

For Professional Investors Only

Guinness VCT

Hardman & Co VCT Forum

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Guinness Asset Management

A specialist fund management firm with over £8.5bn funds under management



Founded 2003
Based in London



Group AUM > £8.5bn



EIS & IHT £300m
invested



Over 85 staff

As at 31 October 2025



£300 million invested into more than **180** companies that qualify for EIS and VCT

Guinness VCT

Provides scale-up capital to VCT qualifying companies

Guinness EIS

Provides scale-up capital to private companies

Guinness AIM EIS

EIS qualifying investments in AIM listed companies

Guinness Sustainable Estate Planning

Business Relief qualifying service investing in sustainable energy



A specialist fund management firm with **£8bn** funds under management

Equity Income Funds

Global Equity Income
Asian Equity Income
Emerging Markets Equity Income
European Equity Income
Pan-European Equity Income

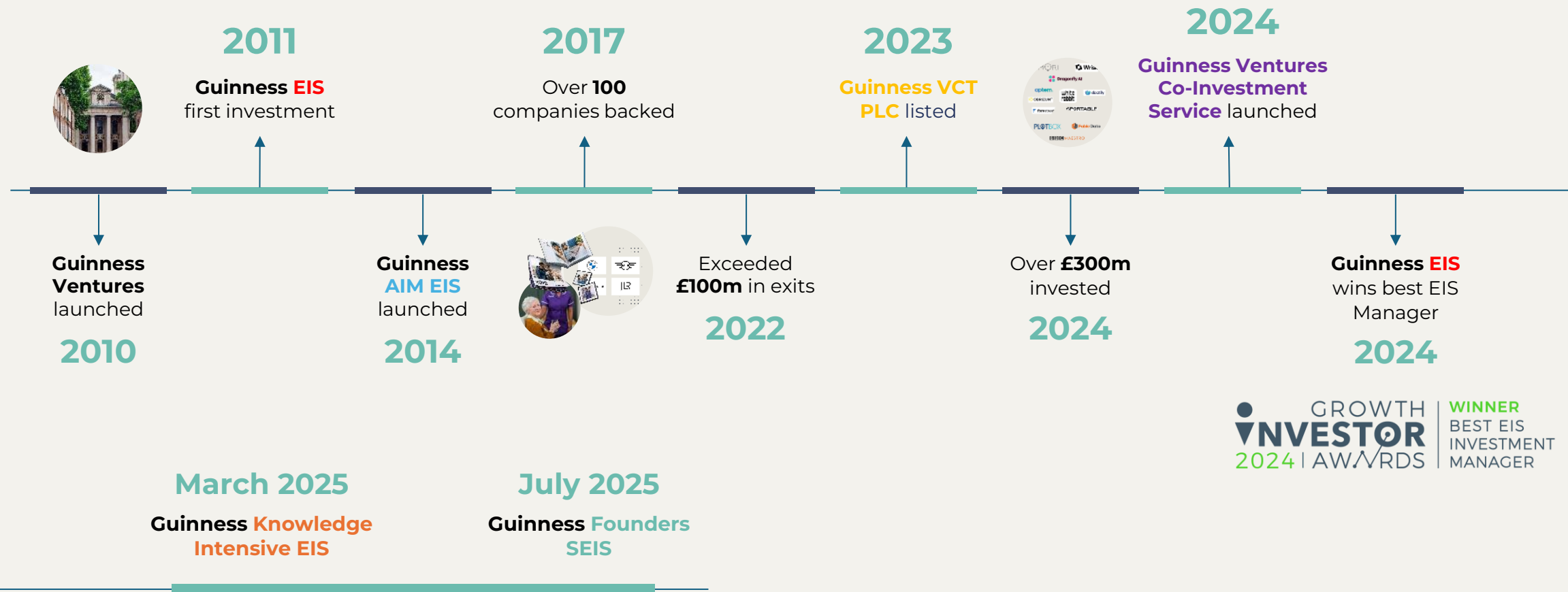
Global Growth Funds

Global Innovators

Specialist Funds

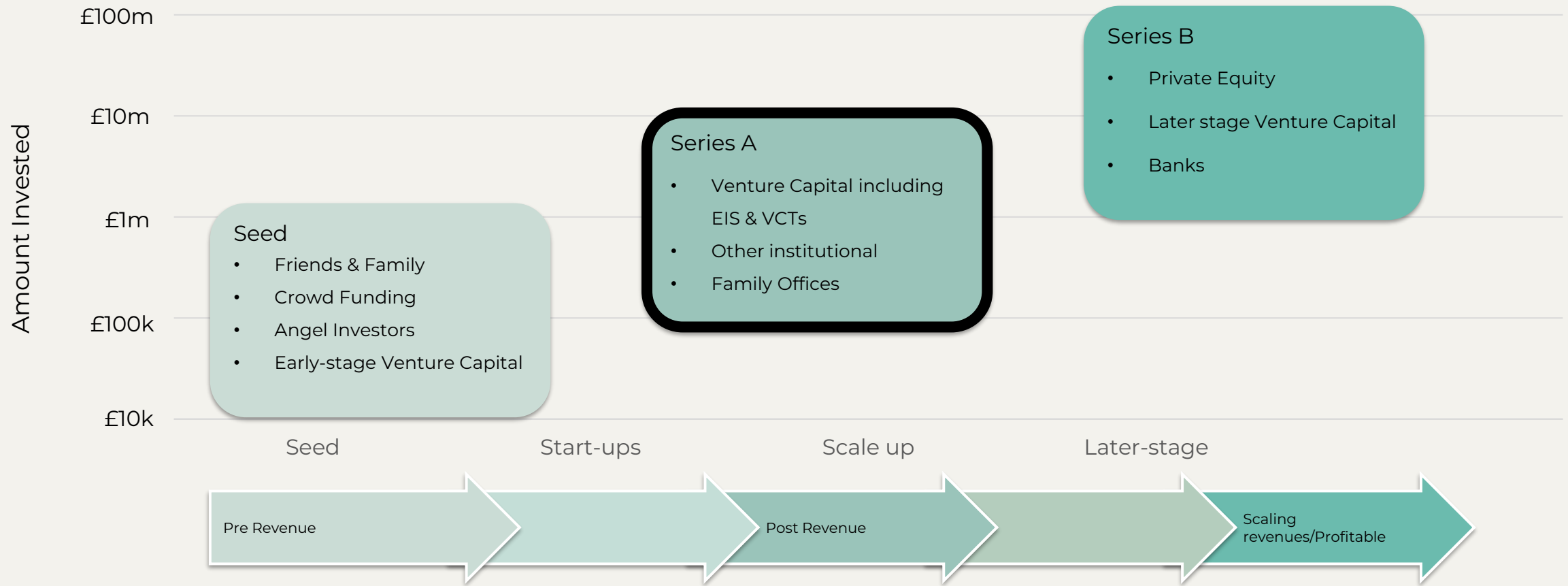
Global Energy
Sustainable Energy
Global Money Managers
Greater China
Real Assets

Our Journey



Venture Funding Stages

Venture Funding Stages



Investment Strategy – What we invest in

Geography	UK wide
Investment Focus	Business Productivity, Consumer & Healthcare
Revenue	Scale up with at least £1m revenue
Growth	High year-on-year revenue growth
Unit Economics	Demonstrate ability to be profitable at scale
Stage	Series A
Size	£1m to £5m Investments from Guinness Ventures
Management	Teams with passion and ability to deliver
Moat	Valuable USPs that are difficult to replicate

Guinness VCT - Update

- The portfolio has expanded to **22** growth companies
- **10** portfolio companies added in the last year
- **52%** of the portfolio with year-on-year revenue growth of **>50%**
- First exit achieved via a partial exit from **PlotBox**
- The average revenue at point of investment was **£5.2 million**
- **8%** increase of portfolio value over cost
- AUM **£11.6m**
- NAV per share 30/06/25 - **97.4p**

Past performance is not a guide to future performance. The value of an investment and the income from it can fall as well as rise and you may not get back the amount originally invested.

Guinness VCT - 2025/26 & 2026/27

Launch date	12 th September 2025
Tax years	2025/26 & 2026/27 (30 th June close)
Offer size	£10m + £5m over-allotment facility
Minimum	£5k
Early investment incentive	2% discount to initial fee before 31 st December
Existing investor discount	1%
Dividend	5% per annum target*

*Target returns should not be relied upon to predict actual returns and are not an indication of future performance.

Dividend

Dividend Policy

Target regular dividends totalling 5% of the Company's Net Asset Value per annum.

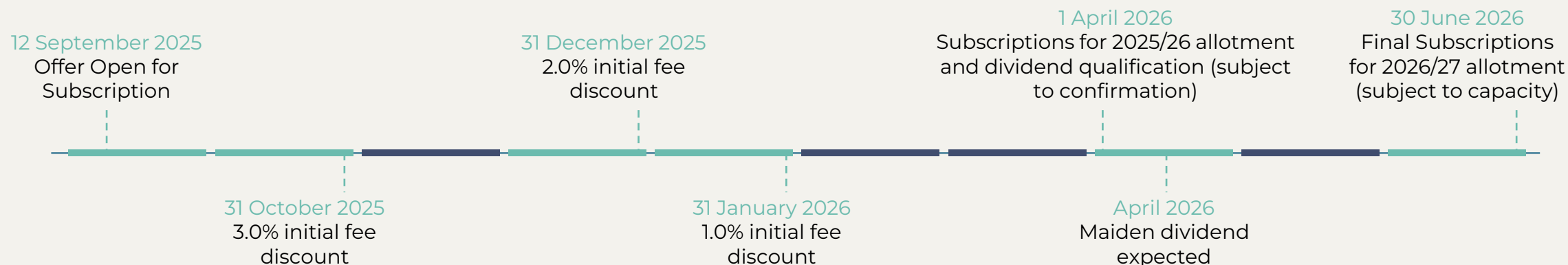
Maiden Dividend

Expected to be paid after 1 April 2026. Investors subscribing prior to the 2025/26 deadline should be eligible

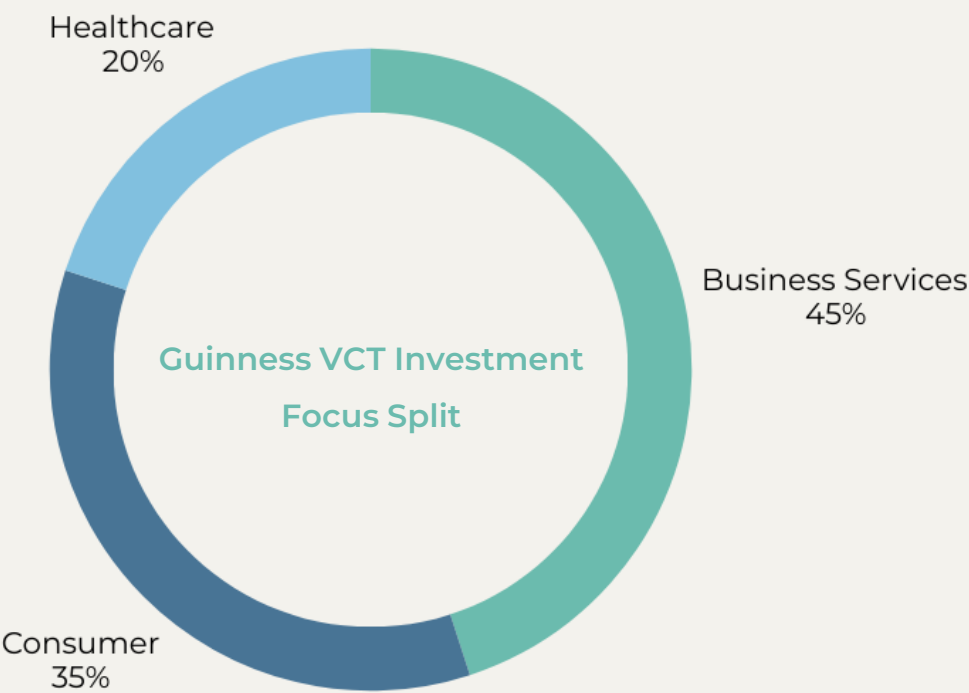
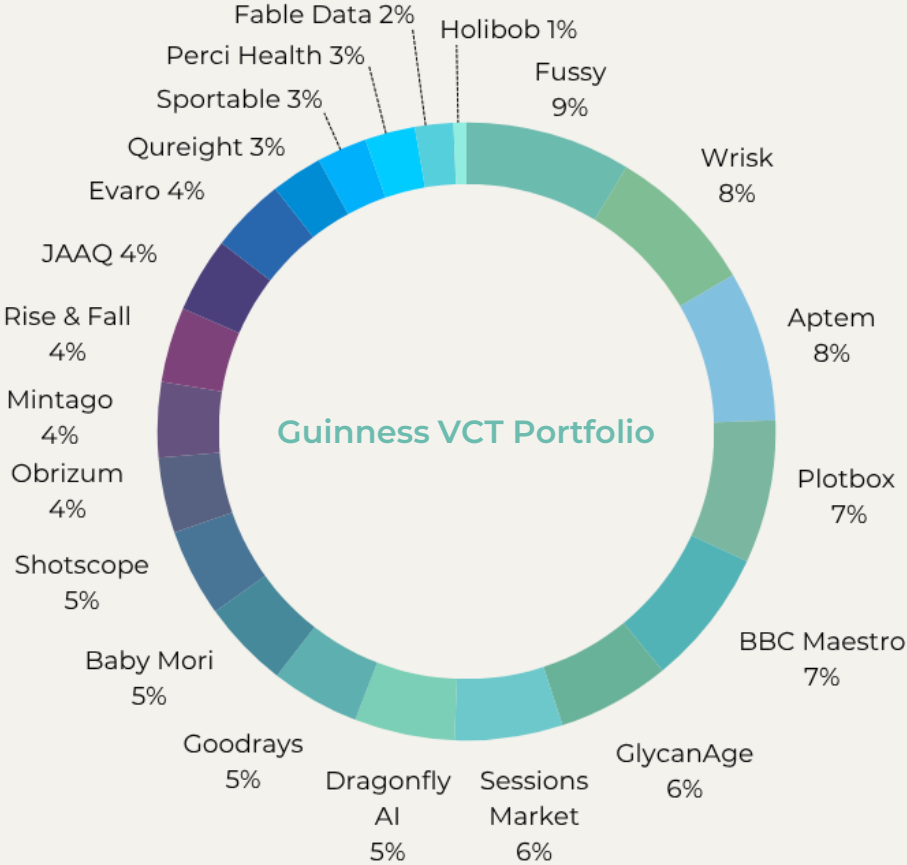
Dividend Reinvestment Scheme

Allows investors to elect to reinvest all or part of any cash dividends they may receive.

Timeline



Portfolio



Source: Guinness Ventures, August 2025



Company Name	Wrisk Limited
Investment Amount	£0.35 million
Sector	Insurance

Wrisk is an award winning InsurTech business that is re-imagining auto insurance distribution.

Wrisk helps Auto manufacturers create novel, data-driven and integrated insurance experiences to customers that are a delight to use. These solutions can be scaled and deployed globally across multiple markets.

It stands out in the market because of its unique focus in areas including advanced integrations, car-data, smart pricing and smart capacity utilisation. Clients include Jaguar Land Rover and Mercedes-Benz.



Company Name	Fussy Ltd
Investment Amount	£0.46 million
Sector	Consumer

Fussy develops and sells a range of environmentally-friendly, refillable natural deodorants through both retail and online channels.

The company aims to revolutionize personal care by offering sustainable alternatives to conventional deodorants. Fussy's highly effective, design-led products resonate with consumers who are increasingly looking for eco-friendly solutions.

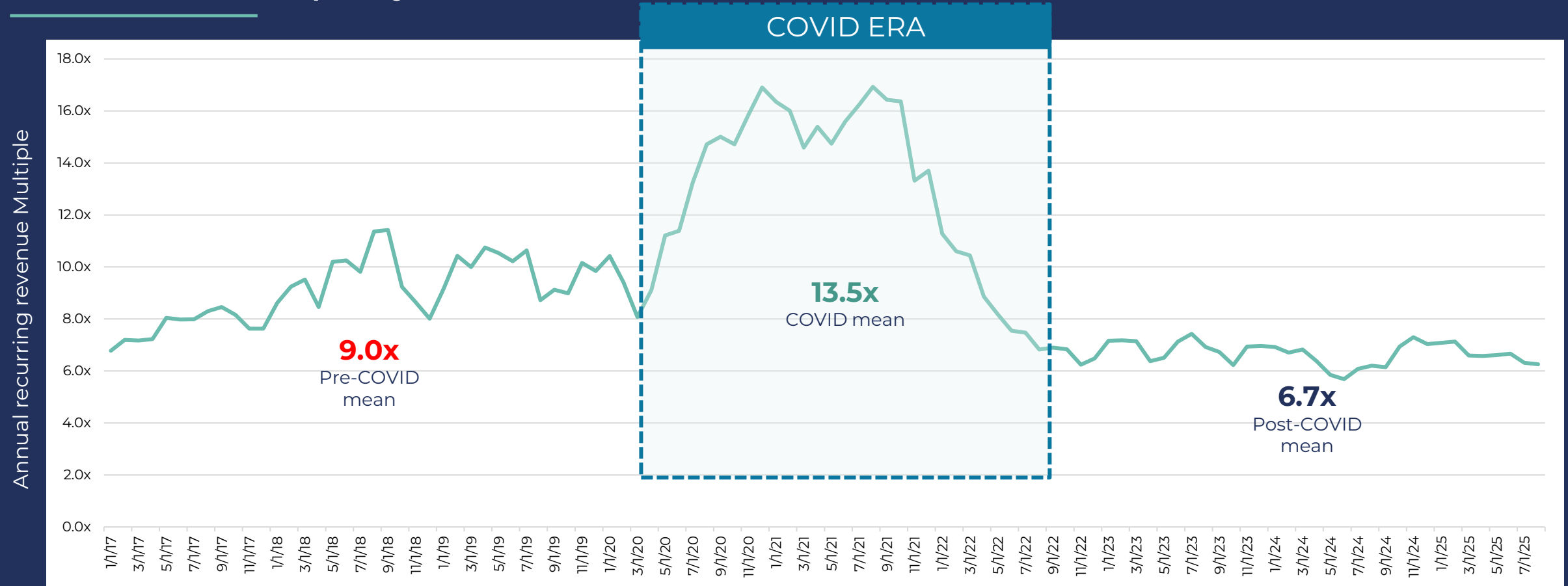
Early successes include generating £1m in gross revenue in Tesco within six months, surpassing competitor Wild, and becoming the #3 deodorant on Ocado. Fussy's business model combines one-off deodorant sales with a refill subscription service.

PLOTBOX

Company Name	PlotBox Inc.
Investment Amount	£0.35 million
Sector	Software & Technology

Plotbox is an industry leading cloud-based deathcare management solution facilitating the workflows of cemeteries and crematoria through a suite of features. Management systems across the cemetery industry have historically been disconnected and inefficient, and PlotBox's solution provides much needed innovation to this industry.

Software Company Valuations



Source: Cavendish Capital Markets, August 2025

Q&A

