

Tax Efficient Review

Issue No: 367
Product: Baronsmead VCT and VCT 2 plc
Tax Status: Venture Capital Trust
Fund Group: Gresham House Asset Management

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The investments may not be suitable for all investors and you should only invest if you understand the nature of and risks inherent in such investments and, if in doubt, you should seek professional advice before effecting any such investment.

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ADDITIONAL RISK WARNINGS**Venture Capital Trusts**

1. An investment in a VCT carries a higher risk than many other forms of investment.
2. A VCT's shares, although listed, are likely to be difficult to realise.
3. You should regard an investment in a VCT as a long term investment, particularly as regards a VCT's investment objectives and policy and the five year period for which shareholders must hold their ordinary shares to retain their initial income tax reliefs.
4. The investments made by VCTs will normally be in companies whose securities are not publicly traded or freely marketable and may therefore be difficult to realise and investments in such companies are substantially riskier than those in larger companies.
5. If a VCT loses its Inland Revenue approval tax reliefs previously obtained may be lost.
6. No investment can be made by the VCT in a company whose first commercial sale was more than 7 years prior to date of investment, except where previous State Aid Risk Finance was received by the company within 7 years (10 years for a 'knowledge intensive' company) or where a turnover test is satisfied; and
7. No funds received from an investment by the VCT into a company can be used to acquire another existing business or trade.

Type	Generalist VCTs: Baronsmead Venture Trusts plc (“BVT”) and Baronsmead Second Venture Trust plc (“BSVT”)
Size	£40 million in aggregate (before costs) with an over-allotment facility of up to a further £10 million in aggregate
Manager	Gresham House Asset Management Ltd
Promoter	RAM Capital LLP
Sponsor	Dickson Minto
Focus	Unquoted and AIM traded companies
Funds initially invested	Cash, Cash OEICs, Equity funds managed by Gresham House
Minimum investment	£3,000 per VCT
Closing dates	5th April 2020 or when fully subscribed
Issue Costs:	2.75% cost to investor. No trail commission is paid to execution-only platforms.
Initial Adviser charges:	No adviser charges paid except for facilitation of fees to IFAs

Table 1: Offer Pros & Cons

PROS	CONS
Good performance to date (based on previous management buyout strategy) has degraded lately due mainly to effect of AIM holdings losing value	Change of investment strategy from a small number of large buy-out deals to a larger number of investments in smaller companies
Well resourced team who have worked together for many years	Full AMC charged on cash and cash equivalent holdings
Move of investment management contract from Livingbridge to Gresham House looks well planned and supported	Higher proportion of AIM based investments in comparison to its Generalist VCT peer group, which has impacted performance in the last twelve months and may lead to higher volatility

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Key Information Document

Since January 1 2018 a potential VCT investor must be furnished with a Key Information Document (KID). In the opinion of Tax Efficient Review, the use of KIDs by advisers and investors is not straightforward as VCTs do not easily lend themselves to the prescriptive handling required by the Packaged Retail and Insurance-based Investment Products (PRIIPs) Regulations. After that date no VCT can be sold to an investor without a KID.

Changes since last review (Issue 353 January 2019)

In November 2018, the management of the Baronsmead stable of VCTs moved from LivingBridge VC LLP to Gresham House Asset Management. This made sense from the points of view of both companies; LivingBridge were moving more

Table 2: Funds under management by the VCT investment team as at 31 August 2019

Data source Gresham House Asset Management Ltd

	Net assets	Annual Management fee	Still to be invested to meet Board set 80% in qualifying companies
	£m	£m	£m
VCT Funds			
Baronsmead Venture Trust plc	153.0	3.28	Nil
Baronsmead Second Venture Trust plc	177.3	4.65	Nil
TOTAL	£330.3m	£7.93m	
Non-VCT Funds than can co-invest with VCT funds			
None			
Non-VCT Funds than cannot co-invest with VCT funds			
LF Gresham House UK Micro Cap Fund (excluding the Baronsmead VCT investments)	115.9	Not disclosed	N/A
LF Gresham House UK Multi Cap Income Fund (excluding the Baronsmead VCT investments)	31.7	Not disclosed	N/A
TOTAL	£477.9m	£7.93m	-

towards larger, institutional VC deals and Gresham House is an AIM quoted specialist asset manager providing funds, direct investments and tailored investment solutions, including co-investment across a range of highly differentiated alternative investment strategies. Over the past 2 years Gresham House has spent over £45m acquiring three tax advantaged providers - Hazel Capital in 2017, FIM in 2018 and Livingbridge in 2018. The team have now had a year of operating within the new house and we cover this move in more detail in the Investment Team section of this report, but the majority of the VCT team at LivingBridge moved across to Gresham House when the VCTs moved.

There has also been a shift in the investment strategy of the Baronsmead VCTs in light of changes to the VCT qualifying rules. The Baronsmead VCTs are some of the earliest and most successful VCTs to be launched. They achieved their track record by making larger investments in a smaller number of established businesses, largely pursuing an MBO orientated strategy. Since the changes to the VCT qualifying criteria in 2017/18, they now focus on making smaller initial investments in a greater number of earlier stage businesses. A key question for investors and their advisers is whether the Baronsmead team can maintain their impressive track record of NAV and dividends in light of these changes.

TER classification

The Baronsmead VCTs have always been classified as generalist VCTs with a track record, but there still remains a higher percentage of AIM quoted stocks within the portfolios of the two Baronsmead VCTs compared to the rest of the generalist VCT peer group. As can be seen in Table 3, of the +£330m in assets under management in the two Baronsmead VCTs as at 31 August 2019, over £132m (40%) is held in AIM investments and over £108m (33%) in cash or cash equivalents.

For this reason we classify them as "**VCT Hybrid growth and AIM focussed with track record**".

Offer

The Baronsmead VCT offer is split across the two existing Baronsmead VCTs: Baronsmead VCT (BVT) and Baronsmead Second VCT (BSVT). The VCTs are seeking to raise £25 million in cash each before expenses, comprising of £20m each in total with a £10m over allotment facility.

BVT and BSVT are amongst the largest VCTs in the industry and were formed through a series of mergers that took place during 2016:

- BVT is formed from the previous Baronsmead VCT plc (established in 1995) and Baronsmead VCT 2 plc (1998);
- BSVT is formed from the previous Baronsmead VCT 3 plc (2001), Baronsmead VCT 4 plc (2001) Baronsmead VCT 5 plc (established as Baronsmead AIM VCT plc in 2006).

As with the previous five Baronsmead VCTs, BVT and BSVT co-invest alongside each other in unquoted companies, as well as AIM-listed companies. These VCTs tend to have a much larger proportion of assets in AIM-traded companies (both qualifying and non-qualifying) than other generalist VCTs which are predominately invested in unquoted companies (see Table 3 for the asset mix of BVT and BSVT) as at 31 August 2019):

As this launch is a further issue of shares, the price at which the New Ordinary Shares will be allotted will be calculated based on the latest published net asset value of an existing Ordinary Share divided by 0.9725 (to allow for the costs of the offer of 2.75 per cent.), rounded up to the nearest 0.1p per share.

If the current fund raising is successful in reaching full subscription, this will give the Baronsmead VCTs a higher degree of cash weighting that TER would consider appropriate for a VCT of this size.

VCT Investment Strategy

In the unquoted section of the portfolio, a "top-down, sector-driven" approach to choosing investments is adopted. This starts with the economic drivers that are seen by the Investment team as important going forward (low and stable inflation, resilient sales levels during this current difficult period and information connectivity) which determine the key attributes needed by companies to grow at rates superior to the underlying economy (scalability and pricing power). The sectors favoured at present to deliver this growth include business services, technology, media and telecommunications, consumer markets and healthcare and education.

The new rules introduced in November 2015 require new investments by all the VCT industry to be made in younger and smaller companies for growth and development purposes. The Baronsmead VCTs have adapted to these new rules by amending their investment policies. They have shifted from making larger investments in more established businesses to making a higher number of smaller initial investments, with the expectation of following-on those which show promise. Table 4 shows the recent investments made by the manager, which in the twelve months to August 2019 total

£24.4m: £15.6m into new companies, £3.8m into follow-on investments and £5m in AIM companies.

For the AIM portion of the portfolio, a private equity approach to AIM investing is adopted. This means undertaking due diligence on both the investee company and its management (with the manager using its knowledge from national and regional connections to assess the trading relationships and competitors of AIM-traded companies), focusing on the Investment team preferred sectors and seeking to identify attractive growing niches. As part of this approach, the manager focuses on businesses that are expected to be attractive acquisition targets to realise investments through trade sales / acquisition. The AIM quoted holdings are also regularly reviewed to see if the investment team at Baronsmead would still consider them as a worthy investment.

As two of the largest and longest established VCTs, BVT and BSVT each has an established portfolio comprising 26 unquoted investments and 56 AIM-traded investments at 31 August 2019. As “evergreen” VCTs, their strategy is to continually replace investments that are sold with new investments in unquoted and AIM –traded companies to provide long-term investment returns to their shareholders through regular payments of tax-free dividends.

Dividend and Share Buy-Back Policy

A new common dividend policy was announced in Sept 2019.

- Each Board will, wherever possible, seek to pay two dividends to Shareholders in each calendar year, typically an interim in September and a final dividend following the AGM in February/March;
- The Boards will use, as a guide, when setting the dividends for a financial year, a sum representing 7% of the opening NAV of that financial year

This is a major change from the previous policy which was based on aiming to sustain a minimum annual dividend level at an average of 6.5p per share.

Baronsmead have been instrumental in showing the way for the rest of the VCT industry when it comes to discount management and have paid attention to developing a healthy secondary market for the existing shares. This, together with Dividend Reinvestment Plans, whereby participants dividends buy existing shares and a share buy-back scheme at 5% below net asset value is offered to investors wishing to exit, should help reduce any discounts of the share prices to the VCTs’ net asset values.

Tax Efficient Review Strategy rating: 29 out of 30

Track record

Over the past 10 years, the Baronsmead VCT has declared an average dividend of 8.4p per share, and the Baronsmead Second VCT has declared an average dividend of 8.95p. An impressive level of dividends for shareholders within these VCTs, but these were generated under the previous investment style. Whether this can be maintained going forwards will have to be seen, but Gresham House have said that 77% of the existing portfolios remain invested under the "old" rules and they say that the more mature AIM companies should have sufficient liquidity to allow for top-slicing to aid dividends going forwards. However AIM liquidity is very uncertain, and it should be noted that in the interim accounts as at 31 March 2019 the auditors, due to limited trading in the shares, have required both VCTs to reclassify 10% of their

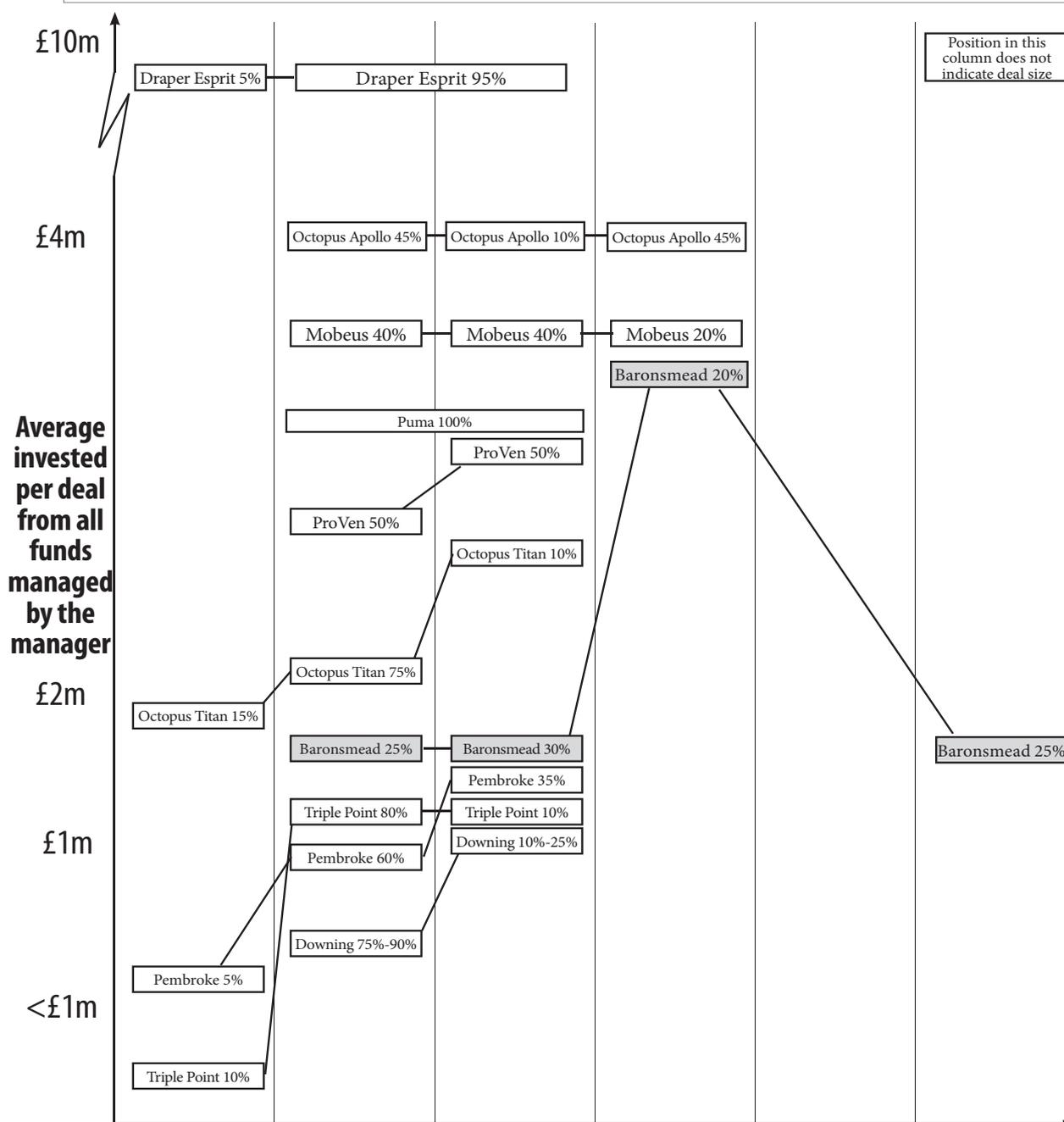
Table 3: Baronsmead VCT offers as at 31 August 2019 Source: Gresham House and published accounts

	Baronsmead Venture Trust plc	Baronsmead Second Venture Trust plc
Estimated issue price	78.2p	80.3p
Net Assets prior to new funds	£153.00m	£177.3m
Current VCT fund allocation:		
Unquoted companies	£41.6m	£49.0m
AIM-listed	£57.0m	£74.6m
Collectives	£28.5m	£27.9m
Cash & Cash OEICs	£25.9m	£25.9m
Other assets	-	-
Dividend policy from last set of accounts	<p>A new common dividend policy was announced in Sept 2019.</p> <ul style="list-style-type: none"> • Each Board will, wherever possible, seek to pay two dividends to Shareholders in each calendar year, typically an interim in September and a final dividend following the AGM in February/March; • The Boards will use, as a guide, when setting the dividends for a financial year, a sum representing 7% of the opening NAV of that financial year 	
Historic Total Expense Ratio	2.20%	2.70%

Diagram 1: Investment strategies of Growth VCT managers

(% figures refer to manager expectations of VCT qualifying companies portfolio composition post investment of current fund raising)

Source: Fund Managers September 2019



Position in this column does not indicate deal size

Seed capital/ Early stage	Pre-Profit	Post-Profit	Larger Development Capital Deals	Asset backed opportunities	AIM stocks
	High Growth and Development capital				
<ul style="list-style-type: none"> - high risk with hopefully high return - all equity investment - should have potential for rapid growth 	<ul style="list-style-type: none"> - should have potential for rapid growth and exit within 3-5 years - some VCT loan interest may be deferred until exit - usually no bank debt because of lack of assets for security and companies may not be able to support interest payments - focus on high growth market sectors in which company growth should be less dependent on the performance of the whole economy 		<ul style="list-style-type: none"> - relatively low returns but should be lower risk - companies usually profitable - companies should be able to sustain loan interest payments - profitable companies seeking capital for expansion 	<ul style="list-style-type: none"> - low return and should be low risk - should be able to support interest on debt 	<ul style="list-style-type: none"> - some stocks are dividend paying - limited liquidity - potential volatility

30/09/2019

Table 4: Generalist VCT provider 3,5 & 10 year performance comparison - Net Asset Values are latest announced

VCT manager (alphabetical order)	TIDM	VCT name	3 year annual % return	5 year annual % return	10 year annual % return
ALBION	AADV	Albion Development VCT	13.8%	9.5%	7.4%
	AAEV	Albion Enterprise VCT	12.8%	9.7%	8.3%
	AATG	Albion Technology & General VCT	13.1%	5.9%	5.3%
	AAVC	Albion Venture Capital Trust	10.2%	9.1%	5.6%
	CRWN	Crown Place VCT	14.2%	8.9%	7.2%
	KAY	Kings Arms Yard VCT	10.5%	7.9%	8.7%
DRAPER ESPRIT	DEVC	Draper Esprit VCT	-4.5%	1.2%	5.5%
FORESIGHT	FTV	Foresight VCT	4.8%	2.5%	9.2%
	FTF	Foresight 4 VCT	2.2%	-1.3%	-0.1%
GRESHAM HOUSE	BSVT	Baronsmead Second VCT	0.9%	3.5%	7.1%
	BVT	Baronsmead VCT	1.6%	3.9%	8.4%
MAVEN	MAV4	Maven Income & Growth VCT 4	2.0%	3.6%	5.6%
	MIG1	Maven Income & Growth VCT	3.7%	5.7%	7.5%
	MIG3	Maven Income & Growth VCT 3	1.4%	4.8%	6.5%
	MIG6	Maven Income & Growth VCT 6	-1.2%	0.2%	4.5%
MOBEUS	MIX	Mobeus Income & Growth VCT	7.2%	5.9%	11.6%
	MIG4	Mobeus Income & Growth 4	5.2%	5.2%	7.4%
	MIG	Mobeus Income & Growth 2 VCT	6.3%	5.5%	11.4%
	IGV	Income & Growth VCT	4.5%	4.7%	10.4%
NORTHERN	NVT	Northern Venture Trust	6.6%	5.7%	10.7%
	NTV	Northern 2 VCT	5.0%	5.4%	7.7%
	NTN	Northern 3 VCT	4.5%	5.6%	8.9%

Source: Tax Efficient Review calculation based on data from public accounts 10/10/2019 09:04:41

AIM company holdings by value from Level 1 into the less liquid Level 2 classification.¹

Our approach to comparing track records between providers has changed from previous years. We now use 3,5 & 10 year measures of the annual increase in total return (calculated as closing net asset value less opening net asset value plus dividends paid during the period). This reflects the changes in strategy that VCTs have adopted which makes the old track record less relevant.

The results are in Table 4 and indicate that lately the Baronsmead performance has suffered mainly due to the reduction in the value of AIM stocks and some write-offs (including an April 2017 £5m investment in In The Style Fashion Ltd which was completely written off a year later and Labrador Limited where £496,000 was also written-off within a year of investment). Out of the twenty-two VCTs covered in the table, the two Baronsmead VCTs are 8th and 15th over ten years, 16th and 18th over five years and 18th and 22nd over three years.

Due to this degradation in performance we have reduced our Track Record score.

In Table 6, in order to check on potential manager overvaluation of holdings, we asked Gresham House for the previous four valuations (as reported in quarterly published statements) for each of the last five exits. The valuations show that all exits were achieved near or above the last valuation which is the preferred outcome.

¹ The International Financial Reporting Standards "fair value" hierarchy prioritises the inputs used to measure fair value into three broad Levels:

- Level 1 inputs – observable, quoted prices for identical assets or liabilities in active markets.
- Level 2 inputs – quoted prices for similar assets or liabilities in active markets; quoted prices for identical or similar assets in markets that are not active; and inputs other than quoted prices e.g. interest rates and yield curves.
- Level 3 inputs – unobservable inputs for the asset or liability. These should be based on the best information available. The company should utilise all reasonably available information, but need not incur excessive cost or effort to do so.

Table 11 shows the stage of development of the Baronsmead VCT unquoted investee companies at the time of investment shows that the majority (70%) of the unquoted VCT value is still in Mature stage, MBO companies. This will change over time as the new rules shift the focus.

In terms of the valuation methods applied to the unquoted holdings, all the currently held early stage companies are still valued at cost except for Labrador Ltd which is a complete write-off. Of the Mature stage, MBO companies all have been uplifted by the manager with two write-downs.

Table 7 shows the age (time in portfolio, rather than age of company) of current holdings. Average portfolio age is seven years with a large component, 20%, having been held for ten years or more.

Table 8 looks at average buyback discounts. Discounts are within the industry norm of a 5% discount.

Table 9 shows the exits over the last three years and Tables 11 to 13 show the current holdings.

Overall Baronsmead has had a good long term track record, comprising both unquoted and AIM listed companies, but this has been dented lately by value reductions in the AIM portfolio. Going forward a large proportion of the unquoted portfolio will move to more risky growth and development focussed investments which could increase the volatility of the net asset value.

Tax Efficient Review Track Record rating: 32 out of 40

Manager

The VCT Boards are in Appendix A and the prospectus says that all of them are both non-executive and independent of the Investment Manager. The senior members of the investment team are in Appendix B.

Not only must an investment manager obtain deal flow but it must have a team resourced to invest at the correct rate to satisfy the VCT rules. The 70% investment rule requires that by the end of the third accounting period after launch and in every accounting period thereafter the VCT must have at least 70% of its funds invested in qualifying holdings. Most Boards impose a minimum level that is higher than this to ensure that any exits do not push the VCT below the 70% level. In this case Gresham House tell us that the Boards of both VCTs prefer investment levels of around 75%.

This rule increases to 80% for accounting periods beginning on or after 6 April 2019. Gresham House confirm that the Boards will run a similar level of 5% safety above 80% when this rule applies to the Baronsmead VCTs.

The dedicated Baronsmead team that has transferred from Livingbridge to Gresham House has a total of 16 team members. Of these, there are eight full time investors investing for Baronsmead (see Table 11). It is comforting for shareholders within the Baronsmead VCTs to see large majority of the team move from Livingbridge to Gresham House. As part of the transfer agreed between Livingbridge and Gresham House, there is a 3 year agreement for Livingbridge to provide ongoing support to the Baronsmead team at Gresham House. It is important to note that Livingbridge and Gresham House do not compete with their respective Private Equity activities. So they have agreed to support each other with deal introductions that are relevant for the other and also share insights and contacts as relevant. This will also supplement the dealflow that is generated directly by the Baronsmead team.

The VCT team also can tap into the resources of the Gresham House Group, which at the end of August 2019 has £2.5bn in funds under management and 89 employees.

Although other members of Gresham House may work on VCT deals from time to time, the Baronsmead team has ten full time equivalent employees focussed on finding and making new investments for the Baronsmead VCTs and their time allocation is indicated in Table 11.

The size of the challenge for an investment team depends on: funds already raised and requiring investing, forthcoming exits that will require re-investing and the impact of new funds being raised. The two Baronsmead VCTs have £25.9m each in cash/liquid holdings as at 31st August 2019. This fund raising, if fully subscribed, including the top-up offer, would add a further £50m of cash to these VCTs. There is £130m in AIM based companies, £90m in unquoted companies and £56m in equity fund investments across the two VCTs, so the cash element is a significant proportion of the VCTs.

Given that no funds still needing to be invested to meet the Boards preferred level of 85% total, and, we understand that the Baronsmead team would expect to invest between £20m and £30m in a full year going forward. This seems to

indicate that the team is well resourced to invest the new funds being raised.

Deal flow

Deal flow will come mainly from direct contact with companies and market contacts, and corporate finance houses. The investment team originate their own deal flow by contacting and maintaining an active interest in companies they would like to invest in 2 or 3 years prior to their requirement for funding. This is a key differentiator and in the past approximately 60% of investments have come from this source. In addition, since the new VCT rules in 2015, the team have built up a growing network of contacts in the earlier stage investing arena including Chairman, angel investors and corporate investors. This contact base is increasingly introducing new dealflow that is converting into completed deals.

Tax Efficient Review Team/Deal Flow rating: 17 out of 20

Costs

Initial costs are fixed at 2.75% with no trail commission being paid to execution only, non-platform based sales. Annual running costs of both VCTs are capped at 3.5% of net assets (excluding performance fees and irrecoverable VAT).

BVT has an annual management fee of 2.0% and a performance fee 10% of the total return that exceeds an annual threshold of the higher of 4% or base rate plus 2% calculated on a compound basis. In the 12 months to 30 September 2018, BVTs running costs were 2.2%. There is no performance fee expected to be payable for BVT for the 12 months to 30 September 2019.

BSVT has an annual management fee of 2.5% and a performance fee 10% of the total return that exceeds an annual threshold of 8% calculated on a simple basis. In the 12 months to 30 September 2018, BSVTs running costs were 2.7%. There is no performance fee expected to be payable for BSVT for the 12 months to 30 September 2019.

Given the significant levels of cash currently held within the AUM of the two Baronsmead VCTs, with more to follow pending the fund raising activities of this launch, it's disappointing to see that the Boards of these VCTs are levying the full AMC on these cash holdings. With approximately £52m held in cash as at 31st August 2019 across the two VCTs, with a further £50m being sought, these accumulated cash holdings alone would generate over £2m in Annual Fees in isolation.

The performance fees mentioned above payable in respect of any period for which it is calculated shall not exceed 5 per cent. of the NAV of either VCT for that period and any balance remaining unpaid will be carried forward to the next calculation period. The performance fees used to be at a rate of 20% but was reduced by 50% to 10% following the introduction of a co-investment scheme which provides for the investment team to co-invest in the unquoted companies that the Baronsmead VCTs invest in at the same time and on the same terms and in accordance with a pre-existing agreement.

Tax Efficient Review Cost rating: 8 out of 10

Conclusion

Two offers from Baronsmead, one of the earliest and foremost names in the VCT industry, seeking to raise before expenses £20 million for Baronsmead VCT and £20 million for the Baronsmead Second VCT., with a further £10m top-up facility available.

The transition last year from Livingbridge and integration within Gresham House appears to have gone smoothly with very little change to a well-established team as well as continuing support provided by Livingbridge. The investment strategy of the Baronsmead VCTs has had to change in line with new VCT rules, but new investors will still be able to buy-in to an existing portfolio of mature unquoted and AIM quoted companies which were acquired under the previous rules. The AIM content is higher than other generalist VCTs, which has the potential to expose investors to the volatility over future values and but adds a form of liquidity from the AIM market.

The performance of all the previous Baronsmead VCTs (albeit with a majority of MBO investments that will no longer be possible) is above average in their respective categories and this, plus a pro-active approach to investor support via a good buyback policy could be of particular interest to investors seeking exposure to both unquoted and the AIM-listed investments.

Tax Efficient Review rating: 86 out of 100 (for VCT Hybrid growth and AIM focussed with track record")

Baronsmead VCT Share Offer

Table 5: New investments made December 2016 to 31 August 2019 Source Gresham House				
Company	Business	Month, Year	Amount £m	Structure
New Unquoted investments				
Custom Materials Ltd	Retailer of customisable products	17/03/2017	0.5	Ordinary shares
In the Style Ltd	Online fashion e-tailer	25/04/2017	5.0	Ord shares plus unsecured loan
Symphony Ventures Ltd	Business transformation consultancy	02/08/2017	3.5	Ord shares plus unsecured loan
SilkFred Ltd	Online platform for independent fashion brands	18/08/2017	1.0	Ordinary shares
Munnypot Ltd	Automated online investment platform	18/05/2018	0.5	Ordinary shares
Your Welcome Ltd	Supplier of tablets and software for vacation rental properties	15/08/2018	0.7	Ordinary shares
Pointr Ltd	AI/IOT Indoor positioning platform	16/08/2018	1.0	Preference shares
Labrador Ltd	Smart energy switching technology	20/08/2018	0.5	Ordinary shares
Equipme (holdings) Ltd	SME Health Insurance plans provider	22/08/2018	0.8	Ordinary shares
Securecloud+ Ltd	Defence and public sector IT systems	01/09/2018	1.5	Ordinary shares
Cisiv Ltd	Pharmaceutical customer data capture platform	31/10/2018	1.5	Ordinary shares
Tribe Digital Holdings Ltd	Influencer marketing interface	14/12/2018	1.5	Ordinary shares
Rockfish Group Ltd	Seafood restaurant chain	21/12/2018	1.5	Ordinary shares
Samuel Knight International Ltd	Global recruitment and project man-power specialist	16/01/2019	1.5	Ord shares and Preference Shares
Rainbird Technologies Ltd	AI-powered automation technology	01/02/2019	1.5	Ordinary shares
Storyshare Holdings Ltd	SaaS Mobile Employee Experience Platform	12/02/2019	1.1	Preference shares
TravelLocal Ltd	Global B2C online tailor-made holidays marketplace	18/04/2019	1.5	Ord shares and Preference Shares
Yappy Ltd	Personalised dog products	27/06/2019	1.0	Ord shares and Preference Shares
IWP	Wealth management	26/07/2019	3.0	Ordinary shares
Follow-on Unquoted investments				
SilkFred Ltd	Online platform for independent fashion brands	18/11/2017	0.5	Ordinary shares
Custom Materials Ltd	Retailer of customisable products	01/07/2018	1.0	Ordinary shares
Custom Materials Ltd	Retailer of customisable products	01/09/2018	0.3	Ordinary shares
SilkFred Ltd	Online platform for independent fashion brands	22/01/2019	0.3	Ordinary shares
Custom Materials Ltd	Retailer of customisable products	08/07/2019	1.7	Ordinary shares
Your Welcome Limited	Supplier of tablets and software for vacation rental properties	10/07/2019	1.2	Ordinary shares
Equipme (holdings) Ltd	SME Health Insurance plans provider	07/08/2019	0.3	Ordinary shares
Total unquoted			£34.4m	
AIM-listed				
Collagen Solutions plc	Develops and manufactures medical grade collagen	03/03/2017	0.8	Ordinary shares
Roslyn Data Technologies plc	Provider of data extraction and analytics software	10/05/2017	1.0	Ordinary shares
Plant Impact plc*	Crop enhancement technology	26/07/2017	2.0	Ordinary shares
Beeks Financial Cloud Group plc	Cloud hosting services for the financial trading sector	20/11/2017	0.8	Ordinary shares
Fusion Antibodies plc	Development of antibodies for both therapeutic and diagnostic applications	13/12/2017	1.0	Ordinary shares
PCI-PAL plc	Secure payment services provider	30/01/2018	0.9	Ordinary shares
KRM22 plc	Software as a service platform buy & build in risk and compliance software	25/04/2018	1.0	Ordinary shares
Access Intelligence plc	Provider of corporate communications and reputation management software	21/05/2018	1.2	Ordinary shares
IXICO plc	Provides technology enables services to the biopharmaceutical industry worldwide	25/05/2018	1.5	Ordinary shares
I-Nexus Global plc	Strategy and continuous improvement software	18/06/2018	1.3	Ordinary shares
Access Intelligence plc	Provider of corporate communications and reputation management software	31/10/2018	0.2	Ordinary shares
Panoply	Tech-led corporate innovation consultancy	04/11/2018	1.2	Ordinary shares
Cloudcall Group plc*	Cloud based telephony platform	01/02/2019	0.3	Ordinary shares
Diaceutics plc	Data analytics and services to pharmaceutical sector	18/03/2019	3.0	Ordinary shares
Collagen Solutions plc*	Develops and manufactures medical grade collagen	20/05/2019	0.3	Ordinary shares
Total AIM-listed			£16.5m	
Total invested			£50.9m	

* Follow-on investment

Table 10: Matrix of individual responsibilities for Baronsmead VCTs Data Source: Gresham House										
NAMES	Bevan Duncan	Steve Corinder	Ken Wotton	Hazel Cameron	Henry Alty	Thomas Makey	Maya Ward	Brendan Gulston	David Leahy	Graeme Bencky
Deal origination %		30%	10%	10%	30%	30%	20%	10%	10%	10%
General enquiries %										
New deal doing %	40%	60%	85%	20%	60%	60%	40%	85%	85%	85%
Investee board seats No.										
Sitting on Boards/ Monitoring %	50%	10%	5%	70%	10%	10%	40%	5%	5%	5%
Fund raising %										
Internal issues %										
Exits %	10%									
NON VCT WORK										
Non VCTwork	0%	0%	0%	0%	0%	0%	0%	0%	0%	0%
TOTAL	100%	100%	100%	100%	100%	100%	100%	100%	100%	100%
Years in venture capital	12	8	12	10+	6	3	4	4	2	18
Years involved with VCTs	12	8	12	0	6	3	0	4	2	1
Years with current team	12	8	12	0 (started in Apr)	6	3	0 (started in Sep)	4	2	1

Table 6: Last five Baronsmead exits (whole exits not split by fund) August 2019 Source: Gresham House

Company	Exit date	Value achieved on exit	Valuation last 4 published valuations before exit			
			Most recent to exit	2nd oldest valuation	3rd oldest valuation	4th oldest valuation
Create Health Limited	May-19	12,251,133	11,378,684	11,607,238	11,646,748	11,561,318
Kirona Limited	Apr-19	20,678,541	20,678,541	14,611,231	12,018,488	10,979,796
Upper Street Events Ltd	Jan-19	2,674,384	2,485,031	1,905,925	1,905,925	1,905,925
Symphony Ventures Limited	Oct-18	8,322,000	7,766,000	4,673,000	4,441,000	4,014,000
Key Travel Limited	May-18	24,959,000	18,263,000	18,333,000	17,108,000	16,212,000

Table 7: Baronsmead VCTs current portfolio as at 31 August 2019: Age breakdown by original cost Source: Gresham House

Less than 1 year old	9%
1 to 2 year old	6%
2 to 3 year old	5%
3 to 4 year old	7%
4 to 5 year old	7%
5 to 6 year old	19%
6 to 7 year old	13%
7 to 8 year old	13%
8 to 9 year old	1%
9 to 10 year old	4%
10 to 11 year old	0%
11 to 12 year old	2%
12 to 13 year old	2%
13 to 14 year old	3%
14 to 15 year old	4%
15 to 16 year old	0%
16 to 17 year old	2%
17 to 18 year old	2%
18 to 19 year old	0%
19 to 20 year old	1%
AVERAGE AGE	7.0 years

Table 8: Buyback details 12 months to 31 August 2019 Source: Gresham House Asset Management Ltd

Baronsmead Venture Trust plc		
	Treasury shares Bought	Treasury shares Sold
Treasury shares	4,638,000	675,000
Weighted average discount to NAV	5.36%	4.86%
Baronsmead Second Venture Trust plc		
	Treasury shares Bought	Treasury shares Sold
Totals	5,575,000	650,000
Weighted average discount to NAV	5.35%	4.71%

Table 9 : Baronsmead VCTs realisation events in three years to 31 August 2019 Source: Gresham House

Investee company name	Industry sector	Financing stage when first invested	Board Seat	Amount originally invested / date(s)	Further investment amounts (if any)	Realisations/ Dividends	Profit / (Loss)	Annual Internal Rate of Return	Length of investment
Key Travel Limited	Business Services	Mature stage, MBO	Y	£4.3m July 2013	n/a	£13.0m	£8.7m	26.80%	5 years
Crew Clothing Hols Ltd	Consumer Markets		Y	£3.75m Nov 2006	£1.3m	£12.4m	£7.4m	10.30%	12 years
Eque2 Ltd	TMT		Y	£1.7m Apr 2013	n/a	£4.2m	£2.5m	29.80%	5 years
In The Style Fashion Ltd	Consumer Markets	Later stage, pre-profit expansion	Y	£5m Apr 2017	n/a	£0	(£5m)	COMPLETE LOSS	1 year
Xention Pharma Ltd	Healthcare & Education	Early	N	£632k Jul 2005	n/a	£0	(£632k)		13 years
Symphony Ventures Ltd	TMT	Later stage, pre-profit expansion	Y	£3.5m Aug 2017	n/a	£8.3m	£4.80	109%	1 year
Upper Street Events	Consumer Markets	Mature stage, MBO	Y	£4.25m Dec 2014	n/a	£2.9m	(£1.4m)	(9.4%)	4 years
Kirona Holdings Limited	TMT		Y	£4.25m Dec 2014	n/a	£13.0m	£8.7m	32%	4 years
Create Health	Healthcare & Education		Y	£4.8m Mar 2013	n/a	£17.1m	£12.3m	27.20%	7 years
IP solutions Limited	TMT		Y	£4.25m Dec-14	n/a	£1.9m	(£2.4m)	(11.6%)	4 years

Baronsmead VCT Share Offer

Table 11: Unquoted Investment Portfolio of Baronsmead VCT & Second VCT as at 31 August 2019 Source Gresham House

Investee name	Amount invested (BVT & BSVT)	Current Value (BVT & BVST)	Date of first investment	Syndicated Y/N	Lead investor Y/N	Structure of investment	Industry sector	Financing stage	Valuation method	Profit/ Loss of valuation over cost
Carousel Logistics Limited	4,245	10,927	Oct-13	N	Y	Ords, Loan Stock	Business Services	Mature stage, MBO	Uplift in value, manager valuation based on earnings multiple	323%
Armstrong Craven Limited	1,645	1,739	Jun-13	N	Y	Ords, Loan Stock	Business Services	Mature stage, MBO		6%
Pho Holdings Limited	4,402	9,636	Jul-12	N	Y	Ords, Loan Stock	Consumer Markets	Mature stage, MBO		119%
Glide Limited	5,000	9,479	Oct-13	N	N	Ords, Loan Stock	TMT	Mature stage, MBO		90%
Happy Days Consultancy Limited	7,600	11,032	Apr-12	N	Y	Ords, Loan Stock	Healthcare & Education	Mature stage, MBO		45%
Ten10 Group Limited	4,237	8,172	Feb-15	N	Y	Ords, Loan Stock	Business Services	Mature stage, MBO		93%
Custom Materials Limited	3,550	6,657	Mar-17	N	Y	Ords, Loan Stock	Consumer Markets	Later stage, pre-profit expansion	Uplift in value, manager valuation based follow on funding round valuation	88%
SilkFred Limited	1,756	2,879	Aug-17	N	Y	Ords, Loan Stock	Consumer Markets	Later stage, pre-profit expansion	Uplift in value, manager valuation based on price of recent investment	64%
Key Travel Limited	464	510	Jul-13	Y	Y	Ords, Loan Stock	Business Services	Mature stage, MBO	Loan note based on value plus accrued interest	10%
CMME Group Limited (formerly Niche Finance Group Limited)	4,246	822	Apr-15	N	Y	Ords, Loan Stock	Consumer Markets	Mature stage, MBO	Reduction in value, manager valuation based on earnings multiple	-91%
CR7 Services Limited	4,193	1,593	Aug-14	N	Y	Ords, Loan Stock	TMT	Mature stage, MBO	Reduction in value, manager valuation based on earnings multiple	-62%
SecureCloud+ Limited	1,489	1,489	Aug-18	N	Y	Ords	TMT	Early	COST	0%
Pointr Limited	992	992	Aug-18	N	Y	Ords	TMT	Early		0%
Equipme (Holdings) Limited	1,091	1,091	Aug-18	N	Y	Ords	Business Services	Early		0%
Your Welcome Limited	1,944	1,944	Aug-18	N	Y	Ords	TMT	Early		0%
Munnypot Limited	496	496	May-18	Y	Y	Ords	TMT	Early		0%
Cisiv Limited	1,489	1,489	Oct-18	Y	N	Ords	TMT	Early		0%
IWP Limited	2,993	2993	Jul-19	N	Y	Ords, Prefs, Loan Stock	Business Services	Early		0%
Rainbird Technologies Ltd	1,489	1,489	Feb-19	N	Y	Ords	TMT	Early		0%
Rockfish Group Limited	1,489	1,489	Dec-18	N	Y	Ords	Consumer Markets	Early		0%
Samuel Knight International Ltd	1,500	1,500	Jan-19	N	Y	Ords, Prefs	Business Services	Early		0%
Storyshare Holdings Ltd	1,141	1,141	Feb-19	N	Y	Prefs	TMT	Early		0%
TravelLocal Ltd	1,500	1,500	Apr-19	N	Y	Ords, Prefs	Consumer Markets	Early		0%
Tribe Limited	1,488	1,488	Dec-18	N	Y	Ords	Consumer Markets	Early		0%
Yappy Ltd	1,000	1,000	Jun-19	N	Y	Ords, Prefs	Consumer Markets	Early		0%
Labrador Limited	496	0	Aug-18	Y	Y	Ords	TMT	Early		-100%
TOTALS	£61.9m	£90.6m								

Table 12: Baronsmead VCT Quoted Investments as at 31 August 2019 Source Gresham House

	Book cost £'000	Valuation £'000
Ideagen plc	1,350	7,624
Bioventix plc	320	4,636
Cerillion plc	1,800	3,671
Netcall plc	1,738	3,268
Sanderson Group plc	1,176	3,132
Inspired Energy plc	575	2,920
IDOX plc	614	1,957
Dods (Group) plc	2,022	1,771
Diaceutics plc	1,410	1,744
Everyman Media Group plc	783	1,698
Cloudcall Group plc	1,417	1,684
Anpario plc	304	1,408
Synnovia plc	1,586	1,369
Wey Education plc	428	1,368
IXICO plc	675	1,326
Centralnic Group	918	1,248
Vianet Group plc	1,293	1,232
Driver Group plc	1,127	1,157
Property Franchise Group plc	686	1,098
Staffline Recruitment Group plc	174	1,006
Begbies Traynor Group plc	434	873
Eden Research	900	834
Sysgroup plc	1,293	829
Access Intelligence plc	586	791
Castleton Technology plc	202	748
The Panoply Holdings plc	585	711
Rosslyn Data Technologies plc	431	670
Belvoir Lettings plc	752	664
Beeks Financial Cloud Group plc	338	520
LoopUp Group	504	454
Synectics plc	519	368
Scholium Group Plc	900	360
Fusion Antibodies plc	450	357
Venn Life Science	1,224	341
KRM22 plc	450	338
Gama Aviation	776	334
Collagen Solutions plc	451	316
STM Group plc	323	369
Science in Sport plc	287	258
PCI-PAL plc	405	234
Gresham House plc	112	214
Brady plc	351	190
MXC Capital Ltd	225	160
I-nexus Global plc	563	121
Fulcrum Utility Services Ltd	31	117
Hawkwing Plc	1,467	116
One Media iP Group plc	226	111
Tasty plc	1,189	99
Adept4 plc	437	91
Zoo Digital Group plc	788	82
Mi-Pay Group plc	800	42
Totally plc	71	38
APC Technology Group plc	79	17
AorTech International plc	509	12
Interquest Group plc	500	0
Paragon Entertainment Ltd	233	0
TOTAL QUOTED	£39.8m	£57.0m

Table 13: Baronsmead Second VCT Quoted Investments as at 31 August 2019 Source Gresham House

	Book cost £'000	Valuation £'000
Ideagen plc	1,650	9,318
Bioventix plc	391	5,666
Netcall plc	2,616	4,881
Cerillion plc	2,200	4,487
Inspired Energy plc	862	4,379
Sanderson Group plc	1,324	3,517
IDOX plc	1,027	3,369
Anpario plc	662	3,068
Dods (Group) plc	3,267	2,673
Synnovia plc	2,539	2,189
Everyman Media Group plc	957	2,075
Cloudcall Group plc	1,732	2,058
Vianet Group plc	2,093	1,973
Diaceutics plc	1,590	1,967
Wey Education plc	522	1,672
Ixico plc	825	1,621
Driver Group plc	1,529	1,554
Centralnic Group	1,122	1,525
Property Franchise Group plc	839	1,342
Eden Research	1,100	1,020
Sysgroup plc	1,580	1,013
Access Intelligence plc	716	967
Begbies Traynor Group plc	545	953
Fulcrum Utility Services Ltd	342	953
Castleton Technology plc	247	915
Rosslyn Data Technologies plc	527	819
Belvoir Lettings plc	919	812
The Panoply Holdings plc	660	802
Beeks Financial Cloud Group plc	413	635
STM Group plc	756	577
LoopUp Group	616	554
Scholium Group Plc	1,100	440
Fusion Antibodies plc	550	436
Gama Aviation	1,004	434
Venn Life Science	1,496	417
KRM22 plc	550	413
Collagen Solutions plc	551	386
Brady plc	652	354
Synectics plc	482	342
Science in Sport plc	351	315
PCI-PAL plc	495	286
Gresham House plc	137	261
MXC Capital Ltd	275	196
Tasty plc	2,034	185
Hawkwing Plc	2,137	170
I-Nexus Global plc	687	148
One Media iP Group plc	276	135
Adept4 plc	535	111
Zoo Digital Group plc	817	85
Totally plc	87	47
Mi-Pay Group plc	800	42
APC Technology Group plc	118	25
Interquest Group plc	1,020	0
Paragon Entertainment Ltd	619	0
TOTAL QUOTED	£52.9m	£74.6m

Appendix A: VCT Boards Source Gresham House

- **Peter Lawrence** was appointed to the BVT Board on 8 February 2016 following the merger of Baronsmead VCT plc and BVT. Peter joined the board of Baronsmead VCT plc in November 1999, and became Chairman in 2009. Peter was also a prior Chairman of Baronsmead VCT 5 plc before retiring in 2010. Peter was formerly chairman of ECO Animal Health Group plc, an AIM-traded company which he founded in 1972. Peter is also the chairman of Amati AIMVCT plc and of Anpario plc, which is traded on AIM.
- **Les Gabb** was appointed to the BVT Board on 8 February 2016 following the merger with Baronsmead VCT plc where he served as a director from May 2014. He studied biochemistry at Oxford University and subsequently qualified as a Chartered Accountant at KPMG in 1987. Les is the finance partner at Felix Capital Partners, a venture capital fund manager, and from 2000 was in a similar position at Advent Venture Partners. He is an ACA and an Associate of the Institute of Taxation. He has also served as a member of the BVCA Legal and Technical Committee and the EVCA Venture Capital Council.
- **Valerie Marshall** was appointed to the BVT Board on 8 February 2016 following the merger with Baronsmead VCT plc where she served as a director from November 2009. Valerie is the appointed Senior Independent Director of BVT. Previously, she was corporate finance director at stockbrokers Greig Middleton & Co Ltd, and formerly invested in growing companies with both 3i plc and the Scottish Development Agency. She has been chair of the Council of the University of Kent and deputy chair of the Committee of University Chairs. She was also Treasurer and Trustee of the British Science Association, established by Royal Charter. Valerie has recently retired as CEO of Stratagem Corporate Finance and Strategy Ltd and is a director of Marshall Capital Limited. She is a non-executive director of Town and Country Housing Group and an investment committee member of the Angel Co-Investment Fund.
- **Susannah Nicklin** joined the BVT Board on 21 February 2018. Susannah is an investment and financial services professional with 25 years of experience in executive roles at Goldman Sachs and Alliance Bernstein in the US, Australia and the UK. She has also worked in the social impact private equity sector with Bridges Ventures, the Global Impact Investing Network and Impact Ventures UK. Susannah was previously a director of Baronsmead VCT plc. Susannah is a non-executive director and senior independent director at Pantheon International Plc and City of London Investment Group plc, and a non-executive director of The North American Income Trust plc and Amati AIM VCT plc. John Davies was appointed to the BSVT Board following the merger of BSVT and Baronsmead VCT 5 plc on 30 November 2016. Prior to the merger, he served as a director of Baronsmead VCT 5 from February 2006. He was a Director of BlackRock Smaller Companies Trust plc until his retirement in July 2011. He was Managing Director of 3i Asset Management Ltd between 1985 and 2002, responsible for the management of three investment trusts and the group's quoted portfolio. He is also a director of Gardens Pensions Trustees Ltd, a corporate trustee of the 3i Group Pension Scheme and is a member of the investment committee of the scheme.
- **Anthony Townsend** joined the BSVT Board in August 2009. He has over 40 years' experience in financial services. He was previously a director of Rea Brothers Group plc, a non-executive director of Worldwide Healthcare Trust plc and was chairman of the Association of Investment Companies. He is chairman of Gresham House plc, BMO Global Smaller Companies plc (formally F&C Global Smaller Companies plc), and Finsbury Growth & Income Trust plc, and a non-executive director of Hansa Capital Ltd.
- **Malcolm Groat** was appointed to the Board following the merger of BSVT and Baronsmead VCT 4 plc on 11 March 2016. Prior to the merger, he served as a director of Baronsmead VCT 4 plc from April 2014. He is a fellow of the Institute of Directors, the Institute of Chartered Accountants in England and Wales and the Royal Society for the Encouragement of Arts, Manufactures and Commerce. During his career, Malcolm has worked as finance director for global businesses in engineering, construction and financial services. Malcolm currently holds directorships with a number of ventures and small listed companies and is chairman at the long-established unlisted business, Corps Security.
- **Ian Orrock** joined the BSVT Board in October 2010. He has wide business experience having founded, developed and sold a number of businesses particularly focussing on the international media, technology and telecoms sectors ("TMT") and has worked at board level in quoted global organisations. He was also a non-executive director of Henderson Private Equity Investment Trust plc. He is currently a director of a number of TMT businesses including Arkessa Group, Iotic-Labs Ltd and Silchester Limited. Sarah Fromson joined the BSVT Board on 1 October 2019. She has recently retired from her role as Head of Investment Risk at Wellcome Trust and is currently Chair of JPMorgan Global Emerging Markets Income Trust plc, as well as being a board member of Boston based Arrow Street Capital Partners. She was previously at RBS Asset Management (formerly Coutts) where she held a number of senior positions, including Chief Investment Risk Officer, Co-Head of Investments and Head of the Long-Only Investment team. She is also a Director of Genome Research Pensions Trustee Limited and the Wellcome Trust Pensions Trustee Limited.

Appendix B: VCT team Source Gresham House

- **Ken Wotton** joined Gresham House in November 2018, having previously spent 11 years with Livingbridge leading the Equity Funds investment team managing AIM and other listed investments on behalf of the Baronsmead VCTs, LF Gresham House UK Micro Cap Fund, and LF Gresham House UK Multi Cap Income Fund. He had previously spent two years at Evolution Securities where he worked in equity research, specialising in the telecoms and technology sectors, focusing on smaller companies with significant experience of AIM market fund raisings. Prior to that, he spent five years in the equity research department of Commerzbank Securities where he focused on the pan-European telecoms sector. Ken qualified as a chartered accountant with KPMG in London.
- **Steve Cordiner** joined Gresham House in November 2018 having been at Livingbridge since 2010. Steve has led the VCT unquoted investment team investing on behalf of Baronsmead VCT's since that date. Notable investments include Happy Days Nurseries, Carousel Logistics and Symphony Ventures along with successful realisations such as Kingsbridge. Steve is a qualified Chartered Accountant and prior to joining Livingbridge he spent five years advising Corporate and Private Equity clients on a range of corporate finance and due diligence matters.
- **Bevan Duncan** joined Gresham House in November 2018 having previously been at Livingbridge since 2005. Bevan has overall responsibility for all portfolio management activities for the Baronsmead VCTs. He also directly manages portfolio investments and has been an active board member of several Baronsmead investee companies including MLS, Eque2, Key Travel and Pho. He qualified as a Chartered Accountant at KPMG in New Zealand, where he provided consultancy services to fast growing small businesses.
- **Heather Duncan** joined Gresham House in November 2018 having previously been at Livingbridge since 2002. Heather qualified as a Chartered Management Accountant while working in the Livingbridge fund management department on both the institutional and VCT funds. Following this Heather moved to analysing new investments, then client management on both the VCT and institutional side of the business. Since 2016 Heather has led the client relations and distribution team for the Baronsmead VCTs, LF Gresham House UK Micro Cap Fund and LF Gresham House UK Multi Cap Income Fund.
- **Tania Hayes** joined Gresham House in November 2018 having been at Livingbridge for 13 years. Tania has worked on the Baronsmead VCTs since she joined, progressing from administration assistant to Finance Manager in 2011 and qualified as a Chartered Management Accountant in 2012 while working for Livingbridge. Previously she had worked at a Chartered Accountancy practice in New Zealand for eight years where she commenced her accounting training.
- **Tony Dalwood** became CEO of Gresham House in December 2014 and brought in a new management team that has transformed the company from an investment trust into an AIM listed specialist asset management group. With over 20 years in the industry, Tony is an experienced investor and has also advised numerous public and private equity businesses. He started his career at Phillips & Drew Fund Management (later UBS Global Asset Management), one of the UK's most prominent value investment firms with £60 billion in assets at its peak. He was a member of the UK Equity Investment Committee with responsibility for managing over £1.5 billion of UK equities. In 2002 Tony founded and became CIO of SVG Investment Managers and CEO of SVG Advisers (formerly Schroder Ventures (London) Limited), the global private equity funds business and specialist alternatives manager, before launching Strategic Equity Capital plc, a London listed Investment Trust in 2005.
- **Andrew Hampshire** joined Gresham House at the start of 2017. Prior to Gresham House Andrew was an Investment Director at mid-market private equity firm LDC, leading strategic and operational growth programmes in the underlying investment companies and working with portfolio company boards. Andrew was also responsible for leading integrations and carve-outs within portfolio businesses. Prior to LDC, Andrew held various senior operational management positions within Lloyds Banking Group and started his career with his own software development business. Andrew holds an MBA from the University of Warwick.
- **Sheenagh Egan** joined Livingbridge in 1997. She is the chief operating officer of Livingbridge and was jointly responsible for the overall management of the Baronsmead VCTs prior to the change of investment manager in November 2018. Before joining Livingbridge, her experience encompassed both corporate finance, advising on private equity transactions, and corporate recovery. She trained as a chartered accountant with Deloitte, and has also worked for PricewaterhouseCoopers.
- **Andrew Garside** joined Livingbridge as a Partner in new investments in 2005 and prior to November 2018 was jointly responsible for the overall management of the Baronsmead VCTs. Notable investments include the successful realisations of Inspired Thinking Group and Nexus. He has extensive private equity experience having previously worked on growth investments at 3i plc for 15 years (1989 to 2004), latterly as the Director of a large regional office for 3i.
- Both Andrew and Sheenagh are committed to continuing to work with the Boards and Gresham House in order to support the transition from Livingbridge and ensure continuity.