

Report & Accounts for the year ended 31 December 2013

#### SHAREHOLDER INFORMATION

#### **Share price**

The Company's share price can be found on various financial websites with the TIDM/EPIC code "EDV". A link to the share price is also available on Elderstreet Investments Limited's website (www.elderstreet.com) and on Downing LLP's website (www.downing.co.uk).

Latest share price at 25 April 2014: 77.5p per share

#### Financial calendar

5 June 2014 Annual General Meeting 30 June 2014 Payment of final dividend

August 2014 Announcement of half yearly results

#### **Dividends**

Dividends will be paid by the Registrar on behalf of the Company. Shareholders who wish to have dividends paid directly into their bank account, rather than by cheque to their registered address, can complete a mandate form for this purpose (forms can be downloaded from www.capitaassetservices.com). Queries relating to dividends, shareholdings and requests for mandate forms should be directed to the Company's Registrar, Capita Asset Services, on 0871 664 0324 (calls cost 10p per minute plus network extras, lines open 8:30 a.m. to 5:30 p.m. Monday to Friday), or by writing to them at The Registry, 34 Beckenham Road, Beckenham, Kent BR3 4TU.

#### **Selling shares**

The Company's shares are listed on the London Stock Exchange and can be bought or sold like any other listed shares using a stockbroker.

The Company generally buys back shares several times each year. Details of the next planned share buyback can be obtained by contacting Downing LLP on 020 7416 7780. Any Shareholder considering selling some or all of their shareholding should ensure that they are fully aware of any tax consequences, especially if they purchased shares within the last five years or took part in the Enhanced Share Buyback offer. If you are in any doubt please contact your financial adviser.

## **Share scam warning**

We have become aware that a significant number of shareholders of VCTs have recently received unsolicited telephone calls from a company purporting to be acting on behalf of a client who is looking to acquire their VCT shares at an attractive price. We believe these calls to be part of a "Boiler Room Scam". Shareholders are warned to be very suspicious if they receive any similar type of telephone call.

Further information can be found on Downing LLP's website. If you have any concerns, please contact Downing LLP on 020 7416 7780.

#### **Notification of change of address**

Communications with Shareholders are mailed to the registered address held on the share register. In the event of a change of address or other amendment this should be notified to the Company's Registrar, Capita Asset Services, under the signature of the registered holder.

### **Other information for Shareholders**

Up to date Company information (including financial statements, share price and dividend history) may be obtained from Downing LLP's website at www.downing.co.uk. Financial information is also available on Elderstreet Investments Limited's website at www.elderstreet.com.

If you have any queries regarding your shareholding in Elderstreet VCT plc, please contact the Registrar on the above number or visit Capita's website at www.capitaassetservices.com and click on "Share Portal".



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## **COMPANY INFORMATION**

**Directors** 

David Brock (Chairman)
Hugh Aldous
Barry Dean
Michael Jackson
Nicholas Lewis
all of

10 Lower Grosvenor Place London SW1W 0EN

Company number

03424984

**Secretary and Registered Office** 

Grant Whitehouse 10 Lower Grosvenor Place London SW1W 0EN Tel: 020 7416 7780

**Investment Manager** 

Elderstreet Investments Limited 10-11 Charterhouse Square London EC1M 6EE Tel: 020 7831 5088

www.elderstreet.com

**Administration Manager** 

Downing LLP 10 Lower Grosvenor Place London SW1W 0EN Tel: 020 7416 7780 www.downing.co.uk **Listed Fixed Income Securities Manager** 

Smith & Williamson Investment Management Ltd 25 Moorgate London EC2R 6AY

**Auditor** 

BDO LLP 55 Baker Street London W1U 7EU

**VCT Status Advisers** 

PricewaterhouseCoopers LLP ("PwC")

1 Embankment Place
London WC2N 6RH

Registrar

Capita Asset Services
The Registry
34 Beckenham Road
Beckenham
Kent BR3 4TU
Tel: 0871 664 0324
(calls cost 10p per minute plus network extras lines open Mon-Fri from 8.30 am to 5.30pm)
www.capitaassetservices.com

**Bankers** 

Royal Bank of Scotland plc 119/121 Victoria Street London SW1E 6RA

Bank of Scotland plc 33 Old Broad Street London BX2 1LB



## **FINANCIAL SUMMARY**

|   | 2013  | 2012  |
|---|-------|-------|
|   | pence | pence |
| Net asset value per share ("NAV")                           | 78.0  | 68.9  |
| Cumulative dividends paid since launch                      | 62.0  | 58.0  |
| Total return (NAV plus cumulative dividends paid per share) | 140.0 | 126.9 |
| Dividends in respect of financial year                      |       |       |
| Interim dividend paid per share                             | 2.0   | 2.0   |
| Final proposed dividend per share (payable on 30 June 2014) | 2.0   | 2.0   |
|   | 4.0   | 4.0   |

A full dividend history for the Company can be found at www.downing.co.uk.

## Performance summary for investors (based on an original investment of £1.00)

|                                | Initial      |             |             |             |                | Gain           |
|--------------------------------|--------------|-------------|-------------|-------------|----------------|----------------|
|                                | income       | Equivalent  |             | Gain/(loss) | Gain           | (after initial |
|                                | tax relief   | dividends   | Equivalent  | (ignoring   | (after initial | and ESB*       |
|                                | available on | received    | NAV at      | income      | income tax     | income tax     |
|                                | investment   | since issue | 31 Dec 2013 | tax relief) | relief)        | relief)        |
| Share issue date               | %            | pence       | pence       | %           | %              | %              |
| Elderstreet Millennium Venture |              |             |             |             |                |                |
| Capital Trust plc (1996)       | 20%          | 73.1        | 29.7        | 2.9%        | 22.9%          | 28.8%          |
| Feb – Aug 1998                 | 20%          | 62.0        | 78.0        | 40.0%       | 60.0%          | 75.6%          |
| Mar-Jun 2005 (C Share issue)   | 40%          | 42.7        | 52.2        | -5.1%       | 34.9%          | 45.3%          |
| Apr 2006                       | 40%          | 47.2        | 113.2       | 60.4%       | 100.4%         | 123.0%         |
| Apr 2008                       | 30%          | 27.7        | 84.8        | 12.5%       | 42.5%          | n/a            |
| Jun 2008                       | 30%          | 24.1        | 85.3        | 9.4%        | 39.4%          | n/a            |
| Apr 2009                       | 30%          | 25.4        | 104.4       | 29.9%       | 59.8%          | n/a            |
| May 2009                       | 30%          | 24.1        | 104.4       | 28.5%       | 58.5%          | n/a            |
| Apr-May 2010                   | 30%          | 19.9        | 97.0        | 16.9%       | 46.9%          | n/a            |
| Mar 2011                       | 30%          | 14.8        | 96.2        | 11.0%       | 41.0%          | n/a            |
| Apr-May 2011                   | 30%          | 15.4        | 100.0       | 15.4%       | 45.4%          | n/a            |
| Apr-May 2012                   | 30%          | 11.3        | 110.3       | 21.6%       | 51.6%          | n/a            |
| Nov 2012                       | 30%          | 6.5         | 126.5       | 33.0%       | 63.0%          | n/a            |
| Apr 2013                       | 30%          | 5.9         | 115.5       | 21.5%       | 51.5%          | n/a            |

In the table above, income tax relief has been treated as additional income for the purpose of calculating gains after income tax relief.

#### Original 'C' Shareholders

Shareholders investing under the 'C' Share offer were issued 0.6691 Ordinary Shares for every one 'C' Share held. Dividends of 30.0p per 'C' Share were paid prior to the merger, equivalent to 44.8p per Ordinary Share.

#### **Elderstreet Millennium Shareholders**

Shareholders in Elderstreet Millennium Venture Capital Trust ("EMVCT") were issued 0.381 Ordinary Shares in Elderstreet VCT plc for every one share held. Dividends of 61.5p per EMVCT share were paid prior to the merger, equivalent to 161.5p per Ordinary Share in Elderstreet VCT plc.

<sup>\*</sup> In November 2012, the Company offered an Enhanced Share Buyback ("ESB") which allowed Shareholders who had already held their shares for more than five years to sell their shares and reinvest the proceeds, receiving additional income tax relief at the rate of 30% on the new issue.



#### **INVESTMENT OBJECTIVES**

The Company's principal investment objectives are to:

- maximise dividends to shareholders, targeting a dividend return of 4.0p per Ordinary Share per annum (subject to liquidity).
- maintain its VCT status.

The detailed investment policy adopted to achieve the investment objectives is set out in the Strategic Report on pages 16 to 17.

#### **DIRECTORS**

**David Brock** (Chairman) was, until July 1997, a main board director of MFI Furniture Group plc and managing director of MFI International Limited, having been involved at a senior level in both MFI's management buy out and its subsequent flotation. He started his career at Marks and Spencer plc. He is currently chairman of Episys Group Limited and Kitwave Limited, and is a non-executive director of Hargreave Hale Aim VCT 1 plc and Puma VCT 8 plc.

**Hugh Aldous** is chairman of Capita Sinclair Henderson and SPL Guernsey ICC Ltd. He is a director of Asian Total Return Investment Company plc, Innospec Inc. (NASDAQ) and Polar Capital Holdings plc. He was previously a partner of Grant Thornton UK LLP. He was a DTI Inspector and a member of the Competition Commission.

**Barry Dean** is a chartered accountant and has over 30 years experience in the private equity industry including 14 years as managing director of Dresdner Kleinwort Benson Private Equity Limited. He is currently a non-executive director of Downing ONE VCT plc and ProVen VCT plc.

Michael Jackson founded Elderstreet Investments Limited in 1990 and is its executive chairman. Michael studied law at Cambridge University, and qualified as a chartered accountant with Coopers & Lybrand before spending five years in marketing for various US multinational technology companies. For the past 23 years, he has specialised in raising finance and investing in the smaller companies quoted and unquoted sector. From 1983 until 2006 he was a director of FTSE 100 company, The Sage Group plc, becoming chairman in 1997. He was also chairman of PartyGaming plc, another FTSE 100 company, and additionally is chairman of NetCall plc and Advanced Computer Software Plc. He is also on the board of a number of Elderstreet portfolio companies, including as a director of AngloInfo Limited, Baldwin and Francis Holdings Limited, Fords Packaging Top Co Limited, SnackTime plc and as chairman of Access Intelligence plc and Concorde Solutions Limited.

**Nicholas Lewis** is a partner of Downing LLP - a business he founded as Downing Corporate Finance Limited in 1986. Downing LLP specialises in managing, promoting and administrating tax-based investments and has raised approximately £1 billion since 1991. Prior to founding Downing, he was with NatWest Ventures Limited and, before that, with Apax Partners & Co Limited. He is a director of several other venture capital trusts.

All the Directors are non-executive and, with the exception of Michael Jackson and Barry Dean, are independent of the Investment Manager.



#### **CHAIRMAN'S STATEMENT**

I am pleased to present the Company's Annual Report for the year ended 31 December 2013. The year has seen continued good progress made by several of the Company's larger investments, resulting in a pleasing uplift in the NAV.

#### Net asset value, results and dividends

At 31 December 2013, the Company's NAV stood at 78.0p, an increase of 13.1p (19.0%) over the year after adding back dividends of 4.0p per share which were paid during the year.

The total return to Shareholders who invested at the launch of the Company in 1998 (NAV plus cumulative dividends) is now 140.0p compared to the original cost (net of income tax relief) of 80.p per share. A summary of the position for Shareholders who invested in the Company's various other fundraisings is included on page 2 of this report.

The return on ordinary activities after taxation for the year was £4.0 million (2012: £2.1 million), comprising a revenue return of £309,000 (2012: £406,000) and a capital return of £3.7 million (2012: £1.7 million).

Subject to Shareholder approval at the forthcoming Annual General Meeting ("AGM"), your Board is proposing to pay a final dividend of 2.0p per share on 30 June 2014 to Shareholders on the register at 30 May 2014. This will bring total dividends in respect of the year to 4.0p (2012: 4.0p), equivalent to a tax-free yield over 5% p.a. based on the share price at the date of this report.

### Venture capital investments

The Company's investment activity during the year continued to focus on the existing portfolio, with two follow on investments being made at a total cost of £441,000 and one loan note redemption. In addition, Fords Packaging Systems undertook a share for share restructuring (incorporating a small share buyback) resulting in the Company acquiring an investment in Fords Packaging Top Co Limited in exchange for the investment in Fords Packaging Systems Limited. As a result, £747,000 has been recognised as a realised gain on the disposal of the original holding.

At the year end, the Company held a portfolio of 24 venture capital investments valued at £21.8 million of which the top ten investments are valued at £18.3 million.

The Board have reviewed the investment valuations at the year end and made a number of adjustments. The most notable uplift in the unquoted portfolio is Wessex Advanced Switching Products Limited ("WASP") which has increased in value by £2.3 million. Improved trading at Smart Education and Baldwin and Francis, along with a strengthening share price of Interquest Group, contributed to a net uplift on the portfolio for the year of £3.4 million.

Further commentary on the portfolio, together with a schedule of additions, disposals and details of the largest investments, can be found within the Investment Manager's Report and Review of Investments on pages 6 to 14.

#### **Fixed interest investments**

The Company also continues to hold a portfolio of fixed interest investments which is managed by Smith & Williamson Investment Management Limited. The portfolio, valued at £1.5 million at the year end, generated investment income of £25,000 during the year, although unrealised capital losses of £31,000 were recognised.

#### **Fundraising activities**

Shareholders will be aware of the Company's proposals to launch a new sustainable technology share class. A fundraising was launched in December 2013, alongside a top-up offer for the existing Ordinary Shares.

With the benefit of hindsight, the sustainable technology offer was perhaps over complicated to present to potential investors and, along with a pricing issue for the ordinary share offer, the Board decided to withdraw both offers in March 2014.

Earlier in the year, a top up offer in the Ordinary Share class raised gross proceeds of £871,500, with 1,291,055 Ordinary Shares being allotted at an average price of 67.5p per share.

#### Share buybacks

During the year the Company made a number of market purchases of its shares. In June 2013, the Company purchased 216,480 Ordinary Shares for cancellation for an aggregate consideration of £121,000, at an average price of 55.5p per share. A further 204,950 Ordinary Shares were purchased, in November 2013, for cancellation for an aggregate consideration of £117,000, at an average price of 57.0p per share. Both purchases were undertaken at a price approximately equivalent to a 15% discount to the most recently published NAV at the time of purchase.



## **CHAIRMAN'S STATEMENT (continued)**

## Share buybacks (continued)

The Board plans to make market purchases of its shares several times each year and makes a certain level of funds available for this purpose. The Board has reviewed the price at which buybacks are undertaken and has agreed to reduce the buyback discount to approximately 7.5% based on the latest published NAV. This policy will continue to be reviewed from time to time.

Any Shareholders who are considering selling their shares will need to use a stockbroker. Such Shareholders should ask their stockbroker to register their interest in selling their shares with Shore Capital.

#### Annual General Meeting ("AGM")

The next AGM of the Company will be held on 5 June 2014 at 10-11 Charterhouse Square, London EC1M 6EE at 11.00 a.m.

Notice of the meeting is at the end of this document. Three items of Special Business are proposed; one ordinary resolution and two special resolutions in relation to the allotment of shares and share buybacks.

#### Post balance sheet event

On 11 April 2014, the Investment Manager completed the sale of WASP for a sum materially in excess of the carrying value at 31 December 2013. The Board estimates that the impact on the Company's unaudited NAV has been to increase it to approximately 92.6p per share as at the date of this report.

The Investment Manager has worked closely with the company since the original investment was made in 1999 and supported that company's development and path towards its ultimate sale. The Board congratulates the Manager on delivering this excellent result for Shareholders.

#### Outlook

With the general economic outlook brighter than it has been for some time, the Company appears well placed to take advantage of the improving conditions. The profitable disposal of WASP in April supports this view. The majority of the remaining investments held by the Company have been held for a significant period and, with close attention from the Manager and, in some cases, intervention, a number have matured well and further attractive exit opportunities may arise.

Despite the disappointment of having to withdraw the recent fundraising offer, the Board feels that the success with the disposal of WASP endorses the Manager's approach to investing and believes that the Company continues to hold a good quality portfolio that has the potential to deliver further value for Shareholders over the coming years.

David Brock Chairman

28 April 2014



#### **INVESTMENT MANAGER'S REPORT**

Over the year the Company recorded an increase in the total return of 13.1p (net asset value including cumulative dividends), from 126.9p to 140.0p including paying dividends of 4.0p per share. NAV per share increased from 68.9p to 78.0p an increase of 19.0%. Overall the core portfolio has performed well and there have been some substantial revaluations upwards, notably Wessex Advanced Switching Products Limited, Smart Education Limited and Baldwin and Francis Limited which are commented on below. There were also some revaluations downwards but these were offset by the increases.

No new investments were made in the year but two follow on investments were made in the period into Snacktime plc (£400,000), and The Engine Group Limited (£41,000). Within the portfolio Fords Packaging Systems Ltd was restructured into a new company called Fords Packaging Topco Limited with new management incentives and better loan note terms negotiated for our shareholders, but substantially the same business. For ease of reporting we refer to both companies as 'Fords' in this report.

Post year-end a new investment of £562,500 was made into Macranet Limited, a social media software analytics company, alongside AIM listed Netcall plc. Another portfolio company, Concorde Solutions Limited, has attracted a £1 million investment from a third party USA based investor which completed in March 2014 and in which the Company invested a further £250,000 alongside matched funding from our incumbent syndicate investor.

Within the core unquoted portfolio upward revaluations were recorded in Wessex Advanced Switching Products ('WASP'), Baldwin and Francis ('BFH') and Smart Education ('Smart').

WASP continued to perform well throughout the year with significant advances being made in sales to the aerospace sector. As a cash generative business with no debt, and which pays a regular dividend, the business supported a significant increase in valuation as at 31 December 2013. We are pleased to report that, since the year end, in April 2014, we completed the sale of WASP for a cash sum well in excess of the 31 December 2013 valuation. We have worked very closely with management in recent years as the business sought to position itself for an exit. The outcome has been very positive for management and the VCT and fellow investors.

BFH has undergone a transformational change over the past eighteen months. In 2012 a new executive chairman was appointed alongside further funding of £700,000 into B&F Management Limited ('BFM'). The change in management and to business practices has turned the company around from a loss making, indebted cash flow negative business, to a profitable cash flow positive company with excellent prospects for future growth. The final corporate restructuring of the BFH business and winding up of BFM was completed post year end, and has resulted in a larger equity holding for the Company with enhanced loan note terms.

Smart has continued to grow its turnover and the subsequent cash generation has resulted in a repayment of £250,000 of the Company's loan note. The current year will see a further loan note repayment and scaling up of the business to ensure future growth is sustainable.

Fords, has had a steady year and additional management was hired to assist the growth strategy. We are pleased to report the order book for large capping machines is at its highest level for many years which we are hopeful will feed through into higher sales and profitability in 2014. Fords is debt free and pays a regular dividend.

Within the quoted portfolio two companies, Interquest plc and Mears Group plc, have increased in value benefiting from the general increase in economic activity. We also continue to be cautiously optimistic over Access Intelligence plc ('Access') and SnackTime plc ('Snacktime').

Access recently released its year end November 2013 figures. Revenue was up by 5% year on year to £8.5 million. On a "company stated" basis (before R&D capitalisation adjustment, share based payments and exceptionals) 2013 EBITDA was up from £370,000 in 2012 to circa £520,000 representing circa 40% year on year growth. The continued commitment to the software-as-a-service business model has enabled Access to build long-term visibility of revenues.



## **INVESTMENT MANAGER'S REPORT (continued)**

In the previous year we reported that Snacktime shares had fallen to 10 pence reflecting a profits warning as a result of the failure to successfully integrate the Vendia acquisition made in 2010, a decline in sales from certain product lines, and gross margins being hit by inflationary pressure. New management were introduced in 2012 to turnaround the business. Since then considerable progress in the turnaround has been made despite tough market conditions and the Company made a further follow on funding of £400,000 in 2013.

Generally it is worth noting that in nine out of the top ten companies by value at 31 December 2013 the Manager has at least one board seat or observer rights and are very actively involved with these businesses. We continue to maintain a reasonable level of liquidity so that we are able to respond to investment opportunities that become available. Overall the low external debt position of the portfolio is well covered by earnings and comfortably within banking covenants, and gives us confidence for the future

In summary, we are pleased to report that the general movement in valuations is upwards, and that while we have been actively working on the portfolio we have also made new investments post year end. Given the recent economic uplift, we maintain a positive outlook and are hopeful that further profitable exits can be achieved from portfolio companies in the near future.

#### **Elderstreet Investments Limited**

28 April 2014



## **REVIEW OF INVESTMENTS**

## **Portfolio of investments**

The following investments were held at 31 December 2013. All companies are registered in England and Wales, with the exception of Fulcrum Utility Services Limited which is registered in the Cayman Islands.

| Ten largest venture capital investments (by value)           Wessex Advanced Switching Products Limited         60         4,627         2,314         13.38           Smart Education Limited         511         3,121         900         13.38           Fords Packaging Topo Limited         2,882         2,882         3         12.3%           Access Intelligence plc*         1,633         1,519         335)         6.5%           AngloINFO Limited         1,108         1,483         -         6.3%           Lyal yale Express Limited         915         1,369         114         5.9%           Baldwin & Francis (Holdings) Ltd)         690         1,332         642         5.7%           B&F Management Limited         700         763         63         3.3%           Interquest Group plc **         336         549         262         2.3%           Interquest Group plc **         188         379         119         1.6%           Concorde Solutions Limited         500         500         -         2.2%           Mears Group plc **         188         379         119         1.6%           Cashfac plc         260         328         -         1,4%           Fuel ya  |  | Cost<br>£'000 | Valuation<br>£'000                    | Valuation<br>movement<br>in year<br>£'000 | % of portfolio by value |
|--|--|---------------|---------------------------------------|---|-------------------------|
| Wessex Advanced switching Products Limited         60         4,627         2,314         19.8%           Smart Education Limited         511         3,121         900         13.3%           Fords Packaging Topco Limited         2,882         2,882         -         12.3%           Access Intelligence plc *         1,633         1,519         (335)         6.5%           AngloINFO Limited         1,108         1,483         -         6.3%           Lyalvale Express Limited         915         1,369         114         5.9%           Baldwin & Francis Limited         700         763         63         3.3%           SF Management Limited         700         763         63         3.3%           SnackTime plc *         1,775         648         18         2.8%           Interquest Group plc *         336         549         262         2.3%           Interquest Group plc **         10,610         18.293         3,978         78.2%           Other wenture capital investments         20         1,500         500         -         2.2%           Other wenture capital investments         336         549         262         2.3%           Mears Group plc **         188  | Ten largest venture capital investments (by value) |               |                                       |   |                         |
| Smart Education Limited         511         3,121         900         13.3%           Fords Packaging Topco Limited         2,882         2,882         - 12.3%           Access Intelligence pic *         1,663         1,519         (335)         6.5%           AngloINFO Limited         1,108         1,483         - 6.3%           Lyalvale Express Limited         915         1,369         114         5.9%           Baldwin & Francis (Holdings) Ltd)         690         1,332         642         5.7%           B&F Management Limited         700         763         63         3.3%           SnacKTime pic *         1,1775         648         18         2.8%           Interquest Group pic *         336         549         262         2.3%           Interquest Group pic *         10,610         18,293         3,978         78.2%           Other venture capital investments         500         500         -         2.2%           Mears Group pic *         188         379         119         1.6%           Cashfac pic         260         328         -         1.4%           Full Crum Utility Services Limited *         500         292         (208)         1.3%   |  | 60            | 4,627                                 | 2,314                                     | 19.8%                   |
| Pord's Packaging Topco Limited   |  | 511           | 3,121                                 | 900                                       | 13.3%                   |
| Access Intelligence plc *         1,633         1,519         (335)         6.5%           AngloINFO Limited         1,108         1,483         -         6.3%           Lyalvale Express Limited         915         1,369         114         5.9%           Baldwin & Francis Limited         690         1,332         642         5.7%           Mask F Management Limited         700         763         63         3.3%           SnackTime plc *         1,775         648         18         2.8%           Interquest Group plc *         10,610         18,293         3,978         78.2%           Other venture capital investments         500         500         -         2.2%           Mears Group plc **         188         379         119         1.6%           Mears Group plc **         188         379         119         1.6%           Cashfac plc         260         328         -         1.4%           Fulcrum Utility Services Limited *         500         292         208         1.3%           Aconite Technology Limited         462         210         283         0.9           The Engine Group Limited         496         171         (256)         0.7  | Fords Packaging Topco Limited                      | 2,882         |                                       | -   | 12.3%                   |
| AngloINFO Limited  |  |               |                                       | (335)                                     |                         |
| Part    |  | -             |                                       | · ,                                       |                         |
| Baldwin & Francis Limited (formerly Baldwin & Francis (Holdings) Ltd)   690   1,332   642   5.7%   688   633   3.3%   634   5.3%   635   638   3.3%   636   638   3.3%   636   638 | =  |               |                                       | 114                                       |                         |
| B&F Management Limited         700         763         63         3.3%           SnackTime plc *         1,775         648         18         2.8%           Interquest Group plc *         336         549         262         2.3%           Other venture capital investments         10,610         18,293         3,978         78.2%           Concorde Solutions Limited         500         500         -         2.2%           Mears Group plc **         188         379         119         1.6%           Cashfac plc         260         328         -         1.4%           Fulcrum Utility Services Limited *         500         292         (208)         1.3%           Aconite Technology Limited         462         210         (283)         0.9%           The Engine Group Limited         496         171         (256)         0.7%           Servoca plc *         333         72         33         0.3%           RB Sport & Leisure Holdings plc         188         47         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -         -  |  |               | ,                                     |   |                         |
| B&F Management Limited         700         763         63         3.3%           SnackTime plc *         1,775         648         18         2.8%           Interquest Group plc *         336         549         262         2.3%           Other venture capital investments         10,610         18,293         3,978         78.2%           Concorde Solutions Limited         500         500         -         2.2%           Mears Group plc **         188         379         119         1.6%           Cashfac plc         260         328         -         1.4%           Fulcrum Utility Services Limited *         500         292         (208)         1.3%           Aconite Technology Limited         462         210         (283)         0.9%           The Engine Group Limited         496         171         (256)         0.7%           Servoca plc *         333         72         33         0.3%           RB Sport & Leisure Holdings plc         188         47         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -         -  | (formerly Baldwin & Francis (Holdings) Ltd)        | 690           | 1,332                                 | 642                                       | 5.7%                    |
| SnackTime plc *         1,775         648         18         2.8%           Interquest Group plc *         336         549         262         2.3%           Other venture capital investments         310,610         18,293         3,978         78.2%           Concorde Solutions Limited         500         500         -         2.2%           Mears Group plc **         188         379         119         1.6%           Cashfac plc         260         328         -         1.4%           Fulcrum Utility Services Limited *         500         292         (208)         1.3%           Aconite Technology Limited *         462         210         (283)         0.9%           The Engine Group Limited *         496         171         (256)         0.7%           Servoca plc *         333         72         33         0.3%           RB Sport & Leisure Holdings plc         188         47         -         0.2%           SparesFinder Limited         250         38         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         127         -         -         -   | · · · · · · · · · · · · · · · · · · ·              | 700           |                                       | 63  | 3.3%                    |
| Name   | _  |               | 648                                   |   |                         |
| Other venture capital investments         10,610         18,293         3,978         78.2%           Concorde Solutions Limited         500         500         -         2.2%           Mears Group plc **         188         379         119         1.6%           Cashfac plc         260         328         -         1.4%           Fulcrum Utility Services Limited *         500         292         (208)         1.3%           Aconite Technology Limited         462         210         (283)         0.9%           The Engine Group Limited         496         171         (256)         0.7%           Servoca plc *         333         77         23         0.3%           RB Sport & Leisure Holdings plc         188         47         -         0.2%           Sift Limited         250         38         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -           Infoserve Group Limited         268         -         -         -           The National Solicitors Network Limited         38         4         -         -         -   | •  |               | 549                                   | 262                                       |                         |
| Other venture capital investments           Concorde Solutions Limited         500         500         -         2.2%           Mears Group plc **         188         379         119         1.6%           Cashfac plc         260         328         -         1.4%           Fulcrum Utility Services Limited *         500         292         (208)         1.3%           Aconite Technology Limited         462         210         (283)         0.9%           The Engine Group Limited         496         171         (256)         0.7%           Servoca plc *         333         72         33         0.3%           Servota Leisure Holdings plc         188         47         -         0.2%           Sport & Leisure Holdings plc         188         47         -         0.2%           SparesFinder Limited         250         38         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         127         -         -         -         -           The National Solicitors Network Limited         501         -         -         -         -         -           The QSS Group  |  | -             | 18,293                                | 3,978                                     |                         |
| Concorde Solutions Limited         500         500         -         2.2%           Mears Group plc **         188         379         119         1.6%           Cashfac plc         260         328         -         1.4%           Fulcrum Utility Services Limited *         500         292         (208)         1.3%           Aconite Technology Limited         462         210         (283)         0.9%           The Engine Group Limited         496         171         (256)         0.7%           Servoca plc *         333         72         33         0.3%           RB Sport & Leisure Holdings plc         188         47         -         0.2%           Sift Limited         250         38         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -           Infoserve Group plc         127         -         -         -           The National Solicitors Network Limited         501         -         -         -           The QSS Group Limited         830         848         (16)         3.6%           United Kingdom 2.25% Gilt  | Other venture capital investments                  |               | •                                     | ,   |                         |
| Cashfac plc         260         328         -         1.4%           Fulcrum Utility Services Limited *         500         292         (208)         1.3%           Aconite Technology Limited         462         210         (283)         0.9%           The Engine Group Limited         496         171         (256)         0.7%           Servoca plc *         333         72         33         0.3%           RB Sport & Leisure Holdings plc         188         47         -         0.2%           Sift Limited         250         38         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -           Infoserve Group plc         127         -         -         -           The National Solicitors Network Limited         501         -         -         -           The QSS Group Limited         268         -         -         -           Thick Kingdom 2.25% Gilt 07/03/2014         830         848         (16)         3.6%           United Kingdom 1.00% Gilt 07/09/2017         614         601         (15)         2.6%           S&  | •  | 500           | 500                                   | -   | 2.2%                    |
| Cashfac plc         260         328         -         1.4%           Fulcrum Utility Services Limited *         500         292         (208)         1.3%           Aconite Technology Limited         462         210         (283)         0.9%           The Engine Group Limited         496         171         (256)         0.7%           Servoca plc *         333         72         33         0.3%           RB Sport & Leisure Holdings plc         188         47         -         0.2%           Sift Limited         250         38         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -           Infoserve Group plc         127         -         -         -           The National Solicitors Network Limited         501         -         -         -           The QSS Group Limited         268         -         -         -           The William Group plc *         830         848         (16)         3.6%           United Kingdom 2.25% Gilt 07/03/2014         830         848         (16)         3.6%           United Kingdom  | Mears Group plc **                                 | 188           | 379                                   | 119                                       | 1.6%                    |
| Services Limited *   500   292   (208)   1.3%   Aconite Technology Limited   462   210   (283)   0.9%   1.3%   1 | • •  | 260           | 328                                   | _   | 1.4%                    |
| Aconite Technology Limited         462         210         (283)         0.9%           The Engine Group Limited         496         171         (256)         0.7%           Servoca plc *         333         72         33         0.3%           RB Sport & Leisure Holdings plc         188         47         -         0.2%           Sift Limited         250         38         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -           Infoserve Group plc         127         -         -         -           The National Solicitors Network Limited         501         -         -         -           The QSS Group Limited         268         -         -         -           The QSS Group Limited         830         848         (16)         3.6%           United Kingdom 2.25% Gilt 07/03/2014         830         848         (16)         3.6%           United Kingdom 1.00% Gilt 07/09/2017         614         601         (15)         2.6%           S&W Investment Funds Cash Fund         10         10         0         -         -  | ·  | 500           |                                       | (208)                                     |                         |
| The Engine Group Limited         496         171         (256)         0.7%           Servoca plc *         333         72         33         0.3%           RB Sport & Leisure Holdings plc         188         47         -         0.2%           Sift Limited         250         38         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -           Infoserve Group plc         127         -         -         -           The National Solicitors Network Limited         501         -         -         -           The QSS Group Limited         268         -         -         -         -         -           The QSS Group Limited         268         -   | •  |               |                                       |   |                         |
| Servoca plc *         333         72         33         0.3%           RB Sport & Leisure Holdings plc         188         47         -         0.2%           Sift Limited         250         38         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -           Infoserve Group plc         127         -         -         -           The National Solicitors Network Limited         501         -         -         -           The QSS Group Limited         268         -         -         -         -           The QSS Group Limited         268         -         -         -         -         -           The QSS Group Limited         830         848         (16)         3.6%           United Kingdom 2.25% Gilt 07/03/2014         830         848         (16)         3.6%           United Kingdom 1.00% Gilt 07/09/2017         614         601         (15)         2.6%           S&W Investment Funds Cash Fund         10         1         -         -           16,897         21,828         3,368         93.3%   | · · · · · · · · · · · · · · · · · · ·              | 496           |                                       | , ,                                       |                         |
| RB Sport & Leisure Holdings plc       188       47       -       0.2%         Sift Limited       250       38       -       0.2%         SparesFinder Limited       103       34       22       0.1%         The Kellan Group plc *       657       5       (6)       -         Infoserve Group plc       127       -       -       -         The National Solicitors Network Limited       501       -       -       -         The QSS Group Limited       268       -       -       -       -         The QSS Group Limited       268       -       -       -       -         Fixed income securities       -  | = '  |               |                                       |   |                         |
| Sift Limited         250         38         -         0.2%           SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -           Infoserve Group plc         127         -         -         -           The National Solicitors Network Limited         501         -         -         -         -           The QSS Group Limited         268         -         -         -         -         -           The QSS Group Limited         268         -         -         -         -         -           The QSS Group Limited         830         848         (16)         3.6%         -         <  | •  | 188           | 47                                    | _   | 0.2%                    |
| SparesFinder Limited         103         34         22         0.1%           The Kellan Group plc *         657         5         (6)         -           Infoserve Group plc         127         -         -         -           The National Solicitors Network Limited         501         -         -         -           The QSS Group Limited         268         -         -         -           The QSS Group Limited         268         -         -         -           Fixed income securities         -         4,833         2,076         (579)         8.9%           United Kingdom 2.25% Gilt 07/03/2014         830         848         (16)         3.6%           United Kingdom 1.00% Gilt 07/09/2017         614         601         (15)         2.6%           S&W Investment Funds Cash Fund         10         10         -         -         -           16,897         21,828         3,368         93.3%           Cash at bank and in hand         1,556         6.7%   | - · ·  |               | 38                                    | _   |                         |
| The Kellan Group plc *         657         5         (6)         -           Infoserve Group plc         127         -         -         -           The National Solicitors Network Limited         501         -         -         -           The QSS Group Limited         268         -         -         -           The QSS Group Limited         268         -         -         -           Fixed income securities         -         -         -         -           United Kingdom 2.25% Gilt 07/03/2014         830         848         (16)         3.6%           United Kingdom 1.00% Gilt 07/09/2017         614         601         (15)         2.6%           S&W Investment Funds Cash Fund         10         10         -         -         -           1,454         1,459         (31)         6.2%         -         -         -         -           Cash at bank and in hand         1,556         6.7%         6.7%         -   | SparesFinder Limited                               |               |                                       | 22  |                         |
| Infoserve Group plc       127       -       -       -         The National Solicitors Network Limited       501       -       -       -         The QSS Group Limited       268       -       -       -         Fixed income securities       -       -       -       -         United Kingdom 2.25% Gilt 07/03/2014       830       848       (16)       3.6%         United Kingdom 1.00% Gilt 07/09/2017       614       601       (15)       2.6%         S&W Investment Funds Cash Fund       10       10       -       -       -         \$\frac{1}{4},454       1,459       (31)       6.2%       -         \$\frac{1}{4},454       1,459       (31)       6.2%       -         \$\frac{1}{4},454       1,459       3,368       93.3%         \$\frac{1}{4},454       1,459       3,368       93.3%         \$\frac{1}{4},454       1,459       3,368       93.3%         \$\frac{1}{4},454       1,459       3,368       6.7%  | •  | 657           | 5                                     | (6)                                       | -                       |
| The National Solicitors Network Limited         501         -  |  |               | _                                     | -   | -                       |
| Fixed income securities         4,833         2,076         (579)         8.9%           United Kingdom 2.25% Gilt 07/03/2014         830         848         (16)         3.6%           United Kingdom 1.00% Gilt 07/09/2017         614         601         (15)         2.6%           S&W Investment Funds Cash Fund         10         10         -         -         -           1,454         1,459         (31)         6.2%           Cash at bank and in hand         1,556         6.7%  | ·  |               | -                                     | -   | -                       |
| Fixed income securities         4,833         2,076         (579)         8.9%           United Kingdom 2.25% Gilt 07/03/2014         830         848         (16)         3.6%           United Kingdom 1.00% Gilt 07/09/2017         614         601         (15)         2.6%           S&W Investment Funds Cash Fund         10         10         -         -         -           1,454         1,459         (31)         6.2%           Cash at bank and in hand         1,556         6.7%  |  |               | _                                     | -   | -                       |
| Fixed income securities         United Kingdom 2.25% Gilt 07/03/2014       830       848       (16)       3.6%         United Kingdom 1.00% Gilt 07/09/2017       614       601       (15)       2.6%         S&W Investment Funds Cash Fund       10       10       -       -       -         1,454       1,459       (31)       6.2%         16,897       21,828       3,368       93.3%         Cash at bank and in hand       1,556       6.7%   | , ,  | -             | 2,076                                 | (579)                                     | 8.9%                    |
| United Kingdom 1.00% Gilt 07/09/2017       614       601       (15)       2.6%         S&W Investment Funds Cash Fund       10       10       -       -       -         1,454       1,459       (31)       6.2%         16,897       21,828       3,368       93.3%         Cash at bank and in hand       1,556       6.7%  | Fixed income securities                            |               | · · · · · · · · · · · · · · · · · · · | , ,                                       |                         |
| United Kingdom 1.00% Gilt 07/09/2017       614       601       (15)       2.6%         S&W Investment Funds Cash Fund       10       10       -       -       -         1,454       1,459       (31)       6.2%         16,897       21,828       3,368       93.3%         Cash at bank and in hand       1,556       6.7%  | United Kingdom 2.25% Gilt 07/03/2014               | 830           | 848                                   | (16)                                      | 3.6%                    |
| S&W Investment Funds Cash Fund       10       10       -       -       -         1,454       1,459       (31)       6.2%         16,897       21,828       3,368       93.3%         Cash at bank and in hand       1,556       6.7%   |  |               | 601                                   |   | 2.6%                    |
| 1,454     1,459     (31)     6.2%       16,897     21,828     3,368     93.3%       Cash at bank and in hand     1,556     6.7%  |  |               |                                       | -   | -                       |
| 16,897         21,828         3,368         93.3%           Cash at bank and in hand         1,556         6.7%  |  | _             |                                       | (31)                                      | 6.2%                    |
| Cash at bank and in hand 1,556 6.7%  |  |               | ,                                     | , ,                                       | _                       |
|  |  | 16,897        | 21,828                                | 3,368                                     | 93.3%                   |
| Total investments         23,384         100.0%  | Cash at bank and in hand                           | -             | 1,556                                 | _   | 6.7%                    |
|  | Total investments                                  | =             | 23,384                                | <u>-</u>                                  | 100.0%                  |

All venture capital investments are unquoted unless otherwise stated

Elderstreet Investments Limited also acts as investment manager for Bedford Row VCT plc which has co-invested in SnackTime plc investment.

<sup>\*</sup> Quoted on AIM

<sup>\*\*</sup> Quoted on the Main Market



# Investment movements for the year ended 31 December 2013

# **ADDITIONS**

|                                  | £'000 |
|----------------------------------|-------|
| Venture capital investments      |       |
| Fords Packaging Topco Limited ** | 2,882 |
| SnackTime plc                    | 400   |
| The Engine Group Limited         | 41_   |
|                                  |       |
|                                  | 3,323 |

# **DISPOSALS**

|                                    | Cost<br>£'000 | Value at<br>01/01/13*<br>£'000 | Proceeds<br>£'000 | Profit<br>vs cost<br>£'000 | Realised profit £'000 |
|------------------------------------|---------------|--------------------------------|-------------------|----------------------------|-----------------------|
| Venture capital investments        |               |                                |                   |                            |                       |
| Fords Packaging Systems Limited ** | 1,047         | 2,272                          | 3,019             | 1,972                      | 747                   |
| Smart Education Limited            | 250           | 250                            | 250               | -                          | -                     |
|                                    |               |                                |                   |                            | _                     |
|                                    | 1,297         | 2,522                          | 3,269             | 1,972                      | 747                   |

<sup>\*</sup> Adjusted for purchases in the year where applicable

<sup>\*\*</sup> Includes share for share purchase of Fords Packaging Topco Limited

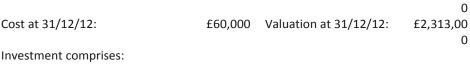


## Further details of the ten largest investments are as follows:

Cost at 31/12/13:

Wessex Advanced Switching Products Limited

www.waspswitches.co.uk





Equity shares: £60,000 Valuation method: Earnings multiple

£60,000

Valuation at 31/12/13:

Audited accounts: 31/12/13 31/12/12 Dividend income: £119,000 Turnover: £13.0m £9.9m Profit before tax: £1.6m £1.0m Proportion of capital held: 29.7% £4.3m £3.5m Diluted equity: 29.7% Net assets:

Wessex Advanced Switching Products designs and manufactures rotary switches, touch screens, membranes and key pads for defence, aerospace and medical instrument markets.

Smart Education Limited www.smartteachers.co.uk



Cost at 31/12/13: £511,000 Valuation at 31/12/13: £3,121,00

Cost at 31/12/12: £761,000 Valuation at 31/12/12: £2,471,00

Investment comprises:

Equity shares: £90,000 Valuation method: Earnings

multiple

£4,627,00

0% Loan note: £421,000

Abbreviated

audited accounts: 31/12/13 31/12/11 Dividend income: **fNil** Turnover: Not published Loan note income: £Nil Profit before tax: Not published Proportion of capital held: 30.8% Net liabilities: (£0.4m) Diluted equity: 29.2% (£1.3m)

Smart Education is a growing teacher supply agency based in London which was established in 2005 with offices in Australia.

Fords Packaging Top Co Limited

www.fords-packsys.com



Cost at 31/12/13: £2,882,000 Valuation at 31/12/13: £2,882,00

Cost at 31/12/12: Not held Valuation at 31/12/12: Not held

Investment comprises:

Equity shares: £2,424,000 Valuation method: Price of recent 8% Loan note £458,000 investmen

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Audited accounts: \* 30/06/12 30/06/11 Dividend income: £Nil Turnover: £5.4m Loan note income: £Nil £5.2m Profit before tax: £0.6m £0.3m Proportion of capital held: 49.9% Net assets: 47.5% £1.1m £0.8m Diluted equity:

Based in Bedford, Fords is a leading supplier of capping presses and also manufactures Rotary Sealers. It is widely known for its expertise in sealing and closure technology for food and drink applications where high standards of hygiene are required. (\* Results of Ford Packaging Systems Limited are shown)



Access Intelligence plc

www.accessintelligence.com

Access Intelligence

Cost at 31/12/13: £1,633,000 Valuation at 31/12/13: £1,519,000 Cost at 31/12/12: £1,633,000 Valuation at 31/12/12: £1,854,000

Investment comprises:

Equity shares: £1,133,000 Valuation method: Bid price

8% conv. loan note: £500,000

Equity share options: £Nil

Audited accounts: 30/11/12 Dividend income: 30/11/13 £17,000 Turnover: £8.0m £7.2m Loan note income: £30,000 Loss before tax: 14.0% (£0.1m) (£0.1m)Proportion of capital held: Net assets: £9.1m £9.6m Diluted equity: 19.9%

Access Intelligence is a group of software companies delivering a range of business critical support services to private and public sector organisations through a software-as-a-service platform.

AngloINFO Limited www.angloinfo.com

Cost at 31/12/13: £1,108,000 Valuation at 31/12/13: £1,483,000 Cost at 31/12/12: £1,108,000 Valuation at 31/12/12: £1,483,000

Investment comprises:

Equity shares: £507,000 Valuation method: Earnings multiple

6% conv. loan note: £601,000

Abbreviated

31/12/12 31/12/11 unaudited accounts: Dividend income: £Nil Unpublished information £36,000 Turnover: Loan note income: Profit before tax: Unpublished information Proportion of capital held: 17.6% Net assets: £0.1m £0.1m Diluted equity: 29.3%

AngloINFO is an online company providing local business directories, classified advertising and information services in the English language, operating in many countries around the world.

**Lyalvale Express Limited** www.lyalvaleexpress.com

Cost at 31/12/13: £915,000 Valuation at 31/12/13: £1,369,000 Cost at 31/12/12: £915,000 Valuation at 31/12/12: £1,255,000

Investment comprises:

Equity shares: £915,000 Valuation method: Earnings multiple

Audited accounts: 30/3/13 31/3/12 Dividend income: £26,000 Turnover: £7.3m £7.7m

Profit before tax: £1.0m £1.1m Proportion of capital held: 19.0% Net assets: £7.6m £6.9m Diluted equity: 19.0%

Lyalvale is the leading producer of shotgun ammunition in the UK. It has developed a range of more than 30 different models of cartridge suitable for both game and clay shooting.



Baldwin & Francis Limited www.baldwinandfrancis.com



Cost at 31/12/13: £690,000 Valuation at 31/12/13: £1,332,000 Cost at 31/12/12: £690,000 Valuation at 31/12/12: £690,000

Investment comprises:

Equity shares: £170,000 Valuation method: Earnings multiple

9% loan note: £520,000

Audited accounts:27/3/1327/3/12Dividend income:£NilTurnover:£14.7m£11.6mLoan note income:£47,000Profit/(loss) before£0.2m(£0.5m)Proportion of capital held:30.0%

tax:

Net assets: £0.4m £0.3m Diluted equity: 30.0%

Baldwin and Francis manufactures flameproof switchgear for the mining, oil and rail industries, a significant percentage of which is currently exported. It has subsidiary or joint venture operations in China and Canada and has a long export record to other countries including the Russian Federation, India, Turkey and the Middle East.

**B & F Management Limited** www.baldwinandfrancis.com



Cost at 31/12/13: £700,000 Valuation at 31/12/13: £763,000 Cost at 31/12/12: £700,000 Valuation at 31/12/12: £700,000

Investment comprises:

Equity shares: £70,000 Valuation method: Cost plus loan

9% loan note: £630,000

premium

Abbreviated Dividend income: £Nil

unaudited accounts (first year): 31/12/12

Turnover: Not published Loan note income: £63,000
Profit before tax: Not published Proportion of capital held\*: 95.0%
Net assets: £0.1m Diluted equity\*: 95.0%

B & F Management Limited was established to provide working capital support to Baldwin & Francis (Holdings) Limited through the purchase of part finished contracts. \*The Company holds 49.9% of the total voting rights.

SnackTime plc www.snacktime.com



Cost at 31/12/13: £1,775,000 Valuation at 31/12/13: £648,000 Cost at 31/12/12: £1,375,000 Valuation at 31/12/12: £230,000

Investment comprises:

Equity shares: £1,325,000 Valuation method: Bid price

Loan note: £450,000

Abbreviated

unaudited accounts: 31/3/13 31/3/12 Dividend income: £Nil Turnover: £21.0m £22.0m Loan note income: £32,000 Proportion of capital held: 9.9% Loss before tax: (£8.0m) (£0.1m) Net assets: £10.0m £19.0m Diluted equity: 16.4%

Snacktime plc is a major vending operator and snack vending machine company in the UK and Ireland. The group specialises in offering customers a complete vending solution for hot drinks and coffee machines, water coolers, chilled drink vending machines and snack machines.



InterQuest Group plc Cost at 31/12/13: £336,000 Valuation at 31/12/13: £549,000 www.interquestgroup.com £336,000 Valuation at 31/12/12: £287,000 Cost at 31/12/12:

Investment comprises: Equity shares:

£336,000

Valuation method:

Bid price

£15,000

Audited accounts: 31/12/13 31/12/12 Dividend income: Turnover: £113.0m £113.0m

Profit/(loss) before tax: £1.4m (£0.4m) Proportion of capital held: 1.8%

Net assets: £20.0m £19.0m Diluted equity: 1.7%

InterQuest Group is a recruitment practice specialising in contract, permanent IT and analytics recruitment. InterQuest has been trading since 2001 and is listed on AIM.

#### Note:

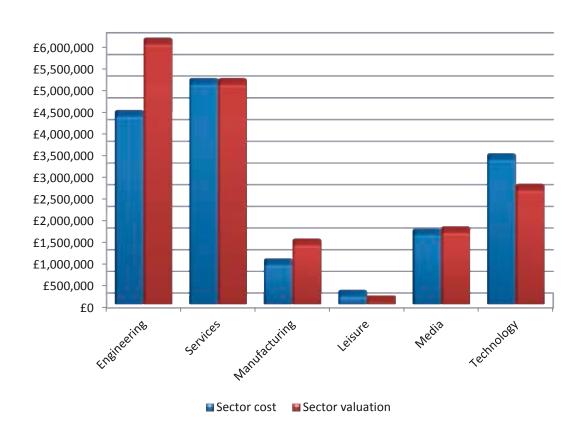
Except where disclosed, the proportion of equity held by each investment also represents the level of voting rights held by the Company in respect of the investment.

Loan notes disclosed in the above tables are valued at current expected redemption value, which is normally at par.



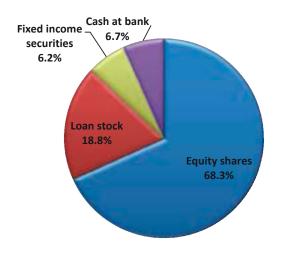
## Analysis of investments by commercial sector

The split of the venture capital investment portfolio by commercial sector (by cost and by value at 31 December 2013) is as follows:



# Analysis of investments by nature of instrument

The following chart summarises the Company's investment portfolio by the nature of instrument held (by value at 31 December 2013):



#### Portfolio balance

At 31 December 2013, the Company assets employed were broadly in line with the targets within the investment policy. These are summarised as follows:

| Type of investment (by value, according to HMRC regulations) | Actual | Target         |
|--|--------|----------------|
| VCT qualifying investments                                   | 80.5%  | Minimum<br>70% |
| Non-qualifying investments (including cash at bank)          | 19.5%  | Maximum<br>30% |
| Total  | 100.0% | 100%           |



#### STRATEGIC REPORT

The Directors present the Strategic Report for the year ended 31 December 2013. The Board have prepared this report in accordance with the Companies Act 2006 (Strategic Report and Directors' Reports) Regulations 2013.

#### **Principal objectives and strategy**

The Company is a Venture Capital Trust whose principal investment objectives are to:

- maximise dividends to shareholders, targeting a dividend return of 4.0p per Ordinary share per annum (subject to liquidity); and
- maintain its VCT status.

As a Venture Capital Trust, Investors are required to hold their shares for a minimum period of five years in order to retain their income tax relief.

## **Business review and developments**

At the year end, the investment portfolio had risen in value by £3.4 million. Net gains arising on disposals in the portfolio amounted to £747,000.

Total running costs for the year exceeded revenue income by £69,000.

The total return for the year was £4.0 million (2012: £2.1 million). Net assets at the year-end were £24.0 million (2012: £20.6 million). Dividends paid during year totalled £1.2 million (2012: £1.2 million).

Following changes to the Companies Act, the Board will be seeking Shareholders approval of the Directors Remuneration Policy, as set out on page 22 within the remuneration policy report, at the forthcoming AGM. This is a new requirement which binds the Company to its stated remuneration policy for the three year period commencing 1 January 2015 with shareholders voting on the policy every three years, or sooner should the Company wish to alter the existing remuneration policy. Shareholders should note that the Remuneration Policy remains unchanged from previous year's accounts.

The Company's business and developments during the year are reviewed further in the Chairman's Statement, the Investment Manager's Report and the Review of Investments.

#### **Key performance indicators**

At each Board meeting, the Directors consider a number of performance measures to assess the Company's level of success in meeting its investment policy (as shown on pages 15 to 16). The Board believes the Company's key performance indicators, for comparison against similar VCTs, are Net Asset Value Total Return (NAV plus cumulative dividends paid to date) and dividends per share (see page 2). In addition, the Board considers the Company's performance in relation to other VCTs.

## **Principal risks and uncertainties**

The principal financial risks faced by the Company, which include interest rate, investment price, credit and liquidity risks, are summarised within note 17 of the financial statements.

In addition to these risks, the Company, as a fully listed Company on the London Stock Exchange and as a Venture Capital Trust, operates in a complex regulatory environment and therefore faces a number of related risks.

A breach of the VCT regulations could result in the loss of VCT status and consequent loss of tax reliefs currently available to Shareholders and the Company being subject to capital gains tax. Serious breaches of other regulations, such as the Listing Rules of the Financial Conduct Authority and the Companies Act, could lead to suspension from the Stock Exchange and damage to the Company's reputation.

The Board reviews and agrees policies for managing each of these risks. They receive quarterly reports from the Managers, which monitor the compliance of these risks, and place reliance on the Managers to give updates in the intervening periods. These policies have remained unchanged since the beginning of the financial year.

#### **Business Model**

The Company operates as a Venture Capital Trust to ensure that its Shareholders can benefit from tax reliefs available.

The Business of the Company is to act as an investment company, investing in a portfolio which meets the conditions set within its Investment Policy, as shown on the following page.



## **STRATEGIC REPORT (continued)**

#### **Investment policy**

The Company aims to invest between 70% and 80% of its funds in qualifying holdings and the balance in fixed interest securities and cash at bank.

The Company will continue to invest predominantly in a diversified portfolio of companies, with a particular emphasis on smaller unquoted companies, through investments which will usually have the following characteristics:

- Established companies which are seeking development capital or funding for management buy-outs. (Investments in early stage businesses should represent only a small proportion of the portfolio at any time).
- A strong, balanced and well-motivated management team
- Investments which, where appropriate, include loan notes and preference shares to enhance the security of the portfolio and to provide income.
- Investments where Elderstreet Investments Limited can typically act as lead investor and have an active involvement in the business through a board position.

The Company has a general portfolio mix by sector and its average deal size is approximately £1.0 million, although it will syndicate deals of up to £2.0 million. Within qualifying investments, 30.0% of investments will usually be into early stage companies with high growth potential and 70.0% will be MBO and development capital investments — mature companies yielding dividends. The target deal size is between £500,000 and £1.0 million across a broad range of industries. The Company will aim to have influence, including board representation, in relation to all of its portfolio companies.

## **Unquoted investments**

It is the Directors' intention that qualifying investments made by the Company will be in companies supplying products and services to a range of markets. In particular, the Directors have specific experience and expertise in certain markets, such as information technology, manufacturing and retailing, and, where appropriate, the Company will invest in these sectors.

It is intended that most of the qualifying investments will be established businesses requiring development finance or funding for management buy-outs or buy-ins. Investments in early stage businesses should represent only a small proportion of the portfolio at any time; such investments could be made, for example, in a company whose management team the Company has previously backed or a start-up company which can demonstrate substantial and verifiable first year sales prospects.

In order to enhance the security of the portfolio and to provide income, the Company's investments may include, where appropriate, loan notes and preference shares.

The Company's policy is, where appropriate, to have a representative of the Investment Manager, or an experienced individual well known to it, appointed to the board of each investee company as a non-executive director in order to play an active role in seeking to develop the full potential of the company concerned. The Investment Manager will endeavour to add value to the investee companies in a number of ways, including strategic planning, assisting with the development of the management team, advising on acquisitions or mergers and helping to structure the company for a stock market flotation or trade sale.

The Investment Manager will seek to ensure that the businesses in which the Company invests will have strong management teams; opportunities for growth; products or services able to sustain a competitive advantage; and reasonable prospects of achieving a stock market flotation or trade sale within three to five years.

### AIM quoted companies

Companies whose shares are traded on AIM will be considered for investment. Such investments will normally only be made where most of the same criteria for unquoted investments are met.

#### Fixed income securities

The approach adopted by Smith & Williamson Investment Management Limited in respect of the fixed income securities will be to concentrate on the short-dated fixed interest securities of high credit quality to provide protection for the capital invested. Accordingly, it is intended that the fixed income securities will principally consist of financial instruments and fixed income securities issued by the UK Government, major companies and institutions.



## **STRATEGIC REPORT (continued)**

#### **Investment policy (continued)**

#### **Venture Capital Trust regulations**

In continuing to maintain its VCT status, the Company complies with a number of regulations as set out in Part 6 of the Income Tax Act 2007. How the main regulations apply to the Company is summarised as follows:

- The Company holds at least 70.0% of its investments in qualifying companies (as defined by Part 6 of the Income Tax Act 2007);
- In respect of funds raised before 5 April 2011, at least 30.0% of the Company's qualifying investments (by value) are held in "eligible shares" ("eligible shares" generally being ordinary share capital). For funds raised after 5 April 2011 this is increased to 70.0%:
- At least 10.0% of each investment in a qualifying company is held in "eligible shares" (by cost at time of investment);
- No investment constitutes more than 15.0% of the Company's portfolio (by value at time of investment);
- The Company's income for each financial year is derived wholly or mainly from shares and securities; and
- The Company distributes sufficient revenue dividends to ensure that not more than 15% of the income from shares and securities in any one year is retained.

#### **Borrowings**

It is not the Company's intention to have any borrowings; however the Company does have the ability to borrow not more than 10.0% of the aggregate of the nominal capital of the Company (being issued and paid up) plus the amounts standing to the credit of the reserves of the Company.

At 31 December 2013, the maximum amount of borrowings allowed, without the previous sanction at a General Meeting, stood at £2.4 million. There are no plans to utilise this ability at the current time.

## **Environmental and social and human rights policy**

The Company seeks to conduct its affairs responsibly. Where appropriate, the Board and the Managers take environmental, social and human rights factors into consideration when making investment decisions.

## Global greenhouse gas emissions

The company has no greenhouse emissions to report from its operations, nor does it have responsibility for any other emissions producing sources under the Companies Act 2006 (Strategic Report and Director's Reports) Regulations 2013.

#### **Directors and senior management**

The Company does not have any employees, including senior management, other than the Board of the five male non-executive directors. There are no female directors.

Whilst the Board have delegated the day to day operation of the Company to its advisers, details of which are contained within the Report of the Directors, they retain the responsibility of planning, directing and controlling the activities of the Company.

#### **Future Prospects**

The Company's future prospects are set out in the Chairman's Statement and Investment Manager's Report.

By order of the Board

**Grant Whitehouse** 

Secretary of Elderstreet VCT plc Company number: 03424984

Registered office:

10 Lower Grosvenor Place London SW1W 0EN

28 April 2014



#### REPORT OF THE DIRECTORS

The Directors present the Annual Report and Financial Statements of the Company for the year ended 31 December 2013.

### **Share capital**

Between 3 April 2013 and 30 April 2013, the Company allotted 1,291,055 Ordinary Shares of 5p each ("Ordinary Shares"), under the terms of a prospectus dated 14 January 2013, at an average price of 67.5p per share. Gross proceeds received thereon were £871,000 with issue costs in respect of the offer amounting to £48,000.

In June 2013, the Company purchased 216,480 Ordinary Shares for cancellation for an aggregate consideration of £121,000, at an average price of 55.5p per share. A further 204,950 Ordinary Shares were purchased, in November 2013, for cancellation for an aggregate consideration of £117,000, at an average price of 57.0p per share. Both purchases were undertaken at a price approximately equivalent to a 15% discount to the most recently published NAV at the time of purchase. These shares were subsequently cancelled.

The total number of Ordinary Shares in issue at 31 December 2013 was 30,743,158.

At the date of this report, the total number of Ordinary Shares each in issue was 30,743,158. There are no other share classes in issue.

#### **Results and dividends**

|   | £'000      | Pence<br>per share |
|---|------------|--------------------|
| Return for the year   | 4,046      | 13.2               |
| Dividends paid in the year<br>28 June 2013<br>6 December 2013 | 624<br>618 | 2.0<br>2.0<br>4.0  |

Subject to Shareholder approval at the forthcoming AGM, your Company is proposing to pay a final dividend of 2.0p per Ordinary Share (split as 1.0p revenue and 1.0p capital) on 30 June 2014 to Shareholders on the register at 30 May 2014.

#### **Directors**

The Directors of the Company during the year were as follows:

David Brock (Chairman)
Hugh Aldous
Barry Dean
Michael Jackson
Nicholas Lewis

In view of trends in corporate governance practice all Directors retire at each AGM, with those wishing to do so putting themselves forward for re-election. Accordingly, at the forthcoming AGM all Directors will retire and all of them, being eligible, are offering themselves for re-election. The Board recommends that Shareholders take into consideration each Director's considerable experience in VCTs and other areas, as shown in their respective biographies on page 3 together with the performance of the Company over the years, in order to support the resolutions to reappoint each of the Directors.

Each of the Directors has entered into an agreement for services which are terminable on three months' notice by either side. Each Director is required to devote such time to the affairs of the Company as the Board reasonably requires and their powers are bound by the Company's Articles of Association. Appointments of new Directors to the Board are considered by all existing Directors as, and when, required.

The Company provides Directors' and Officers' liability insurance, giving appropriate cover for legal action brought against its Directors, and has also agreed to indemnify Directors in circumstances where they are not considered to be culpable. The indemnity, which is a qualifying third party indemnity provision for the purpose of the Companies Act, is for the benefit of all of the Company's current Directors.

# **Investment management fees**

Elderstreet Investments Limited is the Investment Manager for the Company and receives a fee of 2.0% of net assets per annum. The agreement, originally entered into on 30 January 1998 for a fixed period of five years, is terminable by one year's prior written notice by either side.

The Board is pleased with the performance of the Company and is satisfied with Elderstreet Investments Limited's strategy, approach and procedures in providing investment management services to the Company. The Directors have therefore concluded that the continuing appointment of Elderstreet Investments Limited as Investment Manager remains in the best interest of Shareholders.



## **REPORT OF THE DIRECTORS (continued)**

#### **Performance incentive fees**

Performance incentive fees are payable to the Investment Manager when the Company has paid and/or proposed dividends totalling at least 3.5p per share in respect of any one financial year **and** when the NAV, before the dividends, is above 70.6p per share. If the test is met, the fee is calculated at a rate of 20% of the dividend per share in excess of 3.5p and is based on the shares in issue at the year end. The performance incentive fee will also have a catch-up if the dividend element of the test is not met. The test has been met for the year under review and £31,000 is payable in respect of the year ended 31 December 2013, together with an amount of £30,000 in respect of 2012.

#### **Annual running costs cap**

The Company's annual running costs (which exclude any performance fees payable) are capped at 3.5% of the net assets. Any excess will be paid by the Managers. The total expense ratio for the year, based on net assets at the year end, was 2.2% (2012: 2.9%).

## **Administration management fees**

Downing LLP provides administration services to the Company for a fee of £50,000 per annum. The agreement is terminable by one year's prior written notice by either side.

#### Fixed interest investment management

Smith & Williamson Investment Management Limited provides investment management services to the Company in respect of fixed income securities for a fee of 0.15% per annum (plus VAT where applicable) of the amount invested in fixed income securities subject to a maximum of £10,000 per annum (plus VAT where applicable).

#### **VCT Status**

The Company has retained PwC to advise it on compliance with VCT requirements, reporting directly to the Board. PwC work closely with the Managers of the Company, undertaking reviews of the VCT compliance status of new investment opportunities; providing regular compliance updates on the Company's existing portfolio of investments and providing advice on VCT compliance issues as and when they arise.

A summary of the VCT regulations is included in the Company's Investment Policy as shown on page 17.

Compliance with the main VCT regulations as at 31 December 2013 and for the year then ended is summarised as follows:

1. 70.0% of its investments is held in qualifying companies;

82.4%

 At least 30.0% of the Company's qualifying investments (by value) are held in "eligible shares" for funds raised before 5 April 2011, and 70.0% thereafter;

Complied

 At least 10.0% of each investment in a qualifying company is held in "eligible shares";

Complied

 No investment constitutes more than 15% of the Company's portfolio; (by value at the time of investment)

Complied

 The Company's income for each financial year is derived wholly or mainly from shares and securities; and

95.0%

 The Company distributes sufficient revenue dividends to ensure that not more than 15% of the income from shares and securities in any one year is retained.

Complied

### **Substantial interests**

As at 31 December 2013, and the date of this report, the Company was not aware of any beneficial interests exceeding three per cent of the issued Ordinary Share capital.

#### **Auditor**

A resolution to re-appoint BDO LLP as the Company's Auditor will be proposed at the forthcoming AGM.

#### **Annual General Meeting**

The Annual General Meeting will be held at 10-11 Charterhouse Square, London EC1M 6EE at 11.00 a.m. on 5 June 2014. The AGM Notice is at the end of this document.



## **REPORT OF THE DIRECTORS (continued)**

# Directors' responsibilities statement

The Directors are responsible for preparing the Report of the Directors, the Strategic Report, the Directors' Remuneration Report and the financial statements in accordance with applicable law and regulations. They are also responsible for ensuring that the annual report includes information required by the Listing Rules of the Financial Conduct Authority.

Company law requires the Directors to prepare financial statements for each financial year. Under that law, the Directors have elected to prepare the financial statements in accordance with United Kingdom Generally Accepted Accounting Practice (United Kingdom Accounting Standards and applicable law). Under company law the Directors must not approve the financial statements unless they are satisfied that they give a true and fair view of the state of affairs of the Company and of the profit or loss of the Company for that period.

In preparing these financial statements, the Directors are required to:

- select suitable accounting policies and then apply them consistently;
- make judgments and accounting estimates that are reasonable and prudent;
- state whether applicable UK Accounting Standards have been followed, subject to any material departures disclosed and explained in the financial statements; and
- prepare the financial statements on the going concern basis unless it is inappropriate to presume that the Company will continue in business.

The Directors are responsible for keeping adequate accounting records that are sufficient to show and explain the Company's transactions, to disclose with reasonable accuracy at any time the financial position of the Company and to enable them to ensure that the financial statements comply with the Companies Act 2006. They are also responsible for safeguarding the assets of the Company and hence for taking reasonable steps for the prevention and detection of fraud and other irregularities.

The Directors are responsible for the maintenance and integrity of the corporate and financial information included on the Company's website. Legislation in the United Kingdom governing the preparation and dissemination of the financial statements and other information included in annual reports may differ from legislation in other jurisdictions.

# Directors' statement pursuant to the Disclosure and Transparency Rules

Each of the Directors, whose names and functions are listed on page 3, confirms that, to the best of each person's knowledge:

- the financial statements, which have been prepared in accordance with United Kingdom Generally Accepted Accounting Practice, give a true and fair view of the assets, liabilities, financial position and profit or loss of the Company; and
- the management report, comprising the Chairman's Statement, the Strategic Report, the Investment Manager's Report, the Review of Investments and the Report of the Directors, includes a fair review of the development and performance of the business and the position of the Company, together with the principal risks and uncertainties that it faces.

## **Electronic publication**

The financial statements are published on www.elderstreet.com (maintained by the Investment Manager) and on www.downing.co.uk (maintained by the Administration Manager). Legislation in the United Kingdom governing the preparation and dissemination of the financial statements may differ from legislation in other jurisdictions.

#### **Corporate Governance**

The Company's compliance with, and departures from, the Financial Reporting Council's UK Corporate Governance Code (www.frc.org.uk), is shown on pages 24 to 27.

#### Other matters

Information in respect of financial instruments and future developments which were previously disclosed within the Report of the Directors have been disclosed within the Strategic Report on pages 16 to 17.



# **REPORT OF THE DIRECTORS (continued)**

## Statement as to disclosure of information to Auditor

The Directors in office at the date of this report have confirmed, as far as they are aware, that there is no relevant audit information of which the Auditor is unaware. Each of the Directors has confirmed that they have taken all the steps that they ought to have taken as Directors in order to make themselves aware of any relevant audit information and to establish that it has been communicated to the Auditor.

By order of the Board

**Grant Whitehouse** 

Secretary of Elderstreet VCT plc Company number: 03424984

Registered office:

10 Lower Grosvenor Place London SW1W 0EN

28 April 2014



#### **DIRECTORS' REMUNERATION REPORT**

# Annual statement from the Chairman of Remuneration Committee: David Brock

The committee, comprising Hugh Aldous, Barry Dean, Michael Jackson, Nicholas Lewis and myself, has reviewed the fee structure, which has been in place since the VCT commenced trading, and agreed that the remuneration levels should remain unchanged for the forthcoming year.

#### Remuneration policy report

Below is the Company's remuneration policy. Shareholders will be asked to vote on this policy, for the first time, at the AGM on 5 June 2014. In accordance with new regulations, Shareholders must vote on the remuneration policy, for the financial year commencing after the AGM, every three years or sooner if the Company wants to make changes to the policy. Therefore subject to Shareholder approval this policy will apply from 1 January 2015.

The Company's policy on Directors' remuneration is to seek to remunerate board members at a level appropriate for the time commitment required and degree of responsibility involved for a self-managed Venture Capital Trust, where all investment decisions are made by the Board and where the non-executive Directors are more closely involved with the investee companies than other similar VCTs.

Non-executive Directors are not entitled to any performance related pay or incentive.

Directors' remuneration is calculated in accordance with the Company's Articles of Association as follows:

- The Directors shall be paid out of the funds of the Company by way of fees for their services an aggregate sum not exceeding £1,000,000 per annum. The Directors shall also receive by way of additional fees such further sums (if any) as the Company in general meeting may from time to time determine. Such fees and additional fees shall be divided among the Directors in such proportion and manner as they may determine and in default of determination equally.
- The Directors shall be entitled to be repaid all reasonable travelling, hotel and other expenses incurred by them respectively in or about the performance of their duties as Directors, including any expenses incurred in attending meetings of the Board or of Committees of the Board or general meetings and if in the opinion of the Directors it is desirable that any of their number should make any special journeys or perform any special services on behalf of the Company or its business, such Director or Directors may be paid reasonable additional remuneration and expenses as the Directors may from time to time determine.

A remuneration payment or payment for loss of office can only be made to a current or former director that is within the scope of the approved policy (subject to the Articles), unless approved by a separate shareholder resolution.

The Board receives feedback from Shareholders from time to time via direct correspondence, telephone calls and at the AGM. The Remuneration Committee will take account of any comments in respect of the remuneration policy when it undertakes its regular review of the Company's policy.

#### Agreement for services

Each of the Directors has signed an agreement for services with the Company which specifies a notice period of three months. Each Director is required to devote such time to the affairs of the Company as the Board reasonably requires.

#### Annual report on remuneration (audited)

The following disclosure is required to be audited under the requirements of section 497. The audit opinion thereon is contained within the Auditor's Report on pages 28 to 30.

Directors' remuneration for the year under review was as follows:

|                 | 2013   | 2012   |
|-----------------|--------|--------|
|                 | £      | £      |
| David Brock     | 15,000 | 15,000 |
| Hugh Aldous     | 10,000 | 10,000 |
| Barry Dean      | 10,000 | 10,000 |
| Michael Jackson | 10,000 | 10,000 |
| Nicholas Lewis  | 10,000 | 10,000 |
|                 |        |        |
|                 | 55,000 | 55,000 |

No other emoluments, pension contributions or life assurance contributions were paid by the Company to, or on behalf of, any Director. The Company does not have any share options in place.

# Statement of implementation of remuneration policy in the current financial year

The remuneration levels for the forthcoming year are expected to be unchanged, and at the following levels:

|                 | £      |
|-----------------|--------|
| David Brock     | 15,000 |
| Hugh Aldous     | 10,000 |
| Barry Dean      | 10,000 |
| Michael Jackson | 10,000 |
| Nicholas Lewis  | 10,000 |
|                 |        |
|                 | 55,000 |

Any further increases in remuneration over the next three years would be subject to approval by Shareholders at the Annual General Meeting.



## **DIRECTORS' REMUNERATION REPORT (continued)**

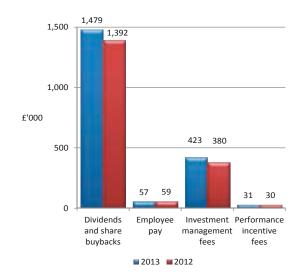
#### **Directors share interests**

The beneficial interests of the Directors in the issued Ordinary Shares in the Company at each year end and the date of this report were as follows:

|                 | 2013    | 2012    |
|-----------------|---------|---------|
| David Brock     | 96,999  | 96,999  |
| Hugh Aldous     | 20,000  | 20,000  |
| Barry Dean      | 20,421  | 20,421  |
| Michael Jackson | 767,058 | 767,058 |
| Nicholas Lewis  | 48,498  | 48,498  |

### Relative importance of spend on pay

The difference in actual spend between 31 December 2013 and 31 December 2012 on remuneration for all employees in comparison to distributions (dividends and share buybacks) and other significant spending are set out in the tabular graph below:



#### Performance graph

The graph at the foot of the page charts the total cumulative Shareholder return of the Company (assuming all dividends are re-invested) ("NAV Total Return") and total return of the Company's Share Price ("Share Price Total Return") over the past five years, compared to Numis Smaller Companies Index (Total Return, excluding investment companies), each of which has been rebased to 100 pence.

The Board believes that NAV Total Return provides Shareholders with a fairer reflection of the Company's long term value than the Company's share price, due to the long term nature of an investment in Venture Capital Trust shares. The Numis Smaller Companies Index is considered to be the most appropriate broad equity market against which Investors can measure the relative performance of the Company.

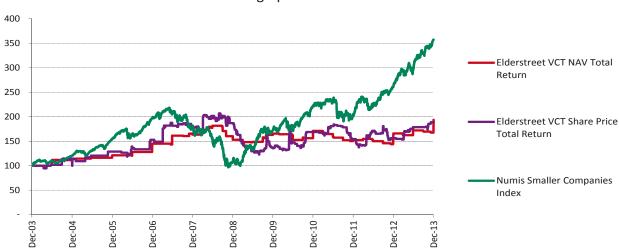
By order of the Board

Grant Whitehouse

Secretary 10 Lower Grosvenor Place London SW1W 0EN

28 April 2014

#### Performance graph





#### **CORPORATE GOVERNANCE STATEMENT**

The Directors support the relevant principles of the UK Corporate Governance Code maintained by the Financial Reporting Council being the principles of good governance and the code of best practice.

#### The Board

The Company has a Board comprising of five non-executive Directors. The Chairman is David Brock and the Senior Independent Director is Hugh Aldous. Biographical details of all Board members (including the significant commitments of the Chairman) are shown on page 3.

In accordance with Company Policy all of the Directors are offering themselves for re-election at the next AGM.

Full Board meetings take place quarterly and the Board meets or communicates more regularly to address specific issues. The Board has a formal schedule of matters specifically reserved for its decision which includes, but is not limited to: considering recommendations from the Investment Manager; making decisions concerning the acquisition or disposal of investments outside of the scope of the discretionary management agreement; and reviewing, annually, the terms of engagement of all third party advisers (including the Investment Manager and Administration Manager).

The Board has also established procedures whereby Directors wishing to do so in the furtherance of their duties may take independent professional advice at the Company's expense.

All Directors have access to the advice and services of the Company Secretary. The Company Secretary provides the Board with full information on the Company's assets and liabilities and other relevant information requested by the Chairman, in advance of each Board meeting.

### **Share capital**

The Board has authority to make market purchases of the Company's own shares. This authority for up to 14.9% of the Company's issued share capital was granted at the last AGM. A resolution will be put to Shareholders to renew this authority at the forthcoming AGM.

The Board will also seek authority at the forthcoming AGM to issue new shares up to an aggregate nominal amount of £1,250,000.

The capital structure of the Company is disclosed on page 18.

#### **Committees to the Board**

As the Company has a small Board of non-executive Directors, all Directors sit on the Nomination Committee and Remuneration Committee. David Brock and Hugh Aldous sit on the Audit Committee. Committee meetings are held in conjunction with the Board meetings. The Chairman of each Committee is David Brock. All Committees have defined terms of reference and duties, which are available from www.downing.co.uk.

#### **Formal Board and Committee meetings**

The following table sets out the Directors' attendance at the Board and Committee meetings held during the year.

|                 |          | Audit     |
|-----------------|----------|-----------|
|                 | Board    | Committee |
|                 | meetings | meetings  |
|                 | attended | attended  |
|                 | (4 held) | (1 held)  |
| David Brock     | 3        | 1         |
| Hugh Aldous     | 4        | 1         |
| Barry Dean      | 4        | N/A       |
| Michael Jackson | 4        | N/A       |
| Nicholas Lewis  | 4        | N/A       |

Neither the Nomination nor Remuneration Committee met during the year.

#### **Audit Committee**

The Audit Committee is responsible for:

- monitoring the Company's financial reporting;
- reviewing internal controls and risk management systems; and
- matters regarding audit and external auditors.

## **Financial Reporting**

The Committee is responsible for reviewing, and agreeing the half-yearly and annual accounts (including those figures presented within) before they are presented to the Board for final approval.

In particular, the Committee reviews, challenges (where appropriate) and agrees the basis for the carrying value of the unquoted investments, as prepared by the Investment Manager, for presentation within the half-yearly and annual accounts.

The Committee also takes into careful consideration, comments on matters regarding valuation, revenue recognition and disclosures arising from the Report to the Audit Committee as part of the finalisation process for the Annual Accounts.



## **CORPORATE GOVERNANCE STATEMENT (continued)**

#### **Audit Committee (continued)**

#### Internal audit and control

The Committee has considered the need for an internal audit function and has concluded that this would not be appropriate for a company of this size and structure. The Committee seeks to satisfy themselves that there is a proper system and allocation of the responsibilities for the day-to-day monitoring of financial controls by receiving representations and information either upon request or voluntarily from the Manager. This is covered more fully under Risk Management and Internal Control.

#### Whistleblowing procedures

As the Company has no staff, other than directors, there are no procedures in place in respect of C.3.5 of the UK Corporate Governance Code, relating to whistleblowing. The Audit Committee understands that the Investment Manager and Administration Manager have whistleblowing procedures in place.

#### External auditor

The Committee reviews and agrees the audit strategy paper, presented by the Auditor in advance of the audit, which sets out the key risk areas to be covered during the audit and confirms their status of independence. The Committee confirms that the two main areas of risk for the year under review are the carrying value of investments and revenue recognition.

The Committee, after taking into consideration comments from the Investment Manager, Elderstreet Investments Limited, and Administration Manager, Downing LLP, regarding the effectiveness of the audit process; immediately before the conclusion of the annual audit, will recommend to the Board either reappointment or removal of the auditors.

BDO LLP has been appointed as Auditor to the Company since April 2013, following a merger with the Company's previous auditor. Following assurances received from the Managers at the completion of the audit for the year to 31 December 2013, and taking discussions held with the engagement Partner at BDO LLP into consideration, the Committee has recommended they be re-appointed at the forthcoming AGM.

#### Non audit services

BDO LLP also provides certain corporation tax compliance services and may perform ad-hoc work at the request of the Board. The Committee recognises the requirement for the tax computation to be prepared annually, therefore does not require the annual appointment to be referred to the Committee. The Committee will approve the provision of the ad-hoc work and maximum expected fee before being undertaken, to ensure that auditor objectivity and independence is safeguarded. With the exception of the provision of tax compliance services the Auditor did not provide any other non-audit services during the year.

#### **Nomination Committee**

The Nomination Committee's primary function is to make recommendations to the Board on all new appointments and also to advise generally on issues relating to the Board composition and balance.

#### **Diversity policy**

When considering a new appointment to the Board, the Committee's responsibility is to ensure that Shareholders are safeguarded by appointing the most appropriate person for the position, (irrespective of gender) giving due regard to past and present experience in the sectors in which the Company invests. The Company therefore does not have a specific diversity policy in place.

#### **Remuneration Committee**

The Remuneration Committee meets, as required, to discuss the existing levels of remuneration for the non-executive Directors and whether they reflect the time commitment and responsibilities of the positions and are comparable with industry standards. Where deemed necessary, they will recommend adjustments to the remuneration levels.

## **Anti-bribery policy**

The Company operates an anti-bribery policy to ensure that it meets its responsibilities arising from the Bribery Act 2010. This policy can be found on the website maintained by the Administration Manager at www.downing.co.uk.

## **Relations with Shareholders**

Shareholders have the opportunity to meet the Board at the AGM. The Board is also happy to respond to any written queries made by Shareholders during the course of the year, or to meet with Shareholders if so requested. As disclosed in the Report of the Directors, there were no Shareholders with a substantial interest in the Company at the year-end or at the date of this report.



## **CORPORATE GOVERNANCE STATEMENT (continued)**

#### **Relations with Shareholders (continued)**

In addition to the formal business of the AGM, representatives of the management team and the Board are available to answer any questions a Shareholder may have.

Separate resolutions are proposed at the AGM on each substantially separate issue. Downing LLP collates proxy votes and the results (together with the proxy forms) are forwarded to the Company Secretary immediately prior to the AGM.

In order to comply with the UK Corporate Governance Code, proxy votes are announced at the AGM, following each vote on a show of hands, except in the event of a poll being called, and are published immediately following the AGM. The notice of the next AGM and proxy form can be found at the end of these financial statements.

The conditions of appointment of non-executive Directors are available to Shareholders upon request.

#### **Financial reporting**

The Directors' statement of responsibilities for preparing the accounts is set out in the Report of the Directors on page 20, and a statement by the Auditor about their reporting responsibilities is set out in the Independent Auditor's Report on page 28.

### Risk management and internal control

The Board has adopted an Internal Control Manual ("Manual"), for which they are responsible, which has been compiled in order to comply with the UK Corporate Governance Code. The Manual is designed to provide reasonable, but not absolute, assurance against material misstatement or loss, which it achieves by detailing the perceived risks and controls to mitigate them. The Board reviews the perceived risks in line with relevant guidance on an annual basis and implements additional controls as appropriate.

The Board is responsible for ensuring that the procedures to be followed by the advisers and themselves are in place, and they review the effectiveness of the Manual, based on the report from the Audit Committee, on an annual basis to ensure that the controls remain relevant and were in operation throughout the year.

Although the Board is ultimately responsible for safeguarding the assets of the Company, the Board has delegated, through written agreements, the day-to-day operation of the Company (including the Financial Reporting Process) to the following advisers:

Investment Elderstreet Investments Limited

Management

Downing LLP

Administration Management

Smith & Williamson Investment

Income Securities Management Limited

Management

Listed Fixed

#### **Going concern**

The Company's business activities, together with the factors likely to affect its future development, performance and position, are set out in the Chairman's Statement on pages 4 to 5, the Investment Manager's Report on pages 6 to 7 and the Strategic Report on page 15. The financial position of the Company, its cash flows, liquidity position and borrowing facilities are shown in the Balance Sheet on page 32; the Cash Flow Statement on page 33, the Strategic Report on page 17 and the Report of the Directors on page 18. In addition, note 17 to the financial statements includes the Company's objectives, policies and processes for managing its capital; its financial risk management objectives; details of its financial instruments; and its exposures to credit risk and liquidity risk.

The Company has sufficient financial resources at the year end and holds a diversified portfolio of investments. As a consequence, the Directors believe that the Company is well placed to manage its business risks successfully despite the current uncertain economic outlook.

The Directors confirm that they are satisfied that the Company has adequate resources to continue in business for the foreseeable future. For this reason, they believe that the Company continues to be a going concern and that it is appropriate to apply the going concern basis in preparing the financial statements.



## **CORPORATE GOVERNANCE STATEMENT (continued)**

#### **Compliance statement**

The Listing Rules require the Board to report on compliance with the fifty-two UK Corporate Governance Code provisions throughout the accounting period. The preamble to the Combined Code does, however, acknowledge that some provisions may have less relevance for investment companies. With the exception of the limited items outlined below, the Company has complied throughout the accounting year ended 31 December 2013 with the provisions set out in the UK Corporate Governance Code:

- a) New Directors do not receive a full, formal and tailored induction on joining the Board. Such matters are addressed on an individual basis as they arise. Also, the Company has no major Shareholders so Shareholders are not given the opportunity to meet any new non-executive Directors at a specific meeting other than the AGM. (B.4.1, B.4.2, E.1.1)
- b) Due to the size of the Board and the nature of the Company's business, a formal performance evaluation of the Board, its Committees, the individual Directors and the Chairman has not been undertaken. Specific performance issues are dealt with as they arise. (A.4.1, A.4.2, B.6.1, B.6.3, B.7.2)
- c) The Company does not have a majority of independent Directors as defined by the UK Corporate Governance Code as of a majority of Directors have held office for more than nine years. The Board considers that all Directors have sufficient experience to be able to exercise proper judgement within the meaning of the UK Corporate Governance Code. (B.1.2) (Consequently, the composition of the Audit Committee does not comply with C.3.1.)
- d) The non-executive Directors do not have service contracts, whereas the recommendation is for fixed term renewable contracts. (B.2.3) The Directors do have agreements for services in place. In the Directors' opinion, this does not make a substantive difference to the circumstances of the Company.

By order of the Board

**Grant Whitehouse** 

Secretary

10 Lower Grosvenor Place London SW1W 0EN

28 April 2014



# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ELDERSTREET VCT PLC

We have audited the financial statements of Elderstreet VCT plc (the "Company") for the year ended 31 December 2013 which comprise the Income Statement, the Reconciliation of Movements in Shareholders' Funds, the Balance Sheet, the Cash Flow Statement and the related notes. The financial reporting framework that has been applied in their preparation is applicable law and United Kingdom Accounting Standards (United Kingdom Generally Accepted Accounting Practice).

### **Opinion on financial statements**

In our opinion the financial statements:

- give a true and fair view of the state of the company's affairs as at 31 December 2013 and of its return for the year then ended;
- have been properly prepared in accordance with United Kingdom Generally Accepted Accounting Practice; and
- have been prepared in accordance with the requirements of the Companies Act 2006.

# Our assessment of risks of material misstatement and our audit approach to these risks

We identified the following risks that we believe have had the greatest impact on our audit strategy and scope:

 The assessment of the carrying value of investments, particularly unquoted investments. This is a key accounting estimate where there is an inherent risk of management override arising from the investment valuations being prepared by the Investment Manager, who is remunerated based on the net asset value of the funds, derived using those valuations.

We challenged the assumptions inherent in the valuation of unquoted investments, and we assessed the impact of the estimation uncertainty concerning these assumptions and the disclosure of these uncertainties in the financial statements. Where loans to unquoted companies were valued at cost, as reviewed for impairment, we also considered wider economic and commercial factors that, in our judgement, could impact on the recoverability and valuation of the loans, and we considered whether there was any permanent diminution in value in investments held, that should be reported as realised losses. We noted that the assessment of the unquoted valuations and whether losses in value are permanent, and therefore realised, is highly subjective. However, our audit procedures included, amongst others, reviewing the recent published trading statements for the unquoted investments and, for a sample of all investments, considering the period over which significant falls in value below cost arose, as well as the apparent reasons and whether they were likely to be permanent.

We also considered the controls over the valuation of quoted investments and fixed income securities and tested the pricing of these investments to independent sources. We challenged the appropriateness of the quoted bid price by reviewing the liquidity of the market for a sample of investments held.

 Appropriate revenue recognition. Revenue consists primarily of interest earned on loans to investee companies and dividends receivable from investee companies. Revenue recognition is considered to be a significant risk as it is one of the key drivers of dividend returns to investors and there is judgement required in determining whether accrued income should be regarded as recoverable.

We considered the controls relating to revenue recognition and undertook testing of interest income by comparing actual income to expectations generated using the interest rates in the loan instruments while considering the ability of investee companies to pay interest being accrued. We also tested dividends receivable by reference to expectations set from prior periods and details reported in statutory and management accounts of the investee companies.

The Audit Committee's consideration of these judgements is set out on page 25.

## Purpose of this report

This report is made solely to the company's members, as a body, in accordance with Chapter 3 of Part 16 of the Companies Act 2006. Our audit work has been undertaken so that we might state to the company's members those matters we are required to state to them in an auditor's report and for no other purpose. To the fullest extent permitted by law, we do not accept or assume responsibility to anyone other than the company and the company's members as a body, for our audit work, for this report, or for the opinions we have formed.

#### Respective responsibilities of directors and auditor

As explained more fully in the statement of Directors' responsibilities, the Directors are responsible for the preparation of the financial statements and for being satisfied that they give a true and fair view. Our responsibility is to audit and express an opinion on the financial statements in accordance with applicable law and International Standards on Auditing (UK and Ireland). Those standards require us to comply with the Financial Reporting Council's ("FRC's") Ethical Standards for Auditors.



# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ELDERSTREET VCT PLC (continued)

#### Scope of the audit of the financial statements

A description of the scope of an audit of financial statements is provided on the FRC's website at www.frc.org.uk/auditscopeukprivate.

#### Our application of materiality

We apply the concept of materiality both in planning and performing our audit, and in evaluating the effect of misstatements on our audit and on the financial statements. We define planning materiality as the magnitude by which misstatements, including omissions, could influence the economic decisions of reasonable users that are taken on the basis of the financial statements. We also determine a level of performance materiality which we use to determine the extent of testing needed to reduce to an appropriately low level the probability that the aggregate of uncorrected and undetected misstatements exceeds materiality for the financial statements as a whole.

We determined planning materiality for the financial statements as a whole to be £350,000. In determining this, we based our assessment on a percentage of gross assets which reflects the underlying level of precision within the valuation of the investment portfolio and the range of reasonably possible alternative valuations that could be expected to apply to the population which comprises a mix of quoted and unquoted investments. On the basis of our risk assessment, together with our assessment of the company's control environment, our judgement is that performance materiality for the financial statements should be 75% of planning materiality, namely £260,000. Our objective in adopting this approach is to ensure that total detected and undetected audit differences do not exceed our planning materiality of £350,000 for the financial statements as a whole.

International Standards on Auditing (UK & Ireland) also allow the auditor to set a lower materiality for particular classes of transaction, balances or disclosures for which misstatements of lesser amounts than materiality for the financial statements as a whole could reasonably be expected to influence the economic decisions of users taken on the basis of the financial statements. In this context, we set a lower level of materiality to apply to those classes of transactions and balances which impact on the costs and the net revenue returns of the company. We determined materiality for this area to be £30,000.

We agreed with the Audit Committee that we would report to the Committee all audit differences in excess of £7,000, as well as differences below that threshold that, in our view, warranted reporting on qualitative grounds.

# Opinion on other matters prescribed by the Companies Act 2006

In our opinion:

- the part of the Directors' Remuneration Report to be audited has been properly prepared in accordance with the Companies Act 2006;
- the information given in the Strategic Report and Directors' Report for the financial period for which the financial statements are prepared is consistent with the financial statements; and
- the information given in the Corporate Governance Statement set out on pages 24 to 27 of the annual report with respect to internal control and risk management systems in relation to financial reporting processes and about share capital structures is consistent with the financial statements.

# Matters on which we are required to report by exception

Under the ISAs (UK and Ireland), we are required to report to you if, in our opinion, information in the annual report is:

- materially inconsistent with the information in the audited financial statements; or
- apparently materially incorrect based on, or materially inconsistent with, our knowledge of the company acquired in the course of performing our audit; or
- is otherwise misleading.

In particular, we are required to consider whether we have identified any inconsistencies between our knowledge acquired during the audit and the directors' statement that they consider the annual report is fair, balanced and understandable and whether the annual report appropriately discloses those matters that we communicated to the Audit Committee which we consider should have been disclosed.

Under the Companies Act 2006 we are required to report to you if, in our opinion:

- adequate accounting records have not been kept, or returns adequate for our audit have not been received from branches not visited by us; or
- the financial statements and the part of the Directors' Remuneration Report to be audited are not in agreement with the accounting records and returns; or
- certain disclosures of Directors' Remuneration specified by law are not made; or
- we have not received all the information and explanations we require for our audit; or
- a Corporate Governance Statement has not been prepared by the company.



# INDEPENDENT AUDITOR'S REPORT TO THE MEMBERS OF ELDERSTREET VCT PLC (continued)

Under the Listing Rules we are required to review:

- the Directors' statement, set out on page 26, in relation to going concern; and
- the part of the Corporate Governance Statement relating to the company's compliance with the nine provisions of the UK Corporate Governance Code specified for our review.

We have nothing to report in respect of these matters.

Stuart Collins (Senior Statutory Auditor)

for and on behalf of **BDO LLP** 

Statutory Auditor London UK

28 April 2014



## **INCOME STATEMENT**

# for the year ended 31 December 2013

|  |        |                  |                  | 2013           |                  |                  | 2012           |
|--|--------|------------------|------------------|----------------|------------------|------------------|----------------|
|  | Note   | Revenue<br>£'000 | Capital<br>£'000 | Total<br>£'000 | Revenue<br>£'000 | Capital<br>£'000 | Total<br>£'000 |
| Income<br>Gains on investments             | 2<br>9 | 625<br>-         | -<br>4,115       | 625<br>4,115   | 715<br>          | -<br>2,003       | 715<br>2,003   |
|  |        | 625              | 4,115            | 4,740          | 715              | 2,003            | 2,718          |
| Investment management fees                 | 3      | (106)            | (317)            | (423)          | (95)             | (285)            | (380)          |
| Performance incentive fees Other expenses  | 3<br>4 | (210)            | (61)             | (61)<br>(210)  | (214)            | -                | (214)          |
| Return on ordinary activities before       | tax    | 309              | 3,737            | 4,046          | 406              | 1,718            | 2,124          |
| Tax on ordinary activities                 | 6      | -                | -                | <u> </u>       |                  | -                |                |
| Return attributable to equity shareholders | 8 _    | 309              | 3,737            | 4,046          | 406              | 1,718            | 2,124          |
| Basic and diluted return per share         | 8      | 1.0p             | 12.2p            | 13.2p          | 1.4p             | 5.8p             | 7.2p           |

All Revenue and Capital items in the above statement derive from continuing operations. No operations were acquired or discontinued during the year. The total column within the Income Statement represents the profit and loss account of the Company.

A Statement of Total Recognised Gains and Losses has not been prepared as all gains and losses are recognised in the Income Statement as shown above.

Other than revaluation movements arising on investments held at fair value through the Income Statement, there were no differences between the return as stated above and at historical cost.

## **RECONCILIATION OF MOVEMENTS IN SHAREHOLDERS' FUNDS**

# for the year ended 31 December 2013

|  | Note | 2013<br>£'000 | 2012<br>£'000 |
|--|------|---------------|---------------|
| Opening Shareholders' funds                                |      | 20,588        | 18,861        |
| Issue of shares  | 12   | 871           | 1,134         |
| Issue of shares under Enhanced Share Buyback scheme        | 12   | -             | 2,131         |
| Share issue costs  | 12   | (48)          | (127)         |
| Purchase of own shares                                     | 12   | (238)         | (198)         |
| Purchase of own shares under Enhanced Share Buyback scheme | 12   | -             | (2,142)       |
| Total recognised gains for the year                        |      | 4,046         | 2,124         |
| Dividends paid   | 7    | (1,242)       | (1,195)       |
| Closing Shareholders' funds                                |      | 23,977        | 20,588        |

The accompanying notes form an integral part of these financial statements.



# **BALANCE SHEET**

# at 31 December 2013

|  |      | alaaa | 2013   | stees | 2012   |
|--|------|-------|--------|-------|--------|
| Fixed assets                                   | Note | £'000 | £'000  | £'000 | £'000  |
| Investments                                    | 9    |       | 21,828 |       | 17,659 |
| investments                                    | 3    |       | 21,020 |       | 17,033 |
| Current assets                                 |      |       |        |       |        |
| Debtors  | 10   | 831   |        | 90    |        |
| Cash at bank and in hand                       |      | 1,556 |        | 3,030 |        |
|  |      | 2,387 |        | 3,120 |        |
|  |      |       |        |       |        |
| Creditors: amounts falling due within one year | 11   | (238) |        | (191) |        |
| Not something                                  |      |       | 2 4 40 |       | 2.020  |
| Net current assets                             |      | _     | 2,149  |       | 2,929  |
| Net assets                                     |      |       | 23,977 |       | 20,588 |
|  |      | =     |        | =     |        |
| Capital and reserves                           |      |       |        |       |        |
| Called up share capital                        | 12   |       | 1,537  |       | 1,494  |
| Capital redemption reserve                     | 13   |       | 446    |       | 425    |
| Share premium                                  | 13   |       | 856    |       | 9,929  |
| Merger reserve                                 | 13   |       | 1,882  |       | 1,882  |
| Special reserve                                | 13   |       | 6,950  |       | -      |
| Capital reserve – unrealised                   | 13   |       | 8,683  |       | 6,540  |
| Capital reserve – realised                     | 13   |       | 3,118  |       | (187)  |
| Revenue reserve                                | 13   | _     | 505    |       | 505    |
| Total equity shareholders' funds               | 14   |       | 23,977 |       | 20,588 |
|  |      | _     | ==/=-  |       |        |
| Basic and diluted net asset value per share    | 14   |       | 78.0p  |       | 68.9p  |

The financial statements on pages 31 to 48 were approved and authorised for issue by the Board of Directors on 28 April 2014 and were signed on its behalf by:

**David Brock** Chairman

The accompanying notes form an integral part of these financial statements.



# **CASH FLOW STATEMENT**

# for the year ended 31 December 2013

|  | Note | 2013<br>£'000 | 2012<br>£'000 |
|--|------|---------------|---------------|
| Net cash (outflow)/inflow from operating activities      | 15   | (105)         | 83            |
| Capital expenditure                                      |      |               |               |
| Purchase of investments                                  |      | (1,004)       | (2,284)       |
| Sale of investments                                      |      | 303           | 1,512         |
| Net cash outflow from capital expenditure                |      | (701)         | (772)         |
| Equity dividends paid                                    |      | (1,242)       | (1,201)       |
| Net cash outflow before financing                        |      | (2,048)       | (1,890)       |
| Financing  |      |               |               |
| Proceeds from share issue                                |      | 870           | 1,093         |
| Proceeds from shares issued under Enhanced Share Buyback |      | -             | 2,131         |
| Share issue costs  |      | (58)          | (75)          |
| Purchase of own shares                                   |      | (238)         | (198)         |
| Purchase of own shares under Enhanced Share Buyback      |      |               | (2,142)       |
| Net cash inflow from financing                           |      | 574_          | 809           |
| Decrease in cash   | 16   | (1,474)       | (1,081)       |



### **NOTES TO THE ACCOUNTS**

### for the year ended 31 December 2013

### 1. Accounting policies

### **Basis of accounting**

The Company has prepared its financial statements under UK Generally Accepted Accounting Practice and in accordance with the Statement of Recommended Practice "Financial Statements of Investment Trust Companies and Venture Capital Trusts" revised January 2009 ("SORP").

The financial statements are prepared under the historical cost convention modified by the revaluation of certain financial instruments.

The Company implements new Financial Reporting Standards issued by the Financial Reporting Council when required.

#### **Presentation of Income Statement**

In order to better reflect the activities of a venture capital trust, and in accordance with the SORP, supplementary information which analyses the Income Statement between items of a revenue and capital nature has been presented alongside the Income Statement. The net revenue is the measure the Directors believe appropriate in assessing the Company's compliance with certain requirements set out in Part 6 of the Income Tax Act 2007.

### **Fixed asset investments**

Investments are designated as "fair value through profit or loss" assets, upon acquisition, due to investments being managed and performance evaluated on a fair value basis. A financial asset is designated within this category if it is both acquired and managed, with a view to selling after a period of time, in accordance with the Company's documented investment policy. The fair value of an investment upon acquisition is deemed to be cost. Thereafter, investments are measured at fair value in accordance with the International Private Equity and Venture Capital Valuation Guidelines ("IPEV") together with FRS 26.

Listed fixed income investments and investments quoted on AIM and the Main Market are measured using bid prices in accordance with the IPEV.

For unquoted instruments, fair value is established using the IPEV. The valuation methodologies for unquoted entities used by the IPEV to ascertain the fair value of an investment are as follows:

- Price of recent investment;
- Multiples;
- Net assets;
- Discounted cash flows or earnings (of underlying business);
- Discounted cash flows (from the investment); and
- Industry valuation benchmarks.

The methodology applied takes account of the nature, facts and circumstances of the individual investment and uses reasonable data, market inputs, assumptions and estimates in order to ascertain fair value.

Where an investee company has gone into receivership, liquidation, or administration (where there is little likelihood of recovery), the loss on the investment, although not physically disposed of, is treated as being realised. Permanent impairments in the value of investments are deemed to be realised losses and held within the Capital Reserve – Realised.

Gains and losses arising from changes in fair value are included in the Income Statement for the year as a capital item and transaction costs on acquisition or disposal of the investment expensed.

It is not the Company's policy to exercise controlling influence over investee companies. Therefore the results of these companies are not incorporated into the Income Statement except to the extent of any income accrued. This is in accordance with the SORP that does not require portfolio investments to be accounted for using the equity method of accounting.



### 1. Accounting policies (continued)

#### Income

Dividend income from investments is recognised when the Shareholders' rights to receive payment has been established, normally the ex-dividend date.

Interest income is accrued on a timely basis, by reference to the principal outstanding and at the effective interest rate applicable and only where there is reasonable certainty of collection.

#### **Expenses**

All expenses are accounted for on an accruals basis. In respect of the analysis between revenue and capital items presented within the Income Statement, all expenses have been presented as revenue items except as follows:

- Expenses which are incidental to the acquisition of an investment are deducted as a capital item.
- Expenses which are incidental to the disposal of an investment are deducted from the disposal proceeds of the investment.
- Expenses are split and presented partly as capital items where a connection with the maintenance or enhancement of the value of the investments held can be demonstrated. The Company has adopted the policy of allocating investment manager's fees, 75% to capital and 25% to revenue as permitted by the SORP. The allocation is in line with the Board's expectation of long term returns from the Company's investments in the form of capital gains and income respectively.
- Performance incentive fees arising are treated as a capital item.

### **Taxation**

The tax effects on different items in the Income Statement are allocated between capital and revenue on the same basis as the particular item to which they relate using the Company's effective rate of tax for the accounting period.

Due to the Company's status as a Venture Capital Trust and the continued intention to meet the conditions required to comply with Part 6 of the Income Tax Act 2007, no provision for taxation is required in respect of any realised or unrealised appreciation of the Company's investments which arise.

Deferred taxation is not discounted and is provided in full on timing differences that result in an obligation at the balance sheet date to pay more tax, or a right to pay less tax, at a future date, at rates expected to apply when they crystallise based on current tax rates and law. Timing differences arise from the inclusion of items of income and expenditure in taxation computations in periods different from those in which they are included in the accounts.

#### Other debtors and other creditors

Other debtors (including accrued income) and other creditors are included within the accounts at amortised cost.

### Issue costs

Issue costs in relation to the shares issued are deducted from the share premium account.



#### 2. Income

3

|   | 2013<br>£'000 | 2012<br>£'000 |
|---|---------------|---------------|
| Income from investments                 |               |               |
| Loan note interest                      | 282           | 249           |
| Dividend income                         | 286           | 396           |
| Interest on fixed income securities     | 25            | 29            |
|   | 593           | 674           |
| Other income                            |               |               |
| Deposit interest                        | 32            | 41            |
| · F · · · · · · · · · · · · · · · · · · |               |               |
|   | 625           | 715           |
|   |               |               |
| Investment management fees              |               |               |
| investment management rees              |               |               |
|   | 2013          | 2012          |
|   | £'000         | £'000         |
|   | 1 000         | 1 000         |
| Investment management fees              | 423           | 380           |
| Performance incentive fees              | _             | 360           |
| remormance incentive rees               | 61            |               |
|   | 484           | 380           |

Performance incentive fees are payable to the Investment Manager when the Company has paid and/or proposed dividends totalling at least 3.5p per share in respect of any one financial year **and** when the NAV, before the dividends, is above 70.6p per share. If the test is met, the fee is calculated at a rate of 20% of the dividend per share in excess of 3.5p and is based on the shares in issue at the year end. The performance incentive fee will also have a catch-up if the dividend element of the test is not met. The test has been met for the year under review and as such £61,000 is payable in respect of the performance incentive fees (2012: £Nil), which includes £30,000 in respect of catching up for fees in respect of 2012.

### 4. Other expenses

|  | 2013<br>£'000 | 2012<br>£'000 |
|--|---------------|---------------|
| Administration services  | 35            | 60            |
| Directors' remuneration  | 55            | 55            |
| Social security costs  | 2             | 2             |
| Auditor's remuneration for statutory audit                               | 22            | 21            |
| Auditor's remuneration for non-audit services (corporation tax services) | 1             | 4             |
| Trail commission   | 14            | 12            |
| Other running costs  | 81            | 60            |
|  |               |               |
|  | 210           | 214           |
|  | ·             |               |

The annual running costs of the Company are also subject to a cap at 3.5% of the Company's net assets. The Manager's fees are, therefore, restricted accordingly if the cap is breached.

### 5. Directors' remuneration

Details of remuneration of the Directors (excluding employers' NI) can be found in the Directors' Remuneration Report on page 22.

The Company had no employees other than the Directors during the year. No other emoluments or pension contributions were paid by the Company to, or on behalf of, any Directors.



### 6. Taxation on ordinary activities

| (a) | Tax charge for the year  | 2013<br>£'000                   | 2012<br>£'000                   |
|-----|--|---------------------------------|---------------------------------|
|     | Current year UK corporation tax at 20.0% (2012: 20.0%) Charged to capital expenses   | <u>-</u>                        | <u>-</u>                        |
| (b) | Factors affecting tax charge for the year  |                                 |                                 |
|     | Return on ordinary activities before tax   | 4,046                           | 2,124                           |
|     | Tax charge calculated on return on ordinary activities before tax at the applicable rate of 20.0% (2012: 20.0%) Gains on investments UK dividend income Expenses disallowed for taxation purposes Excess management fees carried forward | 809<br>(823)<br>(57)<br>3<br>68 | 425<br>(401)<br>(79)<br>2<br>53 |
|     | Current tax charge   | _                               |                                 |

(c) Excess management fees, which are available to be carried forward and set off against future taxable income, amounted to £1.8 million (2012: £1.5 million). The associated deferred tax asset at a rate of 23%, of £422,000 (2012: £357,000), has not been recognised due to the fact that it is unlikely that the excess management fees will be set off against future taxable profits in the foreseeable future.

Due to the Company's status as a Venture Capital Trust and the intention to continue meeting the conditions required to obtain approval in the foreseeable future, the Company has not provided deferred tax on any capital gains and losses arising on the revaluation or disposal of investments.

## 7. Dividends

|                    |      |                  |                  | 2013           |                  |                  | 2012           |  |
|--------------------|------|------------------|------------------|----------------|------------------|------------------|----------------|--|
|                    |      | Revenue<br>£'000 | Capital<br>£'000 | Total<br>£'000 | Revenue<br>£'000 | Capital<br>£'000 | Total<br>£'000 |  |
| Dividends paid in  | year |                  |                  |                |                  |                  |                |  |
| 2013 Interim:      | 2.0p | -                | 624              | 624            | -                | -                | -              |  |
| 2012 Final:        | 2.0p | 309              | 309              | 618            | -                | -                | -              |  |
| 2012 Interim:      | 2.0p | -                | -                | -              | -                | 594              | 594            |  |
| 2011 Final:        | 2.0p | -                | -                | -              | 300              | 301              | 601            |  |
|                    |      |                  |                  |                |                  |                  |                |  |
|                    |      | 309              | 933              | 1,242          | 300              | 895              | 1,195          |  |
|                    |      |                  |                  |                |                  |                  |                |  |
| Dividends proposed |      |                  |                  |                |                  |                  |                |  |
| Final:             | 2.0p | 307              | 307              | 614            | 299              | 299              | 598            |  |



### 8. Basic and diluted return per share

|   | 2013       | 2012       |
|---|------------|------------|
| Return per share based on:<br>Net revenue return for the financial year (£'000)     | 309        | 406        |
| Capital return per share based on: Net capital gains for the financial year (£'000) | 3,737      | 1,718      |
| Weighted average number of shares in issue  | 30,684,457 | 29,559,342 |

As the Company has not issued any convertible securities or share options, there is no dilutive effect on return per share. The return per share disclosed, therefore, represents both basic and diluted return per share.

### 9. Investments

|   | Fixed income securities | Quoted investments | Unquoted investments | Total   |
|---|-------------------------|--------------------|----------------------|---------|
|   | £'000                   | £'000              | £'000                | £'000   |
| Opening cost at 1 January 2013                    | 1,454                   | 5,021              | 8,396                | 14,871  |
| Unrealised gains/(losses) at 1 January 2013       | 36                      | (241)              | 6,177                | 5,972   |
| Realised losses arising on impairment             | -                       | (1,599)            | (1,585)              | (3,184) |
| Opening fair value at 1 January 2013              | 1,490                   | 3,181              | 12,988               | 17,659  |
|   |                         |                    |                      |         |
| Movement in year                                  |                         | 400                | 2.022                | 2 222   |
| Purchased at cost                                 | -                       | 400                | 2,923                | 3,323   |
| Disposal proceeds                                 | -                       | -                  | (3,269)              | (3,269) |
| Realised gains in the income statement            | -                       | -                  | 747                  | 747     |
| Unrealised gains/(losses) in the income statement | (31)                    | (117)              | 3,516                | 3,368   |
| Closing fair value at 31 December 2013            | 1,459                   | 3,464              | 16,905               | 21,828  |
| <b>6</b> 6  |                         |                    |                      |         |
| Retained investments at 31 December 2013          |                         |                    |                      |         |
| Closing cost at 31 December 2013                  | 1,454                   | 5,421              | 10,022               | 16,897  |
| Unrealised gains/(losses)                         | 5                       | (358)              | 8,468                | 8,115   |
| Realised losses arising on impairment             | -                       | (1,599)            | (1,585)              | (3,184) |
|   |                         |                    |                      |         |
| Closing fair value                                | 1,459                   | 3,464              | 16,905               | 21,828  |

Costs of acquisition of investments acquired during the year were minimal (2012: minimal) and costs of investments disposed of during the year were also minimal (2012: minimal). A schedule disclosing the additions and disposals during the year is shown on page 9.

The valuation basis for a few unquoted investments has changed since the previous year's accounts to better reflect the current status of the investments. These investments have changed between being valued on a price of recent investment/cost as reviewed for impairment basis and earnings multiple basis.



### 9. Investments (continued)

The Company has categorised its financial instruments using the fair value hierarchy as follows:

- Level 1 Reflects financial instruments quoted in an active market (fixed interest investments, and investments in shares quoted on either the Main or AIM Markets);
- Level 2 Reflects financial instruments that have prices that are observable either directly or indirectly; and
- Level 3 Reflects financial instruments that are not based on observable market data (investments in unquoted shares, loan note investments and share options).

|                                  | Level 1<br>£'000 | Level 2<br>£'000 | Level 3<br>£'000 | 2013<br>£'000 | Level 1<br>£'000 | Level 2<br>£'000 | Level 3<br>£'000 | 2012<br>£'000 |
|----------------------------------|------------------|------------------|------------------|---------------|------------------|------------------|------------------|---------------|
| Fixed interest securities        | 1,459            | -                | -                | 1,459         | 1,490            | -                | -                | 1,490         |
| Shares quoted on the Main market | 378              | -                | -                | 378           | 260              | -                | -                | 260           |
| AIM quoted shares                | 2,106            | -                | 29               | 2,135         | 2,254            | -                | 116              | 2,370         |
| Loan notes                       | -                | -                | 4,397            | 4,397         | -                | -                | 4,143            | 4,143         |
| Unquoted shares                  |                  | -                | 13,459           | 13,459        |                  | -                | 9,396            | 9,396         |
|                                  |                  |                  |                  |               |                  |                  |                  |               |
|                                  | 3,943            | -                | 17,885           | 21,828        | 4,004            | -                | 13,655           | 17,659        |

Reconciliation of fair value for Level 3 financial instruments held at the year end:

|  | Unquoted<br>shares<br>£'000 | Loan<br>notes<br>£'000 | Share options £'000 | Total<br>£'000 |
|--|-----------------------------|------------------------|---------------------|----------------|
| Balance at 31 December 2012              | 9,396                       | 4,143                  | 116                 | 13,655         |
| Movements in the income statement:       |                             |                        |                     |                |
| Unrealised gains in the income statement | 3,453                       | 63                     | (87)                | 3,429          |
| Realised gains in the income statement   | 747                         | -                      | -                   | 747            |
|  | 4,200                       | 63                     | (87)                | 4,176          |
|  |                             |                        |                     |                |
| Purchased at cost                        | 2,424                       | 899                    | -                   | 3,323          |
| Disposal proceeds                        | (2,561)                     | (708)                  | -                   | (3,269)        |
|  |                             |                        |                     |                |
| Balance at 31 December 2013              | 13,459                      | 4,397                  | 29                  | 17,885         |

FRS 29 requires disclosure to be made of the possible effect of changing one or more of the inputs to reasonable possible alternative valuation assumptions where this would result in a significant change in the fair value of the Level 3 investments. There is an element of judgment in the choice of assumptions for unquoted investments and it is possible that, if different assumptions were used, different valuations could have been attributed to some of the Company's investments. The Board and the Investment Manager believe that the valuations as at 31 December 2013 reflect the most appropriate assumptions at that date, giving due regard to all information available from each investee company. Valuations are subject to fluctuations in market conditions and the sensitivity of the Company to such changes is shown within note 17.



### 10. Debtors

|  | 2013<br>£'000 | 2012<br>£'000 |
|--|---------------|---------------|
| Other debtors  | 647           | -             |
| Prepayments and accrued income                           | 184           | 90            |
|  | 831           | 90            |
| 11. Creditors: amounts falling due within one year       |               |               |
|  | 2013          | 2012          |
|  | £'000         | £'000         |
| Other creditors  | 126           | 137           |
| Other taxes and social security                          | 5             | 6             |
| Accruals and deferred income                             | 107           | 48            |
|  | 238           | 191           |
| 12. Share capital  |               |               |
|  | 2013          | 2012          |
|  | £'000         | £'000         |
| Authorised:  |               |               |
| 50,036,500 (2012: 50,036,500) Ordinary Shares of 5p each | 2,502         | 2,502         |
| Issued, allotted, called up and fully paid:              |               |               |
| 30,743,158 (2012: 29,873,533) Ordinary Shares of 5p each | 1,537         | 1,494         |

During April 2013 the Company allotted 1,291,055 Ordinary Shares, under the terms of a prospectus dated 14 January 2013, at an average price of 67.5p per share. Gross proceeds received thereon were £871,000 with issue costs in respect of the offer amounting to £48,000.

In June 2013, the Company purchased 216,480 Ordinary Shares for cancellation for an aggregate consideration of £121,000, at an average price of 55.5p per share. A further 204,950 Ordinary Shares were purchased, in November 2013, for cancellation for an aggregate consideration of £117,000, at an average price of 57.0p per share. Both purchases were undertaken at a price approximately equivalent to a 15% discount to the most recently published NAV at the time of purchase, and the combined total represented 1.4% of the issued Ordinary Share capital held at 1 January 2013. These shares were subsequently cancelled.

#### Management of capital

The Company's capital is managed in accordance with its investment policy, as shown in the Strategic Report on pages 16 to 17, in pursuit of its principal investment objectives as stated on page 15. The Company has the authority to buy back shares as described in the Corporate Governance Statement on page 24.

The Company's objectives when managing capital are to safeguard the Company's ability to continue as a going concern, so that it can continue to provide an adequate return to Shareholders by allocating its capital to assets commensurately with the level of risk.

By its nature, the Company has an amount of capital, at least 70% (as measured under the tax legislation) of which is and must be, and remain, invested in the relatively high risk asset class of small UK companies within three years of that capital being subscribed. The Company accordingly has limited scope to manage its capital structure in the light of changes in economic conditions and the risk characteristics of the underlying assets. Subject to this overall constraint upon changing the capital structure, the Company may adjust the amount of dividends paid to Shareholders, return capital to Shareholders, issue new shares, or sell assets if so required to maintain a level of liquidity to remain a going concern.



### 12. Share capital (continued)

# Management of capital (continued)

Although, as the Investment Policy implies, the Board would consider levels of gearing, there are no current plans to do so. It regards the net assets of the Company as the Company's capital, as the levels of liabilities are small and the management of them is not directly related to managing the return to Shareholders. There has been no change in this approach from the previous year.

#### 13. Reserves

| rec                                    | Capital<br>lemption<br>reserve<br>£'000 | Merger<br>reserve<br>£'000 | Share<br>premium<br>£'000 | Special<br>reserve<br>£'000 | Capital<br>reserve<br>- unrealised<br>£'000 | Capital<br>reserve<br>- realised<br>£'000 | Revenue<br>reserve<br>£'000 |
|--|---|----------------------------|---------------------------|-----------------------------|---|---|-----------------------------|
| At 1 January 2013                      | 425                                     | 1,882                      | 9,929                     | -                           | 6,540                                       | (187)                                     | 505                         |
| Cancellation of share premium account  | -                                       | -                          | (9,832)                   | 9,832                       | -   | -   | -                           |
| Issue of new shares                    | -                                       | -                          | 807                       | -                           | -   | -   | -                           |
| Share issue costs                      | -                                       | -                          | (48)                      | -                           | -   | -   | -                           |
| Purchase of own shares                 | 21                                      | -                          | -                         | (238)                       | -   | -   | -                           |
| Expenses charged to capital            | -                                       | -                          | -                         | -                           | -   | (378)                                     | -                           |
| Gains on investments                   | -                                       | -                          | -                         | -                           | 3,368                                       | 747                                       | -                           |
| Realisation of revaluations from prior |   |                            |                           |                             |   |   |                             |
| years                                  | -                                       | -                          | -                         | -                           | (1,225)                                     | 1,225                                     | -                           |
| Transfer between reserves              | -                                       | -                          | -                         | (2,644)                     | -   | 2,644                                     | -                           |
| Revenue return                         | -                                       | -                          | -                         | -                           | -   | -   | 309                         |
| Dividends paid                         |   | -                          | -                         | -                           | -   | (933)                                     | (309)                       |
| At 31 December 2013                    | 446                                     | 1,882                      | 856                       | 6,950                       | 8,683                                       | 3,118                                     | 505                         |

On 27 February 2013 the Company obtained court approval to cancel £9.8 million of the Company's share premium account. The special reserve is available to the Company to enable the purchase of its own shares in the market without affecting its ability to pay dividends, and also allows the Company to write back realised capital losses arising on disposals and impairments.

2012

2012

Distributable reserves are calculated as follows:

|   | £'000  | £'000 |
|---|--------|-------|
| Special reserve   | 6,950  | -     |
| Capital reserve – realised                              | 3,118  | (187) |
| Revenue reserve   | 505    | 505   |
| Merger reserve – distributable element                  | 477    | 477   |
| Unrealised losses (excluding unrealised unquoted gains) | (912)  | (256) |
|   | 10,138 | 539   |



#### 14. Basic and diluted net asset value per share

|                 | S          | hares in issue | Net                | 2013<br>t asset value | 2012<br>Net asset value |        |  |
|-----------------|------------|----------------|--------------------|-----------------------|-------------------------|--------|--|
|                 | 2013       | 2012           | Pence<br>per share | £′000                 | Pence<br>per share      | £'000  |  |
| Ordinary Shares | 30,743,158 | 29,873,533     | 78.0               | 23,977                | 68.9                    | 20,588 |  |

As the Company has not issued any convertible securities or share options, there is no dilutive effect on net asset value per share. The net asset value per share disclosed therefore represents both basic and diluted net asset value per share.

### 15. Reconciliation of return on ordinary activities before taxation to net cash flow from operating activities

|     |  | 2013<br>£'000 | 2012<br>£'000 |
|-----|--|---------------|---------------|
|     | Return on ordinary activities before tax                                       | 4,046         | 2,124         |
|     | Gains on investments   | (4,115)       | (2,003)       |
|     | Increase in debtors  | (94)          | (38)          |
|     | Decrease in creditors  | 58            |               |
|     | Net cash (outflow)/inflow from operating activities and returns on investments | (105)         | 83            |
| 16. | Reconciliation of net cash flow to movement in net funds                       |               |               |
|     |  | 2013          | 2012          |
|     |  | £'000         | £'000         |
|     | Beginning of year  | 3,030         | 4,111         |
|     | Net cash outflow for the year  | (1,474)       | (1,081)       |
|     | End of year  | 1,556         | 3,030         |
|     |  |               |               |

### 17. Financial instruments and derivatives

The Company's financial instruments comprise investments held at fair value through profit and loss, being equity and loan stock investments in quoted companies and unquoted companies; loans and receivables, being cash deposits and short term debtors; and financial liabilities, being creditors arising from its operations. The main purpose of these financial instruments is to generate cash flow, revenue and capital appreciation for the Company's operations. The Company has no gearing or other financial liabilities apart from short-term creditors and does not use any derivatives.

The fair value of investments is determined using the detailed accounting policy as shown in note 1. The composition of the investments is set out in note 9. The fair value of cash deposits and short-term debtors and creditors equates to their carrying value in the balance sheet.

The Company's investment activities expose the Company to a number of risks associated with financial instruments and the sectors in which the Company invests. The principal financial risks arising from the Company's operations are:

- Investment risks;
- Credit risk; and
- Liquidity risk



### 17. Financial instruments and derivatives (continued)

The Board regularly reviews these risks and the policies in place for managing them. There have been no significant changes to the nature of the risks that the Company is exposed to over the year and there have also been no significant changes to the policies for managing those risks during the year.

The risk management policies used by the Company in respect of the principal financial risks and a review of the financial instruments held at the year end are provided below.

#### **Investment risks**

As a VCT, the Company is exposed to investment risks in the form of potential losses that may arise on the investments it holds in accordance with its investment policy. The management of these investment risks is a fundamental part of investment activities undertaken by the Investment Manager and overseen by the Board. The Manager monitors investments through regular contact with management of investee companies, regular review of management accounts and other financial information and attendance at investee company board meetings. This enables the Manager to manage the investment risk in respect of individual investments. Investment risk is also mitigated by holding a diversified portfolio spread across various business sectors and asset classes.

The key investment risks to which the Company is exposed are:

- Investment price risk; and
- Interest rate risk

The Company has undertaken sensitivity analysis on its financial instruments, split into the relevant component parts, taking into consideration the economic climate at the time of review in order to ascertain the appropriate risk allocation.

### Investment price risk

Investment price risk arises from uncertainty about the future prices and valuations of financial instruments held in accordance with the Company's investment objectives. It represents the potential loss that the Company might suffer through investment price movements in respect of quoted investments and also changes in the fair value of unquoted investments that it holds.

### **Quoted investments**

The Company's sensitivity to fluctuations in the share prices of its quoted equity investments (AIM quoted but excluding fixed interest investments) is summarised below. A 50% movement in the share price in each of the quoted investments held by the Company would have an effect as follows:

|               |                           |                                     | 2013                                   |                           |                                     | 2012                                   |
|---------------|---------------------------|-------------------------------------|--|---------------------------|-------------------------------------|--|
| Sensitivity   |                           |                                     | 50% mvmt                               |                           |                                     | 50% mvmt                               |
|               | Risk<br>exposure<br>£'000 | Impact<br>on net<br>assets<br>£'000 | Impact on<br>NAV per<br>share<br>pence | Risk<br>exposure<br>£'000 | Impact<br>on net<br>assets<br>£'000 | Impact on<br>NAV per<br>share<br>pence |
| Quoted stocks | 2,513                     | 1,257                               | 4.1p                                   | 2,630                     | 1,315                               | 4.4p                                   |



### 17. Financial instruments and derivatives (continued)

### **Unquoted** investments

As many of the Company's unquoted investments are valued using earnings multiples of comparable companies or sectors, a change in the relevant market sectors could impact on the valuation of the equity and preference shares held in the unquoted portfolio by up to 10%, which the Board has reduced from 25%, as disclosed in 2012, due to the stabilisation of economic conditions. Loan notes held in the Company would not be immediately impacted and would therefore retain their value. The impact on the unquoted shares held by the Company of a 10% movement in share price (2012: 25%) would therefore be as follows:

| Sensitivity     |                           |                                     | <b>2013</b><br>10% mvmt                |                           |                                     | <b>2012</b> 25% mvmt                   |
|-----------------|---------------------------|-------------------------------------|--|---------------------------|-------------------------------------|--|
|                 | Risk<br>exposure<br>£'000 | Impact<br>on net<br>assets<br>£'000 | Impact on<br>NAV per<br>share<br>pence | Risk<br>exposure<br>£'000 | Impact<br>on net<br>assets<br>£'000 | Impact on<br>NAV per<br>share<br>pence |
| Unquoted shares | 13,459                    | 1,346                               | 4.4p                                   | 9,396                     | 2,349                               | 7.9p                                   |

#### Fixed interest investments

The Company also has exposure to variations in the price of its non-qualifying investments. As the investments are government gilts, such securities are typically subject to lower price fluctuations. A 2.5% movement in the valuation of these assets held by the Company would have the following impact:

| Sensitivity |                           |                                     | <b>2013</b><br>2.5% mvmt               |                           |                                     | <b>2012</b> 2.5% mvmt                  |
|-------------|---------------------------|-------------------------------------|--|---------------------------|-------------------------------------|--|
|             | Risk<br>exposure<br>£'000 | Impact<br>on net<br>assets<br>£'000 | Impact on<br>NAV per<br>share<br>pence | Risk<br>exposure<br>£'000 | Impact<br>on net<br>assets<br>£'000 | Impact on<br>NAV per<br>share<br>pence |
| Gilts       | 1,459                     | 36                                  | 0.1p                                   | 1,490                     | 37                                  | 0.1p                                   |

In each case, the impact of such changes on the return for the year would be the same as that on net assets and NAV per share.

#### Interest rate risk

The Company accepts exposure to interest rate risk on floating-rate financial assets through the effect of changes in prevailing interest rates. The Company receives interest on its cash deposits at a rate agreed with its bankers and on liquidity funds at rates based on the underlying investments. Investments in loan notes and fixed interest investments attract interest predominately at fixed rates. A summary of the interest rate profile of the Company's investments is shown on the following page.



### 17. Financial instruments and derivatives (continued)

Interest rate risk profile of financial assets and financial liabilities

There are three levels of interest which are attributable to the financial instruments as follows:

- "Fixed rate" assets represent investments with predetermined yield targets and comprise fixed interest and loan note investments.
- "Floating rate" assets predominantly bear interest at rates linked to Bank of England base rate and comprise cash at bank and Cash Trust investments.
- "No interest rate" assets do not attract interest and comprise equity investments, loans and receivables (excluding cash at bank) and other financial liabilities.

|                  | Weighted average interest rate | Weighted average period until maturity | 2013<br>£'000 | 2012<br>£'000 |
|------------------|--------------------------------|--|---------------|---------------|
| Fixed rate       | 7.2%                           | 1,133 days                             | 5,425         | 4,952         |
| Floating rate    | 0.8%                           |  | 1,566         | 3,097         |
| No interest rate |                                | 366 days*                              | 16,986        | 12,539        |
|                  |                                |  | 23,977        | 20,588        |

<sup>\*</sup> In respect of non interest bearing stock only

The Company monitors the level of income received from fixed, floating and non-interest rate assets and, if appropriate, may make adjustments to the allocation between the categories, in particular, should this be required to ensure compliance with the VCT regulations.

The Bank of England base rate stood at 0.5% per annum throughout the year. Any potential change in the base rate, at the current level, would have an immaterial impact on the net assets and total return of the Company.



### 17. Financial instruments and derivatives (continued)

### Credit risk

Credit risk is the risk that a counterparty to a financial instrument is unable to discharge a commitment to the Company made under that instrument. The Company is exposed to credit risk through its holdings of loan notes in investee companies, investments in fixed income securities, cash deposits and debtors.

The Company's financial assets that are exposed to credit risk are summarised as follows:

|  | 2013  | 2012  |
|--|-------|-------|
|  | £'000 | £'000 |
| Fair value through profit or loss assets |       |       |
| Investments in fixed interest securities | 1,459 | 1,490 |
| Investments in loan notes                | 4,397 | 4,143 |
|  |       |       |
| Loans and receivables                    |       |       |
| Cash and cash equivalents                | 1,556 | 3,030 |
| Interest and other receivables           | 168   | 83    |
|  | 7,580 | 8,746 |
|  |       |       |

The Manager manages credit risk in respect of loan notes with a similar approach as described under investment risks above. In addition the credit risk is partially mitigated by registering floating charges over the assets of certain investee companies. The strength of this security in each case is dependent on the nature of the investee company's business and its identifiable assets. The level of security is a key means of managing credit risk. Similarly, the management of credit risk associated interest, dividends and other receivables is covered within the investment management procedures.

Cash is mainly held at Royal Bank of Scotland plc, with a balance also maintained at Bank of Scotland plc, both of which are A-rated financial institutions and ultimately part-owned by the UK Government. Consequently, the Directors consider that the risk profile associated with cash deposits is low.

There have been no changes in fair value during the year that can be directly attributable to changes in credit risk.



### 17. Financial instruments and derivatives (continued)

### Liquidity risk

Liquidity risk is the risk that the Company encounters difficulties in meeting obligations associated with its financial liabilities. Liquidity risk may also arise from either the inability to sell financial instruments when required at their fair values or from the inability to generate cash inflows as required. The Company only normally has a relatively low level of creditors (2013: £238,000, 2012: £191,000) and has no borrowings. The Company always holds sufficient levels of funds as cash and readily realisable investments in order to meet expenses and other cash outflows as they arise. For these reasons, the Board believes that the Company's exposure to liquidity risk is minimal.

The Company's liquidity risk is managed by the Investment Manager in line with guidance agreed with the Board and is reviewed by the Board at regular intervals.

The carrying value of loan note investments held at fair value through the profit and loss account at 31 December 2013, as analysed by expected maturity date, is as follows:

| As at 31 December 2013      | Not later<br>than 1<br>year<br>£'000 | Between<br>1 and 2<br>years<br>£'000 | Between<br>2 and 3<br>years<br>£'000 | Between<br>3 and 5<br>years<br>£'000 | Passed<br>maturity<br>date<br>£'000 | Total<br>£'000 |
|-----------------------------|--------------------------------------|--------------------------------------|--------------------------------------|--------------------------------------|-------------------------------------|----------------|
| Fully performing loan notes | -                                    | 921                                  | 41                                   | 1,910                                | 50                                  | 2,922          |
| Past due loan notes         | -                                    | -                                    | -                                    | 1,265                                | 210                                 | 1,475          |
|                             | -                                    | 921                                  | 41                                   | 3,175                                | 260                                 | 4,397          |

Loan notes categorised as past due refers to three loan note investments. A loan note valued at £572,000 has not yet past its maturity date, however, the investee company is not fully servicing the interest obligations under the loan note, with total interest arrears thereon falling within a banding of one to three months. A further loan note valued at £693,000 has also not yet past its maturity date, however, the investee company is not fully servicing the interest obligations under the loan note, with total interest arrears thereon falling within a banding of six to twelve months. The loan note valued at £210,000 has past its maturity date falling within a banding of six to twelve months, with total interest arrears falling within a banding of one to two years. Notwithstanding the interest arrears and the passing of the maturity date, the Directors do not consider that the loan notes themselves have been impaired or the maturity of the principals has altered.

| As at 31 December 2012      | Not later<br>than 1<br>year<br>£'000 | Between 1 and 2 years £'000 | Between<br>2 and 3<br>years<br>£'000 | Between<br>3 and 5<br>years<br>£'000 | Passed<br>maturity<br>date<br>£'000 | Total<br>£'000 |
|-----------------------------|--------------------------------------|-----------------------------|--------------------------------------|--------------------------------------|-------------------------------------|----------------|
| Fully performing loan notes | 50                                   | 958                         | 671                                  | 1,052                                | -                                   | 2,731          |
| Past due loan notes         | 50                                   | 958                         | 671                                  | 1,202<br>2,254                       | 210<br>210                          | 1,412<br>4,143 |

### Financial liabilities

The Company has no financial liabilities or guarantees, other than the creditors disclosed within the balance sheet (2012: none).



### 17. Financial instruments and derivatives (continued)

### Currency exposure

As at 31 December 2013, the Company had no foreign investments (2012: none).

### **Borrowing facilities**

The Company has no committed borrowing facilities as at 31 December 2013 (2012: none)

### 18. Contingencies, guarantees and financial commitments

The Company had no commitments, contingencies or guarantees at the year end.

#### 19. Related party transactions

Michael Jackson is a director of Elderstreet Investments Limited which provides investment management services to the Company. During the year, £423,000 (2012: £380,000) was due in respect of these services. Performance incentive fees totalling £61,000 were due to Elderstreet Investments Limited in respect of the year under review (2012: £Nil). These fees were outstanding in full at the year end (2012: £Nil). The Company also paid £46,000 to Elderstreet Investments Limited in respect of the fundraising undertaken during 2013 (2012: £53,000), and £Nil in respect of work undertaken on the Enhanced Share Buyback scheme (2012: £2,500). Michael Jackson is also chairman of Access Intelligence plc and Concorde Solutions Limited. Details of these investments, including amounts invested and interest received during the year by Access Intelligence plc are shown on page 11. £36,000 of loan stock interest was due and payable by Concorde Solutions Limited to the Company during the year.

Nicholas Lewis is a partner of Downing LLP which provides administration services to the Company. During the year, £50,000 (2012: £60,000) was due to Downing LLP in respect of these services. The Company received a one-off VAT refund of £15,000 from Downing LLP during the year. The Company paid £Nil (2012: £7,500) to Downing LLP in respect of work undertaken on the Enhanced Share Buyback Scheme.

### 20. Controlling party

In the opinion of the Directors there is no immediate or ultimate controlling party.

#### 21. Post balance sheet event

On 11 April 2014, the Company disposed of its investment in Wessex Advanced Switching Products Limited at a cash sum estimated to be £4.2 million above the carrying value as at 31 December 2013.



# NOTICE OF THE ANNUAL GENERAL MEETING of Elderstreet VCT plc

**NOTICE IS HEREBY GIVEN** that the Annual General Meeting of Elderstreet VCT plc will be held at 10-11 Charterhouse Square, London EC1M 6EE at 11.00 a.m. on 5 June 2014 for the transaction of the following business:

As **Ordinary Business**, to consider and, if thought fit, pass the following resolutions which will be proposed as **Ordinary Resolutions**:

- 1. To receive and adopt the Report of the Directors' and Accounts of the Company for the year ended 31 December 2013, together with the Report of the Auditor thereon.
- 2. To approve the Directors' Remuneration Report in respect of the year ended 31 December 2013.
- 3. To approve the Director's Remuneration Policy.
- 4. To approve the payment of a final dividend of 2.0p per Ordinary Share.
- 5. To appoint BDO LLP as Auditor of the Company to hold office until the conclusion of the next Annual General Meeting at which accounts of the Company are presented and to authorise the Directors to determine their remuneration.
- 6. To re-elect as Director, Hugh Aldous, who retires and, being eligible, offers himself for re-election.
- 7. To re-elect as Director, David Brock, who retires and, being eligible, offers himself for re-election.
- 8. To re-elect as Director, Barry Dean, who retires and, being eligible, offers himself for re-election.
- 9. To re-elect as Director, Michael Jackson, who retires and, being eligible, offers himself for re-election.
- 10. To re-elect as Director, Nicholas Lewis, who retires and, being eligible, offers himself for re-election.

As **Special Business**, to consider and, if thought fit, pass the following resolutions:

### **Ordinary Resolution**

11. That, the Directors be and are hereby generally and unconditionally authorised in accordance with Section 551 of the Companies Act 2006 ("the Act") to exercise all the powers of the Company to allot shares or to grant rights to subscribe for or to convert any security into shares in the Company up to an aggregate nominal amount of £1,250,000 during the period commencing on the passing of this resolution and expiring at the conclusion of the Company's next Annual General Meeting, or on the expiry of 15 months following the passing of the resolution, whichever is the later (unless previously revoked, varied or extended by the Company in a general meeting), but so that this authority shall allow the Company to make before the expiry of this authority offers or agreements which would or might require shares to be allotted or rights to be granted to subscribe for or to convert any security into shares in the Company after such expiry and all previous authorities given by the Directors in accordance with Section 551 of the Act be and are hereby revoked, provided that such revocation shall not have retrospective effect.

# **Special Resolutions**

12. That, conditional upon the passing of the other resolutions set out in this Notice, in substitution for any existing power under Section 570 of the Act, but without prejudice to the exercise of any such power prior to the date hereof, the Directors be and are hereby empowered, during the period commencing on the passing of this special resolution and expiring at the conclusion of the Company's next Annual General Meeting, or on the expiry of 15 months following the passing of the resolution, whichever is the later (unless previously revoked, varied or extended by the Company in general meeting), pursuant to Section 570 of the Act, to allot equity securities (as defined in Section 560(1) of the Act) for cash pursuant to the authority given in accordance with Section 551 of the Act, pursuant to resolution 11 above, as if Section 561 of the Act did not apply to any such allotment but so that this authority shall allow the Company to make offers or agreements before the expiry and the Directors may allot equity securities in pursuance of such offers or agreements as if the powers conferred hereby had not so expired.



### **NOTICE OF THE ANNUAL GENERAL MEETING**

# of Elderstreet VCT plc (continued)

- 13. That, the Company be and is hereby generally and unconditionally authorised to make market purchases (within the meaning of Section 693(4) of the Companies Act 2006) of Ordinary Shares of 5p each in the capital of the Company ("Ordinary Shares") provided that:
  - (i) the maximum number of Ordinary Shares hereby authorised to be purchased shall not exceed 4,580,730 Ordinary Shares, being approximately 14.9% of the present issued capital of the Company;
  - (ii) the minimum price which may be paid for an Ordinary Share is 5p, exclusive of all expenses;
  - (iii) the maximum price which may be paid for an Ordinary Share is an amount, exclusive of all expenses, equal to 105% of the average of the middle market quotations of the Ordinary Shares as derived from the Daily Official List of the London Stock Exchange, for each of the five business days immediately preceding the day on which the Ordinary Share is contracted to be purchased; and
  - (iv) the Company may validly make a contract to purchase Ordinary Shares under the authority hereby conferred prior to the expiry of such authority which will or may be executed wholly or partly after the expiry of such authority, and may validly make a purchase of Ordinary Shares in pursuance of any such contract;

and this power, unless previously varied, revoked or renewed, shall come to an end at the conclusion of the Annual General Meeting of the Company next following the passing of this resolution or, if earlier, on the expiry of 15 months from the passing of this resolution.

By order of the Board

**Grant Whitehouse** 

Secretary

Registered office: 10 Lower Grosvenor Place London SW1W 0EN

28 April 2014

### Note:

Information regarding the Annual General Meeting, including the information required by section 311A of the Companies Act 2006 (the "Act"), is available from www.downing.co.uk.



# NOTICE OF THE ANNUAL GENERAL MEETING of Elderstreet VCT plc (continued)

#### Notes:

- (a) Any member of the Company entitled to attend and vote at the Annual General Meeting is also entitled to appoint one or more proxies to attend, speak and vote instead of that member. A member may appoint more than one proxy in relation to the Annual General Meeting provided that each proxy is appointed to exercise the rights attached to a different share or shares held by that member. A proxy may demand, or join in demanding, a poll. A proxy need not be a member of the Company but must attend the Annual General Meeting in order to represent his appointer. A member entitled to attend and vote at the Annual General Meeting may appoint the Chairman or another person as his proxy although the Chairman will not speak for the member. A member who wishes his proxy to speak for him should appoint his own choice of proxy (not the Chairman) and give instructions directly to that person. If you are not a member of the Company but you have been nominated by a member of the Company to enjoy information rights, you do not have a right to appoint any proxies under the procedures set out in these Notes. Please read Note (h) below. Under section 319A of the Act, the Company must answer any question a member asks relating to the business being dealt with at the Annual General Meeting unless:
  - answering the question would interfere unduly with the preparation for the Annual General Meeting or involve the disclosure of confidential information;
  - the answer has already been given on a website in the form of an answer to a question; or
  - it is undesirable in the interests of the Company or the good order of the Annual General Meeting that the question be answered.
- (b) To be valid, a Form of Proxy and the power of attorney or other written authority, if any, under which it is signed or an office or notarially certified copy or a copy certified in accordance with the Powers of Attorney Act 1971 of such power and written authority, must be delivered to Downing LLP, 10 Lower Grosvenor Place, London SW1W 0EN or electronically at proxy@downing.co.uk, in each case not less than 48 hours (excluding weekends and public holidays) before the time appointed for holding the Annual General Meeting or adjourned meeting at which the person named in the Form of Proxy proposes to vote. In the case of a poll taken more than 48 hours (excluding weekends and public holidays) after it is demanded, the document(s) must be delivered as aforesaid not less than 24 hours (excluding weekends and public holidays) before the time appointed for taking the poll, or where the poll is taken not more than 48 hours (excluding weekends and public holidays) after it was demanded, be delivered at the meeting at which the demand is made.
- (c) In order to revoke a proxy instruction a member will need to inform the Company using one of the following methods:
  - by sending a signed hard copy notice clearly stating the intention to revoke the proxy appointment to Downing LLP, 10 Lower Grosvenor Place, London SW1W 0EN. In the case of a member which is a company, the revocation notice must be executed under its common seal or signed on its behalf by an officer of the company or an attorney for the company. Any power of attorney or any other authority under which the revocation notice is signed (or a duly certified copy of such power or authority) must be included with the revocation notice.
  - by sending an e-mail to proxy@downing.co.uk.
  - In either case, the revocation notice must be received by Downing LLP before the Annual General Meeting or the holding of a poll subsequently thereto. If a member attempts to revoke his or her proxy appointment but the revocation is received after the time specified then, subject to Note (d) directly below, the proxy appointment will remain valid.
- (d) Completion and return of a Form of Proxy will not preclude a member of the Company from attending and voting in person. If a member appoints a proxy and that member attends the Annual General Meeting in person, the proxy appointment will automatically be terminated.
- (e) Copies of the Directors' Letters of Appointment and the Register of Directors' interests in the Ordinary Shares of the Company, will be available for inspection at the registered office of the Company during usual business hours on any weekday (excluding weekends and public holidays) from the date of this notice, until the end of the Annual General Meeting for at least 15 minutes prior to and during the meeting.
- (f) Pursuant to Regulation 41 of the Uncertificated Securities Regulations 2001, the Company has specified that only those holders of the Company's shares registered on the Register of Members of the Company as at 11:00 a.m. on 3 June 2014 or, in the event that the Annual General Meeting is adjourned, on the Register of Members 48 hours before the time of any adjourned meeting, shall be entitled to attend and vote at the said Annual General Meeting in respect of such shares registered in their name at the relevant time. Changes to entries on the Register of Members after 11:00 a.m. on 3 June 2014 or, in the event that the Annual General Meeting is adjourned, on the Register of Members less than 48 hours before the time of any adjourned meeting, shall be disregarded in determining the right of any person to attend and vote at the Annual General Meeting.
- (g) As at 9:00 a.m. on 28 April 2014, the Company's issued share capital comprised 30,743,158 Ordinary Shares and the total number of voting rights in the Company was 30,743,158. The website referred to above will include information on the number of shares and voting rights.



# NOTICE OF THE ANNUAL GENERAL MEETING

## of Elderstreet VCT plc (continued)

#### Notes (continued):

- (h) If you are a person who has been nominated under section 146 of the Act to enjoy information rights ("Nominated Person"):
  - You may have a right under an agreement between you and the member of the Company who has nominated you
    to have information rights ("Relevant Member") to be appointed or to have someone else appointed as a proxy for
    the Annual General Meeting;
  - If you either do not have such a right or if you have such a right but do not wish to exercise it, you may have a right under an agreement between you and the Relevant Member to give instructions to the Relevant Member as to the exercise of voting rights; and
  - Your main point of contact in terms of your investment in the Company remains the Relevant Member (or, perhaps your custodian or broker) and you should continue to contact them (and not the Company) regarding any changes or queries relating to your personal details and your interest in the Company (including any administrative matters). The only exception to this is where the Company expressly requests a response from you.
- (i) A corporation which is a member can appoint one or more corporate representatives who may exercise, on its behalf, all its powers as a member provided that no more than one corporate representative exercises powers over the same share.
- (j) A vote withheld is not a vote in law, which means that the vote will not be counted in the calculation of votes for or against the resolution. If no voting indication is given, the proxy will vote or abstain from voting at his or her discretion. The proxy will vote (or abstain from voting) as he or she thinks fit in relation to any other matter which is put before the Annual General Meeting.
- (k) Except as provided above, members who have general queries about the Annual General Meeting should write to the Chairman at the registered office set out on page 1.
- (I) Members may not use any electronic address provided either in this notice of Annual General Meeting, or any related documents (including the Chairman's letter and Form of Proxy), to communicate with the Company for any purposes other than those expressly stated.

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# ELDERSTREET VCT PLC FORM OF PROXY

For use at the Annual General Meeting of the above-named Company to be held on 5 June 2014 at 10-11 Charterhouse Square, London EC1M 6EE at 11.00 a.m.

| I/W  | e*   |                 | (in BLOCK CAPI   | TALS please)  |
|------|--|-----------------|------------------|---------------|
| of   |  |                 |                  |               |
|      | ng the holder(s) $^*$ of Ordinary Shares of 5p in the capital of the above-nar he meeting (see note 1)   | ned Company, h  | ereby appoint t  | he Chairman   |
| or   |  |                 |                  |               |
| of   |  |                 |                  |               |
|      | ny/our* proxy to attend for me/us* on my/our* behalf at the Annual Ge<br>11 Charterhouse Square, London EC1M 6EE on 5 June 2014 or at any adjo | _               | •                | to be held at |
|      | e* desire to vote on the resolutions as indicated in the appropriate columbs your vote to be cast.   | umn below. Plea | se indicate with | an "X" how    |
| Deta | ails of the resolutions are set out in the Notice of the Annual General Mee  | eting.          |                  |               |
| ORE  | DINARY BUSINESS  | FOR             | AGAINST          | WITHHELD      |
| 1.   | To receive and adopt the Directors' Report and Accounts  |                 |                  |               |
| 2.   | To approve the Directors' Remuneration Report  |                 |                  |               |
| 3.   | To approve the Director's Remuneration Policy  |                 |                  |               |
| 4.   | To approve the payment of a final dividend of 2.0p   |                 |                  |               |
| 5.   | To appoint BDO LLP as the Auditor and authorise the Directors to determine their remuneration  |                 |                  |               |
| 6.   | To re-elect Hugh Aldous as a Director  |                 |                  |               |
| 7.   | To re-elect David Brock as a Director  |                 |                  |               |
| 8.   | To re-elect Barry Dean as a Director   |                 |                  |               |
| 9.   | To re-elect Michael Jackson as a Director  |                 |                  |               |
| 10.  | To re-elect Nicholas Lewis as a Director   |                 |                  |               |
| SPE  | CIAL BUSINESS  |                 |                  |               |
| 11.  | To authorise the Company to allot shares   |                 |                  |               |
| 12.  | To authorise the Company to disapply pre-emption rights  |                 |                  |               |
| 13.  | To authorise the Company to make market purchases of its shares  |                 |                  |               |
| Date | ed this day of   |                 |                  | 2014          |
| Sign | nature(s)///   |                 |                  |               |



\* Delete as appropriate



#### Notes:

- 1. Any member of the Company entitled to attend and vote at the Annual General Meeting is also entitled to appoint one or more proxies to attend, speak and vote instead of that member. A member may appoint more than one proxy in relation to the Annual General Meeting provided that each proxy is appointed to exercise the rights attached to a different share or shares held by that member. A proxy may demand, or join in demanding, a poll. A proxy need not be a member of the Company but must attend the Annual General Meeting in order to represent his appointer. A member entitled to attend and vote at the meeting may appoint the Chairman or another person as his proxy although the Chairman will not speak for the member. A member who wishes his proxy to speak for him should appoint his own choice of proxy (not the Chairman) and give instructions directly to that person.
- 2. Delete "the Chairman of the meeting" if it is desired to appoint any other person and insert his or her name and address. If no name is inserted, the proxy will be deemed to have been given in favour of the Chairman of the meeting. If this Form of Proxy is returned without stating how the proxy shall vote on any particular matter the proxy will exercise his discretion as to whether, and if so how, he votes.
- 3. Any alterations to the Form of Proxy should be initialled.
- 4. To be valid, a Form of Proxy and the power of attorney or other written authority, if any, under which it is signed or an office or notarially certified copy or a copy certified in accordance with the Powers of Attorney Act 1971 of such power and written authority, must be delivered to Downing LLP, 10 Lower Grosvenor Place, London SW1W 0EN or electronically at proxy@downing.co.uk, in each case not less than 48 hours (excluding weekends and public holidays) before the time appointed for holding the Annual General Meeting or adjourned meeting at which the person named in the Form of Proxy proposes to vote. In the case of a poll taken more than 48 hours (excluding weekends and public holidays) after it is demanded, the document(s) must be delivered as aforesaid not less than 24 hours (excluding weekends and public holidays) before the time appointed for taking the poll, or where the poll is taken not more than 48 hours (excluding weekends and public holidays) after it was demanded, be delivered at the meeting at which the demand is made.
- 5. In the case of a corporation, this form must be under its common seal or under the hand of some officer or attorney duly authorised on that behalf.
- 6. In the case of joint holders, the vote of the senior holder tendering a vote will be accepted to the exclusion of the votes of the other joint holders. Seniority depends on the order in which the names stand in the register of members.
- 7. The completion and return of this Form of Proxy will not preclude you from attending and voting at the Annual General Meeting should you subsequently decide to do so. If a member appoints a proxy and that member attends the Annual General Meeting in person, the proxy appointment will automatically be terminated.
- 8. A vote withheld is not a vote in law, which means that the vote will not be counted in the calculation of votes for or against the resolution. If no voting indication is given, the proxy will vote or abstain from voting at his or her discretion. The proxy will vote (or abstain from voting) as he or she thinks fit in relation to any other matter which is put before the Annual General Meeting.

