EIS
MASTERCLASS

NOV 2015

Intelligent Partnership is the UK's leading provider of education and insights on alternative investments.

We deliver accredited research, training and events to a community of financial services and investment professionals. IFAs and Wealth Managers make up the majority of our 5,000 subscribers, all of whom are interested or active in alternative investments.

Our aim is to increase awareness and engagement amongst intermediaries, providing them with the tools and information they need to speak knowledgeably with their clients about the whole investment universe.

Our content is delivered using digital and printed reports, via video and through live events – these are accredited for Continuing Professional Development (CPD) by the Chartered Insurance Institute (CII), Chartered Institute for Securities & Investment (CISI) and Personal Finance Society (PFS).

We are building a future where alternative investments are as understandable and accessible as mainstream assets; if we can do that we will create a much more open and efficient market for everyone.

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Accreditation

CISI ENDORSED CPD PROVIDER CII ACCREDITED Personal Finance Society PFS ACCREDITED

#EISMasterclass

LONDON
10th November 2015
PwC

SOLIHULL
18th November 2015
Hampton Manor

CHEPSTOW
19th November 2015
Marriott St Pierre

KNUTSFORD
24th November 2015
Cottons

HARROGATE
25th November 2015
Rudding Park

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Hello and thanks for attending our **EIS masterclass**, kindly supported by **PwC**, the **EISA**, industry experts and thought leaders from four **EIS fund managers**.

In today's climate, advisers need to be experts in EIS investment opportunities.

Whether it is to mitigate income tax bills, defer a CGT liability, to work alongside an existing pension arrangement, or as part of estate planning, the benefits that come with EIS are unique in addressing such a wide range of clients' most pressing concerns. Research shows that these are the areas where clients feel their advisers add the most value.

This masterclass is designed to help you acquire the technical knowledge you need to be an expert. You will earn 3 hours of structured CPD, hear the latest views on how EIS are going to interact with the new pension freedoms, learn how to avoid common misconceptions and pitfalls, and take away practical tips on how to use EIS with your clients.

Today's event is aimed at advisers who are already active in EIS, or who are planning on taking the EISA diploma. The intention is to avoid the usual product pitches and give you insight and practical knowledge from some of the EIS industry's most insightful thought leaders.

The masterclass will cover tax planning and how to maximise the benefits for your clients, preparing suitability reports and the regulations that govern the scheme - especially in the light of the changes announced in the Budgets this year. We'll also take a look at investment topics such as due diligence, portfolio construction and performance measurement. Finally we'll wrap up with a look at some of the practical considerations to bear in mind when including EIS in your investment proposition.

We hope you will leave the event safe in the knowledge that you are up to date with the latest developments in the sector and confident that you will be able to comply with the rules when you recommend EIS. Most importantly,you will be equipped to deliver a service that is hugely valued by you clients.

Thanks for taking the time to attend this educational initiative and I hope to have a chance to speak with you personally at some point.

Enjoy your morning!

Guy Tolhurst
Managing Director
Intelligent Partnership

FORMAT OF THE DAY

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

We've been really encouraged by the levels of interest in our EIS industry report and previous masterclass events, as it shows that the advisory community is demanding higher quality and more in depth research and education in this area.

While our annual reports help to raise awareness and increase engagement in tax-efficient investments, our masterclass events have an altogether different purpose.

The intention with these half-day events is to provide advisers with technical knowledge in a structured, CPD accredited learning environment.

The masterclass format allows us to bring in industry experts to deliver in-depth educational presentations, share best practice and promote high levels of competency.

We hope that attendees at these event acquire additional skills, understanding and awareness of developments in the alternative investment marketplace. Our masterclasses are not an opportunity for providers to make yet another sales pitch - they are about generating insights and building confidence.

Our aim is to help advisers position themselves as experts in the eyes of their clients.

We know that there are plenty of other training events and seminars that can take you away from the office. We feel that our approach of focusing on education and thought leadership offers IFAs and Wealth Managers a way to stay on top of some of the more complex areas of investment, and feeling able to recommend alternatives to their clients secure in the knowledge that they are among the most up to date practitioners in the profession.

THE VENUES

LONDON
10th November 2015

PwC
7 More London Riverside
SE1 2RT

SOLIHULL
18th November 2015

Hampton Manor
Shadowbrook Lane
B92 0DQ

CHEPSTOW
19th November 2015

Marriott St Pierre
St Pierre Park
NP16 6YA

KNUTSFORD
24th November 2015

Cottons
Manchester Road
WA16 0SU

HARROGATE
25th November 2015

Rudding Park
Follifoot
HG3 1JH

THE EIS

The EIS is a rare **Win-Win-Win** scenario, where the incentive does exactly what it was intended to do with few side effects - and the investors, the investee companies AND the treasury all benefit.

#1 Small businesses are the lifeblood of the economy. They account for more than 90% of businesses, 60% of employment and 50% of turnover in the private sector - and yet they are starved of the capital they need to grow. Net bank lending fell by £3bn in 2014, leaving a funding gap of £167bn.

The Enterprise Investment Scheme is helping to address this: provisional estimates indicate that £1.4bn was raised in the 2013/14 tax year and £1.02bn was raised in 2012/13. In total, almost 22,900 firms have raised £12.2bn since the scheme was introduced. It is important that this source of capital continues to flow into our small businesses to fuel growth and job creation.

In addition, the EIS investment managers provide guidance and support to their investee businesses.

So win number one for the EIS is that it is providing financial backing and technical support for a vital part of the UK's economy.

#2 EIS also addresses a number of important financial planning needs: particularly for the baby boomer generation which control 80% of private wealth in the UK and form the backbone of many advisers' client banks. Some of the things to consider about this group include:

- If they are still working and at the height of their earning power - EIS investments can help offset their last few large income tax bills and provide some high growth for the last few years of accumulation.
- If they are retired and in the decumulation phase - EIS investments can help to defer any capital gains tax bills that are incurred.
- If they are thinking further ahead to passing on their wealth to the next generation - EIS investments mean they can stay invested and be 100% IHT exempt.

So win number two for the EIS is that it helps to meet some of the financial planning needs of the biggest and wealthiest demographic in our society.

#3 Finally, it has been estimated that even though the EIS has some of the most generous tax reliefs on offer in our system, it is actually a net benefit to the treasury. As the investee companies grow, they and their employees pay more in corporation tax, VAT, income tax and NI contributions, more than offsetting the initial tax expenditure.

Win number three is that the EIS may well be self-financing.

In summary

EIS is an asset class whose time has come - it is uniquely able to meet several financial planning needs in one stroke, it is an important help to small businesses and it is one tax relief that should not come under the spotlight for tax avoidance.

08.30

08.30 Registration

09.00 Opening Comments

Dan will kick us off by setting the scene and letting you know important housekeeping details such as how to submit questions and how to claim your CPD.

09.05 Small Company Investing

A positive start for the morning and some broader context for the sessions to come. We'll cover the importance of small businesses to the economy, growth and job creation and how the EIS scheme helps to address the funding gap.

09.20 Tax Planning using EIS

We'll begin the technical sessions by outlining some EIS client case studies and strategies to maximise the reliefs that are available - for CGT, income tax, IHT, how to utilise the "carryback" and how the EIS can be used for tax efficient decumulation in the light of the new pension freedoms.

09.45 Suitability

Suitability reports can be a big burden for advisers, especially when it comes to tax efficient investments that have a dual purpose - growth and tax mitigation. In this session we'll cover what does and doesn't need to be included, what the specific considerations are when recommending EIS and how to make sure this important task can be done efficiently, without taking advisers away from client facing work for too long.

10.10 Concentration or Diversification

The conventional benefits of diversification are well understood, but when they are combined with the loss relief available via EIS, returns can be maximised. We'll take a look at how that works and what sufficient levels of diversification might be, with some worked examples and reference to the research available on the outcomes from investing in small companies.

10.35 Questions Panel

The previous speakers will participate in a panel to answer questions from the audience.

10.45 Coffee Break

Coffee, tea, refreshments and networking.

11.00

11.05 Fees, Performance and Alignment of Incentives:

Investing in small companies and ensuring compliance with the rules that govern EIS requires specialist skills and knowledge. Deals can take a long time to put together, EIS managers often have an advisory role or sit on the boards of their investee companies and eventual exits have to be negotiated. All of this means that EIS charge higher fees than their mainstream counterparts - but how much is too much and what should advisers be looking for when they assess fees and incentives?

11.30 Due Diligence

In this session we look at the areas advisers need to explore when conducting due diligence on EIS opportunities. We'll cover what to ask of the investment providers themselves, and what aspects of the specific product need attention. There's more ground to cover conducting due diligence on and EIS than on a conventional investment, but nothing to be overly concerned about once you know what to look for.

11.55 Changing Regulations

The government wants to ensure that the EIS scheme encourages growth, represents value for money for the taxpayer and complies with EU State Aid rules. All three of these objectives inform the regulations which govern the scheme and there have been some significant changes in the last twelve months. This session details what the rules are trying to achieve, what has changed and what the likely impact of those changes will be.

12.20 Implementing EIS: Practical considerations

Our final session before lunch pulls everything together. Which clients are suitable, how do you introduce EIS to them, how do you go about selecting an EIS investment panel, what's the outlook for 2015/16 and what are the crucial factors to remember when dealing with EIS.

12.45 Questions Panel

The previous speakers will participate in a panel to answer questions from the audience.

12.50 Closing Comments

Summing up before bringing the morning to a close and breaking for lunch and networking opportunities.

13.00 Lunch

Buffet lunch, refreshments and networking.

14.00

Schedule

THANK YOU

TO ALL OUR SPEAKERS FOR PARTICIPATING IN THIS EDUCATIONAL INITIATIVE.

The EIS masterclass is a fantastic opportunity to learn from some of the **leading practitioners** in the EIS industry.

We feel our speaker panel is a good representation of the **depth** and **diversity** of expertise that is available to advisers in this sector.

Speakers

Daniel 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.

Andrew Brierley
PwC

Andrew is a member of PwC's Venture Capital tax team with a focus on advising companies in navigating the complexities of the SEIS and EIS legislation to secure investment.

Andrew's experience includes providing structuring advice, transactional support and securing advance assurance for fast-growth companies and funds.

Andrew Burton
FINANCE YORKSHIRE

With a background in engineering, electronics, management and investment, Andrew has been investing in SMEs in Yorkshire since the late 1980s. For 15 years he managed a team running the Yorkshire Association of Business Angels. In 2004 he was one of the founders of the Viking Fund, which invested £5.0m alongside private EIS investors in 25 high-growth companies in Yorkshire.In 2009, Perth-based Braveheart Investment Group plc (AIM:BRH) acquired Andrew's business and in 2012 added to its regional presence, by acquiring the mandate to manage Finance Yorkshire's £45m Equity-Linked Fund. Andrew heads the Fund with a team of five venture capital specialists and a portfolio of 40+ investments in Yorkshire SMEs. He remains an angel investor and a champion for policies which support UK SMEs, especially EIS and SEIS.

Adam Lawrence
RW BLEARS

Adam is a corporate lawyer who advises fund managers, entrepreneurs and angel investors on a broad range of private and public corporate transactions and matters relating to the EIS, SEIS, VCTs and FCA rules.

Notable experience includes acting for the Hazel Renewable Energy VCTs on their £66m bond refinancing and acquisition of various solar assets and the launch of several EIS, SEIS and IHT funds. Adam joined RW Blears on qualification in March 2012 having trained with Osborne Clarke which included a six month secondment to Motorola Solutions' EMEA legal team.

Anthony Coyte
COMPLYPORT

Prior to joining Complyport, Anthony spent several years in the technical and legal team within a major life assurance company providing support internally to other colleagues and externally to financial intermediaries and other professional advisers. During his career as a senior manager within major financial intermediary firms Anthony has had significant involvement in risk management, financial planning, as a Director of a trustee company, in dealing with both final salary and money purchase pension schemes, advising on complex taxation and technical arrangements and in product and service development. Anthony has carried out functions as training and competence officer and as head of investment committee. Latterly he was very closely involved in the implementation of the FCA Treating Customers Fairly (TCF) initiative and the implementation of the FCA's Retail Distribution Review (RDR). Anthony is a Chartered Financial Planner, Fellow of the Personal Finance Society (PFS) and is qualified as a barrister.

Bob Nicoll
TIME INVESTMENTS

Bob Nicoll joined TIME in September 2014, having previously spent 12 years at Aviva. Bob is originally from Glasgow however on joining Aviva's graduate programme he spent time in London and Cheltenham before settling in Manchester. At Aviva, Bob looked after a panel of key accounts, primarily in the Manchester area.

At TIME Bob works closely with Kate providing support to advisers across the North West. Bob holds a BA Hons in Business Studies and Economics from the University of Stirling and has since achieved FPFS status and most recently the IMC qualification.

Speakers

Damian Davies
THE TIMEBANK

Damian has been a Paraplanner for 15 years, so even before it became fashionable! In that time, he has gone on to found the most established Paraplanning businesses in the country. As you can imagine, he lives, eats and breaths suitability so the rest of us don't have to!

Darren Gowling
CO ANGEL INVESTMENT SERVICE

Darren has worked in the Venture Capital sector since the mid-90s with experience of creating, launching and managing venture capital and seed funds in the North West, Wales and the South West. He hasoperated at Fund Manager/Investment Director and Principal level since 2002. With 20 years' experience in the UK venture capital industry with focus on early stage SMEs, syndicated investments and ERDF structural funds. Darren is a member of the project teams behind the establishment of Objective One funds Finance Cornwall and Liverpool Seed Fund and Investment Director of both funds. He has also lead and managed 150+ individual transactions, investing over £50m and leveraging private sector investment in excess of a further £50m. Darren has experience of working alongside European structural funds, private investors, business angels, bank/debt providers and regional and national public sector funding agencies.

Frank Daly
RW BLEARS

Frank has been advising EIS and VCT fund managers and entrepreneurs for the past four years. He has acted on numerous prospectus fundraisings including the largest crowd funding offer ever for a well-known craft brewery, VCT flotations, EIS fund launches, private equity investments, enhanced share buybacks, dividend reinvestment schemes and tender offers as well as the largest ever VCT merger. He has also carried out sizeable M&A transactions in the renewables sector, provided on-going regulatory advice to a leading crowdfunding platform and acted pro bono for a heritage charity.

Gordon Pugh
BLACKFINCH

Gordon brings extensive experience working in the tax efficient investment sector. He started his career in the Enterprise Investment Scheme team at Close Brothers Investment where he was involved with a number of technology, pub and film EIS companies as well as VCTs and inheritance tax mitigating trading companies. He then joined Octopus distributing VCTs, IHT portfolios and EIS products. Subsequently, he helped to start up Stellar Asset Management and was involved with forestry, hotel, farming, EIS funds and their trading companies for IHT. He has also been involved with investment within the media sector since 2002, including numerous films for UK television. Gordon has the IMC and completed the first stage of the CFA.

Henny Dovland
TIME INVESTMENTS

Henny Dovland joined TIME Investments in January 2014, having previously been at Octopus Investments for five and half years.

She has been working in the tax efficient investment space for nearly seven years and has a particular focus on legislation based tax planning incorporating Enterprise Investment Schemes and Inheritance Tax Planning through the use of Business Relief qualifying investments. Henny has during the last seven years worked exclusively with financial advisers, wealth managers and private banks to allow planners to add value to their client bank and their professional connections.

Ian Robson
TIME INVESTMENTS

Ian joined TIME as Senior Business Development Manager in March 2014, having previously been at Octopus Investments for six years, where he held the role of Senior Business Development Manager. At TIME Ian is responsible for building business relationships with advisers and their introducers across the Midlands and Central/North Wales region. Ian also manages the team of field based Business Development Managers that cover the North of the UK. Ian graduated from Lancaster University with a BA Honours Degree in Accounting & Finance and has over 25 years' experience in financial services, having worked for NPI for 13 years, latterly as a Regional Sales Manager. Outside of work, Ian's passions include travel and most sports, but he particularly enjoys cycling and tennis which enable him to indulge his love of food and the occasional glass of wine.

Jason Butler
WEALTH MANAGEMENT CONSULTANT

Jason is a Fellow of both the Chartered Institute for Securities & Investment and the Personal Finance Society and a Certified Financial Planner. He is a visiting lecturer on financial planning and an honorary Fellow of Northampton University. After 25 years Jason recently sold his stake in multi-award winning adviser Bloomsbury Wealth Management, to focus entirely on speaking and writing about financial wellbeing. He is author of The Financial Times Guide to Wealth Management: How to plan, invest and protect your financial assets and provides expert comment on personal finance to The Financial Times, BBC and a range of other publications, media and websites. In 2012 he was recognised by Citywire as one of the UK's top 100 financial advisers.

Jerry R. Price
BLACKFINCH

Jerry joined Blackfinch in 2013 to focus on strategic account management and has over 25 years experience in the financial services industry which has ranged from direct sales, management training and managing an IFA network. Jerry is well known and highly respected for the depth of his knowledge and understanding of the challenges advisers face both at an individual and corporate level.

Speakers

Joanna Bevan
TIME INVESTMENTS

Joanna joined TIME as a Business Development Manager in March 2012, having previously worked as a financial adviser in the Midlands. An Economics graduate, Joanna has worked in the finance industry for 13 years and has a wealth of knowledge and experience. She started out as a Mortgage Broker for Park Row Associates, before becoming FPC qualified then moving into a Corporate Financial Planning role at Barclays. Joanna has recently completed the STEP qualification becoming a STEP affiliate, and is now working towards chartered status.

Keith Robertson
AMSTRONG FINANCIAL

Keith is among the highest qualified practitioners in the country, awarded MSc with Merit in Finance & Investment Risk. He is Chartered Wealth Manager, Chartered Financial Planner & Fellow of the three main professional bodies. He was inaugural Chartered Champion for PFS London and is immediate past-chair of PFS London. He works to improve the standard of professional education, sitting on the CISI's Qualifications Assessment Board and on the examining panel for their suite of Masters Exams He has served as a member of two government-sponsored working groups reviewing & revising the professional syllabus for pensions, financial planning & investment & risk. Heis Managing Director of Armstrong Financial Ltd Chartered Financial Planners, having practised holistic financial planning & investment since 1994.

Louise Mountford
PwC

Louise is part of PwC's Venture Capital tax team. She builds relationships with companies and funds looking for SEIS and EIS investment. Louise works closely with these companies to help them understand the complexities surrounding the tax legislation and provides support from dealing with HMRC to advising on transactions to ensure the qualifying criteria is met and maintained.

Matt Taylor
ROCKPOOL

Matt is the Managing Partner of Rockpool Investments LLP, which he founded in 2011. With a mission to make investing in private companies as easy as the stock market, Rockpool has already brought together clients with investable wealth of over £1 billion. Matt has been investing in private companies for over 20 years. For more than half that time, he has focused on creating tax-efficient routes into this sector for individual investors. His early career was spent as a private equity investor at 3i, during its time as the dominant player in the UK.

Roger Blears
RW BLEARS

Roger has been advising alternative investment fund managers and fast-growing companies for over twenty years and is one of the top names in the Venture Capital Trust and Enterprise Investment Scheme industries with a reputation as a 'can do' innovative corporate finance and tax lawyer. Roger was formerly the Senior Partner and Head of Corporate Finance of Martineau before establishing RW Blears LLP in 2009. He is a former non-executive director of Foresight Technology VCT plc and Foresight 2 VCT PLC, and currently a non-executive director of the Enterprise Investment Scheme Association and a member of the VCT Forum of the Association of Investment Companies. Roger is also a Trustee of the Wye & Usk Foundation.

Sarah Wadham
EISA

Sarah has been Director General of the EIS Association for over two years during which time the membership has grown significantly and spread its reach to regions outside the south east. The Association has strengthened its links with the BVCA and other related trade bodies and seen the launch of the EIS Diploma. Previously Sarah worked for over ten years in the early stage company space and has helped several companies, mainly in software and technology, raise finance from Business Angels and EIS Funds. Before that she was a technology analyst and broker with Dominick and Dominick, a New York brokerage firm.

Simon Ruthers
OXFORD CAPITAL

Simon works with private clients and their advisers to access Oxford Capital's investment programmes. He brings considerable experience of investment structure, tax and wealth management strategies. With over 15 years experience of the wealth management sector, Simon started his career with Rothschild Asset Management in Guernsey and most recently work for St. James's Place Wealth Management. Simon graduated from Bournemouth University with a BA (Hons) in Financial Services and is an Associate of the Personal Finance Society.

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 advisor 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. Andrew graduated with a first class honours degree in Structural & Civil Engineering from the University of Bath and has an MSc and post graduate diploma from the Imperial College London.

THANK YOU TO ALL OUR SPONSORS, PARTNERS AND SUPPORTERS FOR MAKING THESE EVENTS HAPPEN.

Louise Mountford
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PwC's venture capital tax team comprises tax practitioners dedicated to advising Venture Capital Trusts, EIS funds, SMEs, early-stage growth companies, and business owners on the tax issues impacting them. As well as expertise on venture capital tax reliefs, the team has a broad range of skills advising on corporate and shareholder taxes, transactions, management incentives, financing and innovation incentives such as R&D, Patent Box and Creative Sector reliefs.We have a national network of EIS and SEIS specialists and a group of specialist advisors who focus on VCT, IHT and BPR qualifying funds. We also have access to PwC's wider tax and international network and work closely with PwC's Fast Growth Companies team which brings a range of expertise to early stage businesses, including: corporate finance, consulting and assurance related service offerings.The legislation governing venture capital tax reliefs can be very complex, and our firm has been advising in this area since the inception of the schemes in the 1990s.

Simon Housden
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TIME provides tax efficient investment solutions and we're proud to say we're rather good at it – our original Inheritance Tax service boasts an impressive 19 year track record of successfully achieving Inheritance Tax savings for our investors.

What stands us apart in our market is our focus on seeking consistent stable returns which we deliver through a defensive investment strategy. We pride ourselves on offering real transparency around our products, what we invest in and what the risks are. We're dedicated to supporting the adviser market and we recognise that our services require professional advice, which is why we don't accept direct investments.

We also have a nationwide sales team on hand to assist financial advisers in identifying solutions for their clients' financial concerns, dealing with technical queries and delivering one-to-one support.

Jerry R. Price
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Blackfinch Investments is an established and experienced manager in the UK market for tax efficient and capital protected investments. Blackfinch specialise in Inheritance Tax mitigation through Business Property Relief (BPR) for both individuals and corporate entities, Enterprise Investment Scheme (EIS) Portfolios and also Seed EIS (SEIS) Portfolios. With a focus on capital preservation, Blackfinch look to protect investor capital through asset backed investment strategies in sectors such as property, lending, renewable energy and media.

Underpinning this investment strategy is a first class client services and intermediary support team based in both London and Malvern, Worcestershire. Their approach embodies the Blackfinch philosophy: efficient client-focused solutions delivered in a simple and transparent way.

Anthony Coyte
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Complyport is a leading and well-respected regulatory and compliance consulting company which advises both UK and overseas firms in the financial services sector. We have a team of regulatory and compliance professionals, most of which are former regulators and/or senior practitioners in the industry and several are qualified investment professionals, lawyers or accountants. We provide a complete range of regulatory and compliance services to a wide range of UK and overseas owned firms in the wholesale and retail financial services sector, including investment management, securities brokerage, banking, venture capital, private equity, corporate finance, social finance and capital introduction. Our UK based team covers the UK, Europe and the Middle East. Our London based US Desk advises on US regulatory matters whilst our International Desk deals with wider cross-border regulatory requirements. We have an office in Hong Kong that covers the Asia-Pacific and we have associate firms in several other international jurisdictions.

RW Blears

Solicitors

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RW Blears are specialist lawyers in the EIS, VCT and Private Equity markets. We provide services for well- established managers in this market, as well as new start-up investment companies. Unusually we provide the complete service of regulatory, corporate and tax advice, although the different services can be accessed separately.

Our team advises asset managers, private investors and investment funds on legal, regulatory and tax matters. Areas of expertise include establishing a wide range of EIS funds, Venture Capital Trusts, IHT Funds and other private equity fund structures for managers of tax advantaged fund structures. We work across infrastructure asset classes in areas such as solar, wind, and biomass, as well as for media, technology, precision engineering and general industrial and commercial enterprises. This expertise makes us the adviser of choice for many of the established fund managers in this industry.

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Rockpool creates private company investment opportunities for its Network of successful entrepreneurs and professionals. Deals created for the Network are also open to a wider audience of investors through Rockpool's EIS Portfolio Service. This Network Investment model offers unrivalled transparency and flexibility for investors.

Rockpool targets companies which are profitable or have significant asset backing. The Rockpool Network includes hundreds of successful entrepreneurs with experience in a wide range of business sectors. This gives us access to hidden opportunities, acts as an anchor for our decision making and enables us to contribute more to the success of the private companies we support. In the last 3 years, nearly 1,000 investors have committed £100 million to 25 companies through Rockpool.

Simon Ruthers
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Oxford Capital aims to make EIS investments accessible, easy to understand and hassle-free for investors and their financial advisers.

The firm has two distinct EIS strategies - Investment in high growth companies from a range of industries and investment in companies which own infrastructure assets.

The Oxford Capital Growth EIS portfolio backs established businesses to support their expansion. Oxford Capital builds each investor a portfolio of around 8-10 companies, providing the tax advantages of the EIS whilst mitigating some of the risk of smaller company investments through diversification.

The Oxford Capital Infrastructure EIS invests in companies which own and operate infrastructure assets, such as renewable energy installations, earning revenues through long-term contracts. Because the investments are asset-backed, the Infrastructure EIS has a lower risk profile than some other EIS investments.

Andrew Marris
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MI Capital Research Ltd (MICAP) is a provider of quality independent due diligence and research into the alternative investment market.

Founded in 2013, MICAP also provides an innovative and user-friendly online system for advisors and investors considering EIS, VCT, SEIS and BPR investment.

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The Timebank is the most established outsource Paraplanning service, providing bespoke Paraplanning support to hundreds of advisers across the country.

Mary Rodgers
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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 UK 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/SEIS; 2. To promote the benefits of the Schemes across the board including investors, EIS/SEIS companies and their advisers.

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

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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www.thepfs.org

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 accross 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.

Customer Support Centre
020 7645 0777
customersupport@cisi.org
www.cisi.org

The CISI is the largest and most widely respected professional body for the securities and investment industry in the UK and in a growing number of major financial centres globally. Since merging with the Institute of Financial Planning (IFP), together we will help to bring the highest standards of professionalism to all areas of the financial services industry and provide additional strength and an even greater presence in the Financial Planning sector.

Notes

LEARNING OBJECTIVES

This event has been designed to provide assisted learning for the **Tolley EIS Diploma** as well as providing delegates with **structured CPD**, a requirement of which is the meeting of specific learning objectives.

We have defined **six primary learning objectives** for this half day masterclass. Achieving these will equip delegates with relevant practical knowledge of EIS, supporting them in their study for some of the more technical chapters in the EIS diploma.

The EIS tax reliefs and how to maximize them for your clients

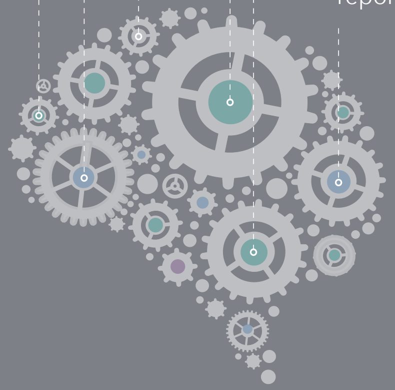
The benefits of a using a portfolio approach to reduce risk and maximise the benefits of loss relief

How to research and asses EIS schemes, and set up an investment panel

How to segment your client bank to identify potential candidates for EIS, and how to assess client suitability

The regulations that govern EIS, and how they have changes in the last twelve months

How to write compliant and understandable suitability reports when recommending EIS



The masterclass will act as assisted learning for these chapters within the Tolley EIS diploma:

CHAPTER 3 **Tax Reliefs**:

- *Income Tax relief when subscribing for shares under the EIS*
- *CGT relief for investing in EIS*
- *IHT relief for shares in EIS*

CHAPTER 4 **EIS Funds**:

- *Analysing and comparing EIS funds and providers*
- *How to benefit from the tax reliefs*
- *The tax reliefs and benefits of EIS investing*
- *Types of suitable investors*

YOUR FEEDBACK

Name: ....

How would you rate each of the following?

	Poor	Good	Very Good	Excellent
Venue	☐	☐	☐	☐
Location	☐	☐	☐	☐
Format of the morning	☐	☐	☐	☐
Content and topics	☐	☐	☐	☐
Number of speakers	☐	☐	☐	☐
Timing (month of the year)	☐	☐	☐	☐

How would you rate the masterclass **speakers** for content and presentation, where 1 is poor and 5 is excellent?

Speaker	Content (1-5)	Presentation (1-5)
Joanna Bevan		
Roger Blears		
Andrew Brierley		
Andrew Burton		
Jason Butler		
Anthony Coyte		
Frank Daly		
Damian Davies		
Henny Dovland		
Darren Gowling		
Dan Kiernan		
Adam Lawrence		
Louise Mountford		
Bob Nicoll		
Jerry Price		
Gordon Pugh		
Keith Robertson		
Ian Robson		
Simon Ruthers		
Matt Taylor		
Sarah Wadham		

We'd love to hear your thoughts...

If you were to recommend this event to a colleague, what would you say?

....

....

....

....

Are you likely to recommend our masterclass events to a colleague or fellow professional?

☐ Yes ☐ No

Would you be interested in more research and education on tax-efficient investments? (Please tick all that apply)

☐ EIS Industry Report ☐ SITR Industry Report
☐ BPR Industry Report ☐ BPR Masterclass
☐ VCT Industry Report ☐ VCT Masterclass

Which other alternative investment sectors are you interested in? (Please tick all that apply)

☐ Real Assets
☐ Alternative Finance
☐ Social Impact Investments
☐ Structured Products

Are you happy to participate in our surveys to help create a more transparent and efficient market?

☐ Yes ☐ No

If you have enjoyed this event can we contact you by email afterwards to obtain a short testimonial?

☐ Yes ☐ No

Tolley® Exam Training Enrolment Form

The content of the EIS Masterclass is designed to act as assisted learning for core elements of the Tolley EIS diploma. Attendees of this masterclass that register for the diploma will benefit from our specially negotiated group discount of 40%.

1. Order Details

☐ Please enrol me on the EIS Diploma course at the special discount rate of £190 (including VAT)

(includes £50 registration fee, examination fee and EISA accreditation)

2. Delivery Details

Material to be sent to ☐ Home address ☐ Work address

Please note that the course material will be sent to you by courier and will need to be signed upon delivery.

Postage: please note that delivery of material within England, Scotland and Wales is free of charge. We reserve the right to charge additional costs of delivery outside of these areas.

Student Details

Full name

Home Address

Postcode

Phone

Email

Employer Details

Full name

Home Address

Postcode

Phone

Email

3. Your Payment Choice

☐ Please debit me my personal credit /debit

** To comply with the Payment Card Industry Data Security Standard (PCI-DSS), LexisNexis does not acceot payment card details by email, fax or post. An authorised member of staff will contact you by telephone to arrange payment.*

☐ Cheque payable to LexisNexis for £

☐ Please invoice my company

4. Order Authorisation

Signed ±~

Print name

Date

We accept responsibility for the payment of fees due and have read and understood all the terms and conditions found on www.tolley.co.uk/extraining_t&c

±~ I consent to Tolley® Exam Training processing, recording and retaining my Personal Data including sensitive personal data relating to my training and, if my employer is paying for my course, I further consent to Tolley exam Training releasing all or part of such to my employer.

Please return this enrolment form to Intelligent Partnership who will pass it to Tolley Exam Training.

For more information please call 020 3364 4500, email examtraining@lexisnexis.co.uk or visit www.tolley.co.uk/EISDiploma

eisa enterprise investment scheme association

Tolley® Tax intelligence from LexisNexis®

"The CISI is pleased to confirm its accreditation of this EIS Masterclass. Intelligent Partnership has established itself within the financial planning community as a provider of high quality CPD.

Intelligent Partnership's events and reports are an excellent resource for financial planners looking to further their knowledge and understanding across investment sectors."

Sam Rees-Adams
Head of External Accreditation, Chartered Institute for Securities & Investment

"Intelligent Partnership's masterclass 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."

Tamsin Mills
Director of Accreditation Services, Chartered Insurance Institute

Intelligent Partnership actively welcomes thoughts and comments to help shape the development of this event. If you would like to provide feedback, please visit our website or email:

intelligent-partnership.com/events
events@intelligent-partnership.com

Intelligent Partnership has achieved CPD accredited status for its education programmes on Alternative Investments from both the Chartered Insurance Institute (CII), Personal Finance Society (PFS) and Chartered Institute for Securities & Investment (CISI).

This EIS masterclass has been accredited by the CISI, PFS and CII, meaning its members and other financial services professionals can obtain 3 hours of structured CPD for attending the event. To claim your structured CPD certificate for this half day masterclass please visit:

www.intelligent-partnership.com/cpd

Achieving the recognised industry standard afforded by the CII, PFS and CISI 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

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