



# ALTERNATIVE INVESTMENT SUMMIT

LONDON **2015**

RIBA 

## Intelligent Partnership is the UK's leading authority on the alternative investment sector.

Since 2008 we have provided education and information on alternative investments to a community of over 5,000 financial advisers and investment professionals. As the UK's only independent and CPD research provider dedicated to this sector we provide advisers with access to a range of events, training programmes, research papers, reports and portfolio analysis tools.

We have created an educational environment to not only raise awareness of the industry but also to highlight best and poor practice, positive and negative trends and key market developments – all of which helps promote greater transparency and professionalism in the sector.

We are making it easier for advisers to research and recommend alternative investments with confidence.

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## Hello and a warm welcome to our second **Alternative Investment Summit** in the fantastic setting of the **RIBA**.

We all know that recommending alternative investments **can be hard** for advisers. Compared to more mainstream investments, alternatives require more thorough research, more comprehensive due diligence and more care around suitability and compliance. While (just as nobody got fired for hiring IBM) nobody is going to get into trouble for recommending an All-Share Tracker, the additional risk and complexity that comes with alternative investments means that advisers are sticking their necks out a little bit more.

However, what we also all know is that if advisers are going to give their clients **the best service that they possibly can**, then they need to be prepared to consider alternatives, and use them where appropriate. Only alternative investments can provide government supported tax-efficient investments, genuine diversification, downside protection from market volatility and help put money to work where it can make a social impact. You won't get any of that from your tracker.

So today's Summit is designed to give advisers access to the **latest thinking** in some key areas of alternatives. We've got great speakers who'll be discussing the role of alternatives, the rules and regulations that govern them and the practical challenges that advisers need to overcome in order to successfully include them in their proposition.

We think that all of our topics will be **timely and relevant**, for various reasons - changes to the rules governing pensions are leading to a growing interest in tax-efficient investments; the new innovative finance ISA is a sign of how far the crowdfunding and peer-to-peer lending industry has come; the proposed lifting of the cap on the maximum investment in the Social Investment Tax Relief scheme will see a raft of new products hit the market; volatile stock markets mean that it could be time to reconsider a more mature structured products industry; and last but not least, real assets will always pique clients' interest and have unique qualities that can't be found with other investments.

In light of that, I'm delighted to be able to say that we've managed to gather together an inspiring list of speakers. All of them are thought leaders in their sector and we've included people from investment providers, advisory firms and think-tanks, as well as from the organisations that shape the landscape - **FCA, FOS, HM Treasury** and **HM Revenue and Customs**. We're hugely grateful to all of our speakers for providing their time and expertise, and we're looking forward to hearing from all of them.

It just remains for me to thank you for coming to the Summit. Enjoy the day, challenge our speakers, network like crazy and do grab me on the way past to let me know what you think of the day.

**Guy Tolhurst**  
Managing Director  
Intelligent Partnership

### #AISummit

Royal Institute of British Architects  
66 Portland Place  
London  
W1B 1AD

Thursday 22<sup>nd</sup> October 2015  
09.00 - 17.00

[www.aisummit.co.uk](http://www.aisummit.co.uk)

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# WHO'S ATTENDING

As with most things we do at Intelligent Partnership, it's our intention to meet the needs of **Advisers and Wealth Managers.**

This Summit is an opportunity for us all to stop and take stock of where the alternative investment industry is at right now - a forum where we can share best practice, successes and failures, and a platform for the regulators and industry leaders to present insights and point the way forwards to the future.

So the Summit is about the big picture. It's for the decision makers at advisory firms who want to see what the future holds for these asset classes; it's for the compliance department managers who want to know what to look out for when these investments come across their desk; it's for the business development directors who want to know what else they can offer customers; it's for the

operations focused guys who want to know how they can integrate alternatives into their practice; and most importantly it's for advisers who want to know how they can better serve their clients.

As with all of our events, the Summit has been accredited for continuing professional development (CPD) and it won't be an opportunity for providers to pitch product at a captive audience. Our focus is, as always, on providing education and helping advisers develop confidence and expertise in some of the more complex areas of retail investment.

There will be over 200 industry professionals here today - from firms offering financial and investment advice, to providers, platforms, pension operators, distributors and compliance consultancies. In short, we'll have representation from the whole of the alternative investment ecosystem, and we hope that you'll be able to make the most of the networking opportunities.

And if today has given you a thirst for more - please do sign up on our website to be kept in-the-loop and get access to all of our reports, training, video content and other events.

# ALTERNATIVE INVESTMENTS

The alternative investment church is a broad one and encompasses a wide range of assets. What, if anything, do they all have in common?

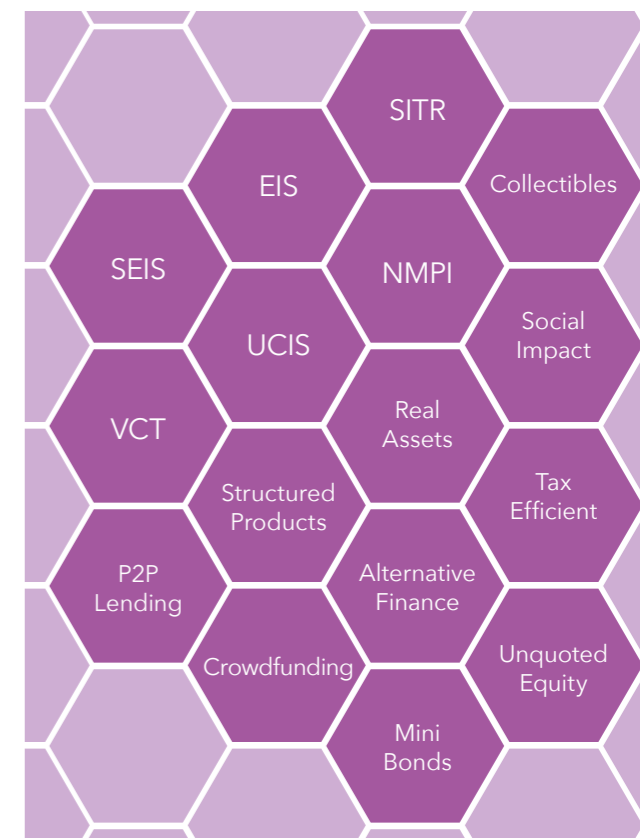
Our universe covers tax advantaged venture capital schemes, estate planning products that utilise business property relief, crowdfunding and peer-to-peer lending, social impact investments, structured products, UCIS, NMPs and real assets. Over the past 12 months we've been involved in (amongst other things): producing reports on the VCT and BPR industry, researching alternative finance, surveying managers to find out their expectations for the new market in Social Investment Tax Relief, making videos about the successes of small and medium sized enterprises, writing about investing in stamps, coins and fine wines, and helping think tanks assess the positive impact of the EIS scheme.

Is there a unifying theme? What do all of these assets and all of this activity have in common? Clearly, investing in an estate planning product is very different from investing in a bottle of fine wine, and buying a stake in an EIS qualifying SME is very different from putting your money in a stock market based structured product. The motivations, objectives, risks and context for each of these examples will vary wildly. Why are all of these assets considered "alternative", and why do we think they should all be considered together in one event today?

Well, if we had to summarise it in a sentence, it would be this: "They all have a role to play in advisers' propositions, but they all present challenges when it comes to understanding and recommending them."

Both the mainstream equity and bond markets continue to look overvalued and vulnerable, and our ageing population are increasingly going to look to advisers to help them tackle complex issues like estate planning, lower pension limits, new at-retirement freedoms and tax-efficient decumulation. Younger clients will be looking for additional sources for their returns and investments that they can feel engaged with. To meet all of these needs, advisers are going to have to use some alternative

Our Alternative Investment Universe



investments. Their challenge will be to pick the right products, for the right clients, in the right concentrations. Their decisions will need to be backed up by research and due diligence and water-tight compliance files and suitability reports. Getting it right without wasting excessive amounts of time and effort will be a tricky balancing act, but our view is that - for the most successful advisory firms who are meeting all of the needs of their clients - alternatives won't really feel "alternative" any more: they'll be recommending and using them every day.

# THE VENUE



Entrance 66 Portland Pl



London, W1B 1AD



Jarvis Auditorium

# CONFERENCE OVERVIEW

The aim of today's conference is to move beyond just talking about the investment case for alternative investments and to try and engender a deeper level of understanding among the audience.

We want to show that for many of these asset classes their time has come and, used judiciously, they represent great opportunities for advisers to add value for their clients. We also want to acknowledge the challenges that advisers face when applying these solutions and show that there are practical steps that they can take to overcome these issues.

Overall, expect the tone of the Summit to be cautiously positive. We believe that as the demand for the investments we're covering today is growing, the providers and support services that comprise the alternative investment industry are stepping up their game and doing more to engage and educate advisers, and just generally make it easier to do business. We want to highlight that progress, without tripping over into mindless trumpet blowing for the asset class.

The Summit is just a starting point though. It won't provide you with all the answers - in fact if we're doing our job properly, it will probably be more thought provoking, and raise more areas for further investigation, than it will provide definitive solutions. We want you to leave with plenty of ideas for the future, and plenty of contacts to help you take those ideas forward. And if you want access to the leading content and education on alternative investments, please pay a visit to our website.

[intelligent-partnership.com](http://intelligent-partnership.com)

# SPEAKERS



**Dan Kiernan**

INTELLIGENT PARTNERSHIP

Dan Kiernan researches, writes about, talks about and trains on alternative investments, helping advisers and investors navigate the market.

Dan has been with Intelligent Partnership since 2010, having previously been at BNY Mellon working with large institutional clients to help them understand the performance of their investments.

At Intelligent Partnership Dan is the research director, heading up a team that produces and delivers accredited research, reports and training on alternative investments for a broad mix of financial services and investment firms.



**Danby Bloch**

HELM GODFREY

Danby Bloch is chairman of City of London based independent financial advisers and employee benefit consultants Helm Godfrey. He is also a non-executive director of the investment platform Nucleus Financial. In addition he is a specialist consultant at Centaur Media PLC, to which he sold his publishing business Taxbriefs. Danby has written several books on financial planning issues and hundreds of articles about financial subjects in the professional and national press.

He is chair of the Oxford Playhouse, a trustee of the Equal Rights Trust and a patron of the Friends of the Pitt Rivers Museum. He was chair of governors and Pro-Chancellor of Oxford Brookes University.



**David Stevenson**

ALTFI NEWS

David Stevenson is an experienced investment commentator and writer, with a passion for media and technology. David writes for a number of leading publications including The Financial Times, where he is a columnist, the Investors Chronicle, Money Week, Money Management and trade newspaper Investment Week, where he's the contrarian columnist.

David is a very big fan of flowery shirts!



**Ian Currie**

SENECA INVESTMENT MANAGERS

Ian qualified as a chartered accountant in 1986 with KPMG and has been involved in corporate finance with Peel Hunt & Co, Apax Partners & Co and Altium Capital. He co-founded Zeus Group and at the point of demerger in 2010, the Group had over £350m of assets in a variety of businesses, including corporate finance, private equity, stockbroking and pension administration. Ian is a founder and majority shareholder of Liberty SIPP which manages in excess of £500m assets and is Chairman of Seneca Investment Managers which manages over £400m of funds. He also sits on the Board of Hedley & Co Stockbrokers, is a partner of Palatine Private Equity LLP and is on the Board of Trustees for the Lowry Arts Centre in Manchester.



## Wyndham North

HM TREASURY

Wyndham has responsibility for Capital Gains Tax, the tax advantaged venture capital schemes, and tax advantaged employee share schemes.

Previous roles include Head of State Pension policy at HM Treasury, and senior commercial manager at the Department for Work and Pensions.



## Paul Latham

OCTOPUS INVESTMENTS

Paul Latham is Managing Director of Octopus and Head of Product Design, responsible for product development and overseeing the running of Octopus' product business lines. He has been with Octopus since 2005, and prior to that, his experience includes developing infrastructure for Capital One Bank (Europe) as it grew from a start-up to a company employing over 2,000 people. Paul's extensive general management and internal consulting experience has been developed in a career lasting over thirty years.



## Chris Taylor

THE INVESTMENT BRIDGE LIMITED

Chris' financial services career dates back to 1987, and has been actively involved with the structured investment industry since its earliest days in the UK, in the mid 1990's - playing a significant role in its creation and in many of its turning points over the years.

He was awarded 'Highly Commended, Outstanding Industry Contribution' in both 2009 and 2010, and was also responsible for creating and delivering the most comprehensive, and award-winning, educational programme ever delivered by the UK structured product industry, in 2010. In 2011, Chris founded The Investment Bridge as a specialist consultancy firm offering expert structured investment industry input to both providers and advisers. In 2015 he joined forces with Ian Lowes, of Lowes Financial Management, and the founder of StructuredProductReview.com to launch Lowes Structured Investment Centre.



## James Chu

REYKER

Previously Managing Director of Incapital Europe Limited, James has over 16 years' experience in derivatives based investment management and structured products at HSBC Asset Management and American Express Bank. His experience includes working with retail and high net worth clients. James' expertise in structured products and other instruments enhances our relationships with counterparty banks and expands our product offering to IFAs and investors. Our products include structured investments and other instruments in the asset management sector.



## Kieran O'Gorman

DEEPBRIDGE CAPITAL

With a wealth of experience in financial services, including institutional fund management within the Lloyd's of London insurance community, and HNW private client stockbroking at Popes Stockbrokers (now Brewin Dolphin), Kieran has an in-depth knowledge of the private capital markets, involving capital raising, investor relations and communication, and is responsible for the fund-raising activities at Deepbridge. Kieran has been a Fellow of the Chartered Institute of Securities and Investments since 2001.

Through his position on the Investment Supervisory Committee, Kieran acts as a conduit between the Executive Team at Deepbridge and the Independent Committee Team, thus ensuring the Independent Committee have access to all information required to assist them in making sound and strategic investment decisions on a timely basis.



## Gillian Roche-Saunders

BOVILL

Gillian is a consultant at Bovill, where she has been since 2011, joining from The Law Society with 7 years of compliance and management experience.

At Bovill, Gillian manages ongoing support relationships with a number of clients and delivers tailored and practical solutions on compliance issues affecting their business. Advice and support provided includes AIFMD, financial promotions, client money and assets, RDR, financial crime, and complaints.

Gillian also successfully guides many firms through the regulator's authorisation process, providing support with business plans, applications and generally getting firms and key individuals ready to be regulated.



## Mike Newman

HARTMOOR FINANCIAL

Director of Structured Products at Hartmoor Financial part of the financial services company Target Group. Mike was previously part of the senior management team that was voted the UK's Structured Product Provider of the Year, 7 times in a row by financial advisers.

Based on over 20 years of investment industry experience and being a driving force behind the most successful Structured Products Provider in the UK, today, redefining how Structured Products are created, managed and delivered.

Colleagues know Mike as someone that makes the complex accessible and can always be trusted to come up with a new approach. A client's business comes first and he never tries to impose his ideas on others. Instead, Mike spends a lot of time understanding the business and their consumers before suggesting ideas.



## Caroline Mitchell

FINANCIAL OMBUDSMAN SERVICE

Caroline is a solicitor and was a litigation partner with Lawrence Graham in London; but she has worked in complaint handling organisations for most of her career. Caroline worked for the Insurance Ombudsman Bureau as a case handler and a senior manager - she also worked for the Building Societies Ombudsman.

In 1995, Caroline was appointed as a member of the Police Complaints Authority where she served the maximum six years dealing with public complaints against police officers and supervising investigations into important matters like deaths in custody. On returning to the newly formed Financial Ombudsman Service, Caroline became an ombudsman and then lead ombudsman - responsible for a number of ombudsmen and adjudicators dealing with general investment complaints.



**Justin Urquhart-Stewart**  
SEVEN INVESTMENT MANAGEMENT

Justin was involved in the development of Big Bang in 1986 with BZW and went on to found, with others, Broker Services which eventually went on to become Barclays Stockbrokers - where he was Corporate Development Director. He and his business partner of many years founded Seven Investment Management (7IM) in 2001 to provide some "radical common sense" to change "a lazy, lethargic and self satisfied" investment industry which they saw as being primarily run for the benefit of itself rather than its clients.

He is an enthusiast for greater financial education and the reform of investment structures for both investors and companies needing easier access for funding. As a result he has helped in the establishment of the educational body Proshare, and also the development of the AIM market.



**Louise Beaumont**  
GLI FINANCE

Louise Beaumont has over twenty years experience in growing companies - from initial spark, to operationalisation, results delivered, and value created. Having previously worked for organisations such as Siemens, Hewlett Packard, Microsoft, and Capgemini, Louise has focused on the UK's fast growing alternative finance sector since 2010, including co-founding one of GLI's investees. Louise has advised key UK government departments and units on FinTech and AltFin including; HM Treasury, British Business Bank, Government Office for Science, Cabinet Office, UK Trade & Industry, Department for Business, Innovation & Skills, and Number 10 Downing Street's Policy Unit.



**Cormac Leech**  
LIBERUM ALTERNATIVE FINANCE

Cormac Leech is a director of Liberum Alternative Finance. Over the last three years he has been actively involved in peer-to-peer helping some of the leading platforms raise both equity and debt capital as well as raising capital for several peer-to-peer focused investment trusts. Cormac has been a banks analyst for over 10 years spending time previously at JPMorgan and RBS. Prior to his time in equity research Cormac worked as a strategy consultant at McKinsey advising financial institutions and also spent 5 years structuring debt derivatives at Citigroup. Cormac holds a first class honours degree in Mathematical Science from University College Dublin; an MSc in Computation from Oxford University; an MBA from INSEAD and is a CFA charter holder.



**Mike Baliman**  
LONDON FINTECH PODCAST

Mike Baliman is founder and host of the London Fintech Podcast, which covers everything in the UK's #newFS revolution from insurance to banking, from accelerators to lawyers and much more. Mike has over 30 years experience of FS in senior management roles - which included running fund management and he was the first global head of risk in the City. As an independent consultant for 18 years, Mike has worked on a wide variety of projects from regulation to business development to project turnaround for blue chip names.

Mike's first job was in a tech start-up. He created his own FinTech in 1998, developing a strategic management system and consultancy package which remains unique to this day - and which he successfully sold and implemented for leading banks CEOs/CFOs. Mike created the first banking Global Risk Function.



**Goncalo de Vasconcelos**  
SYNDICATE ROOM

Goncalo is the CEO and co-founder of SyndicateRoom, the UK's only investor-led equity crowdfunding platform. SyndicateRoom gives its members access to the same investment opportunities that experienced business angels are investing in, and gives entrepreneurs access to crowd capital alongside the mentoring and contacts from business angels. As a serial entrepreneur with a strong background in both business angel investment and equity crowdfunding, Goncalo is one of the best networked people in the industry and regularly writes for Forbes about entrepreneurship and early-stage equity.



**Brendan Llewellyn**  
ADVISER HOME

Brendan is a financial Services strategic and marketing professional consultant with over 30 years senior experience - 50% corporate management and 50% in consultancy, non executive and interim director roles.

With an interest in the relationship between strategy and communications, Brendan helps providers and advisers to achieve optimum marketing integration in line with strategic goals. Through Adviser Home, Brendan helps adviser practices create clear marketing differentiation and run their businesses more effectively. Brendan is the Armchair Critic, a columnist for Incisive Media on [www.ifaonline.co.uk](http://www.ifaonline.co.uk) and in Professional Adviser, and the Chairman of Judges for the Investment Marketing and Innovation Awards.



**Stephen Findlay**  
BONDMASON

Stephen is an experienced investor and tech entrepreneur. Over 15 years he has successfully raised, invested and managed in excess of £250M of equity and debt across UK SMEs. Stephen qualified as a chartered accountant with Andersen (now Deloitte) and was a founding team member of Fidelity's \$500M tech buyout fund.



**Dermot Campbell**  
KUBER VENTURES

Dermot Campbell's career as a wealth management professional has spanned 23 years across a range of disciplines, including management, private banking, financial planning, product specialisation and as an independent financial adviser. This range of experience and knowledge gained through high profile Directorships and management roles has seen Dermot's reputation as an industry expert and thought-leader grow over the years. Since 2012, Dermot has been at the helm of Kuber Ventures Ltd, developing the business from its initial launch to the successful EIS investment platform that it is today.



**Lawrence Gosling**  
INCISIVE MEDIA

Lawrence Gosling is the Group Editorial Director, Incisive Media and the editorial director of its Financial Services Division. Lawrence was the founding editor of Investment Week in 1995 - for which he still writes a weekly column, Gosling's Grouse. He was also the launch editor of IFAonline, and Mortgage Solutions, Cover and Bloomberg Money magazines, and one of the original judges for the Gold Standards.

In 1994 he worked at Reuters, and prior to that he spent five years with Financial Times magazines, notably on Financial Adviser.



**Andrew Marris**  
MICAP

Andrew has a long career in financial services, business creation and business management. Andrew has worked in financial services for nearly 20 years, firstly as a private client adviser and latterly as a stockbroker with Prudential Bache, before making a successful career in inter-bank equity derivatives sales for over a decade. Latterly, Andrew co-founded and built the highly successful carbon and sustainability consulting practice, dcarbon8 Ltd, selling to Deloitte in 2010. During this time he also co-founded a sustainability certification business, Planet Positive, now trading as Planet First, after which he worked as a business consultant in a number of industry sectors before reverting to the financial services industry. He has since consulted on the creation and launch of the EIS platform, Kuber Ventures LLP and the marketing of EIS schemes to the advisory community.



**Thomas Gillan**  
SOCIAL INVESTMENT SCOTLAND

Thomas is a chartered accountant and is CFO at Social Investment Scotland (SIS). He is responsible for the financial management, accounting, treasury and company secretarial functions for the SIS group. Thomas has helped to attract significant capital commitments of more than £20 million over the past three years and also developed the UK's first social investment fund backed by social investment tax relief for private investors, attracting £400k of investment from 26 social investors in Scotland.

Social Investment Scotland (SIS) is the largest not for profit provider of business loans to the third sector in Scotland as well as being a social enterprise and registered charity.



**Simon Chisholme**  
RESONANCE

Simon leads Resonance's activities in creating and managing social impact investment funds. Before joining Resonance in early 2012, Simon spent 16 years in a number of roles with N M Rothschild & Sons in the UK and internationally. As a Director with the company he provided advice to corporate senior management teams, investment funds and government clients on finance raising and strategic transactions, predominantly in the infrastructure and energy sectors. He has first-hand experience of social enterprise having served for over 5 years as a Trustee for a pioneering London-based homelessness charity.



**Evita Zanuso**  
BIG SOCIETY CAPITAL

Evita has more than 10 years marketing and business development experience with wealth managers, asset managers and private banks, and most recently founded her own marketing and research consulting company. She has worked with both large and small financial adviser firms and discretionary fund managers across the UK. Evita developed an interest in social investment during her MBA at Imperial College Business School.



**Rodney Schwartz**  
CLEARLYSO

Rodney Schwartz is the Founder and CEO of ClearlySo, which raises impact investment for businesses, funds and charities, and which runs the UK's first impact-focused investing network, Clearly Social Angels.

Rodney's background was a senior equities and investment banker with UBS, Lehman and Paribas, before transitioning into venture capital and founding ClearlySo. He currently advises leading UK businesses focused on social impact (including HCT Group and the Ethical Property Company), lectures at the Said Business School (Oxford) and at NIT (Hamburg, Germany), and is Chair of Spacehive. He has published papers on social finance and "3D" investing, where investor decisions account for the three dimensions of risk, return and impact.



**Cathy Wilson**  
HMRC

Cathy has been a Policy Adviser for the HMRC for over 10 years. Previous to that she was a Tax Inspector for the Inland Revenue.



**Edward Daniels**  
FIM SERVICES LIMITED

Edward oversees the provision of fund management services to FIM's timberland funds and private clients; he is also the company's Compliance Officer. Prior to joining FIM, Edward worked for Ludgate Investments advising the Ludgate Environmental Fund, an AIM listed closed-ended fund, on investing development capital in cleantech and environmental technology companies. Previously he was at Ernst & Young providing buy-side due diligence and related transaction services to private equity clients in New York and London.

Edward is a Chartered Accountant and is a registered adviser with the Financial Conduct Authority.



### Keith Heddle

STANLEY GIBBONS INVESTMENT

Armed with an MA in Modern Languages from Cambridge University, Keith spent seven years at Singapore Airlines as Head of Market Development, raising the airline's market share from 6th to 3rd in the UK and securing strategic partnership with the Australian Tourist Commission and key tour operators.

Keith then moved into commercial roles in the wine industry with Madaboutwine, Fosters, Laithwaites and Averys Wine Merchants, significantly increasing wine consumption in the UK and beyond.

In 2009, Keith joined Stanley Gibbons as Group Marketing and Investment Director where he has overseen the opening of the Group's new investment offices in Hong Kong and Singapore to support the growing market in Asia.

Keith has developed several new indices (listed on Bloomberg Professional™ terminals) to provide transparency for investors.



### Christopher Down

HEARTHSTONE INVESTMENTS

Christopher graduated from Cambridge and trained as an accountant with KPMG in London, working on a diverse range of clients in manufacturing and retail. On leaving KPMG he worked with a range of businesses as an independent consultant, specialising in management information and key performance indicators. Larger clients were AWG plc, where he contributed to the refinancing of loans worth over £1bn, and E4business, a specialist wholesaler of electricity backed by Morgan Stanley. During this period he was involved in the management of a family office residential property portfolio, which indirectly led to the creation of Hearthstone in 2010.



### Killian Connolly

PRICE VALUE PARTNERS LTD

Killian is co-founder of Price Value Partners Ltd. and co-manager of the Price Value Portfolio. A graduate of Trinity College Dublin, Killian is a Chartered Financial Analyst (CFA) and has just completed a part-time masters in Economic History at the London School of Economics. He has 10 years' experience in the capital markets, most recently as discretionary portfolio manager at PFP Wealth Management.



### Marcus Bonnell

RPC

Marcus works within RPC's Regulatory Group advising on non-contentious and contentious financial regulation and compliance. Marcus has expertise in a wide range of aspects of financial services regulation including perimeter issues, authorisation applications, supervisory queries, enforcement investigations, and internal investigations. In addition to financial services regulation Marcus is an experienced business crime defence lawyer (bribery and corruption, money laundering, insider dealing, fraud and extradition).

# ALTERNATIVE INVESTMENTS SECTOR OVERVIEW

## TAX ADVANTAGED VENTURE CAPITAL SCHEMES

### Moving into the Mainstream

Lower pension limits, the threat to higher rate tax relief, a reviving economy, the need for flexible estate planning solutions (via BPR) and unambiguous political support have all been drivers behind an increasing interest in the EIS, VCT and SEIS schemes over the last few years. There have been a number of developments as the industry has responded to this growth and now it is probably easier than ever for advisers to access information, educate themselves and assess the tax-efficient investment market.

However, there is still a long way to go before we can say that recommending these products is as quick and simple as recommending more mainstream investments. Understanding the underlying trades, the fees and charges, and assessing performance remains challenging. Ensuring that clients understand the risks and that these products are genuinely suitable for them is vital. There is also the existential risk that as new money moves into the sector, providers will chase volume at the expense of quality, to the detriment of their customers. The sessions on tax-efficient investment this morning will examine these issues.

Advisers who want to find out more can sign up for our Industry Report series (which covers EIS, VCTs and BPR) watch the highlights from our EIS masterclass events or apply to take the Tolley EIS diploma.

For more information please visit [intelligent-partnership.com](http://intelligent-partnership.com)

### Tax Benefits of Venture Capital Schemes

	ISA	PENSION	VCT	EIS	SEIS
ANNUAL CAP	£15,240	£40,000	£200,000	£1m	£100,000
LIFETIME CAP	x	£1.25m / £1m	x	x	x
INCOME TAX RELIEF	x	✓	30%	30%	50%
LOSS RELIEF	x	x	x	✓	✓
IHT RELIEF	x	Depends	x	✓	✓
CGT RELIEF	✓	✓	✓	✓	✓
TAX FREE INCOME	✓	x	✓	x	x
TAX FREE LUMP SUM	x	25%	x	x	x

# ALTERNATIVE FINANCE

## This is Probably Bigger than you think...

Alternative finance comprises crowdfunding and peer-to-peer lending and is the fastest, most exciting part of the alternative investment universe. However, our research has found that the majority of advisers, although they understand the headline concepts, are a long way behind the curve.

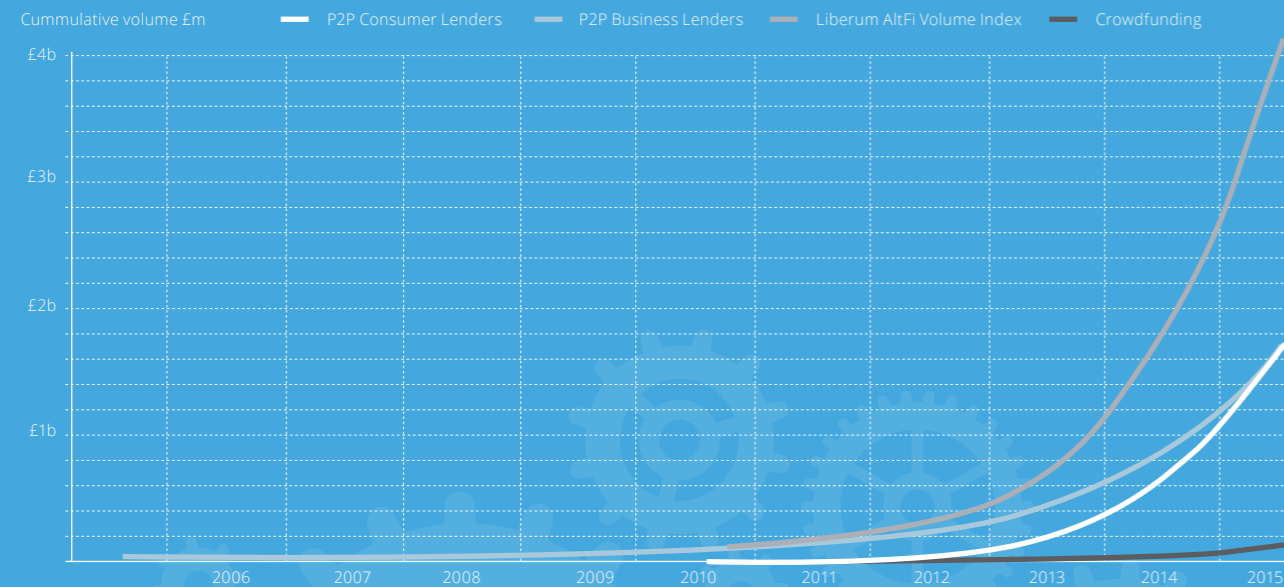
There are a number of big milestones that the advisers we surveyed were unaware of. The government has been a big supporter, deploying money through alternative finance via the British Business Bank, compelling high street banks to refer customers onto lending platforms, amending the way the income from peer-to-peer lending is taxed and announcing the launch of a new ISA product that can hold peer-to-peer investments.

The platforms have now cumulatively written over £4.5 billion worth of business in the UK and institutions are increasingly the biggest investors'. Retail funds have now been launched and the platforms themselves have developed business models that utilise insurance, provision funds, collateral, angel investor's expertise and much more. We'll examine each of these developments and what they mean for advisers during our presentation and panel.

Advisers who want to find out more can sign up for our Industry Report series, which includes a report dedicated to alternative finance.

For more information please visit [intelligent-partnership.com](http://intelligent-partnership.com)

### Liberum AltFi Volume Indices



Volumes in the Alternative finance market have grown exponentially

Source: AltFi Data 2015

# STRUCTURED PRODUCTS

## Is it Time to Reconsider?

Most clients know with their head that they need to take on some risk to earn the level of returns they want, but their hearts tell them that they would prefer to have much more certainty about the final outcome, and some sort of protection if the investment performs poorly.

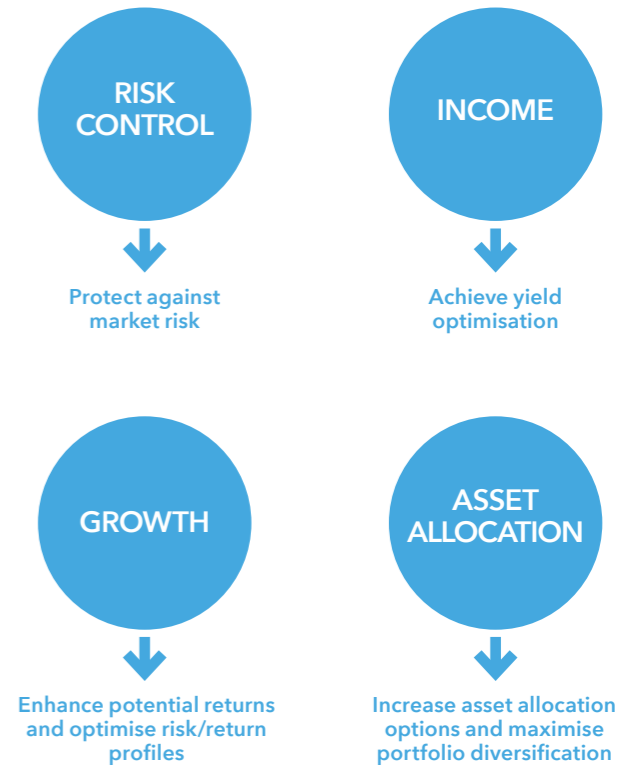
Structured products offer the prospect of a solution to this conundrum, but they are not widely used by advisers. They have been portrayed as complex products that are manufactured rather than tangible investments, relying upon derivatives and impenetrable, black-box-style structures to deliver their returns.

Much of the criticism levelled at structured products is unfair though. If the structure behind the scenes can be complex, the outcomes and the promises that underwrite those outcomes are simple enough, and based on familiar concepts that most lay people understand. The panel today will debate why structured products have been overlooked, and why advisers should reconsider them.

Advisers who want to find out more can sign up for our Industry Report series. We will be publishing a report on structured products in the near future and, if there is sufficient demand, following up with a programme of educational seminars.

For more information please visit [intelligent-partnership.com](http://intelligent-partnership.com)

## STRUCTURED INVESTMENT FOCAL POINTS:



# REAL ASSETS

## Real Returns?

Back in 2013, after a number of high profile failures, near frauds and outright frauds, the regulator clamped down on UCIS funds and effectively turned off the pipeline of SIPP money that was flowing into these products.

We now have severe restrictions on who can invest in UCIS and other NMPIs (Non-Mainstream Pooled Investments) and advisers have generally shied away from anything that looks like it might be investing in "real assets".

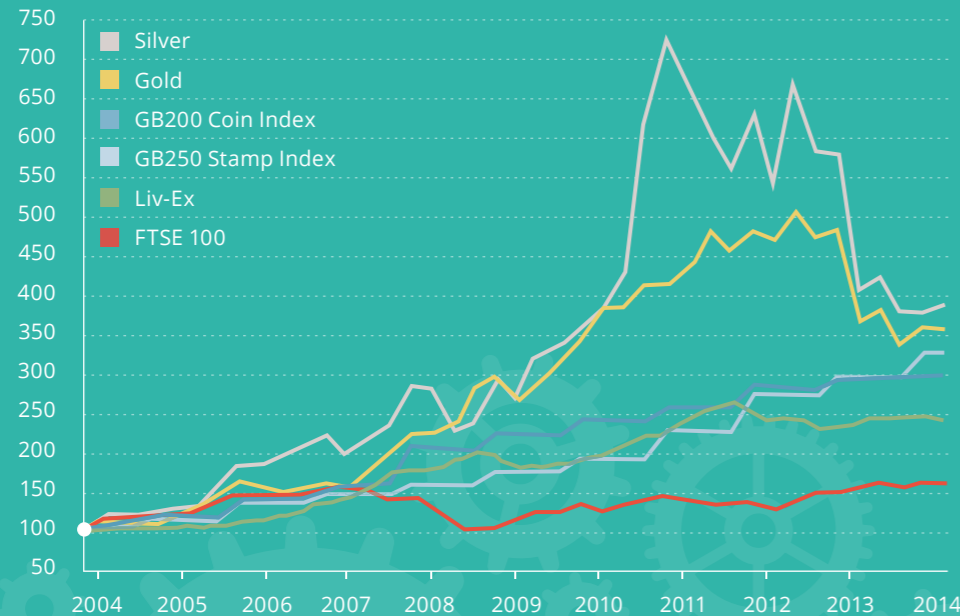
But have we gone too far? Quantitative easing has flooded the economy with easy money, equity markets look overvalued,

bond markets surely must revert soon and the spectre of currency wars, inflation and devaluations looms over us all. Can real assets help address and mitigate some of these risks? And even if we discount the doomsday scenarios, aren't they solid investment opportunities in their own right? After all, investors that can take the long view, such as family offices and endowment funds have been investing in these assets for decades. Our panel will debate the investment case.

Advisers who want to find out more can sign up for our Industry Report series, which includes reports on real assets, UCIS funds and other NMPIs.

For more information please visit [intelligent-partnership.com](http://intelligent-partnership.com)

Collectible Investment Indices



# SOCIAL IMPACT INVESTMENTS

## Prepare for Take-Off

The concept of social impact investments has been around for sometime now. Going beyond the negative screening of stock market based ethical investment funds, social impact investments aim to deliver measurable social benefits as well as financial returns.

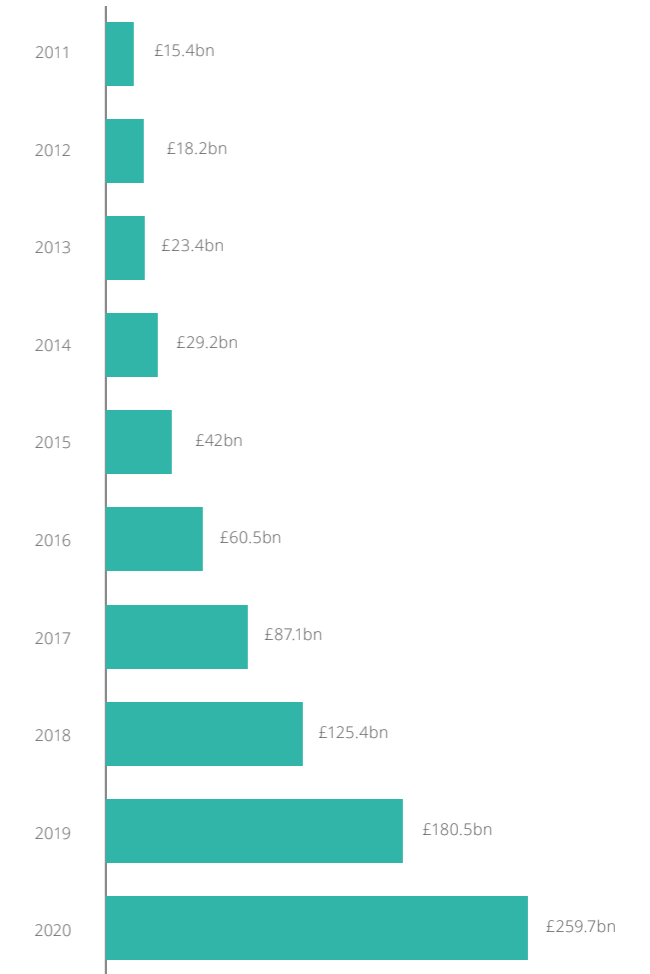
This is a market that could well be about to take off. Social Investment Tax Relief has the same tax incentives that investors can access via the popular EIS scheme, but up until now the cap on the size of a single investment that can be put into a qualifying organisation has been just £275,000. Subject to EU State Aid approval, this is about to be raised to £5 million a year, which will make it viable for fund managers to develop retail investment products.

Notwithstanding the SITR, there are already a number of products in the market that have a proven track record and are delivering returns to their investors. For advisers who have clients who want to see at least some of their money put to work doing good for society, this is an area they should be considering. We'll look at what the future holds for social impact investments in our session today.

Advisers who want to find out more can sign up for our Industry Report series, which will include a report on Social Impact Investments in the near future, or review our research (conducted in conjunction with Big Society Capital) on the product providers considering entering this space.

For more information please visit [intelligent-partnership.com](http://intelligent-partnership.com)

The Size of the Market could reach at least £260bn by 2020



Source: Barclays

# 09.00

## 09.00 Registration

### 09.30 Scene setting and Housekeeping

Daniel Kiernan, Research Director of Intelligent Partnership and curator of the Alternative Investment Summit speaker programme welcomes delegates

Daniel Kiernan  
Intelligent Partnership



### 09.35 The Coming of Age for Alternative Investments

Growing demand for alternative investments is being driven by changes to the pensions regime, the everpresent threat of market volatility, poor value mainstream assets, and increasingly sophisticated and demanding clients. David sets the scene with an industry overview for advisers looking for new ways to add value for clients.

David Stevenson  
AltFi News



### 9.40 Zen and the Art of Alternative Investment

To optimise alternative investments, advisers need to understand their due diligence requirements, compliance and suitability, acquire and retain technical knowledge, understand the whole-of-market and how to source the best products, and find the right PI cover. This session will offer guidance on how advisers can cover all of these areas efficiently.

Danby Bloch  
Helm Godfrey



### 10.00 Growing Pains in Tax Efficient Investments

New market entrants, more investment inflows and increasing innovation are driving market growth but it's also making it more difficult for advisers to compare and select the best tax efficient investment products. This panel of thought leaders will debate the risks and challenges associated with a fast growing and increasingly competitive market, and what advisers can do to make educated choices.

Ian Currie, Seneca  
Kieran O'Gorman, Deepbridge Capital  
Paul Latham, Octopus  
Wyndham North, HM Treasury



### 10.35 Expect the Unexpected - Managing Regulatory Change

With changes in the budget to comply with State Aid rules for tax advantaged schemes, the proposed lifting of the SISR limit to £5m, the thematic review of structured products published, one year into the regulatory regime for alternative finance, and PRIIPS and MIFID II coming, Gillian will compliance specialist offer practical tips for advisers managing a raft of regulatory challenges.

Gillian Roche-Saunders  
Bovill



## 10.55 Coffee Break

# 11.00

### 11.20 A New Dawn for Structured Products

Consistently positive returns from structured products for nearly a decade now highlights that these propositions can potentially meet the contradictory needs of both minimising risks and generating solid returns. The sector has also come a long way in this time, with new research, guides and tools available for advisers. This panel looks at the challenges and opportunities for advisers in structured products.

Chris Taylor, The Investment Bridge  
James Chu, Reyker  
Mike Newman, Hartmoor Financial



### 11.55 Inside the Mind of the Ombudsman

What is the FOS looking for when it investigates complaints from consumers who think they have been advised to make inappropriate investments? How does the FOS process work? What elements of the advice process will it look into and what are the key pieces of evidence advisers need to justify the recommendations they made? This session will address these key questions.

Caroline Mitchell  
Financial Ombudsman Service



### 12.15 Debunking the Myth of Alternatives

Challenging the role of alternatives in genuine portfolio diversification, this presentation will explore the extent to which tax planning should be part of investment planning, when clients need to consider diversification and tax planning, how much advisers should allocate to alternatives, and how they can communicate the benefits to their clients.

Justin Urquhart Stewart,  
Seven Investment Management



## 12.35 Lunch

### 13.30 Investor Demand for Alternative Finance

Crowdfunding and Peer to Peer Lending have emerged as popular new asset classes for more knowledgeable and pro-active investors keen to share in the success of growing SMEs. Our panel will debate the risks and rewards for investors, and offer insights in to what the future might hold for them.

Cormac Leech  
Liberum Alternative Finance



### 13.40 Understanding Risks & Rewards in Alternative Finance

Advisers need to understand alternative finance, and the role it can play in a diversified portfolio, but will they recommend it? Do the risks outweigh the rewards for clients, and what challenges do advisers face in recommending this asset class to clients? Will we see advisers refer clients to borrow from platforms? Our platform panel present the case for advisers.

Goncalo de Vasconcelos, Syndicate Room  
Louise Beaumont, GLI Finance  
Mike Baliman, London Fintech Podcast  
Stephen Findlay, BondMason



### 14.15 Innovation in Alternative Investments

Innovation isn't always a good thing. While some ideas have the power to transform, improve and grow, others can distract or create blind alleys. This panel will identify the truly game changing innovations in alternative investment, regulatory barriers, issues and trends in innovation and, where possible, highlight examples from around the industry.

Andrew Marris, MICAP  
Brendan Llewellyn, Adviser Home  
Dermot Campbell, Kuber Ventures  
Lawrence Gosling, Incisive Media



## 14.50 Coffee Break

# 15.00

# Schedule





# Notes

# THANK YOU TO ALL OUR SPONSORS, PARTNERS AND SUPPORTERS FOR MAKING THIS EVENT HAPPEN.



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At Deepbridge, we work closely with investors and intermediaries to design innovative products, ranging from direct investment in exciting technology growth companies to asset-backed renewable energy projects, to meet their specific investment objectives. Simultaneously, we also actively guide and mentor great management teams to help them realise their potential and build successful leading-edge businesses. We operate across four principle divisions: disruptive technology, life sciences, renewable energy and sustainable technologies. The overarching theme is to generate capital growth for our investors.

Everything we do is underpinned by our extensive knowledge and experience in fields in which we operate. Our principal differentiator is that our expert team possess proven experience in building and developing businesses, so when we support an investee company we can offer engaged practical guidance and mentoring; resulting in potentially better outcomes for our investors.



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FIM Services Limited (FIM) was formed in 1979 and has over 36 years experience of advising high-net worth individuals and institutions on asset backed investments.

FIM has a dynamic team with diversified skills, enabling complex projects to be devised, funded, implemented and managed. Expertise extends to raising both debt and equity for projects both in the UK and overseas.

Many projects are designed to be tax efficient, adding value to individual investors through income tax relief, capital gains tax exemptions and minimising or removing an inheritance tax liability.

Funds under management are in excess of £600 million.



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LGBR Capital, a developer and distributor of innovative financial products, was founded in 2012. The founding Partners have worked together for over ten years and have over 70 years' combined experience. We are based in London, with 30+ staff and focus on three core areas - Tax-Efficient Investments, Long Only and Alternatives. We partner with investment led managers over the long term.

Within the Tax-Efficient Investments side of the business we currently have four Managers with a total of seven funds, spanning VCT, EIS, SEIS and IHT. We are also focused on providing support and training for advisers who are offering tax-efficient solutions to their clients.



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MICAP is a revolutionary online platform and comparison engine providing due diligence and independent research on all the main types of tax-efficient alternative investments in the UK.

Saving valuable time on research, administration and compliance, MICAP enables advisers to compare tax efficient alternative investments using EIS, SEIS, BPR and VCT and offers a range of benefits including:

- Whole of market comparison - immediate access to a range of tax efficient investments
- Tailored search - filters help you match the right product to the right client
- Build portfolios - compare the best mix of investments for your clients' needs
- Due diligence - analysis and reviews help you recommend products with confidence
- Audit trail - all of the compliance documentation you need without the time and hassle

Helping advisers meet their regulatory responsibilities when giving advice to their clients, MICAP also offers a comprehensive and impartial review service operated by our panel of experienced analysts.



Will Laws  
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Oxford Capital aims to makes tax-efficient investments accessible, easy to understand and hassle-free for investors and their financial advisers. They manage investments with one principle in mind - looking after clients' money as though it were their own.

The firm has two distinct investment strategies, Infrastructure and Growth, accessible through a range of tax-efficient investment structures. Its Infrastructure investment team source, execute and manage investments into companies which own and operate infrastructure assets. These assets are typically capable of generating stable revenues through long-term contracts, and they may also benefit from government subsidies. Clients can invest through Oxford Capital's Infrastructure EIS and its BPR-focused Estate Planning Service.

Oxford Capital's Growth team builds partnerships with the founders and entrepreneurs behind small businesses seeking to solve big scientific, technological or commercial problems. Clients can acquire a portfolio of shareholdings in this type of investment through the Oxford Capital Growth EIS.



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Octopus is a fund management business with positions in several specialist sectors including healthcare, energy and smaller company investing.

Founded in 2000, Octopus manages over £5 billion of funds (Octopus: June 2015) on behalf of 50,000 investors, having grown to more than 400 staff, including around 100 investment professionals, and dedicated teams to support investors and advisers.

Octopus works with financial advisers to create investment solutions that combine its expertise in smaller company investing with government approved tax reliefs. The core product range currently includes Venture Capital Trusts, Enterprise Investment Schemes and Inheritance Tax Services.



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www.senecapartners.co.uk

Seneca Partners was formed in 2010, bringing together a first class team of finance professionals with over 300 years of combined investment experience, extensive contact networks and exceptional deal flow.

We are SME specialists, providing equity and debt funding and corporate advisory services to businesses who can demonstrate sound underlying fundamentals and strong growth potential.

Our Regional presence from our 6 office locations in the UK's SME heartland areas enables us to work very closely with our investee companies which we feel is essential when creating value enhancement for investors and stakeholders.



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Stanley Gibbons Investment provides the opportunity for investors to diversify portfolios and to protect and grow their capital in uncorrelated, tangible, heritage assets, principally rare stamps, coins and 1st edition books. These can act as a buffer against volatility in other markets.

We offer structured access to and exit from markets that have a strong and stable track record of performance and could be beneficial to investors with a longer-term investment outlook and those looking for capital growth. Stanley Gibbons stamp and coin indices show 10-12% CAGR over the last decade and bucked the trend in 2008/09 by rising more than 30%.

Stanley Gibbons offer unrivalled 150+ years' expertise in securing and managing rare assets for collectors and investors worldwide with flexible, low cost portfolio structures to suit most investors.



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Citigate Dewe Rogerson is one of the most recognised and well-respected names in corporate and financial public relations consultancy. We offer a full range of communications services to companies, both domestically and internationally, from offices in the UK, Europe, Asia and the Middle East.

Our business is structured across sector lines with dedicated specialists. The sectors we cover include financial services, technology, professional services, consumer brands, oil & gas, retail, distribution & logistics, healthcare, public sector, manufacturing and aviation. All of our teams are supported and reinforced by experts in media relations, crisis communications, investor relations, research, public policy and digital communications.

Our approach is to help clients achieve their business objectives, whether that is seeking a stock exchange listing, completing merger or acquisition activities, promoting and protecting brands, managing crises, launching new products or companies, developing insightful collateral or running stakeholder engagement programmes.



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The EIS Association ("EISA") is an independent, not-for-profit organisation, the aim of which is to assist in the flow of capital and resource available to British small to medium-sized enterprises (SMEs) through the Enterprise Investment Scheme - the EIS and its junior cousin the Seed EIS (SEIS).

The EISA, its founder members and board have been involved with the EIS since inception. The organisation dates back to 1990, originally as the BES Association and has an established history of dealing with tax effective investments in small to medium-sized companies across various economic cycles. The EISA performs a number of key functions, its aims being twofold:

1. To work with HM Treasury, HM Revenue & Customs, Government Ministers, MPs, the FCA, BIS (Department for Business, Innovation & Skills) and other interested parties to improve the success of the EIS;
2. To promote the benefits of the Scheme across the board including investors, EIS companies and their advisers.

Any party involved in EIS Schemes should be a member of the EISA.



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Investment Week has been the premier publication for the investment industry for more than 18 years. The print, tablet and mobile editions and the website serve investment professionals in the UK and are read by key decision makers such as chief investment officers, multi-managers, investment gatekeepers and wealth managers.

Investment Week covers all aspects of the industry, including asset allocation, fund and product analysis, regulation and economic issues. Contributions from a range of top industry commentators as well as comprehensive fund data provide readers with a wealth of information. The success and power of the brand has enabled the launch of a series of market-leading events, including the Fund Manager of the Year Awards and exclusive Senate events.

### Professional Adviser

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Professional Adviser provides a must-read information service for UK-based regulated financial advisers, offering swift and comprehensive insight into developments in the financial services sector.

It was the first breaking news website for financial intermediaries (in its pre-2014 guise as IFAonline.co.uk) and today offers award-winning content for client-facing advisers, paraplanners and business owners.

Professional Adviser helps its readers keep up to speed on developments in regulation, investment, retirement and protection, as well as offering tips and insight into areas including charging and business models. Ultimately, it aims to help advisers make the recommendations clients require.

It is also an events and community brand, putting on one of the industry's best attended (and most respected) awards ceremonies every February.



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Matrix Solutions is the leading Market Intelligence provider within the UK Fund Management, Platform, Life & Pensions and Mortgage sectors.

Established in 1985, skill and expertise in extracting real and demonstrable value from data sits at the heart of Matrix products and services. This has been combined with over 30 years' experience of the UK financial intermediary marketplace, and this unique combination has led directly to the success of our Financial and Mortgage Clarity products, which combine comprehensive transactional information with the traditional Matrix Financial Intermediary databases. Through these and associated products, Matrix clients can gain a detailed understanding of the marketplace in which they operate, allowing them to conduct their own trend and market analyses, which in turn helps to develop and refine the most commercially viable sales and distribution strategies. Matrix is a consulting partner for Salesforce.com, and works closely with many of our clients to deliver bespoke data integration and Single Client View CRM solutions.



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The UK Crowdfunding Association, UKCFA, was formed in 2012 by 12 crowdfunding businesses. Currently there are 24 Members as well as 9 Affiliate Members who are in the process of launching. The UKCFA seeks to promote crowdfunding as a valuable and viable way for UK businesses, projects or ventures to raise funds.

The UKCFA seeks to be the voice of all crowdfunding businesses in the UK (donations, rewards, loans and equity) to the public, press and policy-makers. It also publishes a code of best practice that is adopted by UK crowdfunding business to protect those participating in crowdfunding.

sli.do

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Sli.do, the winner of ETA2013, EVENTEX13 and FRESH14 Event Technology Awards, is a web-based application for event professionals to easily engage their audience with live questions and polls. Everybody can ask and vote for the best questions, which can be displayed live to the entire audience. Instant polls can be created on the spot in just a few seconds and displayed live with results updated in real-time as participants send their votes.

Sli.do works on any kind of device, there is no need to download anything or register. An unlimited number of participants can use sli.do simultaneously and each event can be subdivided into simultaneous streams / workshops. There are no special technical skills required to use sli.do.

Since its foundation in 2012, sli.do has helped to transform over 400 events and has been used by high-profile companies including Google, KPMG, SAP, IDC, Oracle and Fleming in over 30 countries all over the World.



Customer Services  
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As the leading professional body for the global financial services profession, the Chartered Insurance Institute (CII) exists to promote higher standards of integrity, technical competence and business capability. With over 115,000 members in more than 150 countries, the CII is the world's largest professional body dedicated to insurance and financial services.

Our membership covers all disciplines within the insurance industry (claims, broking, underwriting and sales), those working in the life and pensions sector, the mortgage advice market and financial advisers (under the Personal Finance Society brand).

As one of the largest examination awarding bodies in the UK, we have delivered education to over one million students in 150 countries over the last 10 years. Success in CII qualifications is universally recognised as a global standard. While membership of the CII signals a commitment to developing a broad professional capability and to a willingness to adhere to the standards associated with professional status.



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The Personal Finance Society (PFS) is the professional body for the financial advisory profession in the UK. We promote the highest standards of professionalism for technical knowledge, client service and ethical practice across the entire financial advice community for the ultimate benefit of the profession and consumer alike, engendering confidence and trust in our profession.

Our mission is to lead the financial advice community towards higher levels of professionalism. This is exhibited through ethical and behavioural standards, interpersonal and business skills and technical knowledge. We support you, our members, with achieving this goal through a wide programme of activities, including advocacy, guidance, publications and related tools, training and educational events.

With over 34,000 members of which over 4000 are Chartered, The Personal Finance Society represents the highest standards of professionalism within the profession.

*"Intelligent Partnership's educational programme brings together industry thought leaders to deliver technical knowledge and practical guidance for advisers. Intelligent Partnership's events meet the standards we expect for both content and delivery - they are high quality, informative and demonstrate dedication to raising professional standards. It is for these reasons the CII is pleased to accredit them for CPD purposes."*

**Tamsim Mills**  
Director of Accreditation Services  
Chartered Insurance Institute

We actively welcome your thoughts and comments to help shape the development of future events. If you would like to provide feedback, please visit our website or email:

aisummit.co.uk  
events@intelligent-partnership.com



Intelligent Partnership has achieved CPD accredited status for its research and education programmes on Alternative Investments from the Chartered Insurance Institute (CII), Personal Finance Society (PFS) and Institute of Financial Planning (IFP)

This Alternative Investment Summit has been accredited by the IFP, CII and PFS, meaning their members and other financial services professionals can obtain up to 7 hours of CPD for attending the event.

The content has been categorised as technical knowledge, it will count towards structured CPD as online self-test multiple choice questions will be issued by Intelligent Partnership to evidence learning.

Achieving the recognised industry standard afforded by these accreditation bodies for our reports, training and events demonstrates our commitment to delivering balanced, technical and informative content to each of you.

We hope that today is just the start and that you will enjoy more of our content and education programmes. We love producing them, and we love to hear feedback - do get in touch any time to let us know what you think and tell us about any areas you'd like to see us cover.



Membership Team  
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The Institute of Financial Planning (IFP) is a membership and training body focused on supporting Financial Planners and Paraplanners with their personal and development goals as well as helping them to engage with a community of professionals. We're also one of the FCA's accredited bodies authorised to issue statements of professional standing.

IFP members benefit from an extensive programme of branch meetings, training courses, seminars, events and networking opportunities both face to face and online. We help members learn more about the benefits of comprehensive Financial Planning, to structure effective and profitable businesses, gain appropriate CPD and work towards achieving appropriate qualifications such as the CERTIFIED FINANCIAL PLANNERCMP certification.

94% of IFP members agreed that their membership helped to develop their Financial Planning skills, 71% say it's increased their job satisfaction and 65% reported improved client satisfaction (member survey 2013). Please get in touch if you'd like to find out more.



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### **Intelligent Partnership**

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