## Foresight Technology VCT

Hardman VCT Session
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Richard Roberts Chartered FCSI Head of Sales Development | Foresight Group

Richard is Head of Sales Development at Foresight Group. With over 25 years' experience in financial services, private equity and the alternative investments sector, he is responsible for developing strategic partnership relationships with IFA networks, nationals and service providers across the UK. He has a keen focus on providing thought leadership, technical support and solutions using tax efficient investments, for wealth managers and their clients.

Richardis a Chartered Fellow of the Chartered Institute of Securities and Investments, and the Chartered Management Institute.



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This document is in relation to the Foresight VCT, Foresight Enterprise VCT, Foresight Technology VCT and Foresight Ventures VCT (the "Funds"). This document should only be read in conjunction with the Foresight Guide to VCTs for the Tax Year 2025/26. The opportunities described in this document are NOT suitable for all investors. Key risks are explained in the Information Memoranda/Investor Guides and should be carefully considered before submitting an application to invest. An investment in the Fund is NOT suitable for all Investors.

Foresight cannot provide legal, tax, financial or investment advice. Foresight has taken all reasonable care to ensure that all the facts stated in this document are true and accurate in all material respects. Assumptions, estimates and opinions contained in this document constitute our judgment as of the date of the document and are subject to change without notice. Any forward-looking statements or projections are based on a number or assumptions as to market conditions and there can be no guarantee that any projected results will be achieved.

Tax reliefs are dependent on the VCT maintaining its qualifying status and on investors' individual circumstances. If a VCT loses its qualifying status, tax advantages will be withdrawn from that point. VCTs usually trade at a discount to their net asset value. It may be difficult to exit VCTs and they should be considered as long-term investments.

Investments will be made in small unquoted companies, which carry a higher risk than many other forms of investment. The VCT investments are likely to be illiquid and difficult to realise. The value of shares and income from them may go down as well as up, and past performance is not a reliable indicator of future performance and may not be repeated. Your capital is at risk and you may lose all the money you invest.

If you are in any doubt about the content of this document and/or what action you should take, you should seek advice from an independent financial adviser authorised under FSMA who specialises in advising on opportunities of this type.





85% of VCTs are classed as "General Enterprise" with similar investment strategies, providing little diversification for investors

## 3 Reasons Why

## Foresight Technology VCT

## A highly differentiated VCT, managed by an award-winning fund manager

85% of VCTs are "General Enterprise" with similar strategies. In contrast, Tech VCT investors have exposure to a highly differentiated, high growth, deep-tech sector, targeting 10x returns.

Resulting in better portfolio diversification for investors

## Deep-Tech VCT - Solving some of the world's most pressing challenges

Backing companies with huge growth potential.

Addressing climate change and resource scarcity; aging demographics and global health; cyber security and data storage; global security

### Strong tailwinds to invest now

Strong Government support for sector, and a thriving ecosystem for deep-tech; combined with favourable market timing for investing into early-stage tech.

Portfolio is now entering its maturity window.

## Foresight Technology VCT

Investment Strategy



### Solving global challenges with disruptive hardware and software

### **Climate and Sustainability**



#### Climate change

CO, emissions need to be reduced by about 50% by 2030

### Resource scarcity

Overpopulation and environmental degradation can lead to increased competition for rare resources

### **Demographics**



#### **Aging** population

An older and wealthier population is causing changes across industries. including in health care



### Workforce gaps

Remote work and an aging workforce is creating gaps for low-paid jobs and disrupting ways of working

### Semiconductor scaling limit

Semiconductor density and speed is hitting quantum physics limitations at three nanometers



**Technology** 

### Data deluge

Storage needs are doubling every one to two vears, and the amount of data worldwide is expected to reach 175 zettabytes by 2025

### Security



### Cybersecurity

Cybersecurity threats (quantum technologies pose both threats and solutions)



#### Geopolitical tensions

Global conflicts and tensions can disrupt stability, fuel warfare, and foster manufacturing reshoring

Companies developing new solutions to these problems are often referred to as 'Deep Technology' companies'

## Investing across a range of breakthrough technologies



**IIOT & Sensors** 



Autonomous Systems



Advanced Materials & Nanotechnology



Next Generation Interfaces



Factory Automation



Future of Computing



**Industrial Al** 

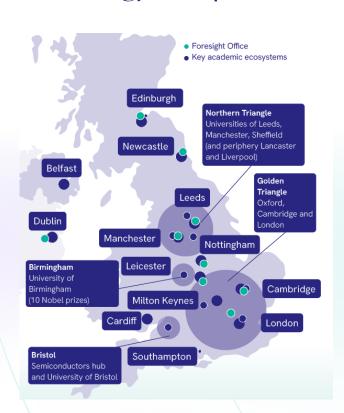


Scientific Instrumentation

Up to 20% of the fund can be invested into companies outside of the core scope, providing they are seeking to commercialise some proprietary intellectual property



### The UK remains an attractive ecosystem for growing Deep Technology companies



- A vibrant academic ecosystem hosting 12 of the top 25 universities for spin-outs in Europe
- One of the most active Venture Capital and Start-up networks in the world with over 547 active VC and PE funds in 2022
- A series of government initiatives to target growth in the science and engineering sectors as well as growth across the UK
- VCT Sunset clause extended to 2035 to show continued support for investing into early-stage companies
- Foresight's network of regional offices provides nearunparalleled access to the UK's key deep technology ecosystems

### Foresight's Unparallelled Regional Presence

Regional office presence gives us access to unique deal flow





# Our investment formula has been shaped over four decades of tech investing

Key attributes of an attractive deep technology investment opportunity



Technology innovation, not business model innovation



A strong defensible advantage, usually IP-based



A team with outstanding technical pedigree, commercial experience and a bias for action



A team and a story which has ability to raise capital



A clear route to exit and 10x+ return potential in an exit range of c.£50-350m<sup>1</sup>



Exit value that could be decoupled from financial multiples

2. Target returns are not guaranteed

<sup>1.</sup> Potential based on Foresight's experience and track record

### A Dedicated and Diverse Investment Team



Andrew Bloxam Partner 24 years' experience Committed Capital, Strata and JP Morgan



Richard Lewis Managing Director 21 years' experience Downing, Mitsui & Co



Chris Wiles Director 18 years' experience Centrica, PwC & McLaren



Danielle Gubbay Investment Director 15 years' experience New Model Venture, CBA



Rubina Singh Senior IM 10 years' experience Octopus Ventures and Centrica Ventures



Anastasia Sagaidachna Senior IM 9 years' experience EBRD and EMF Capital



Isabelle Petri Senior Portfolio Manager 9 years' experience BDO and Infraco



Lucy Clarke Investment Manager 10 years' experience Goldman Sachs, Octopus Ventures



Desmond Cheung Investment Manager 6 years' experience Cambridge Enterprise



Tim House Senior Portfolio Manager 15 years' experience Lloyds and ThinCats



Gideon Shmuel Venture Partner 30 years' experience Former Tech CEO, Board Advisor & VC

Team operates within Foresight's Private Equity and Venture Capital team of 60+ investment professionals and is supported by three dedicated Venture Partners in the key ecosystems of Silicon Valley, Israel and UAE



## Strategy in Action

## Codeplay\*

Accelerating the performance of computer chips running Al Software

Past performance is not indicative of future results, and the value of an investment can go down as well as up \*Technology Strategy. EIS Portfolio Holding



## From investment to exit, Codeplay...



Created over 50 highly skilled jobs, with many recruited from the local computer lab at The University of Edinburgh.



Secured a landmark deal with the US government to enable its next-generation supercomputer.



Built a go to market strategy targeting high growth end-markets such as self-driving cars, high performance computing, Al and healthcare.

## Foresight Private Equity Capability

## Why Foresight?

We invest to build a sustainable future and grow thriving economies

£13.2bn\* AUM

19

Global offices

60

PE professionals

400+

100+

Av. 3x SME Returns

PE and Venture Investments

Exits

Full and Partial Exits Since 2010

# Awards and Accreditations **Foresight VCTs**

Our awards and accreditations provide our clients with peace of mind and confidence in our financial strength and expertise.

#### **Growth Investor Awards**

We have been recognised in several categories at the Growth Investor Awards for over seven years, including Best VCT Investment Manager, Best Investor Return and Growth Investor of the Year.

















### Other industry awards

Our VCTs are managed by our award-winning Private Equity team, who consistently earn recognition at prestigious industry awards, evidencing the strength of Foresight's reputation as a leading tax-efficient investor.















## Foresight – Market Leading VCTs – 3 Strategies

#### Foresight Technology VCT

Early stage - Specialist - DeepTech

- Target return 10x
- Target 5% dividend yield p.a.
- Macroeconomic and political tailwinds
- Investing into a portfolio of earlystage deep-tech and engineering companies with innovative and potentially transformational technologies.
- Disruptive technologies offering an 'order of magnitude' improvement.
- Co-investing alongside other Foresight VCTs

#### Foresight Ventures VCT

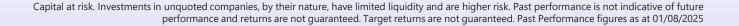
Later Stage - Technology

- Target return 10x
- Target 4% dividend yield p.a.
- Strong track record
- 80+ portfolio companies
- Average return 3.5x investment
- · Later stage investment/Series B
- Investing into companies developing disruptive software technologies with proven product market fit and AI enabled capability
- International expansion and exit focus

### Foresight Enterprise VCT and Foresight VCT

Later stage - General Enterprise

- Target a tax-free 5% dividend yield per annum
- Target return 2-3x
- Regional deal flow provides diversification by sector, geography and maturity
- Each with a diversified portfolio of over 35 innovative and fastgrowing businesses with strong and proven leadership teams
- Strong track record of successful exits



## Key Takeaways

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## Thank You & Questions

Foresight Group LLP

The Shard 32 London Bridge Street London SE1 9SG United Kingdom

t: +44 (0)20 3667 8199

e: rroberts@foresightgroup.eu

w: foresightgroup.eเ