow
- AIM and private sector exposure

# B Shares - Financial Position 30/06/20






	Current B Share Pool Investments	Date of Investment	Investment at cost £'000	Unrealised profit/(loss) £'000	Carrying value at 30 June 2020 £'000	% of B Share Pool NAV
1	Fabacus Holdings Limited	Feb-19	500	-	500	8%
2	Old St Labs Limited	Mar-19	500	-	500	8%
3	Ten80 Group Limited	Mar-20	400	-	400	6%
4	Silkfred Limited	Dec-18	500	(125)	375	6%
5	Qudini Limited	Apr-19	500	(200)	300	5%
6	Bright Network (UK) Limited	Mar-20	235	-	235	4%
7	SkinBioTherapeutics Plc (AIM Quoted)	Feb-19	721	33	754	11%
8	OptiBiotix Health Plc* (AIM Quoted)	Apr-20	140	32	172	3%
<b>Total B Share Pool Investments</b>					<b>3,236</b>	<b>49%</b>
<b>B Share Pool Cash at Bank</b>					<b>3,383</b>	<b>52%</b>
<b>Other B Share Pool Net Assets</b>					<b>(61)</b>	<b>(1%)</b>
<b>Total B Share Pool Net Assets</b>					<b>6,558</b>	<b>100%</b>

*Note - Post 30 June 2020, the business has invested a further £150,000 into ADC Biotechnology Limited*

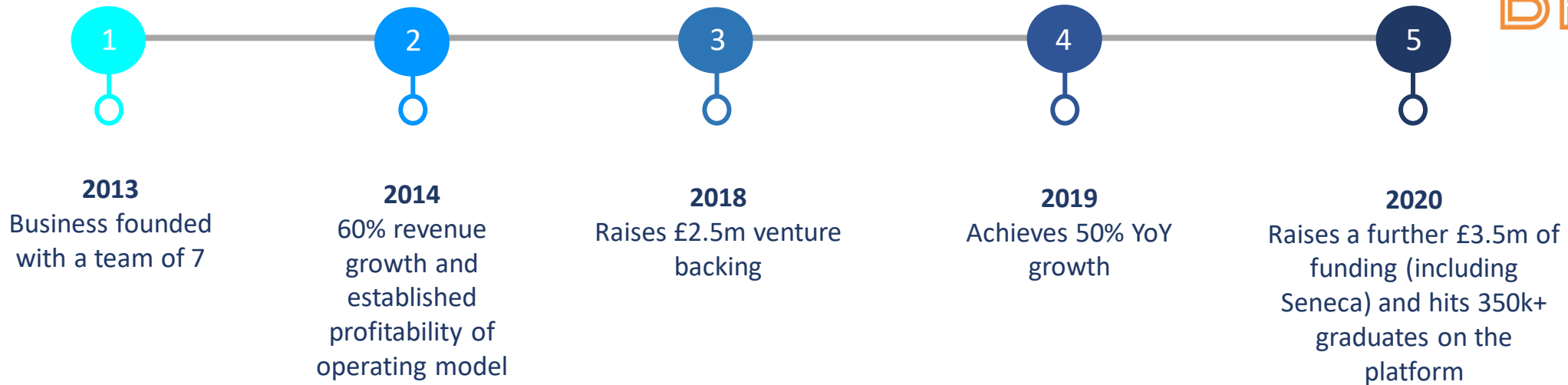
# B Share Investment Portfolio

				
<b>Fabacus Holdings Limited</b> <b>Sector:</b> Technology <b>Investment:</b> £0.5m <b>Total Seneca EIS/VCT investment:</b> £2.5m	<b>Qudini Limited</b> <b>Sector:</b> Technology <b>Investment:</b> £0.5m <b>Total Seneca EIS/VCT investment:</b> £2.0m	<b>Old St Labs Limited</b> <b>Sector:</b> Technology <b>Investment:</b> £0.5m <b>Total Seneca EIS/VCT investment:</b> £2.0m	<b>Silkgred Limited</b> <b>Sector:</b> Retail <b>Investment:</b> £0.5m <b>Total Seneca EIS/VCT investment:</b> £1.5m	<b>Skinbiotherapeutics plc</b> <b>Sector:</b> Life Science <b>Investment:</b> £0.75m <b>Total Seneca EIS/VCT investment:</b> £1.5m  <i>Partially realised the investment in June 2019 for a 1.5x return.</i>

# B Share Investment Portfolio

				
<p><b>Optibiotix plc</b></p> <p><b>Sector:</b> Life Science <b>Investment:</b> £0.3m <b>Total Seneca EIS/VCT investment:</b> £0.3m</p> <p><i>Partially realised the investment in April &amp; May 2020 for a 1.6x return</i></p>	<p><b>Bright Network (UK) Ltd</b></p> <p><b>Sector:</b> Human resource <b>Investment:</b> £0.3m <b>Total Seneca EIS/VCT investment:</b> £0.5m</p>	<p><b>Ten80 Group Limited</b></p> <p><b>Sector:</b> Technology <b>Investment:</b> £0.4m <b>Total Seneca EIS/VCT investment:</b> £0.5m</p>	<p><b>ADC Biotechnology Limited</b></p> <p><b>Sector:</b> Biotechnology <b>Investment:</b> £0.2m <b>Total Seneca EIS/VCT investment:</b> £0.2m</p>	<p><b>Genedrive plc</b></p> <p><b>Sector:</b> Biotechnology <b>Investment:</b> £0.13m <b>Total Seneca EIS/VCT investment:</b> £0.13m</p> <p><i>Realised in full. Proceeds of £262k, representing a 2.1x return in May 2020</i></p>

# **B Share Pool – Investee Company Profiles**



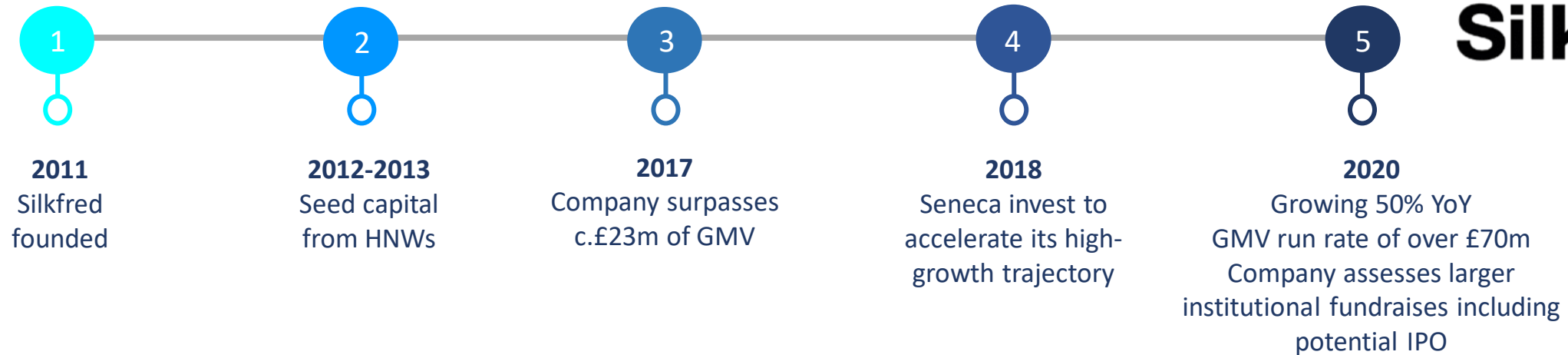
- **Bright is a HR technology platform for graduate recruitment**
- Bright already has a proven tech platform with c.350,000 members (students) & over 200 blue chip corporates
- Strong performing existing business, with clear understanding and control of costs and overheads within the business
- The platform is continuing to evolve and we feel the move to a more digital strategy will future proof the company in the long term

- ✓ **We like management's strong track record of growing and exiting business and high quality blue chip clients**
- ✓ **We like the proven technology platform, strong brand and market leading position of the company**
- ✓ **The company is well funded with significant participation from the senior management team**

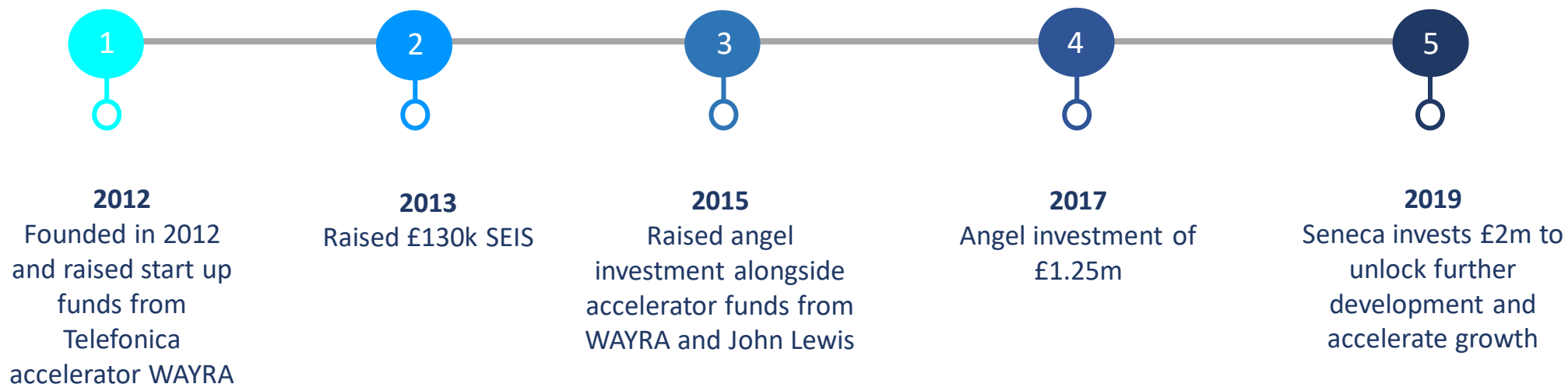


**James Uffindell – Bright Network CEO and Founder**  
**B Share Portfolio Investment**





- **SilkFred is a high growth online women's fashion retail platform**
- Seneca funds and guidance enabled the company to continue to invest in core infrastructure and continue to enhance the customer experience
- Senior management team and board have a strong track record in growing and exiting businesses, as well as launching and raising funds on public markets
- End to end solution for independent fashion brands - direct to consumer, wholesale, manufactured or start up brands
- ✓ **We like the blend of marketplace and wholesale business providing a flexible operating model**
- ✓ **We like the founder led, high performance team with a strong entrepreneurial culture**
- ✓ **We like the tech-enabled data driven platform with strong social media presence**



- **Qudini is a digital queue management software solution**
- Qudini is continuously innovating new add-on capabilities to support retail experiences, particularly in light of COVID
- Company has strong retail pipeline with digital transformation on agenda for retail to compete and/or complement ecommerce
- Seneca as institutional investor has Board representation to provide strategic guidance

- Qudini software is used in more than 2.5k locations worldwide across a number of industry and sector
- ✓ **We like management's strong track record of raising funds and new business wins to blue chip clients including Telefonica and RBS/NatWest**
- ✓ **We like the recurring revenue subscription model with large upside potential as enterprise clients roll-out software to new and existing location**

# B Share Pool Current Pipeline



**15+ Investment**  
opportunities  
currently in DD



**£30m+** of EIS and VCT  
funding requirements



Mix of **AIM** and **private**  
limited companies



An element of **off**  
**market** deals



**Diverse spread** of  
sector focus covering  
Online Retail,  
Transport & Logistics,  
Technology



Large proportion of  
deal opportunities  
**located outside of**  
**South East**

# The Ordinary Share Pool

# Ordinary Share Overview

- **8 remaining investments:**
  - 2 AIM quoted investments with carrying value of £843k (at 30 June 2020)
  - 3 unquoted investments with carrying value of £521k (at 30 June 2020)
  - 3 unquoted investments fully provided for
- **50% of Ord Share Investment Portfolio** represented by investment in Scancell Plc as at 30 June 2020 (bid price increased to 8p as at 1 September 2020 vs 5.2p at 30 June 2020)
- The Company is seeking opportunities to realise Ordinary share pool investments with the objective of maximising value and are **not considering new investments** other than to protect existing investment value

## As at 30 June 2020:

- Net Asset Value per Ordinary share of 30.2p
- Cumulative dividends paid of 52.25p
- Total return per share since launch of 82.45p
- Cash of £1.16m (reduced to c.£0.5m following payment of 8p per Ordinary Share in August 2020)

# Ord Shares - Financial Position 30/06/20

	Ordinary Share Pool Investments	Date of Investment	Investment at cost	Unrealised profit/(loss)	Carrying value at 30 June 2020	% of Ordinary Share Pool NAV
			£'000	£'000	£'000	
1	Arecor Limited	Jan-08	142	63	205	8%
2	Fuel 3D Technologies Limited	Mar-10	299	(104)	195	8%
3	Insense Limited	Jul-03	509	(388)	121	5%
4	ImmunoBiology Limited	Nov-05	868	(868)	-	0%
5	OR Productivity Limited	Mar-11	765	(765)	-	0%
6	Microarray Limited	Jan-11	132	(132)	-	0%
7	Scancell Plc ( <i>AIM Quoted</i> )	Dec-03	789	(110)	679	28%
8	Omega Diagnostics Plc ( <i>AIM Quoted</i> )	Aug-07	57	107	164	7%
	<b>Total Ordinary Share Pool Investments</b>				<b>1,364</b>	<b>56%</b>
	<b>Ordinary Share Pool Cash at Bank</b>				<b>1,158</b>	<b>47%</b>
	<b>Other Ordinary Share Pool Net Assets</b>				<b>(72)</b>	<b>-3%</b>
	<b>Total Ordinary Share Pool Net Assets</b>				<b>2,450</b>	<b>100%</b>

*Note - Post 30 June 2020, the Company paid a dividend of 8p per Ordinary Share in August 2020*

# The Ordinary Share Pool – Investee Company Profiles



# Scancell Plc

---



**Sector:** AIM quoted biotechnology company

**Investment Cost:** £789k

**Carrying Value at 30 June 2020:** £679k (bid price of 5.2p)

**Focus:** Developing a pipeline of therapeutic vaccines, including a Covid-19 vaccine and targeting various types of cancer. First cancer target is melanoma.

## Update:

- Ordinary shares are **long standing investors**
- **Science is well respected** and in August 2020 Scancell **raised approximately £15.0 million** including material investments from Redmile and Vulpes (two **specialist sector investors**)
- Share price has shown some **upward momentum** following this investment. 5.2p at 30 June 2020 vs 8p at 1 September 2020.
- Also **secured c£2m from Innovate UK**, the UK's Innovation Agency, to initiate a Phase 1 clinical trial of the company's Covid-19 vaccine during 2021.
- Signed **three collaboration agreements** for its new proprietary AvidiMab™ technology platform in last 12 months

# Omega Diagnostics Group Plc



**Sector:** AIM quoted diagnostic products provider

**Investment Cost:** £57k

**Carrying Value at 30 June 2020:** £164k (bid price of 41.0p)

**Focus:** Provider of in-vitro diagnostics products for use in hospitals, clinics, laboratories and by healthcare practitioners in over 75 countries and specialises in the areas of allergy and autoimmune, food intolerance and infectious disease. Most recently, developing a Covid-19 antibody test.

## 2019/20 Progress

- Share price gained **significant traction in H1 2020** following involvement in a partnership to develop a **Covid-19 antibody test**.
- **Share price rose substantially** from its December 19 position of 14p to over 70p in H1 2020 and allowed us to realise some profits.
- We **realised £691k** for the Ordinary share portfolio representing a **profit over original cost of £420k**.
- We have also **retained 400,000 shares** in Omega and continue to monitor its progress closely.

**The profits generated from this sale funded the interim dividend of 8p per Ordinary Share paid in August 2020**

# **Seneca Growth Capital VCT - Company Outlook & B Share Offer**

# Company Outlook

---

## B Share Outlook

- Seneca expect to see an **increase in the number of businesses seeking investment** to support their growth plans over the next 12-18 months as a result of the Covid-19 pandemic.
- With **£3.4m cash on the B share pool balance** sheet as at 30 June 2020 and imminent **new B share offer**, Seneca believe they are well placed to both:
  - continue to **support the existing B share investment portfolio**; and
  - **add attractive new private and AIM quoted growth capital investments** to the B share portfolio from the strong pipeline of opportunities currently in due diligence.

## Ordinary Share Outlook

- Ordinary share pool investments will **continue to be realised** with the objective of maximising value and proceeds returned to shareholders

# The Upcoming B Share Offer

---

## Why consider an investment in the upcoming B share offer?

- ✓ **Experienced** investment manager based in the North West
- ✓ **Existing portfolio** of B Share Pool investee companies
- ✓ B Share Pool benefits from **capped running costs**
- ✓ **Realisations** of B Share Pool investments already achieved
- ✓ **4.5p B Share dividends already paid** and **existing distributable reserves** can facilitate further B Share dividends
- ✓ **Significant financial commitment** to B Share class by key members of the management team in the Seneca family of businesses – more than £300k invested
- ✓ **More than 50% of B Share NAV** as at 30 June 2020 represented by **cash**
- ✓ **Tax Advantages**

# Q&A

# Q&A

---

1. There has been some confusion as to which share pool was receiving the latest dividend payment made on 28 August 2020. Could the Board please consider revising the format of future correspondence and consider providing only combined information to those shareholders invested in both the Ordinary Shares and B Shares?
2. The B Share pool seems to have done relatively well recently with regard to its AIM quoted investments – do Seneca expect the flow of similarly attractive AIM quoted investment opportunities to continue?
3. Will existing shareholders be given an incentive to invest in the upcoming B share offer?

**THANK YOU & CLOSE**