

## Vala EIS Portfolio

### Investment Objective

This Fund was created to invest in companies run by skilled entrepreneurs, who have the potential to build exceptional businesses.

- 1 The investments are managed by a group of serial entrepreneurs.
- 2 These entrepreneurs will personally invest in to the portfolio companies alongside the Vala Portfolio investors so that they are truly aligned with the success of the company.

- 3 There are no ongoing management fees only an initial fee (charged to investee companies), which means Vala is wholly reliant on performance fees from profitable exits.
- 4 100% of the client's subscription (after platform fees) will be invested in to qualifying companies.

### Exit Strategy

The target exit range is 3-5 years after investment (though investors should expect that some companies might take longer to exit). Exits will be realised by sale of the shares, typically through a trade sale or a sale through Private Equity or an IPO.

Company name	Date of exit	Total capital invested	Total capital realised	Value change
Aggregate for all investments		£38,555,000	£117,753,333	205%
Translocation Ltd	1990	£1,640,000	£600,000	-63%
Translocation Direct	Failed	£200,000	£0	-100%
Static 2358 Ltd	2001	£1,000,000	£2,500,000	150%
PlayJam Ltd	2001	£18,150,000	£45,333,333	150%
The Optimistic Network Ltd	2005	£4,500,000	£35,000,000	678%
General Entertainment and Media Corp	Failed	£500,000	£0	-100%
General Public Entertainment Ltd	Failed	£300,000	£0	-100%
Flipside Television Ltd	2006	£250,000	£450,000	80%
Sail Croatia	Failed	£2,000,000	£0	-100%
Plum Baby	2010	£3,025,000	£10,000,000	231%
Webflix Ltd	Failed	£200,000	£0	-100%
Ekwinox Yachting Ltd	Failed	£500,000	£0	-100%
ASPONE	2014	£2,500,000	£9,000,000	260%
Goldfinn Ltd	Failed	£50,000	£0	-100%
Subreeze Ltd	Failed	£50,000	£0	-100%
Keenspirit Ltd	Failed	£50,000	£0	-100%
Fluorescent Media Ltd	Failed	£100,000	£0	-100%
Baydonhill	2015	£3,000,000	£9,500,000	217%
Copernicus Adriatic LLP	2018	£200,000	£4,200,000	2000%
Zapper Media Limited	2014	£40,000	£120,000	200%
Benefits Express	2015	£80,000	£650,000	713%
Hell Kite Films Ltd	2016	£150,000	£300,000	100%
PlayJam Hong Kong	2016	£10,000	£100,000	900%
Ark Games Ltd	Failed	£60,000	£0	-100%

### Fund at a glance

#### Scheme Categorisation

Alternative Investment Fund

#### Target Return

£2 for every £1 invested

#### Scheme Strategy

Generalist Growth EIS

#### Investment Sector

General Enterprise

#### Target Diversification

Typically 6-10 companies

#### Nominee & Custody Arrangements

The Nominee: Woodside Nominees Limited  
The Custodian: Woodside

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## Fund Manager

Sapphire Capital Partners LLP is headed by Boyd Carson, who is a Fellow of the Institute of Chartered Accountants and a former director of PwC in New York and Vasiliki Carson, formerly of Goldman Sachs in New York and Tokyo.

For further information please do not hesitate to

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## Fund Provider

The Vala EIS Portfolio builds on the expertise of a group of serial entrepreneurs, who over many years have given blood, sweat and tears to create, build and sell businesses across various industries. They have invested more than £25m of their own money into early-stage businesses and raised more than £45m from other investors for those companies. The £48m invested in to 36 companies that have exited has realised £142m.

Their philosophy is to stick by our portfolio companies through thick and thin, building relationships with founders that last a lifetime and support them through a successful exit. "We are investors, but first we are entrepreneurs."

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## Fees

6% initial fee charged to investee companies (on behalf of investors).

Vala Capital will earn a performance fee, equal to 20% of any sale proceeds exceeding 100% of the amount invested.

[Kuber Specific Arrangements](#)

N/A

### Important Notice

Important Notice Please read the following information carefully as a professional adviser. The information contained in this document is for discussion purposes only for professional advisers and their clients, it is not for Retail Clients. EIS Portfolios are not suitable for all investors as the underlying investments are often illiquid and therefore high risk. Advice should always be sought from a professional adviser prior to investing. By proceeding through this document and accompanying Platform Guide you are agreeing to the terms and conditions. For purposes of compliance with the UK Financial Services and Markets ACT 2000 (FSMA), this material is communicated by Kuber Ventures; and the contents of this financial promotion have been approved for the purposes of section 21 of the FSMA by Sturgeon Ventures LLP which is authorised and regulated by the Financial Conduct Authority (FCA) and it has its trading office at Linstead House, 9 Disraeli Road, London SW15 2DR. Kuber Ventures Limited advisors are all regulated by the Financial Conduct Authority and can be found on [www.fca.gov.uk/fcaregister](http://www.fca.gov.uk/fcaregister) Kuber Ventures Limited FRN 574987 is an Appointed Representative of Sturgeon Ventures LLP which are Authorised and Regulated by the Financial Conduct Authority. Kuber Ventures Limited, North West House, 119 Marylebone Road, Marylebone, London, NW1 5PU Registered number: 8693809, VAT: 175 9290 69.