# **MOBEUS VCT UPDATE** JANUARY 2014

MOBEUS INCOME & GROWTH VCT PLC MIG MOBEUS INCOME & GROWTH 2 VCT PLC MIG 2 MOBEUS INCOME & GROWTH 4 VCT PLC MIG 4 THE INCOME & GROWTH VCT PLC I&G



# INVESTMENT AND PORTFOLIO NEWS

### **New investment**

Two further substantial investments were made in the second half of 2013, to support the MBOs of Veritek and Virgin Wines. In the year, just over £30 million was invested to finance transactions involving five companies:-

|             | Company                | VCTs | Business                                       | Month    | Amount<br>(£m) |
|-------------|------------------------|------|--|----------|----------------|
| MALINE TYPE | Fullfield (Motorclean) | All  | Vehicle cleaning and valet services            | February | 3.6            |
| the groot   | Gro-Group              | All  | Baby sleep products                            | March    | 6.9            |
| atgmedia    | ATG Media              | All  | Publisher and online auction platform operator | April    | 4.5            |
| Veritek     | Veritek Global         | All  | Maintainence of imaging equipment              | July     | 6.9            |
| Virgin      | Virgin Wines           | All  | Online wine retailer                           | November | 8.7            |

# **Ten largest investments**

Across the combined asset base of approximately £180 million, the VCTs' ten largest investments account for £78 million (43.6% of the asset base) and are shown in the table below.

| Company           | Company Business                               |       | Total (£m) |  |  |  |
|-------------------|--|-------|------------|--|--|--|
|                   |  | Cost  | Valuation  |  |  |  |
| ATG Media         | Publisher and online auction platform operator | 8.5   | 16.7       |  |  |  |
| Motorclean        | Vehicle cleaning and valet services            | 8.4   | 10.0       |  |  |  |
| Virgin Wines      | Online wine retailer                           | 8.7   | 8.7        |  |  |  |
| EMaC              | Provider of service plans to the motor trade   | 4.8   | 7.9        |  |  |  |
| Tessella          | Consultancy                                    | 5.3   | 7.1        |  |  |  |
| Veritek Global    | Maintenance of imaging equipment               | 6.9   | 6.9        |  |  |  |
| Gro-Group         | Baby sleep products                            | 6.9   | 6.9        |  |  |  |
| DiGiCo Global     | Audio mixing desks                             | 3.8   | 5.4        |  |  |  |
| Equip             | Branded outdoor<br>equipment and clothing      | 4.4   | 4.5        |  |  |  |
| Blaze Signs       | Signs and sign maintenance                     | 1.5   | 4.4        |  |  |  |
|                   |  |       |            |  |  |  |
| Other investments |  | 49.8  | 35.5       |  |  |  |
| Portfolio total   |  | 109.0 | 114.0      |  |  |  |

# Realisations

The VCTs received a total of £7.3 million from loan stock repayments, and £3 million of proceeds from sales during the second half of 2013. For the year, just under £22 million was received by the VCTs in repayments of loan stock and sales of shares. A highlight was I&G realising its investment in Alaric Systems, a provider of payment processing and fraud prevention software, in December for £2.5 million; total proceeds represent 4.4 times the original investment cost.

| Company                    | VCT(s)      | Month   | Amount<br>(£m)                  | Realisation                     |
|----------------------------|-------------|---------|---------------------------------|---------------------------------|
| Realisations in th<br>year | ne first ha | 11.5    | Sales and<br>loan<br>repayments |                                 |
| Alaric Systems             | 1&G         | Dec     | 2.5                             | Sale                            |
| Focus Pharma               | All         | Sep/Nov | 2.0                             | Loan<br>repayments              |
| DiGiCo Global              | All         | Jul/Oct | 1.9                             | Loan<br>repayments              |
| EMaC                       | All         | Aug     | 1.3                             | Loan<br>repayment               |
| Blaze Signs                | All         | Oct     | 1.0                             | Loan<br>repayment               |
| Faversham<br>House         | All         | Oct-Dec | 0.6                             | Loan<br>repayments              |
| Other                      | All         |         | 1.0                             | Sales and<br>loan<br>repayments |
| Total for 2013             |             |         | 21.8                            |                                 |

The above data has been extracted from each VCT's latest announced financial information adjusted for subsequent additions and disposals.

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# MANAGER'S COMMENTARY

The VCTs have contined to increase their total returns (NAV basis) over the six month period since the last newsletter. This has been largely due to the strong trading performance of a number of companies in the portfolio. Dealflow continues to be healthy, due to improved business confidence and the continued perception that the UK banking industry is reluctant to lend to smaller businesses. We are encouraged by this and are confident that this will lead to the completion of a number of new deals over the coming months.

The Mobeus website **www.mobeusequity.co.uk** provides comprehensive information on the portfolios and performance of the VCTs as well as details of whom to contact if you have a query.

#### SHAREHOLDER RETURN PERFORMANCE DATA

The table below shows, for each VCT, total shareholder returns on both a net asset value (NAV) and bid price basis, as at the last three/four financial year-ends and at the latest date reported. For each VCT, the data are for the first fundraising for which Mobeus was the sole Manager, and able to apply its investment strategy (see note 1 below). The data nonetheless also reflect any impact from the performance of former managers (MIG 2, MIG 4 and I&G) and/or mergers of former share classes (MIG 2 and I&G) or merger with a former VCT (MIG). Individual VCT performances have been affected by differing levels of liquidity, by differing rates of fund size expansion and by historic portfolio composition. The trend of returns and dividends is shown below:

| Mobeus Income & Growth VCT plc  | as at: 31/12/2010 | 31/12/2011           | 31/12/2012           | 30/09/2013    | Original subscription | Annual %<br>return on |
|---|-------------------|----------------------|----------------------|---------------|-----------------------|-----------------------|
| Net assets at 30 September 2013 : £51.8 million   |                   |                      |                      |               | price p               | NAV 5                 |
| Dividends paid in respect of the financial year   | 5.0               | 6.8                  | 7.0                  | 4.0           |                       |                       |
| Cumulative dividends paid per share since 2004  | 26.3              | 33.1                 | 40.1                 | 44.1          |                       |                       |
| Net asset value (NAV) per share at period end $^{2}$  | 91.7              | 89.3                 | 92.2                 | 96.7          |                       |                       |
| Total shareholder return - NAV basis <sup>3</sup>   | 118.0             | 122.4                | 132.3                | 140.8         | 100.0                 | 11.6%                 |
| Bid share price at period end   | 82.0              | 78.5                 | 79.0                 | 86.0          |                       |                       |
| Total shareholder return - bid price basis <sup>4</sup>   | 108.3             | 111.6                | 119.1                | 130.1         |                       |                       |
| Mobeus Income & Growth 2 VCT plc  | as at: 30/04/2011 | 30/04/2012           | 30/04/2013           | 31/10/2013    |                       |                       |
| Net assets at 31 October 2013 : £27.3 million   |                   |                      |                      | р             |                       |                       |
| Dividends paid in respect of the financial year   | 4.0               | 4.0                  | 4.0                  | 0.0           |                       |                       |
| Cumulative dividends paid per share since 2005  | 10.0              | 14.0                 | 18.0                 | 18.0          |                       |                       |
| Net asset value (NAV) per share at period end $^{\scriptscriptstyle 2}$   | 96.2              | 98.7                 | 106.8                | 114.0         |                       |                       |
| Total shareholder return - NAV basis <sup>3</sup>   | 106.2             | 112.7                | 124.8                | 132.0         | 100.0                 | 11.2%                 |
| Bid share price at period end   | 62.0              | 67.0                 | 70.3                 | 93.5          |                       |                       |
| Total shareholder return - bid price basis <sup>4</sup>   | 72.0              | 81.0                 | 88.3                 | 111.5         |                       |                       |
| Mobeus Income & Growth 4 VCT plc  | as at: 31/01/2011 | 31/01/2012           | 31/12/2012           | 30/09/2013    |                       |                       |
| Net assets at 30 September 2013 : £41.0 million   |                   |                      |                      | р             |                       |                       |
| Dividends paid in respect of the financial year   | 4.0               | 5.0                  | 5.5                  | 2.0           |                       |                       |
| Cumulative dividends paid per share since 2007  | 11.0              | 16.0                 | 21.5                 | 23.5          |                       |                       |
| Net asset value (NAV) per share at period end $^{\scriptscriptstyle 2}$   | 109.9             | 111.7                | 111.8                | 116.4         |                       |                       |
| Total shareholder return - NAV basis <sup>3</sup>   | 120.9             | 127.7                | 133.3                | 139.9         | 120.9                 | 8.6%                  |
| Bid share price at period end   | 103.0             | 100.0                | 101.5                | 103.5         |                       |                       |
| Total shareholder return - bid price basis <sup>4</sup>   | 114.0             | 116.0                | 123.0                | 127.0         |                       |                       |
| The Income & Growth VCT plc   | as at: 30/09/2010 | 30/09/2011           | 30/09/2012           | 30/09/2013    |                       |                       |
| Net assets at 30 September 2013 : £60.5 million   |                   |                      |                      | р             |                       |                       |
| Dividends paid in respect of the financial year   | 4.0               | 4.0                  | 26.0                 | 6.0           |                       |                       |
| Cumulative dividends paid per share since 2008  | 4.5               | 8.5                  | 34.5                 | 40.5          |                       |                       |
|   | 95.0              | 116.8                | 103.6                | 113.9         |                       |                       |
| Net asset value (NAV) per share at period end <sup>2</sup>  |                   |                      |                      |               |                       | 10.00/                |
| , ,   | 99.5              | 125.3                | 138.1                | 154.4         | 100.0                 | 16.0%                 |
| Net asset value (NAV) per share at period end <sup>2</sup><br><b>Total shareholder return - NAV basis</b> <sup>3</sup><br>Bid share price at period end |                   | <b>125.3</b><br>91.0 | <b>138.1</b><br>95.0 | 154.4<br>98.0 | 100.0                 | <b>16.0</b> %         |

<sup>1</sup> MIG VCT from inception. MIG 2 from date of investment strategy change. MIG 4 from date Mobeus became sole Manager. I&G from date Mobeus became sole Manager.  <sup>3</sup> Total shareholder return - NAV basis: NAV plus cumulative dividends paid to date.
<sup>4</sup> Total shareholder return - bid price basis: Bid price plus The Annual % returns to investors on a NAV basis from each fundraising include the benefit of initial income tax relief. The income tax relief was 40% between 6 April 2004 and 5 April 2006, and 30% thereafter.

<sup>2</sup> These NAVs have been adjusted for dividends in respect of cumulative dividends paid to date. the year, but paid after the period end.

Data for every allotment for every fundraising by each VCT are shown in appendices to that VCT's half-yearly and annual reports, which are also included on the Mobeus website.

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