



# BUSINESS RELIEF INDUSTRY REPORT 2019

## EXCERPT FROM ADVISER SURVEY: PERFORMANCE IS KEY

### WHAT ARE YOUR TOP 3 CONCERNS WHEN SELECTING A BR INVESTMENT?

LACK OF LIQUIDITY	56%
INVESTMENT RISK	55%
EXIT RISK	38%
LACK OF TRANSPARENCY	35%
NO TRACK RECORD	29%
SUITABILITY	16%
HMRC CHALLENGE	16%
COMPLIANCE AND DUE DILIGENCE	0%
SECTOR REPUTATION	0%

We speculate that current conditions have heavily influenced these results. Last year Compliance and due diligence was the main concern, whereas this year it doesn't register at all. Instead, Lack of liquidity appears in well over half of advisers top three concerns - an 11% increase since 2018. Investment risk has also jumped from just under 43% to almost 55%. Exit risk, which stood in fifth position last year has moved up to third.

The proportion of advisers who place concerns like suitability and HMRC challenge in their top three has almost halved. So tangible, performance related issues are most important for advisers.

### DO YOU SEE YOUR USE OF BR INCREASING OR DECREASING OVER THE NEXT TWO YEARS?

As with last year, no advisers saw their use of BR decreasing in the next two years. There has been a slight shift with just over 2% more expecting it to stay the same, but the positivity remains very high with over three quarters predicting an increase.



To download the full report, go to:  
<https://intelligent-partnership.com/br-industry-report-2019/?aff=IP&src=BR2019>