

**Investor Update Presentation March 2021** 

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# Welcome – Today's Panel



### **Seneca Growth Capital VCT Plc - The Board**



**John Hustler** 

Director and Chairman



**Richard Manley** 

Director and CEO of Seneca Partners Limited



**Alex Clarkson** 

Director





**John Davies** 

Investment Director at Seneca Partners Limited



**Richard Roth** 

Director and Chairman of the Audit Committee

# Housekeeping





### **Audio**

During this presentation attendees will be in listen only mode



### Q&A

Questions are however encouraged and we have a Q&A slot at the end to respond to any questions received



### Recording

This presentation is being recorded and will be available via the Company website shortly after the close



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Please send any questions to the following email address: <a href="mailto:enquiries@senecavct.co.uk">enquiries@senecavct.co.uk</a>
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# Agenda



1 Company Overview

5 Company Outlook

2 Seneca Partners Overview

6 Open Offer for B Shares

B Share Pool

**7** Q&A

4 Ordinary Share Pool

## **Company Overview**



### **Background**

Launched the Ordinary share class in 2001

Launched the B share class in 2018

Company name changed from Hygea vct plc to Seneca Growth Capital VCT Plc

# **Ordinary Share Pool**

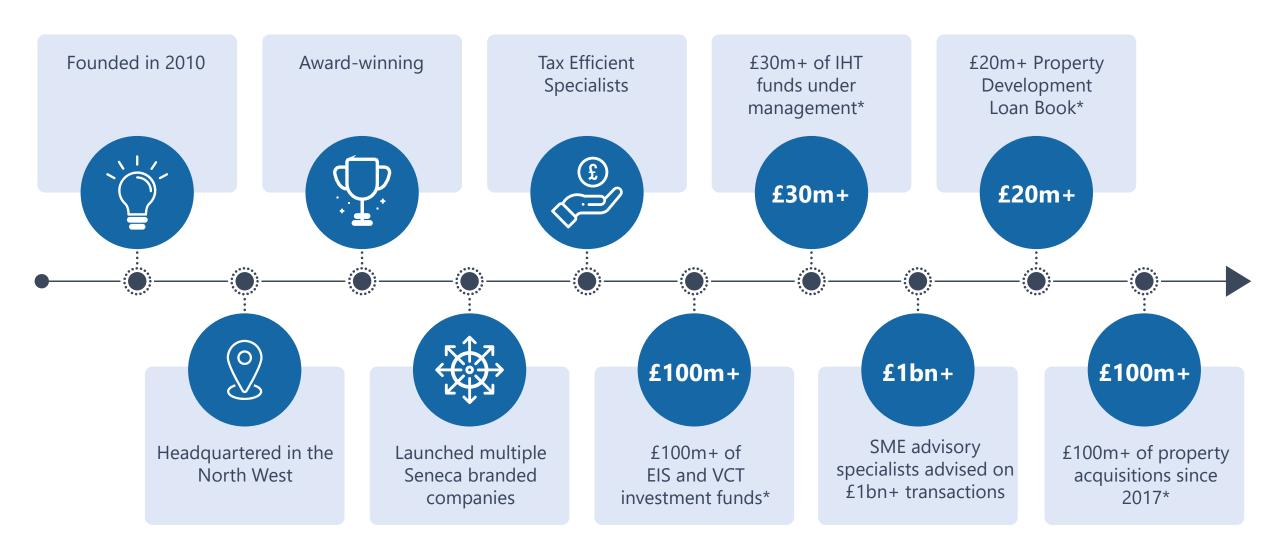
Strategy remains to continue to realise investments with the objective of maximising value and returning proceeds to shareholders Seneca Partners Limited appointed Investment Manager

B Share Pool

Continuing to fundraise, make new investments and secure realisations where possible to support our dividend ambitions

### Who are the VCT's Investment Manager – Seneca Partners?





<sup>\*</sup>AUM relates to value of assets managed by the family of Seneca branded companies including Seneca Partners Ltd, Seneca Finance Ltd and Seneca Property Investments Ltd. Please see company specific websites for more detail.

## Seneca Partners' Growth Capital Credentials





c.£100 million of EIS and VCT investment funds



**50**+ SME companies



**100+** funding rounds



**22**Growth Capital Exits

**£30m**+ of realisations



**Average 1.7x+** growth capital return (excluding fees and any tax reliefs)



**20+** AIM quoted investments



Partner network of sector specialists



Experience & capabilities to unlock deals



**The B Share Pool** 

## B Share Investment Strategy







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



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





Generalist value led investors

### **Seneca's Strengths**

Experienced growth capital investors

Multiple disciplines under one roof

Strong regional deal flow

AIM and unquoted sector exposure



Expansion capital to drive growth



Seeking to back some of the UK's most innovative growing businesses

### **B Share Pool Overview**





Raised c.£10m to date



£5m invested across 5 AIM quoted and 8 unquoted investee companies



4 full and partial exits already achieved



NAV of 99.4p per B share as at 19 February 2021



3p of dividends paid in 2020 and a total of 6p paid since launch taking Total Return to 105.4p



B share class currently open for investment and 1.5p dividend recently declared

**Emerging Exit Track Record:** 









£1.2m

total proceeds realised

1.9x

weighted average return

## B Share Net Asset Value: Recent History





### B Share Dividend Track Record



Year	Target	Dividends Paid	Cumulative Dividends Paid	Dividends on Target
2019	n/a	3р	3p	
2020	3p+	3р	6р	
2021	3p+	1.5p (declared)	7.5p (YTD, includes 1.5p declared)	

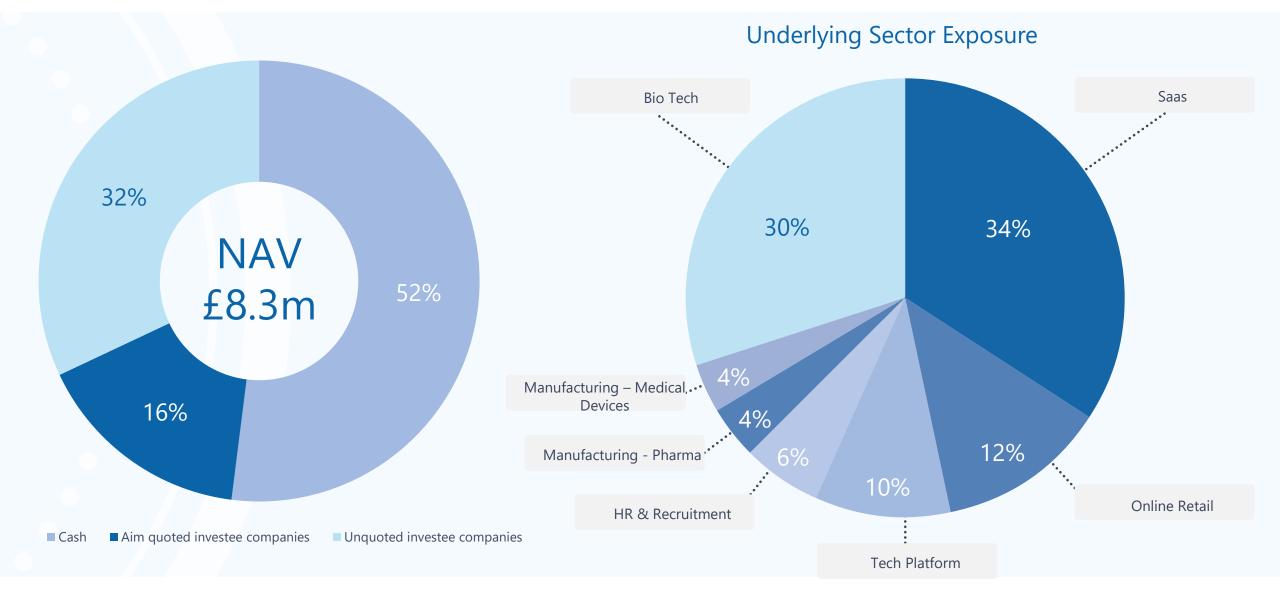
### **B Share Target Dividend**

- At least 3p per annum in relation to the Company's B Shares with an ambition to increase this to c.5% per annum of the B Share NAV by 2023.
- This is subject to B Share Pool investment performance and an intention to also maintain a relatively stable NAV per B Share.

Availability of distributable reserves to support ongoing dividends: £2.0m of distributable reserves as at 31 December 2020

# B Share Asset Exposures as at 31 December 2020







# **SilkFred**

2011

2012

2017

SilkFred founded Seed capital from HNWs

Company surpasses c.£23m of GMV

Seneca invest to accelerate its high-growth trajectory

2018

Resilient performance during C-19 pandemic

2020

2021 Forecasting 35%+ **YoY Growth** 

### What they do

### 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

### Why we like it

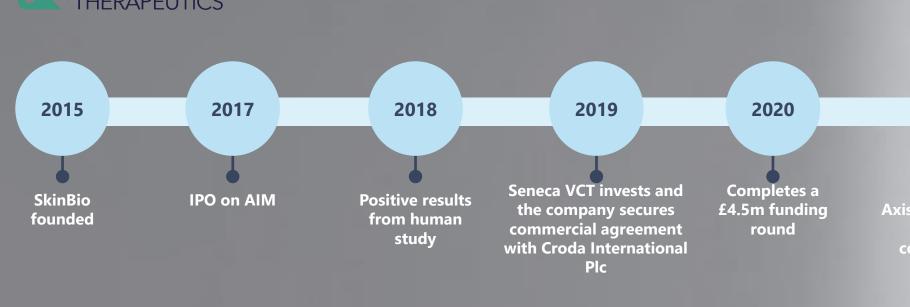
- ✓ Blend of marketplace and wholesale business providing a flexible operating model
- ✓ Founder led, high performance team with a strong entrepreneurial culture
- ✓ Tech-enabled data driven platform with strong social media presence

# **SilkFred**

# SIKEC

Unique fashion from the best independent brands





### What they do

SkinBioTherapeutics is a life science company focused on skin health

SkinBio's platform applies research discoveries made on the activities of lysates derived from probiotic bacteria to improve, repair and protect skin health

The company has multiple opportunities across its divisions, including the development of treatments/cosmetics in oral and hair care, and reduced hospital acquired infections.

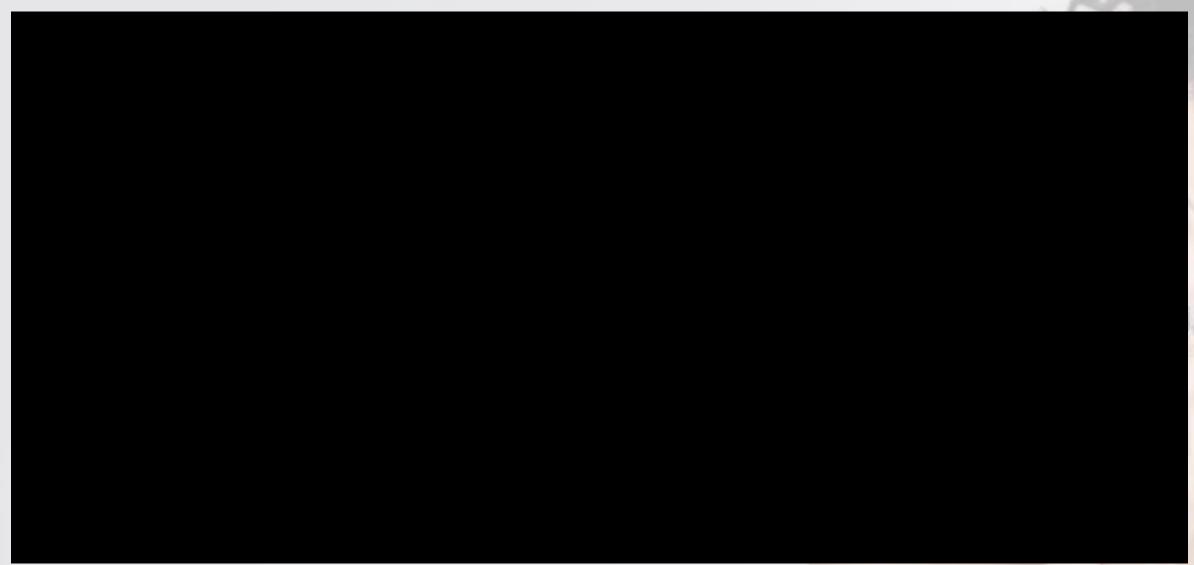
The company has already commenced its first human food supplement trial targeting psoriasis with read-outs expected in Q2 2021.

### Why we like it

- ✓ Consistently delivered on its strategy for shareholders, in particular its transition from research and development beginnings to its commercial phase
- ✓ Strong, experienced management team known to Seneca
- Two commercial deals already agreed and well funded to deliver across its divisions







## B Share Pool Current Investment Pipeline





15+ investment opportunities currently in DD



£30m+ of EIS and VCT funding requirements



Mix of AIM and unquoted 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



Increase in number of companies seeking investment as a result of Covid-19

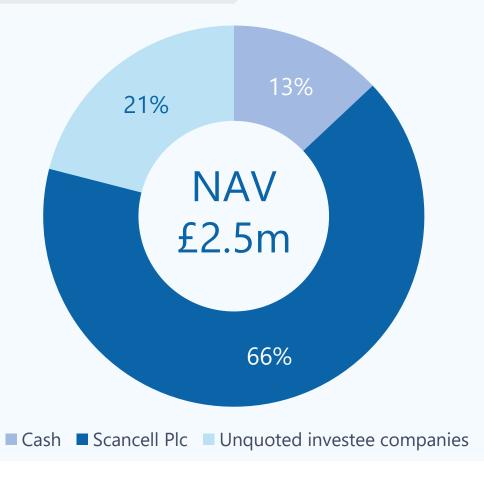


# **Ordinary Share Overview**



#### As at 31 December 2020

- 1 AIM quoted and 6 unquoted investee companies
- NAV of £2.5m (30.2p per Ordinary share) including £0.5m of cash
- 66% of NAV represented by investment in Scancell



# **Ordinary Share Overview**



### Two key themes since 1 January 2020

- Realisations of AIM quoted investments have crystallised profits, funded dividends and increased cash reserves.
  - Omega Diagnostics Full exit at 3.0x return on cost (£1.0m proceeds v's £0.3m cost)
  - Scancell Partial exit at 2.8x return on cost (£0.3m v's £0.1m cost)
  - Dividends paid in 2020 of 13p per share
  - Dividends totaling 41p since 2018 and Total Return of 95.5p per share
- An increasing Scancell share price has driven further increases in NAV and Total Return post December 2020 year end

	31 Dec 2019	31 Dec 2020	19 Feb 2021
Scancell Share Price	7.0p	13.5p	24.5p
NAV per Ord share	30.4p	30.2p	44.0p
Cumulative dividends per share	52.25p	65.25p	65.25p
<b>Total Return</b>	82.7p	95.5p	109.3p

The Company continues to seek 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



## Company Outlook



### **B Share Outlook**

Our aims over the next 12 months are as follows:



**Continue to increase funds raised** via current offer and under the 2021 offer expected to be launched later in the year



Add new AIM quoted and unquoted investee companies to further increase the diversification of the B share investment portfolio



**Continue to pay dividends** in line with the 3p per share target



Continue to develop the portfolio such that profits may be generated in due course to support our **strategic ambitions** of:

- increasing the dividend to c.5% of NAV by 2023
- maintaining a relatively stable NAV

### **Ordinary Share Outlook**



**Seek to continue to realise** Ordinary share pool investments as opportunities arise to maximise Return to Shareholders

### Offer for B Shares



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



Driving stable NAV growth



Track record of consistent dividends and existing distributable reserves



More than 50% of B Share NAV\* represented by cash

\*as at 31 December 2020



Exit track record building



Diversified investment portfolio



Experienced growth capital investment manager, with regional focus and buoyant pipeline



B Share Pool benefits from capped running costs



£500k plus invested by key members of the management team in the Seneca family of businesses



Tax Advantages including 30% income tax relief and tax-free dividends

# Offer for B Shares Remains Open



### **Key Dates**

2020/21 Tax Year				
1 April 2021 allotment				
19 March 2021	Cheques with applications to be received by Midday			
30 March 2021	Electronic transfers with applications to be received by Midday			

2021/22 Tax Year			
28 April 2021 Allotment and 1st Interim Dividend Payment 14 May 2021			
15 April 2021	Cheques with applications to be received by 3pm		
26 April 2021	Electronic transfers with applications to be received by 5pm		

**Initial fee discounts available:** Please contact Chris Hood at <a href="mailto:chris.hood@senecapartners.co.uk">chris.hood@senecapartners.co.uk</a> for further details.

## Annual General Meeting



**Key Dates** 

### **Annual General Meeting**

The Company's AGM will be held as a closed meeting at 14.00 on Monday, 29 March 2021

Proxy forms should be completed and returned to Neville Registrars by 14.00 on Saturday, 27 March 2021

Please send any questions you may have to enquiries@senecavct.co.uk



Do you still think valuations are being impacted by Covid-19 for new deals and are you still seeing the same volume of opportunities?



How has Covid-19 impacted on the funding opportunities available to the types of businesses in which the VCT invests?



AIM has seen increased volatility given Brexit and Covid-19, do you still see this as a good place to get returns?



What's the Board's view on their intentions to realise the Scancell shares given the recent improvements in the Scancell share price?



From reading the Annual Report, it's clear that the VCT has supported SkinBio from an early stage and that the company is doing very well, so why has 40% of the VCT's holding been sold?



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