

VCT

EIS

SEIS

BR



RAM

Capital Partners

2019 | 20
**Investment
opportunities**

About us

RAM Capital Partners ('RAM') represent many of the leading investment managers and product providers within the tax efficient market, as judged both by funds raised and according to independent industry commentators.

The team at RAM has been involved with raising over £2.2bn for VCTs, EISs and related tax efficient products, with nearly £1.5bn of this being since RAM was incorporated in 2007.

Tax Reliefs compared

	VCT	EIS	SEIS	BR
Income Tax Relief – up to	30%	30%	50%	–
CGT Deferral – up to	N/A	28%	N/A	–
Dividends / Income	Tax Free	Taxable	Taxable	Taxable
Capital Growth	Tax Free	Tax Free	Tax Free	Taxable
Max. Size of Investment	£200,000	£2,000,000*	£100,000	N/A
CGT Deferral / CGT Reduction	N/A	Unlimited	CGT rate reduced by 50%	N/A
Carry Back / Carry Forward	N/A	CGT 3 years/+1 year	N/A	N/A
Income Tax Carry Back	N/A	Yes	Yes	N/A
Inheritance Tax Benefit	No	Yes (after 2 years)	Yes (after 2 years)	Yes (after 2 years)
Loss Relief	No	Yes	Yes	No

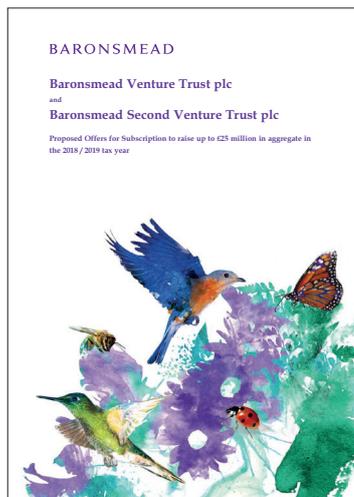
Investors can invest a maximum of £200k in VCTs, £2m in EISs and £100k in SEIS per person per tax year. These amounts enable investors to qualify for the maximum income tax breaks available, subject to an individual investor having a sufficient income tax liability to utilise these levels of relief.

*From 6 April 2018, the maximum investment in EIS was increased to £2m – but at least £1m of the £2m allowance must be in 'knowledge-intensive' companies.

RAM Capital does not give tax advice to investors or their advisers – the table above reflects our current understanding of the different types of potential reliefs available – potential investors and their advisers should always seek independent expert taxation advice. Tax reliefs available depend upon an individuals circumstances and these reliefs are subject to change in the future.

VCT

Venture Capital Trusts



VCT

Venture Capital Trusts



Gresham House Asset Management Limited

Baronsmead VCTs

Manager profile

- Gresham House is a specialist alternative asset manager providing funds, direct investments and tailored investment solutions, including co-investment across a range of highly differentiated alternative investment strategies
- £2.3bn AUM¹
- Strong balance sheet (net cash and realisable assets) and supportive long-term shareholder base
- Healthy pipeline for growth:
 - Organic** through structural growth of alternative asset allocation;
 - Acquisitions** alongside management value-add in terms of distribution, central functions and product development

Product overview

- Investment objectives to achieve long-term returns for private investors, including tax free dividends
- Baronsmead Venture Trust – annual average dividends paid since launch in April 1998 of 7.2p per share²
- Baronsmead Second Venture Trust – annual average dividends paid since launch in January 2001 of 7.3p per share³

¹ As at 31 December 2018.

^{2,3} As at 31 July 2019.

YFM Equity Partners

British Smaller Companies VCTs

Adviser profile

- Long established and highly successful VCT Adviser
- YFM's strong track record of investing – the 38 exits since 2004 generated a total return of 2.6x cost

Product overview

- The objective of VCTs is to provide attractive long-term performance through increasing total returns and distributions through tax-free dividend
- Both VCTs are ranked in the top ten for share price total return over the last 10 years, as reported by the AIC
- The IRRs excluding all tax reliefs over 10 years (based on share price total return) are 9.1% (BSC) and 12.2% (BSC2)

Minimum investment:
£3,000

Launch date:
Open

Minimum investment:
£3,000

Launch date:
Under Review

VCT

Venture Capital Trusts



EIS

Enterprise Investment Scheme



Elderstreet Investments Limited

Draper Esprit VCT

Manager profile

- Experienced award winning Generalist VCT manager
- Entered the VCT market in 1998
- Elderstreet now 30% owned by Draper Esprit which has led to a full co-investment agreement with the Draper Esprit funds
- Draper Esprit EIS Funds have received the highest rating by Tax Efficient Review for the last five years running

Product overview

- Top-rated Generalist VCT 2018/19 tax year by MJ Hudson Allenbridge (86/100) and Tax Efficient Review (86/100)
- Immediate exposure to an established and diversified portfolio, managed by an award winning experienced investment team with a proven track record of paying dividends
- A funding syndicate of Draper Esprit funds has brought access to larger deals in companies that may enjoy higher revenues and which operate in high growth sectors, with 15 new deals completed/committed totalling £11.2m since April 2017
- Draper Esprit funds are deploying long term capital into innovative European technology companies with a goal of achieving 20% year on year portfolio value growth
- Current Board objective of delivering a tax free yield of 5%
- The Company continues to win awards and was runner up in the Growth Investor Awards Exit of the Year 2015. The Manager has previously won the 2014 VCT Investment Company of the Year Awards

Ascension Ventures Ltd

Centaur EIS Fund

Fund Adviser profile

- A specialist early-stage investor since 2012 with £25m AUM. The Ascension team have spent the majority of their careers investing in and managing technology businesses
- Ascension Venture Partners (16 individuals) each own a stake in the business and have multiple \$100m+ and \$1bn+ exits from their own businesses and angel investments
- 30+ Mentors bring their expertise in building businesses ranging from start-ups to global companies, operating in the Funds' tech sectors
- Two exits in the past 12 months and 30 Ascension investments valued at >200%
- Three Ascension maturing Funds closing in on 300% value – SEIS '15, SEIS '16 and EIS '17

Product overview

- An EIS evergreen fund with four closes per tax year providing investors with a portfolio of eight EIS qualifying businesses, each raising between £1m-£3m
- Target return of £3.00 per £1.00 invested over 3 to 6 years, excluding tax incentives
- Low transparent, fully aligned and 100% tax efficient – zero upfront investor fees and 1% annual management fees with 5-year cap and only payable through realisations
- Four key focus areas: Online Video & Content; Applied AI & Deep Tech; eCommerce & Platforms; Fintech
- All investments have received EIS Advance Assurance prior to investment

Minimum investment:
£6,000

Launch date:
Open

Minimum investment:
£25,000

Launch date:
Open/Evergreen

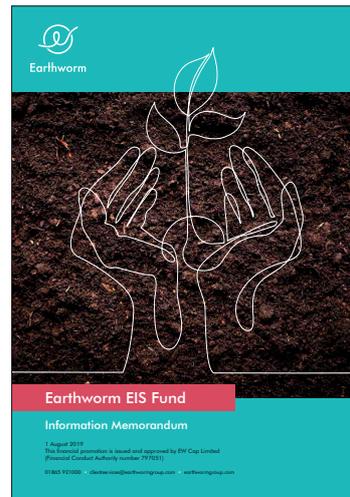
EIS

Enterprise Investment Scheme



EIS

Enterprise Investment Scheme



Encore Ventures

Draper Esprit EIS

Manager profile

- The fund manager Encore Ventures LLP is a partnership that includes Draper Esprit PLC as a member
- Draper Esprit PLC is a listed venture capital firm with a high quality institutional investor base and is one of Europe's leading venture capital investors
- Top rated EIS Fund 2014, 2015, 2016, 2017, 2018 by Tax Efficient Review (89/100)
- Top-rated EIS Fund 2018/19 tax year by MJ Hudson Allenbridge (87/100)
- Strong track record of exits, including two 10x exits in 2018

Product overview

- Draper Esprit EIS has a co-investment strategy and will co-invest with the larger Draper Esprit PLC funds plus other funds and managers
- Focus on larger 'late stage' scale up investments of £5-£10m+ into companies that are accelerating their business rather than starting up
- Target portfolio of 8-12 investments with a majority by value in 'late stage' investments in companies with £2-£20m+ revenues
- 3-5 year target time horizon to exit for each company investment
- EIS product seeking significant upside potential
- Quarterly fund raising closes – 5 January, 5 April, 5 July, 5 October

Minimum investment:
£25,000

Launch date:
Open/Evergreen

Earthworm Capital

Earthworm EIS

Fund Adviser profile

- Specialist in EIS environmental investment opportunities
- Hands-on management team with direct experience in the waste, recycling and food sectors
- Over £105m of environmental assets under management
- Proven track record having delivered two successful exits to date at £1.15 and £1.30 on the £1 invested

Product overview

- Targeting growth businesses predominantly in the food, energy and waste sectors
- Each business is encouraged to deliver growth, local employment and benefit the environment across a portfolio of facilities they develop
- The Fund now has over £61m under management
- Long term market trends support target sectors, further supported due to high barriers to entry, alongside a lack of traditional funding options
- We are targeting the deployment of Subscription Monies within 12 months of receipt
- All investee companies have benefit of advance assurance under prevailing EIS rules prior to investment
- Carry back to prior tax year should be available. Please enquire when applying as capacity is limited
- Target £2 tax free return per £1 invested over an investment horizon of 4-7 years

Minimum investment:
£10,000

Launch date:
Open/Evergreen

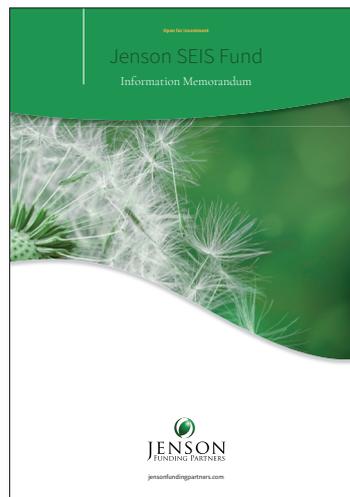
EIS

Enterprise Investment Scheme



SEIS

Seed Enterprise Investment Scheme



Edition Capital

Edition EIS

Manager profile

- Established generalist manager with particular expertise in the leisure sector
- Proven track record: Impresario (an EIS backed company advised by Edition) returned £2.10 per share to investors – a threefold return on upfront net investment
- Managed and advised on investments exceeding £400m, including over £175m of EIS and VCT investments
- Exceptional track record of delivering timely EIS3 certificates to investors

Product overview

- Edition EIS has raised and deployed more than £36m into 21 companies since 2017
- Deal flow unaffected by the Patient Capital Review
- Target allocation of between 4 to 8 companies (with a minimum of 4)
- Gain access to mainly later stage companies operating in leisure that require scale up capital
- Target at least 70% of portfolio companies being profitable at the point of investment
- Evergreen product with quarterly allotment dates
- Carry back to prior tax year should be available. Please enquire as to which tranche this applies to
- Target £2 tax free return per £1 invested over an investment horizon of 4-7 years
- Competitive charging structure that aligns itself with investor interests

Minimum investment:
£10,000

Launch date:
Open/Evergreen

Jenson Funding Partners LLP

Jenson SEIS Fund 2019/20

Manager profile

- Seasoned SEIS Investment House, investing in SEIS since inception of SEIS in 2012
- To date, Jenson have raised over £13.5m in SEIS alone, which has been invested in circa. 100 companies with multiple cash exits
- Early stage investment in high-growth companies with exciting growth prospects and a product that has strong market potential
- 'Nurture' approach to start ups with a full tailored support programme for those that would benefit from additional expertise
- Experienced back-office team providing timely receipt of certificates and client valuations
- Access to follow-on funding and syndicated investment opportunities

Product overview

- An evergreen fund with two closes per tax year
- Investment in eight to twelve high growth companies providing diversification and risk mitigation
- All investments have received Advance Assurance prior to investment
- Attractive tax incentives and carry-back relief available to 2018/19
- Target return of £1.85 per £1.00 invested over 5 to 7 years

Minimum investment:
£10,000

Launch date:
Open/Evergreen

Contact us

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The RAM Capital team

Lenny Norstrand

Lenny was born in Denmark and moved to the UK when he was 11 years old. He was educated at Cranleigh School and has a Masters Degree in Corporate and International Finance from Durham University.

Lenny has 25 years experience in the City where he started as an institutional broker at Société Generale in 1994. Later he worked as a Manager at Noble & Company in their Corporate Finance Division. In 2002 Lenny was appointed Divisional Director of Corporate Finance at Brewin Dolphin Securities where his main role was to establish and head the Brewin Dolphin Tax Solutions team.

Lenny founded RAM Capital Partners LLP in 2007.

Matthew Brown

Matt was born in Essex and has been in financial services for 36 years.

Having previously worked for Medical Sickness, Prudential and Guinness Flight, he then set up his own IFA company Argent Consulting before spending five years as Marketing Manager with Downing Corporate Finance marketing VCTs and EISs. For the last two years of his 'employed' career, Matt was Head of Intermediary Sales at Close Investments before becoming a partner at RAM in 2007.

Matt is a Fellow of the Chartered Institute for Securities & Investment.

Jane Eva

Jane graduated from the College of St Paul and St Mary in Cheltenham with a BEd degree in Physical Education.

She taught PE before retraining to become a primary school teacher at Homerton College in Cambridge. She then taught for many years in a local preparatory school in Chelmsford. Whilst bringing up her family she also worked in the family sportswear business.

Having always wanted to work in London, and seeking a career change, Jane joined RAM Capital Partners as PA in 2014.

Serjei Kalirai

Serj was born in London and schooled at RGS Guildford in Surrey, during this period he was a non-commissioned officer in the CCF and a keen sportsman.

Serj studied Politics and Economics at the University of East Anglia before starting work in tax efficient investments raising finance for primarily EIS funds across a range of sectors at Enterprise Investment Partners for several years.

Serj joined the RAM Capital Partners team as Business Development Manager in the summer of 2018.



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