



OCTOPUS TITAN VCT

VENTURE CAPITAL TRUSTS



IMPACT
FOR
SCALEUPS

HIGH
GROWTH
POTENTIAL
COMPANIES
50

JOB CREATION
800

REVENUE
40%

ACCESS TO FINANCE
INVESTED
100m

IPO'S VALUE
£1 billion

ACCESS TO MARKETS
US, Singapore, China

Octopus Titan is the UK's largest Venture Capital Trust (VCT) with £120m raised last year and £300m in assets under management. It is an exemplar of how the wider VCT industry has the potential and capacity to provide assistance to all stages of scaleup growth.

INVESTING TO SUPPORT GROWTH

Typically investing small amounts at the start (minimum £3,000), Octopus Titan VCT looks to commit more money as companies develop. The primary focus is to develop existing holdings of companies in the portfolio by investing more when they need it and so enabling companies to scale to their full potential. The portfolio consists of approximately 50 early stage companies with the potential for significant growth.

Octopus Titan offers rapidly scaling businesses access to follow-on funding to promote significant growth, enabling high-growth companies to scale without the distraction or delay of seeking other funding sources whenever they require a further £5m.

The firm's wider network of Venture Partners provides hands-on help, practical advice and professional connections to other portfolio companies and industry experts both in the UK and overseas. These Partners include around 90 entrepreneurs, including the founders of businesses such as Innocent Drinks and Betfair, along with senior managers of larger multinational corporates.

Octopus is working with other leading organisations in the finance community, including the British Private Equity & Venture Capital Association (BVCA), to champion entrepreneurship.

Octopus recognise that to really scale companies you need to have international connections – as a result they have opened an office in New York focused entirely on helping the portfolio to successfully scale in the US. Venture Partners in San Francisco, Singapore and Shanghai are leveraged to help companies scope, test and enter new markets.

Corporate connections for portfolio businesses are facilitated by Octopus that include senior managers from companies including Google, PayPal UK, Virgin, Vodafone, IBM and Paddy Power.

“Octopus has played a key role in our success to date. Beyond simply investing capital, they have supported us through introductions to other portfolio companies and industry experts, access to training programmes and events plus valuable input in board meetings.”

tails.com

“Octopus has been a great investor for TrialReach. They understand what it takes to build and scale a global business and, accordingly, they are focused on the right metrics for growth. Our Board representative is unfailingly supportive and he can always be counted on for constructive and insightful input.”

TrialReach

FOR FURTHER INFORMATION

For further information about the programme: <http://www.scaleupinstitute.org.uk/scale-up-programmes/>

+ CALL TO ACTION

This VCT offers structured support for the international growth strategies of its portfolio companies. It demonstrates how a VCT investor can provide knowledge and resources in addition to finance for a scaling business.