

Q1 Quarterly Report 31 March 2022

Net assets and market capitalisation of £2 billion.

Top 20 (representing 78% of the portfolio by value) saw sales growth of 31% and EBITDA growth of 27% over the last 12 months.

1 new and 2 further investments completed in Q1 deploying £25 million, 4 additional investments agreed over the period, totalling more than £170 million, due to complete in Q2.

1 partial realisation delivering £20 million back to HGT.

Available liquid resources of £358 million (18% of NAV).* Total commitments of £794 million (40% of NAV).

£12 million in new equity raised via tap issuance.

*including all announced transactions and the proposed dividend payable in May.

Get connected

to a universe of software and service businesses

Share price at 31 March 2022 was 435.5p, a total return YTD of 4.8%

+4.8%

NAV per share at 31 March 2022 was 433.1p, a total return YTD of -0.6%

-0.6%

The New Year has brought with it a significant increase in geo-political risk and uncertainty, especially the tragic events still unfolding in Ukraine, which has seen destruction and human suffering unseen in Europe for over 75 years. This, combined with the ongoing effects of Covid-19 make for a challenging investment environment.

As a consequence, investors have chosen to reduce exposure to risk assets, and in particular to high growth businesses with less established business models, which has had a direct negative effect on share prices and stock market valuations in these areas. There has also been some collateral impact on the valuations of established and profitable businesses, some of which form the peer group which HGT uses to derive it valuations.

Nonetheless, while a fall in comparable company multiples places downward pressure on the valuations of HGT's portfolio of assets, the underlying operating performance

of the HGT portfolio remains extremely strong. The portfolio continues to trade ahead of comparable figures for the last year and indeed ahead of budgeted performance. The strength of trading has helped to offset the downward effect on valuations resulting from lower multiples.

The Board believes the long-term prospects of the portfolio to remain favourable and there have been no material changes made to the ultimate return expectations from the portfolio.

The quarter saw ongoing investment activity, despite the challenging factors already noted. Hg signed a deal for its latest Saturn fund to which HGT recently made a commitment of \$850 million. This investment, IFS, fits the pattern of investments established in the portfolio and investment activity is expected to continue in the usual way as the second quarter of the year progresses.

Jim Strang, Chairman, HgCapital 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.

Please remember past performance is not a reliable indicator of future results. The value of shares and the income from them can go down as well as up as a result of market and currency fluctuations. You may not get back the amount you invest.

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Financial highlights

as at 31 March 2022





f4.33



£2.00bn



£1.98bn



+31%



+27%

Based on HGT's share price at 31 March 2022 and allowing for all historic dividends to be reinvested, an investment of £1,000 twenty years ago would now be worth £22,905, a total return of +2,191%. An equivalent investment in the FTSE All-Share Index would be worth £3,302.

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 portfolio of unquoted investments, primarily in the software and business services sectors, located throughout Europe and North America.

Investment opportunity

HGT provides investors with an opportunity to participate in the growth in value of a portfolio of more than 40 private companies sourced by Hg. Value is created through implementing an investment strategy focused on software and business service companies with resilient, recurring revenue streams and from leveraging the network and expertise of Hg to support management teams to deliver the full potential of their respective businesses.

With historically predictable and stable cash flows, the top 20 businesses (representing 78% by value of HGT's investments) reported aggregate sales of £7.1 billion and EBITDA of £2.2 billion over the last 12 months, equating to an EBITDA margin of 31%.

Hg brings to HGT an experienced team of more than 280 employees, including more than 160 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 sector clusters and geographies.

HGT's funds are invested pro rata alongside those of Hg's other institutional clients. This enables shareholders to invest, on similar terms, alongside some of the world's largest investors in private equity, in high-growth private companies, which would otherwise be inaccessible. This allows HGT to achieve diversification across markets and geographies and gain exposure to fast growing portfolio companies at different stages of their development and size - from an enterprise value of £100 million to over £10 billion.

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^{*}Source Hg: LTM March 2022 revenue and EBITDA for the Top 20 investments (78% of the portfolio value).

Long-term performance to 31 March 2022

20-year performance



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.
Share price	4.8	39.6	30.5	25.9	19.6	16.9
NAV per share	(0.6)	30.9	29.7	24.1	17.6	15.5
FTSE All Share	0.5	13.0	5.3	4.7	7.2	6.2
Share price performance relative to FTSE All-Share Index	4.3	26.6	25.2	21.2	12.4	10.7
NAV per share performance relative to FTSE All-Share Index	(1.1)	17.9	24.4	19.4	10.4	9.3

Source: Factset, Hg.

Long-term performance

10-year share price total return: +19.6% p.a.



Discrete total return performance vs FTSE All-Share Index



Performance record rebased to 100 at 31 March 2012. (Source: Factset, Hg). Total return assumes all historic dividends have been reinvested.

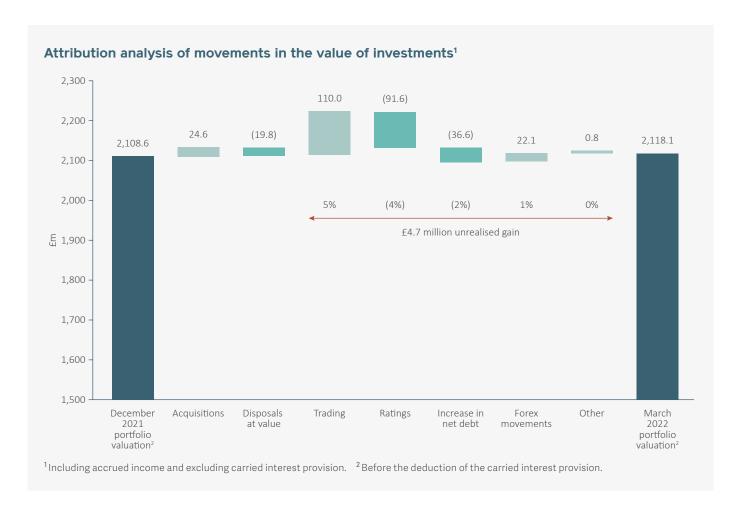
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Q1 attribution analysis





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During the period, the value of the unrealised investments increased by £4.7 million, before the provision for carried interest. The majority of the increase, £110.0 million, is driven by profit growth in the underlying investments. A slight lowering in valuation multiples decreased the value of investments by £91.6 million. £22.1 million of favourable currency movements contributed positively to the value of the portfolio. An increase in net debt of £36.6 million led to a decrease in the unrealised return. Acquisitions less realisations at carrying value were a net £4.8 million, increasing the value of the portfolio.

Balance sheet as at 31 March 2022

Balance sheet analysis

Available liquid resources*
(18% of NAV)

£358m
including a £250 million bank facility
which is currently undrawn

Outstanding commitments*
(40% of NAV)

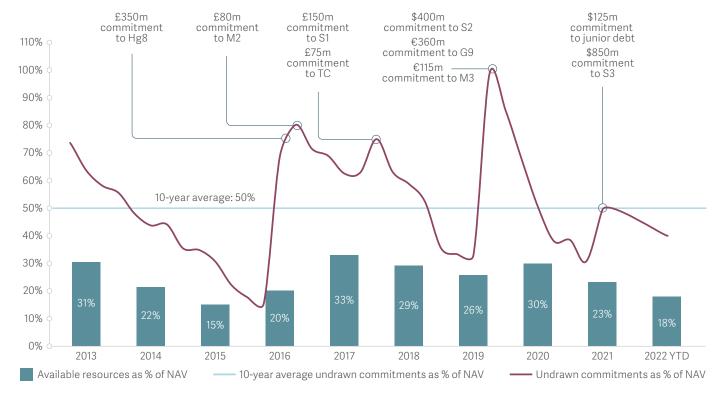
£794m

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

Equity issued

during the three-month period.

Outstanding commitments unfunded by available resources as % of NAV



HGT has a £250 million bank facility which was undrawn at 31 March. 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

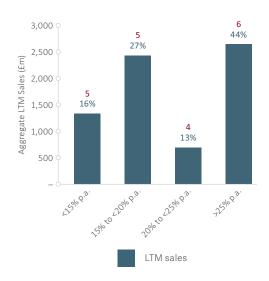
(representing 78% of the portfolio value)

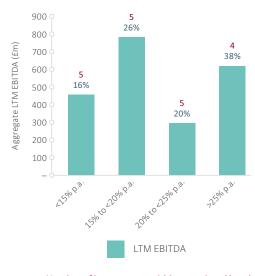


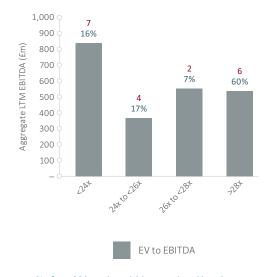














Number of investments within associated band

% of top 20 by value within associated band

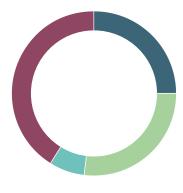
^{*}Excluding one investment valued on a basis other than earnings

Portfolio



Hg cluster by value

- 30% Tax & Accounting
- 27% ERP & Payroll
- 10% Healthcare IT
- 9% Legal & Regulatory Compliance
- 7% SME Tech & Services
- 7% Capital Markets & Wealth Management IT
- 5% Automation & Engineering
- 5% Insurance



Investment vintage by value

- **25%** 2021
- **27%** 2020
- **7**% 2019
- **41%** pre-2019



Geographic spread by value

- 35% UK
- 26% North America
- 17% Germany
- 14% Scandinavia
- 8% Other Europe

Net asset value

Twenty largest investments	Total valuation ¹ £000	Net asset value %
1 Access	336,352	17.0%
2 Visma	221,549	11.2%
3 Litera	105,501	5.3%
4 Transporeon	87,172	4.4%
5 IRIS	84,956	4.3%
6 P&I	84,327	4.3%
7 Intelerad	76,293	3.8%
8 Sovos	74,103	3.7%
9 Howden	73,891	3.7%
10 MeinAuto	65,216	3.3%
11 insightsoftware	65,051	3.3%
12 Septeo	63,393	3.2%
13 Argus Media	45,898	2.3%
14 FE fundinfo	44,707	2.3%
15 team.blue	42,535	2.1%
16 MMIT Evaluate	41,791	2.1%
17 Lyniate	39,673	2.0%
18 Azets	38,782	2.0%
19 Benevity	35,977	1.8%
20 Medifox	32,703	1.6%
Total	1,659,870	83.7%
Other buyout investments	457,908	23.1%
Renewable energy investments	311	_
Total all investments	2,118,089	106.8%
Provision for carried interest	(173,845)	(8.8%)
Cash and other liquid assets	321,249	16.2%
Bank facility	_	_
Fund level facilities	(283,320)	(14.3%)
Net current assets/(liabilities)	1,950	0.1%
Net asset value	1,984,123	100.0%

including investment valuation and accrued interest.



New investments in the three months to 31.03.22



£7.9m invested on behalf of HGT



In February 2022, Hg completed an investment in Fonds Finanz, a leading tech-enabled financial intermediary pool in the German insurance sector. Founded in 1996 and headquartered in Munich, Fonds Finanz serves more than 28,000 customers including brokers, distributors, insureTechs and banks across Germany. With a comprehensive software, advisory and service offering, Fonds Finanz gives customers access to a full-service platform, comprising products from more than 500 insurance and financial product vendors in Life, Health, Property & Casualty and Investment funds.

Further investments in the three months to 31.03.22

LYNIATE

£14.7m invested on behalf of HGT, including £5.0m in co-investment



In January 2022, Hg completed an additional investment into Lyniate, a leader in healthcare data interoperability. Over 1,300 healthcare organisations around the globe rely on Lyniate interoperability solutions to connect people through increased access to data.



£2.2m invested on behalf of HGT



In January 2022, Hg agreed a further investment in GGW, a leading Property & Casualty focused insurance broker principally serving SMEs in the DACH region. This equity will help to acquire additional high quality brokers.

Q1 2022 investments

Post period investments



Estimated £15.3m invested on behalf of HGT



In April, Hg announced LucaNet AG ("LucaNet"), a leading German headquartered financial consolidation and planning software business. Founded in 1999, LucaNet began with a vision to create a one-stop-shop software solution, bringing together financial control, planning and consolidation. Since then, the company has evolved into a leader in its core segment - the Office of the CFO for mid-sized companies - globally. With a loyal customer base of more than 3,500 organizations in over 50 countries, offices in China, Singapore and the Americas as well as a strong European base, LucaNet employs around 500 people worldwide.



Estimated £31.4m invested on behalf of HGT



In January 2022, Hg announced an investment in Waystone Group, a leading provider of institutional governance, risk and compliance services to the asset management industry. This investment is via the Hg Saturn 2 fund, alongside Montagu, a leading private equity firm; Hg will join as a strategic investor and joint shareholder. Montagu first announced its investment in Waystone in July 2021. Hg's investment is subject to regulatory approval and customary closing conditions.



Estimated £9.4m invested on behalf of HGT



In December 2021, Hg announced an investment in Pirum Systems, a leading provider of post-trade automation and collateral management technology for the global securities finance industry. Pirum's software provides a secure processing hub which seamlessly links industry participants, allowing them to process and verify key transaction details electronically. This delivers significant trade and collateral efficiency, lowers costs and enhances regulatory compliance for its network of clients. Pirum's products assist 90 of the most prestigious global financial institutions to process over \$3 trillion of transactions daily. This is due to complete in June 2022.





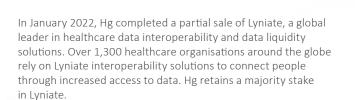
In March, Hg announced a significant minority investment, alongside EQT and TA Associates, in IFS and WorkWave, valuing the company at \$10bn. IFS is a leading software vendor for organisations who want to differentiate on service. With thousands of the world's most respected brands as customers, IFS is a recognized provider across multiple sectors including Service Management (both Field Service Management and Enterprise Service Management), Enterprise Asset Management (EAM) and Enterprise Resource Planning (ERP). WorkWave's suite of products empower service-oriented companies in its target verticals to reach their full potential through scalable, cloud-based software solutions that support every stage of a business life cycle, including marketing, sales, service delivery, customer interaction and financial transactions

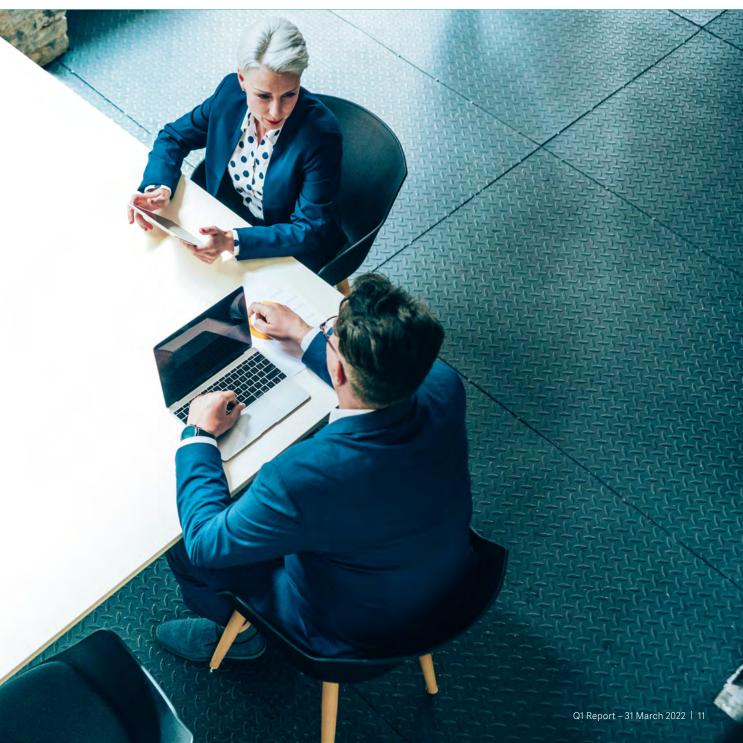
Q1 2022 realisations

Realisations in the three months to 31.03.22

LYNIATE

£19.8m returned to HGT





Q1 2022 investments and realisations

Investments made during the quarter

Company	Cluster	Location	Cost £000
Fonds Finanz	Insurance	Germany	7,887
New investments			7,887
Lyniate	Healthcare IT	N. America	14,698
GGW	Insurance	Germany	2,157
Other			(122)
Further investments			16,733
Total investments on b	ehalf of HGT		24,620

Realisations made during the quarter

Company	Cluster	Exit route	£000
Lyniate Other	Healthcare IT	Secondary sale	19,796 77
Partial realisations			19,873
Total proceeds from realisations received by HGT		19,873	



Hg's outlook

We are pleased to report that the investments across Hg's funds performed robustly over the first quarter of 2022. Ambitious founders and management teams continue to approach us as the partner of choice for their businesses, thanks to the strong network effect which we have built in our specific end-market clusters over the last two decades.

Luke Finch, Partner and Head of Client Services, Hg

Outlook

We believe our investments continue to benefit from ongoing trends in the digitalisation of business processes. Hg 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.

Notwithstanding the geopolitical landscape, the risk of inflation and the shift to a rising interest rate environment are at the forefront of the minds both of investors, our portfolio companies, and no doubt their customers. Labour cost is highly correlated with software and services spend, and thus as global costs rise, the imperative for digitalisation becomes ever-greater. Investment in productivity enhancement becomes even more attractive. Consequently, as customers experience the incremental value of software, they also accept significant price rises – for example, Microsoft announced 10-25% price increases for key bundles of its Office suite¹ effective from March 2022.

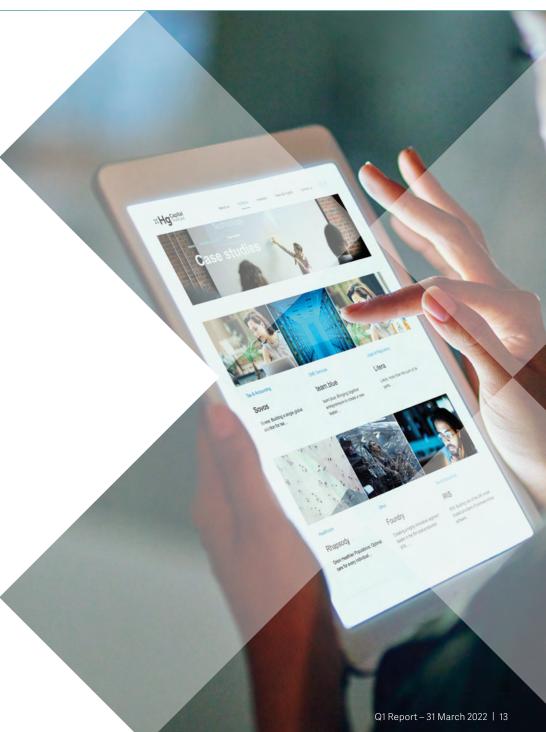
We are also aware that events rarely align perfectly along a timeline, and there is a risk that a combination of geopolitical events, fiscal tightening, supply chain constraints, and cost increases, cause broad economic challenges to which our portfolio's end customers may respond with temporarily lower investment, before the structural factors that drive the need for software reassert themselves. We are alert to the risks of near-term volatility in the general economic backdrop, as well as to the structural opportunities this could create for an investor like Hg with long-term horizons.

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 2022 to follow this approximate cadence.

Over Q1 2022, we completed one new investment in Fonds Finanz. A further four investments were announced over the period. In the first quarter of 2022 we completed the partial sale of Lyniate returning c. £20 million back to HGT.

Over the past twelve months, we have 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 several exit and refinancing processes currently under way and progressing well.



Top 10 investments

(representing 57% of the value of HGT's investments)



Web:	www.theaccessgroup.com
Cluster:	ERP & Payrol
Location:	Uk
Investment date	e: June 2018
Hg clients' total	equity: 45.9%
Unrealised value	e (£000): 336.352

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.



Web:	www.visma.com
Cluster:	Tax & Accounting
Location:	Scandinavia
Investment date:	August 2020
Hg clients' total equity:	54.8%
Unrealised value (£000):	221,549

Providing business-critical software to SMEs and the public sector in the Benelux and Nordic regions and headquartered in Oslo, Visma provides more than 1.1 million enterprise customers: 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 £900 million in pure SaaS revenues.



Web:	www.litera.com
Cluster:	Legal & Compliance
Location:	North America
Investment date:	May 2019
Hg clients' total equity	: 93.2%
Unrealised value (£000)): 105,501

Litera is a leading provider of software to law firms globally. It offers a suite of end-to-end document lifecycle, transaction and litigation management, and experience management solutions used by thousands of lawyers every day to improve the productivity and quality of documents and support the collaboration and firm intelligence within law firms.



Web:	www.transporeon.com
Cluster:	ERP & Payroll
Location:	Germany
Investment date:	March 2019
Hg clients' total equ	ity: 75.3%
Unrealised value (£0)00): 87,172

Transporeon provides cloud-based logistics network and transport management 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 and favourable industry dynamics, 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 enterprises looking to move freight by road (shippers) and the operators providing the trucks (carriers).



84.956

Web:	www.iris.co.uk
Cluster:	Tax & Accounting
Location:	UK
Investment date:	September 2018
Hg clients' total equity:	65.0%

IRIS

Unrealised value (£000):

IRIS is one of the UK's largest software companies and North America now makes up c. 20% of group revenues. The company serves over 100.000 customers in the Accountancy, Education, HR and SMB payroll segments as a leading provider of mission-critical tax & compliance software, alongside a range of practice productivity solutions, to UK and US accounting firms. With a highly recurring business model, over 90% of IRIS's revenues are from software and managed service subscriptions, many based on annual renewals paid in advance.

Top 10 investments

(representing 57% of the value of HGT's investments)





Web:	www.pi-ag.com
Cluster:	ERP & Payroll
Location:	Germany
Investment date:	March 2020
Hg clients' total equity:	64.4%
Unrealised value (£000):	84,327

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.



Web:	www. intelerad.com
Cluster:	Healthcare IT
Location:	North America
Investment date:	February 2020
Hg clients' total equity	: 85.3%
Unrealised value (£000)): 76,293

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 ('PACS') that helps radiologists and physicians view and interpret medical images, enabling faster and more accurate diagnoses. This is a core workflow tool that is deeply embedded and mission critical to users. Headquartered in Montreal, Canada, Intelerad employs over 425 staff across offices in Australia, North America and the UK, serving a customer base of over 2,000 healthcare organisations, including radiology groups, imaging centres, and a growing number of hospitals.



Web:	www.sovos.com
Cluster:	Tax and Accounting
Location:	North America
Investment date:	September 2020
Hg clients' total equity:	57.3%
Unrealised value (£000): 74,103

Sovos is a global provider of compliance solutions, managing all aspects of the tax-compliance process, from tax calculation, form completion and ultra-high volume filing to secure funds transfer to state and local revenue departments. At the heart of the Sovos software suite is a powerful tax-calculating engine, leveraging the industry's most comprehensive repository of over 210 million tax rules, in more than 13,500 jurisdictions, across in excess of 200 countries. Sovos is headquartered in Boston, US, with a presence in Europe and Latin America, with most of the revenue generated from a US customer base of around 4,500 predominantly large enterprises.



Web:	www.howdengrou	pholdings.com
Cluster	•	Insurance
Locatio	n:	UK
Investn	nent date:	March 2021
Hg clier	nts' total equity:	21.7%
Unreali	sed value (£000):	73,891

Founded in 1994 and headquartered in London, UK, Howden Group Holdings ('Howden') is the largest European headquartered insurance intermediary, serving an international client base. The group operates across more than 250 offices in 45 countries, managing over £10 billion of Gross Written Premium, Howden is a tech-enabled insurance distributor. which has a differentiated position as one of the top brokers internationally and within the Lloyd's of London market. Following Howden's acquisition of APG and Aston Lark, the combined Howden UK business will be a Top 5 UK insurance broker. The business facilitates the provision of B2B insurance through its core activities of retail insurance broking, speciality and reinsurance broking and managed agency underwriting.



Web:	WWV	v.meinauto.de
Cluster:	Automation	& Engineering
Location:		Germany
Investment date:		May 2018
Hg clients' total equity:		81.9%
Unrealised value (£000):		65,216

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 operations are highly automated, including tailored online front ends, as well as digital back-end processes, allowing it to capture 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).

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.

For further information regarding Hg responsibility:

Management fee arrangements

For more information on the structure and fee arrangements for HgCapital Trust plc, please refer to page 114 of the HgCapital Trust annual report and accounts:

Key financials

NAV per Share:	433.1p
Share price (as at 31.03.22):	435.5p
Share price premium/(discount) to NAV:	0.6%
Index:	FTSE 250
Net Assets:	£1.98 billion
Market capitalisation:	£2.00 billion
Shares in issue:	458,129,808
Continuation vote:	2025
Ticker code:	HGT.L

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

To view the HgCapital Trust website:

Calendar

AGM	10.05.22
Half-year	30.06.22
Interim results	12.09.22
Full-year	31.12.22
Final results	March 2023

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Important information

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