Get connected

to a universe of software and service businesses

NAV per share at 31 March 2021 was 336.3p, a total return YTD of 8.4% +8.4%

Share price at 31 March 2021 was 320.0

+4.9%

Net assets of £1.44 billion and market capitalisation of £1.37 billion.

Top 20 (82% of the portfolio by value) sales growth of 20% and EBITDA growth of 30% over the last 12 months.

YTD two realisations and one refinancing delivering £56 million back to HGT, with a further three realisations agreed post period.

YTD five new investments, deploying £114 million, with a further three investments agreed post period.

Liquid resources available of £136 million (9% of NAV). Total commitments of c.£485 million (33% of NAV)*.

£37 million in new equity raised via tap issuance.



The first quarter of 2021 maintained the pace of progress achieved in 2020. Despite the ongoing levels of disruption to daily life caused by COVID-19, HGT's portfolio companies continue to perform well, driven by their resilient business models and highly agile and capable management teams. The manager, Hg, has adapted well to the challenging environment, with the investment teams continuing to execute on new opportunities as well as driving through exits to generate liquidity. While in no way complacent about the prognosis for the remainder of the year and the risks that may exist, HGT remains in a strong position to continue to create value for shareholders.

Jim Strang, Chairman, HaCapital Trust plc

References in this document to HgCapital Trust plc have been abbreviated to 'HgCapital Trust' or 'HGT'. Hg refers to the trading name of Hg Pooled Management Limited and HgCapital LLP. Hg Pooled Management Limited is the 'Manager'. References in this document to 'total return' refer to a return where it is assumed that an investor has re-invested all historic dividends at the time when they were paid.

^{*}These figures include the impact of all announced transactions.

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Financial highlights as at 31 March 2021



Based on HGT's share price at 31 March 2021 and allowing for all historic dividends to be reinvested, an investment of £1,000 twenty years ago would now be worth £14,935, a total return of +1,394%. An equivalent investment in the FTSE All-Share Index would be worth £2,829.

Investment objective

The objective of HgCapital Trust (HGT) is to provide shareholders with consistent long-term returns in excess of the FTSE All-Share Index by investing predominantly in unquoted companies where value can be created through strategic and operational change. HGT provides investors with exposure to a fast-growing network of unquoted investments, primarily in software and service businesses, across the globe.

Investment opportunity

HGT provides investors with the opportunity to share in the growth in value of a portfolio of more than 30 investments brought together by Hg. Value is created by an investment strategy focused on software and service businesses with highly recurring revenues, and from leveraging the network and expertise of Hg to support management teams to deliver the full potential of their respective businesses.

By applying this philosophy to software and service businesses, Hg has delivered consistently strong growth in sales and EBITDA, with high levels of conversion of profits into cash. The top 20 businesses, representing 82% by value of HGT's investments, reported aggregate sales of £5.5 billion and EBITDA of £1.7 billion over the last twelve months, with EBITDA margins of 31%.

Hg brings to HGT an experienced team of over 230 employees, including more than 140 investment and portfolio management

professionals, supported by a network of portfolio partners, all of them seasoned senior managers from across industry, who work with the management teams of the companies in which we are invested to create value for shareholders. At the centre of this network, Hg builds and shares knowledge and expertise by facilitating the active collaboration of management teams across clusters and geographies.

HGT's funds are invested pro rata alongside those of Hg's large institutional clients. This enables shareholders to invest, on similar terms, with some of the world's most sophisticated institutions in businesses that would otherwise be inaccessible. This allows HGT to achieve diversification across markets and geographies and gain exposure to businesses at different stages of their development and size, from an enterprise value of £100 million to over £10 billion.

Long-term performance to 31 March 2021

20-year performance

+1,394%

Total share price return

+14.5% p.a.

Annualised share price total return

+13.4% p.a.

Annualised NAV per share total returr

+9.2% p.a.

Share price performance relative to the FTSE All-Share Index

Historical total return performance

	Year to date %	One year %	Three years % p.a.	Five years % p.a.	Ten years % p.a.	Twenty years % p.a.
NAV per share	8.4	43.3	23.4	21.3	14.1	13.4
Share price	4.9	45.2	23.9	26.0	14.6	14.5
FTSE All Share	5.2	26.7	3.2	6.3	6.0	5.3
NAV per share performance relative to the FTSE All-Share	3.2	16.6	20.2	15.0	8.1	8.1
Share price performance relative to the FTSE All-Share	(0.3)	18.5	20.7	19.7	8.6	9.2

Source: Factset, Hg.

Ten year share price total return: +14.6%



Performance record rebased to 100 at 31 March 2011. Total return assumes all historic dividends have been reinvested. Source: Factset, Hg.

Discrete total return performance vs FTSE All-Share Index

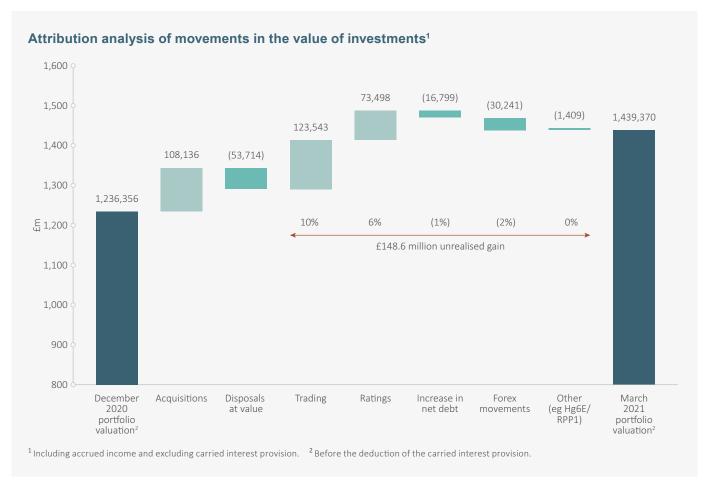


Q1 attribution analysis









During the period, the value of the unrealised investments increased by £148.6 million, before the provision for carried interest. The majority of the increase, £123.5 million, relates to increases from profit growth in the underlying investments. An increase in valuation multiples increased the value of investments by £73.5 million. £30.2 million of unfavourable currency movements contributed negatively to the value of the portfolio. An increase in net debt of £16.8 million led to a decrease in the unrealised return.

Acquisitions less realisations at carrying value were a net £54.4 million, increasing the value of the portfolio.



Balance sheet as at 31 March 2021

Balance sheet analysis

Liquid resources*
(9% of NAV)

£136

As of March 2021, HGT has a multi-currency undrawn standby revolving credit facility of £200 million.

Outstanding commitments* (33% of NAV)

£485m

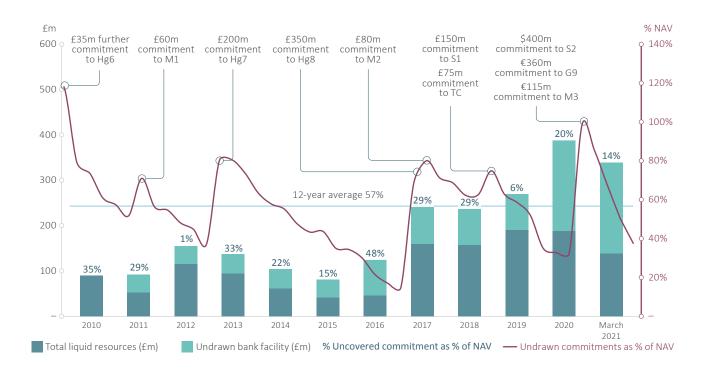
HGT can opt out of a new investment without penalty should it not have the cash available to invest

Equity issued

£37m

during the three month period.

Outstanding commitments unfunded by available resources as % of NAV



HGT has a bank facility of £200 million which is currently undrawn and the Board continues to review HGT's future facility arrangements.

HGT expects commitments to be drawn down over the next four to five years.

Hg expects to see a return of capital to HGT in the next 12 months and these commitments are likely to be partly financed by cash from these future realisations.

HGT can opt out of a new investment without penalty, should it not have the cash available to invest.



^{*} Including all announced transactions and the proposed dividend payable in May

Top 20 investments

(representing 82% of the portfolio value)



^{*}Excluding one investment valued on a basis other than earnings

Portfolio



Net asset value

Twenty largest investments	Total valuation¹ £000	Net asset value %
1 Visma	158,497	11.0%
2 Access	143,388	10.0%
3 MeinAuto	88,774	6.2%
4 IRIS	77,561	5.4%
5 P&I	63,154	4.4%
6 Transporeon	61,579	4.3%
7 Intelerad	53,564	3.7%
8 Litera	53,025	3.7%
9 Howden	48,432	3.4%
10 Mitratech	47,765	3.3%
11 Sovos	47,132	3.3%
12 FE fundinfo	45,369	3.2%
13 Septeo	45,038	3.1%
14 Allocate	44,065	3.1%
15 Argus Media	41,309	2.9%
16 Azets	39,523	2.7%
17 Benevity	34,146	2.4%
18 team.blue	31,997	2.2%
19 Caseware	28,376	2.0%
20 Medifox	25,632	1.8%
Total	1,178,326	82.1%
Other buyout investments	260,256	17.9%
Renewable energy investments	788	0.1%
Total all investments	1,439,370	100.1%
Provision for carried interest	(106,037)	(7.4%)
Cash and other liquid assets	138,314	9.6%
Fund level refinancing	(60,878)	(4.2%)
Net current assets/(liabilities)	27,326	1.9%
Net asset value	1,438,095	100.0%

including investment valuation and accrued interest.



Q1 2021 investments and realisations

New investments in the three months to 31.03.21



Howden Group Holdings

£42.0m invested on behalf of HGT

In March 2021, Hg completed an investment in Howden Group Holdings (Howden Group), the international insurance intermediary. Founded in 1994 and headquartered in London, Howden Group is a leading international insurance distribution group.





£31.6m invested on behalf of HGT including £3.6m in co-investment

In January 2021, Hg completed an investment in Benevity Inc (Benevity), a global leader in corporate purpose cloud software. Hg will lead the investment, to be made from the Hg Saturn 2 Fund, in partnership with Benevity's current investors, General Atlantic and JMI Equity, which will remain significant investors in the business, alongside the Benevity management team.





£15.1m invested on behalf of HGT

In February 2021, Hg completed an investment in Prophix, a global leader in corporate performance management (CPM) software. Founded in 1987 and based in Ontario, Canada, Prophix is a leading provider of CPM software serving mid-market companies across multiple industries worldwide, providing planning, budgeting and financial reporting software into the 'office of the CFO'.





In February 2021, Hg completed a further investment in TeamSystem, an Italian provider of ERP and business management software to SMEs and professionals via the Hg Genesis 8 fund. Hg has held a minority position in TeamSystem since 2015, following its majority exit to a vehicle indirectly held by Hellman & Friedman Capital Partners VII, L.P.



Geomatikk
£11.4m invested on behalf of HGT including £4.0m in co-investment

In February 2021, Hg completed an investment in Geomatikk Group, a tech-enabled services champion, managing critical 'check-before-you-dig' safety assessments to network owners, contractors and consulting engineers within Norway, Sweden and Finland. Hg will support Geomatikk with its extensive experience in scaling tech champions across Europe. Hg will become the majority investor, with founders and management remaining as significant investors in the business.

New investments since the period end





In March 2021, Hg announced an investment in Trackunit, a global leader in software-led telematics solutions for off-highway vehicles and the construction market, alongside Goldman Sachs and GRO Capital. Trackunit is a driving force in the digitization of the construction sector, serving equipment manufacturers, rental companies and contractors, connecting construction equipment and processing data to the cloud to deliver value-added insights.



DEXT £12.6m invested on behalf of HGT

In April 2021, Hg announced an investment in Dext, a leading provider of pre-accounting software.





In April 2021, Hg announced an investment in AUVESY GmbH (AUVESY). Founded in 2007 and headquartered in Germany, AUVESY is a provider of version control software for smart production machinery and other industrial Internet of Things (IoT) devices. AUVESY manages over 5 million industrial IoT devices across 45 countries, serving over 700 loyal customers.

Q1 2021 investments and realisations

Realisations in the three months to 31.03.21





In March 2021, Hg completed the sale of APG, one of the UK's largest specialist insurance intermediaries, to Howden, the international insurance broking group. Hg partnered with APG in 2015, recognising the business's best-in-class customer success model — a personal, service-oriented approach, leading to very high levels of customer satisfaction alongside strong organic growth. Since then, Hg has worked with management to transform APG from a predominantly branch-based, personal lines insurance broker, to a business with a national footprint across multiple lines of business, supported by industry-leading data and analytics capabilities.





In February 2021, Hg completed the sale of TeamSystem, an Italian provider of ERP and business management software to SMEs and professionals, from the Hg Genesis 6 fund.

Refinancing in the three months to 31.03.21



team.blue £10.3m returned to HGT

In March 2021, the Genesis team completed the refinancing of team.blue, a mass hosting provider offering web enablement solutions to SMEs across Europe, headquartered in Belgium. team.blue has now returned 0.6x the original investment.

Realisations since the period end



MITRATECH £34.1m returned to HGT

In March 2021, Hg announced that it had agreed the sale of Mitratech, a leading provider of legal and compliance software to Ontario Teachers' Pension Plan Board. Following completion of the transaction, Hg, the majority investor in Mitratech since 2017, will retain a minority interest.





£4.4m returned to HGT

In March 2021, Hg announced that it had agreed the sale of Trace One, the world's largest collaborative retail business platform for consumer-packaged goods (CPG), to Symphony Technology Group. Trace One enables customers to create higher quality, trusted, and compliant own-branded goods faster, delivering benefits to their consumers and the environment.



EIDOSMEDIA

In May 2021, Hg announced that it had agreed the sale of Eidosmedia, a provider of Enterprise Content Management (ECM) software, primarily to the Media and Financial Services verticals, to CAPZA, a European private investment platform.

Q1 2021 investments and realisations

Investments made during the quarter

Company	Cluster	Location	Cost £000
Howden	Insurance	UK	42,026
Benevity	ERP & Payroll	North America	31,619
Prophix	Tax & Accounting	North America	15,085
TeamSystem	Tax & Accounting/ERP & Payroll	Italy	14,250
Geomatikk	SME Tech & Services	Scandinavia	11,392
New investments			114,372
Follow-on investments			(6,236)
Total investments on be	ehalf of HGT		108,136

Realisations made during the quarter

Company	Cluster	Exit route	Proceeds¹ £000
A-Plan	Insurance	Trade Sale	21,539
TeamSystem	Tax & Accounting/ERP & Payroll	Secondary sale	21,373
Full realisations			42,912
team.blue	SME Tech & Services	Refinancing	10,321
Other			2,629
Partial realisations			12,950
Total proceeds from rea	lisations received by HGT		55,862

¹ Includes gross revenue received during the period ended 31 March 2021.



£108m

Invested

£56m

Returned to HGT

Hg's outlook

We are pleased to report that the investments across Hg's funds continued to perform over the first quarter of 2021. Our investments benefit from ongoing trends in the digitalisation of business processes, with COVID-19 accelerating such trends across sectors and geographies. We continue to find attractive new investment opportunities in our defined end market 'clusters' thanks to the strong network effect which we have built in these highly-specific focus areas over the last two decades.

Luke Finch, Partner and Head of Client Services, Hg

Outlook

Our overall portfolio valuations were up over 12% for the three months to 31 March 2021 and we have returned over £936 million of liquidity to our investors, across our funds and co-investments, including close to £112 million to HGT. As we highlighted in the annual report and accounts, the COVID-19 pandemic has had a limited direct impact on Hg's portfolio, given its defensive growth characteristics. We believe our investments continue to benefit from ongoing trends in the digitalisation of business processes, with COVID-19 accelerating such trends across sectors and geographies. Where regulatory complexity exists (or, in the case of Brexit, will probably increase), software typically provides part of the solution for business clients.

We will continue to invest across our clearly defined 'clusters' into companies which we have tracked for many years and which focus on managing business-critical activities for their end customers. We will continue to support companies we know well and have already backed for several years, providing fresh capital to buy out other shareholders or to fund M&A.

Activity levels

In a typical 12-month period, we make between 8 and 16 new platform investments across the active Hg Saturn, Hg Genesis and Hg Mercury funds, along with bolt on M&A across the portfolio. We also generally seek to deliver similar numbers of liquidity events (sales or partial sales of portfolio companies and refinancings) each year. We expect the remainder of 2021 to follow this cadence.

Over Q1 2021, we completed a total of five new investments including Howden, Benevity and Prophix. After the end of this reporting period, we also announced new investments into Trackunit and AUVESY. We are confident in the robustness of the business models of the companies in which we have invested and in their future growth prospects.

Over 2020, we consistently stated that we would focus on opportunities to crystallise value across our portfolio and return money to Hg's clients, including HGT. We have seen several exit and refinancing processes announced with more currently under way or specifically planned or completed in 2021. In total, during 2020, we saw a record year of returns (at a significant uplift to book value – an average of 49%).

This activity has continued in 2021 with the sales of Mitratech, TraceOne, Eidosmedia, TeamSystem and APG.



Top 10 investments (representing 55% of the value of HGT's investments)





Web:	www.visma.com
Cluster:	Tax & Accounting
Location:	Scandinavia
Investment date:	August 2020
Hg clients' total equity:	53.9%
Unrealised value (£000):	158,497

Visma provides business-critical software to SMEs and the public sector in the Benelux and Nordic regions. Headquartered in Oslo, Visma provides more than 1 million enterprise customers with accounting; resource-planning and payroll software; transaction processoutsourcing, such as debt collection and procurement services. It is the largest European provider of SaaS to these sectors, with over £800 million in pure SaaS revenues.





Web:	www.theaccessgroup.com
Cluster:	ERP & Payroll
Location:	UK
Investment date:	June 2018
Hg clients' total e	equity: 45.9%
Unrealised value	(£000): 143,388

Founded in 1991, the Access Group (Access) is a leading enterprise resource-planning (ERP) business, providing a range of horizontal and industry-specific software solutions to SME, mid-market and enterprise customers in Australia, Ireland and the UK. Access's software helps over 35,000 businesses, public-sector and not-for-profit organisations to work efficiently, with expertise across numerous industries. We first invested in Access in June 2018, alongside TA Associates and the management team. In October 2020, we agreed to reinvest to acquire a further stake in the business, with existing shareholders TA Associates and management selling down a net portion of their stakes. This reflects our continued conviction in the business.





Web:	www.meinauto.de
Cluster:	Automation & Engineering
Location:	Germany
Investment da	e: May 2018
Hg clients' tota	l equity: 81.9%
Unrealised val	ie (£000): 88,774

MeinAuto Group (MeinAuto) provides customers with easy access to automotive subscriptions via end-to-end online journeys. It is transforming the traditional approach of vehicle-retailing, from an offline service to an integrated digital delivery model. MeinAuto operates three brands, with the company's products ranging from traditional mobility offerings, such as vehicle-purchasing, to innovative flat-rate offers. Its highly automated operations include tailored online front ends, as well as digital back-end processes, allowing significant economies of scale. The unique selling point for the customer is a richness of choice (unique multibrand offer), ease of use (fast and hassle free) and attractive value (transparent, all-inclusive price).





Web:	www.iris.co.uk
Cluster:	Tax & Accounting
Location:	Uk
Investment date:	September 2018
Hg clients' total equity:	65.0%
Unrealised value (£000):	77,561

IRIS is a UK-based software company, serving over 60,000 customers in the accountancy, human capital management, education and bookkeeping segments. It is a leading provider of core application software to UK and US accountants and of payroll applications to UK SMEs, including general practitioners. With a highly recurring business model, over 85% of IRIS's revenues are from software and managed service subscriptions, many based on annual renewals paid in advance.

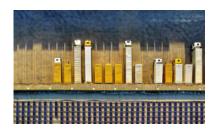




Web:	www.pi-ag.com
Cluster:	ERP & Payrol
Location:	Germany
Investment date:	March 2020
Hg clients' total equity:	64.4%
Unrealised value (£000):	63.154

Founded in 1968 and headquartered in Wiesbaden, Germany, Personal & Informatik AG (P&I) provides integrated software solutions and services for human resources management. P&I offers a fully integrated SaaS-based HR suite, including payroll, core HR, human capital management and analytics, serving SMEs, large enterprises and public sector organisations directly and via its partners. Over 15,000 customers use P&I's intuitive solutions, primarily in Austria, Germany and Switzerland, as well as across 13 countries in Europe.

Top 10 investments (representing 55% of the value of HGT's investments)



(06) TRANSPORE()N

Web:	www.transporeon.com
Cluster:	ERP & Payroll
Location:	Germany
Investment date:	March 2019
Hg clients' total equi	ty: 75.3%
Unrealised value (£0	00) : 61,579

Transporeon provides cloud-based logistics network and transportmanagement software for road freight in Europe. The platform enables hundreds of thousands of trucks to be booked and tracked as they haul freight in trailers across the Continent. As a leader in the sector, the business benefits from strong network effects, connecting over 120,000 carriers and more than 1.300 shippers, using a modern SaaS platform available in over 100 countries and 24 languages. Its software offers customers more efficient tendering, dispatching and scheduling, along with better communication between those shippers looking to move freight by road and the carriers providing the trucks.





Web:	www. intelerad.com
Cluster:	Healthcare IT
Location:	North America
Investment date:	February 2020
Hg clients' total equity	: 90.9%
Unrealised value (£000): 53,564

Intelerad is a leading global provider of enterprise workflow and medical imaging software solutions which enhance productivity and information accessibility for radiologists. The core product is a picture-archiving and communication system which helps radiologists and physicians to view and interpret medical images, enabling faster and more accurate diagnoses. Headquartered in Canada. Intelerad employs over 400 staff across offices in Australia, North America and the UK, serving a customer base of over 300 healthcare organisations, including radiology groups, imaging centres, clinics and a growing number of hospital radiology departments.





Web:	www.litera.com
Cluster:	Legal & Compliance
Location:	North America
Investment date:	May 2019
Hg clients' total equity:	87.0%
Unrealised value (£000)	53,025

Litera is a leading provider of software for law firms and document-intensive organisations across the globe, helping them to satisfy clients' demands. Its core products empower users to draft, proofread, compare, clean and distribute high-quality content, quickly and securely, from any device. Litera also offers collaboration workspace software for transactions (Litera Transact) and litigations (Litera Litigate), as well as an experience-management platform (Foundation/Litera Firm Intelligence).





Web:	www.howdengroupholdings.com	
Cluster	:	Insurance
Locatio	n:	Uk
Investn	nent date:	March 2021
Hg clients' total equity:		21.1%
Unreali	sed value (£000):	48,432

Founded in 1994 and headquartered in London, Howden Group is a leading international insurance distribution group. Through its core activities of retail, speciality and reinsurance broking and through DUAL, one of the world's leading international MGAs, it facilitates the provision of B2B insurance across a wide geographic footprint. The group operates across 250+ global offices in 40 countries and employs around 8,500 people to manage around \$9 billion of gross written premium on behalf of its clients. It is the fifth largest employeeowned business in the UK, with a differentiated position as a leading international insurance intermediary.



10 MITRATECH

Web:	WWV	w. mitratech.com
Cluster:	Legal & Regulatory Compliance	
Location:		North America
Investment	t date:	April 2017
Hg clients'	total equity:	53.7%
Unrealised	value (£000):	47,765

Mitratech is a leading global provider of enterprise legal management (ELM) software to corporate legal departments. The core products are matter-management software (which acts as the ERP software at the heart of in-house legal teams) and an e-billing solution (providing e-invoicing capabilities between law departments and external counsel, with automatic invoice review). Mitratech serves a wide customer base of around 1.000 corporate customers worldwide, including 40% of the Fortune 500. Over 650 law firms are using the e-billing platform to transmit invoices to clients. The company is headquartered in Texas, with further offices in Australia, England, the US and Wales, employing around 400 people.

Further information

Environmental, social and governance matters - Socially responsible investment

The Board has endorsed Hg's policy to invest in a socially responsible manner. Hg's focus is on identifying high-quality and sustainable businesses, and supporting their growth for the benefit of shareholders and wider society. The Board monitors investment activity to ensure it is compatible with these policies. HGT has no employees and has limited direct impact on the environment. HGT aims to conduct itself responsibly, ethically and fairly and has sought to ensure that Hg's management of investments takes account of social, environmental and ethical factors where appropriate. The sectors in which the Manager invests do not generally raise material ethical issues.

Key financials

NAV per Share:	336.3p
Share price (as at 31.03.21):	320.0p
Share price premium/ (discount) to NAV:	(4.9%)
Index:	FTSE 250

Net Assets:	£1.44 billion
Market capitalisation:	£1.37 billion
Shares in issue:	427,599,808
Continuation vote:	2025
Ticker code:	HGT

Calendar

Half-year	30.06.21
Interim results	06.09.21
Full-year	31.12.21
Final results	07.03.22
AGM	10.05.22

Company information

Board of Directors

Jim Strang (Chairman)
Richard Brooman
Peter Dunscombe
Pilar Junco
Guy Wakeley
Anne West

Manager

Hg Pooled Management Limited www.hgcapital.com

Management fee arrangements

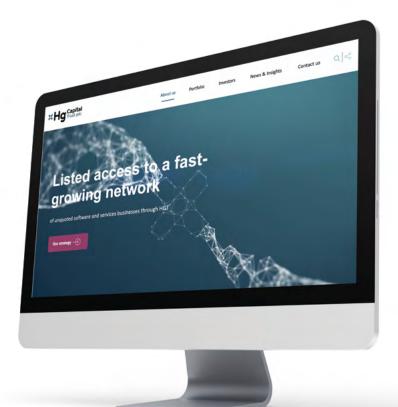
For more information on the structure and fee arrangements for HgCapital Trust plc, please refer to the HgCapital Trust Annual report and accounts, available at www.hgcapitaltrust.com

Broker

Numis Securities Ltd The London Stock Exchange Building 10 Paternoster Square, London EC4M 7LT

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Website

www.hgcapitaltrust.com is constantly updated to ensure that the you can always access HGT's latest data and information on your computer or mobile device in a transparent, convenient and intuitive manner.

If you have any suggestions on improvements we can make to the site, please do get in touch at investorrelations@hgcapitaltrust.com

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