

INGENIΘUS

INGENIOUS ESTATE PLANNING (IEP)

Classic



IMPORTANT INFORMATION

This document is intended for Retail and Professional Investors resident in the UK.

All capitalised terms have the meaning given to them in Schedule 1 of the Investor Agreement unless otherwise defined.

For each individual Investor in IEP Classic, a discretionary investment management mandate is provided by Ingenious Capital Management Limited (hereafter, ICML or the Manager), who selects and manages the Investor's Portfolio of Shares. Those shares will be Shares in one or more Portfolio Companies – unquoted companies of which a number of ordinary shares are beneficially acquired for an Investor and included in the Investor's Portfolio. All of this will be carried out in line with the terms of the Investor's Investor Agreement which, together with specified areas of the Brochure and the Application Form, comprise the entire agreement between the Investor and the Manager.

This Brochure does not constitute investment, tax, legal or other advice; is provided as of the date written; and is subject to change without notice. Every effort has been made to ensure the accuracy of the information provided, but the Manager makes no warranty, express or implied, regarding such information.

Our investments are considered high risk and investment decisions regarding them should be made with the guidance of a regulated adviser. Except as otherwise required by law, ICML shall not be responsible for any trading decisions, damages or losses resulting from, or related to, the information, data, analysis, or opinions or their use. This Brochure outlines the types of trading activity the subsidiaries of the IEP Classic Portfolio Companies might carry out and shows examples of the sectors in which activity might take place as currently envisaged by the Manager. This is for illustrative purposes only and the Manager may well exercise its discretion to adjust the strategy from time to time in order to target activity it thinks is best suited to achieving the Investment Objectives.

The Tax Benefits described in this Brochure are not guaranteed and are based on current tax legislation and our interpretation of that legislation. There is no guarantee that any Shares issued by Portfolio Companies into which we invest on your behalf will be wholly or partly Business Relief (BR) or Investors' Relief (IR) qualifying at the date of a future transfer of your shares. Tax rules could change in the future and the value of any tax relief will depend on your personal circumstances.

Past Performance is no guarantee of current or future returns and Investors may receive back less than invested. The price of investments and any income deriving from them can go down as well as up and are not guaranteed. Full details of the risk factors and associated mitigation strategies can be found on pages 22 and 23 of this Brochure and in the Investor Agreement, which should be read in conjunction with this Brochure.

Ingenious Capital Management Limited is authorised and regulated by the Financial Conduct Authority under FRN 562563. Registered Address: Parcels Building, 14 Bird St, London, W1U 1BU.

April 2023

RISK SUMMARY

Don't invest unless you're prepared to lose all the money you invest. This is a high-risk investment.

Due to the potential for losses, the Financial Conduct Authority (FCA) considers this investment to be high risk. We care about our investors, and we want to help you fully understand our products and services ensuring that they are appropriate for your needs. It is therefore important that you read the following.

What are the key risks?

1. You could lose all the money you invest

If your investment fails, you are likely to lose up to 100% of the money you invested.

2. You are unlikely to be protected if something goes wrong

Protection from the Financial Services Compensation Scheme (FSCS), in relation to claims against failed regulated firms, does not cover poor investment performance.

Check if your investments are FSCS protected:
www.fscs.org.uk/check/investment-protection-checker/

Protection from the Financial Ombudsman Service (FOS) does not cover poor investment performance. If you have a complaint against an FCA-regulated firm, the FOS may be able to consider it. Learn more about FOS protection:
www.financial-ombudsman.org.uk/consumers

3. You're unlikely to get your money back quickly

While we will always look to settle your request for a withdrawal as soon as possible, there is no guarantee withdrawals will be paid immediately upon request. Investments in unquoted companies are less liquid than listed shares so our ability to meet your request might take several months to complete if there are several other distribution or withdrawal requests at the same time or when economic or other circumstances make it hard for the business to sell its assets.

4. Don't put all your eggs in one basket

Putting all your money into a single business or type of investment for example, is risky. Spreading your money across different investments makes you less dependent on any one to do well.

A good rule of thumb is not to invest more than 10% of your money in high-risk investments. Consider the following questions before you invest:
www.fca.org.uk/investsmart/5-questions-ask-you-invest

5. The value of your investment can be reduced

The value of your investment can be reduced dependent on the performance of the underlying investee companies.

If you are interested in learning more about how to protect yourself, visit the FCA's website: www.fca.org.uk/investsmart



CONTENTS

IEP Classic (the Service)	1
IEP Classic objectives & strategy	4
Tax-efficient access	10
The IEP Care Service	12
Fees	14
Investing for the first time	16
Governance	19
Risk factors	20
Taxation	23

IEP CLASSIC

A comprehensive service designed to deliver financial and well-being benefits through a straight-forward investment strategy, in a tax-efficient manner.

The Manager seeks to deliver 7 key benefits to investors

1

Carefully managed returns

Preserving and increasing wealth whilst carefully managing risk

2

Low volatility

Seeking steady growth with low volatility compared to Business Relief (BR)-qualifying AIM investments, which can be more sensitive to market sentiment

3

Optimised tax efficiency

Mitigate the impact of Inheritance Tax (IHT) on death and Capital Gains Tax (CGT) on earlier disposal

4

Flexibility to adapt

Retain access to and control of the investment in case circumstances change

5

Not just an investment service

Plan for complex health or care needs

6

Competitively priced¹

Pay less than most other comparative services for a more comprehensive solution

7

Supportive of ESG² objectives

We believe investments should be undertaken in a sustainable and responsible way, underlined by robust corporate governance

¹Tax Efficient Review, March 2020

²Environmental, Social and Governance

AN INVESTMENT DESIGNED FOR BOTH INVESTORS AND THEIR BENEFICIARIES

As people are living for longer and spending more time in retirement, they have a number of important objectives, both for themselves and their beneficiaries.

Whilst investments focused on capital growth can increase an investor's savings throughout their life, in the absence of efficient tax planning, IHT liabilities can ultimately leave beneficiaries with a poor outcome. On the other hand, by focusing too much on just IHT planning and ignoring how their wealth is being invested, investors may be left with little or no growth in their savings, whether that be due to the negative impact of poor investment management, volatility, or high fees – all of which may reduce an investor's options in later life.

Only through striking a balance between preserving and carefully growing their savings, whilst doing so in a tax-efficient manner, can investors achieve the desired benefits for both themselves and their beneficiaries.

To deliver careful investment growth, each opportunity put forward by our team of experts seeks to deliver:



- Growth above inflation



- Robust risk mitigation



- Steady returns with low volatility



- Low fees and charges



- Maximum tax efficiency

And, we are able to provide the following additional benefits to further enhance the outcome for investors and their beneficiaries:



- Access and control in case plans change



- A complimentary service to plan for complex health and care needs



COMPREHENSIVE INVESTING THAT DELIVERS MORE

1 Invest in a tax-efficient manner > to optimise wealth transfer for investors and their beneficiaries. >

2 Seek to carefully grow the investment > to preserve savings or drawdown to pay for life's needs. >

3 Consider health and care needs > and plan for future well-being through a care advisory service. >



DESIGNED TO MEET INVESTORS' FINANCIAL NEEDS

Objectives

- 1 Aim for long-term return of 3-5% per annum, net of fees*
- 2 Low volatility
- 3 Low correlation to listed assets and IHT-qualifying AIM investments
- 4 Invests in Business Relief-qualifying companies for IHT efficiency
- 5 Invests in Investors' Relief-qualifying companies, to provide tax-efficient access to the investment and returns



*Calculated over a 5-year rolling period.
Targets are not guaranteed to be achieved.



IEP CLASSIC INVESTMENT STRATEGY

Investments will be made into one or more Portfolio Companies that carry out trading activities consistent with the objectives of the Service, examples of which are provided in this Brochure. Investments are managed with a view to providing each investor with a carefully risk managed Portfolio.

The Investment Strategy outlined within this Brochure is illustrative of the typical sectors that are targeted and trading activities that are carried out by Portfolio Companies and their subsidiaries, but the Manager has the discretion to adjust this from time to time to meet evolving market conditions and trading opportunities.

Investors are exposed to one or more of the sectors illustrated. The weighting to each sector can change over time, meaning all of the investment may be in one single sector if that is the approach deemed appropriate by the Manager.



Real Estate



**Technology, media &
telecoms (TMT)**



Infrastructure

At Ingenious, we have expertise, knowledge and relationships in each of these sectors that allow us to identify highly compelling opportunities for investors and manage risk effectively.

We believe each sector offers an attractive investment opportunity as a result of the changes taking place within them and the shortage of knowledgeable capital to fund the opportunities that exist.

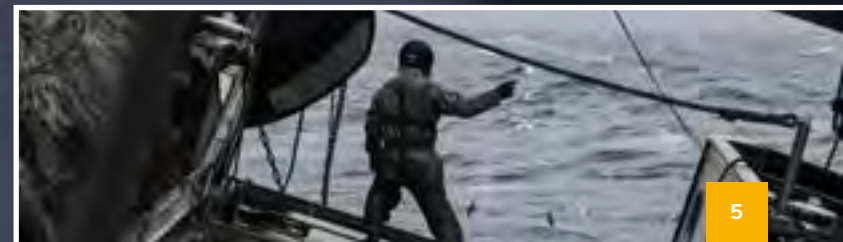
Types of trading activity

Secured loans are provided to experienced counter parties in one or more of the three sectors mentioned and, in the case of the infrastructure sector, income-generating clean energy assets are owned, operated and sold by subsidiaries of the Portfolio Companies.

RISK MANAGEMENT

When it comes to meeting the investment objectives of IEP Classic, risk management comes first. We ground every transaction in a thorough risk assessment and the Investment Strategy addresses a number of commonly encountered investment risks:

- 1 Execution risk**
The secured lending model benefits from strong underlying banking security.
Income-generating clean energy assets are designed to provide steady operating cash flows.
- 2 Liquidity risk**
The timing of secured loan repayments is clearly set out upfront with the borrower.
Income-generating clean energy assets generate cash flows throughout the year.
- 3 Volatility risk**
There should be low volatility with secured lending, given the security taken to protect repayment.
Income-generating clean energy assets are designed to provide consistent performance over the long term.
- 4 Valuation risk**
Transparent valuation is achieved through an externally audited NAV and a simple valuation methodology.



ASSESSING OPPORTUNITIES

Given the scale of the real estate, TMT and infrastructure markets, the Ingenious teams can be highly selective in the opportunities and projects they engage with. They do this through a strict screening process.

Strict screening process



Understand the sector and external market in which the borrower or potential asset operates. Where relevant, this includes the purpose of the secured loan being sought and the key associated risks



Assess the financial viability of the opportunity including valuation, credit risk, timing of any loan repayments or strategy for owned and operated income-generating assets



Determine the type and value of security for lending opportunities, which can be used to protect the full repayment of the loan, ensure that appropriate asset management services are in place for owned and operated income-generating assets



Full legal review and documentation of the opportunity

Environmental, Social and Governance

At Ingenious, we believe investing should be a force for good. Achieving the financial objectives of your investment is our number one priority, but it does not end there. We also believe that investments must be undertaken in a sustainable and responsible way and we actively look for opportunities that have a positive impact on the communities in which we invest.



REAL ESTATE

Land and buildings are intrinsic to our daily lives, providing the spaces in which we live, work and relax. And they offer an investment opportunity that we can relate to. No complicated algorithms or financial instruments to explain, simply an investment based on bricks and mortar.

The opportunity

Portfolios are focused towards the affordable end of the residential sector, whilst also considering some commercial and mixed use developments. This strategy takes advantage of the following market themes:



Structural housing deficit

Longstanding structural housing shortage in the UK. In 2018 alone, Savills reported a house building deficit of 80,000 dwellings¹.



Pent up demand, attractively priced

Political and economic uncertainty has also fuelled the pent up demand for real estate both domestically and internationally. Devaluation of sterling since the EU referendum had made UK real estate particularly attractive to international investors.



Government support

Government policy, for instance Help to Buy, has been supportive of residential real estate for some time. This has heightened as the housing market is a focal part of the economy's recovery from the COVID-19 pandemic.



Online growth

The vast increase in use of online retail has given rise to rapid disruption in the warehouse storage and logistics industry.

¹ The Savills Housing Sector Survey, 2018

Types of trading activity



Lending secured against specific assets, such as land or property.



Development loans to help finance the construction of property. The loan is typically repaid from the sale or the refinance of the property once it is constructed.



Bridging loans generally used to finance the acquisition of land or property by a developer in order that it might subsequently be approved for conversion or development. The loan is usually repaid by the sale of the land or refinanced by a new development loan to fund the build out of the approved scheme.



TECHNOLOGY, MEDIA & TELECOMS (TMT)

The UK's creative industries are globally recognised as being world class, incorporating sectors such as film, television, music, video games, theatre, publishing, live events and beyond. Significant advances in technology and telecommunications mean that great content is now available at the press of a button or swipe of a finger, 24 hours a day, 7 days a week.

The opportunity

The TMT sector presents a wide-range of opportunities for knowledgeable investors. Loans are provided to experienced counter parties with the benefit of robust underlying security to protect the repayment of the loan and interest. This strategy takes advantage of the following market themes.



Proliferation of smart devices

More and more people own a smart device, be it a mobile phone, tablet, laptop or equivalent, with the ability to download or stream high quality content. The cost and capability of these devices mean people are accessing more content in more ways than ever before.



Greater connectivity

Technology has reduced the cost of creating, distributing and storing content, making it possible for creators to reach a global audience in ways that were never previously possible.



The rise of streaming platforms

The rise of streaming platforms, such as Netflix, Amazon Prime Video, Apple TV+ and others have created strong demand not only for new content, but also for content that can be licensed over and over again, reaching both new and old audiences alike.



Building brand loyalty with your audience

Beyond the expectation of being able to download and watch 24/7, there remains strong audience demand to connect with their favourite artist or programme in a range of different ways, such as shared live experiences.

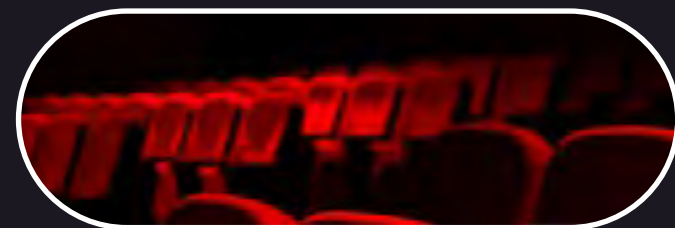
Types of trading activity



Lending secured against specific assets, such as existing receivables and against estimates of future receivables from the exploitation of assets, for instance sales of a film or television series.



Lending secured against company cash flows arising from part or all of a TMT company's wider business.



INFRASTRUCTURE

Climate change is one of the biggest challenges facing our world. The UK Government has set ambitious targets to transition from fossil fuels to low CO2 energy systems in support of a greener and more sustainable future.

The opportunity

To meet decarbonisation targets, clean energy and the necessary infrastructure to support the transition are crucial. This presents a wide range of investment opportunities for knowledgeable investors. Stable income streams are targeted by focusing on the following types of opportunities.



Creating the necessary infrastructure to support the energy transition, for example through:

- More efficient and less polluting transport networks
- New approaches to energy generation, storage, distribution and supply
- A digital infrastructure that can support smarter energy systems for our homes and cities
- Resource efficiency that propels the UK's transition to become a circular economy, through improved waste disposal and utilisation

Transitioning from fossil fuels to new forms of clean energy

To meet the target of net zero emissions, the transition from fossil fuels to clean sources of energy will need to accelerate even faster. For instance, utilising power from solar and on-shore wind farms as well as anaerobic digestion plants which use naturally occurring feedstocks to produce electricity and bio-methane for export to the national grid.



Types of trading activity



Lending secured against specific assets. Depending upon the type of asset, power generating assets may benefit from government tariffs that set a minimum payment for a portion of the power they generate



Lending secured against company cash flows arising from part or all of a company's wider business.



Owning, operating and selling income-generating assets such as solar plants, wind farms or anaerobic digestion plants, which benefit from government tariffs that set a minimum payment for a portion of the power generated and which are capable of generating steady long-term income.



DESIGNED TO DELIVER TAX EFFICIENCY

Business Relief

Whilst prudent investment management can deliver steady, consistent returns to maintain and grow an Investors' wealth, the value available to their beneficiaries on death can be significantly reduced by IHT, meaning they may not achieve the outcome they desire.

Business Relief (BR)-qualifying investments can reduce the impact of IHT whilst allowing Investors to retain control over their money for unexpected circumstances.

IEP Investors acquire Shares in one or more Portfolio Companies that are engaged in a BR-qualifying trade. This means any transfer of the Shares should be free of IHT after just two years (or sooner if the investment constitutes replacement business property).

Comprehensive financial benefits



Careful investment
management



Business Relief and
Investors' Relief for tax
efficiency

DESIGNED TO GIVE INVESTORS FLEXIBILITY



Tax-efficient access

We understand it is important for Investors to maintain control of their assets. Investors can be tempted to lock their savings into a trust, or gift them to family members to seek IHT efficiency. But when people are subsequently faced with unexpected costs, retrieving investors' savings can be complicated.

There are several ways in which IEP Classic Investors can, subject to liquidity, access their investment, including regular draw-down of growth, set annual payments or partial or full redemption.

Investors' Relief

20% > 10%

CGT EFFICIENCY

Just as IHT can reduce the value of an investor's savings, Capital Gains Tax (CGT) can reduce the value of withdrawals for all-important life needs.

Incoming Investors into IEP Classic will receive newly issued shares, so after three years, a disposal of the shares should qualify for Investors' Relief. This means that the applicable rate of CGT should be 10% rather than the higher rate of 20%.


All realisations will be subject to the terms and conditions set out in the Investor Agreement. Any funds withdrawn during the Investor's lifetime may give rise to tax charges. Further detail on the taxation of the investment can be found in the Taxation section of this Brochure on page 23.

DELIVERING ADDITIONAL WELL-BEING BENEFITS: THE IEP CARE SERVICE


Through recognising that financial outcomes and well-being go hand in hand, investors can ensure they make holistic plans, especially in later life, preparing not only for financial outcomes, but also for potential care needs. At Ingenious, we recognise that this is a specialist area with limited support, so investments in IEP Classic include complimentary access to the IEP Care Service.

The IEP Care Service offers independent, specialist advice, delivered by a third party care adviser, Grace Consulting, to help families plan for care needs. The support is provided by a team of care industry experts, on a bespoke basis, to Investors and their immediate family. Not all Investors need the service immediately, but they have the peace of mind that support is on hand if they or a loved one require it. For complete details of how the service works, please refer to Schedule 4 of the Investor Agreement.

Grace Consulting provides independent care advice, and is not registered with the FCA as it is not authorised to provide financial advice.



“My experience of planning for my husband’s care needs changed overnight with the use of the IEP Care Service. The value of being listened to and having someone spend the time to thoroughly consider his options has given me total confidence that he is now receiving the best possible care.”
IEP Care Service client.



What does the IEP Care Service offer?

The IEP Care Service is a tailored and bespoke service, so there are a wide range of ways in which it helps people, but here are some of the most common uses.



Visit

Personalised visit or phone conversations with a dedicated specialist to assess the specific situation



Guidance

Guidance on appropriate care options for the circumstances with the individual's best interests at heart



Search

Detailed, bespoke search and assessment of the most appropriate, local providers



Advice

Advice about potential cost of care in the area and how to prepare

COMPETITIVE FEES MAXIMISE INVESTOR RETURNS

One off charges	Ongoing charges
Investment Fee 1.5% of the subscription in the Service	Management Fee 1% of the value of the Portfolio per annum*. This Management Fee accrues on a daily basis and is paid at the end of each quarter or redemption
Dealing Fee³ 1% of the subscription upon investment and 1% of the value of the shares sold upon withdrawal	Administration Fee 0.25% of the value of the Portfolio per annum* paid to cover administrative costs and expenses of the Manager in relation to the Service. The administration fee accrues on a daily basis and is paid at the end of each quarter or redemption

Unless stated otherwise, all fees are paid to the Manager. *Calculated by reference to the applicable Portfolio NAV, prior to deduction of fees for the relevant accrual period.

Ongoing charge paid to the Custodian

Approximately 0.1% of the investment in the Service is paid to the Custodian for custodial and nominee services.

Adviser charges

Investors may have agreed an upfront and/or ongoing charge payable to their financial adviser. These fees can be specified in the adviser charge section of the Application Form in order for the Manager to facilitate the payment to the adviser. Upfront adviser charges will be taken from the subscription before Shares are allotted. Ongoing charges will be paid through realisation of Shares in companies invested in by the Service. Further detail can be found in the Application Form. Investors should consult their financial adviser for any financial and tax implications of adviser charges.

The Manager and/or any affiliated company may provide or procure certain additional administration, management and other services to, or on behalf of, the Investor and/or some or all of the Portfolio Companies (as applicable). Examples of which may include, but are not limited to, custodian, nominee or similar services; legal, accounting, company secretarial, taxation, audit, administration and transactional services; and assistance in the sourcing of opportunities, structuring of opportunities, financing of opportunities, due diligence, monitoring and day-to-day trading operations, in consideration of which the company/ies providing such services shall be entitled to charge or recover (as the case may be) their reasonable costs and/or fees.

With the aim of reducing risk while maintaining quality deal flow for Portfolio Companies, Ingenious may arrange mezzanine finance to sit behind a Portfolio Company's loan. Such finance, if provided at all, may be partly or fully provided by part of the Ingenious Group or related parties in return for which the providers of such finance will earn a return commensurate with the risk position taken.



All fees and charges will be subject to any applicable VAT.


³The Manager reserves the right, in the event of an increase in the applicable rate of stamp duty, to increase the dealing fee charged upon disposal of shares by an equivalent amount.

For an illustrated example of how the Service's fees impact an investment, please refer to the illustration on our website: www.theingeniousgroup.co.uk

INVESTING FOR THE FIRST TIME

To invest in IEP Classic, a potential investor should first read this Brochure and the Investor Agreement in full and speak to their regulated financial adviser who can assess if the investment is right for them.

To apply, a potential investor should complete the Application Form that can be downloaded at

 theingeniousgroup.co.uk

The form contains full details on the application process.

The minimum initial investment is £25,000.

Once Shares are allotted, an Investor's Portfolio consists of a number of Shares in one or more Portfolio Companies. The Manager has full discretion to manage the rights of each investment in an Investor's Portfolio and determine the appropriateness of each investment selected.

How the investment works

The potential investor should discuss the investment with a regulated financial adviser and fully read and understand the Brochure and Investor Agreement.

1

The potential investor should complete the Application Form, providing all requested information.

2

Shares are allotted, usually within 21 days, though this can take longer. The countdown for the two year BR-qualification period and the three year IR-qualification period begins.

3

The Investor gains immediate access to the IEP Care Service for themselves and their immediate family. This can be used at any time.

4

The Investor and their adviser both receive a login for the myIngenious portal where the investment can be tracked and relevant documents and communications can be found.

5



6

Ingenious should be instructed if the Investor would like to draw regular payments from the investment. If not, the full amount will remain invested, including any growth, though it can be accessed at any time, subject to liquidity.

7

If an email address is provided upon application, the Investor begins to receive quarterly emails from Ingenious, updating on where money is invested and the investment performance.

8

After 2 years, Shares qualify for BR, so if the Investor were to die, they can be transferred to loved ones free of IHT.

9

After a further year (a total of three years), Shares qualify for Investors' Relief and so if the investor elects to draw on growth, they should only pay 10% CGT.

Topping up or drawing down



Topping up

After initial investment, further investments of at least £10,000 can be made. Smaller amounts may be accepted at the discretion of the Manager.



Regular withdrawal

The Investor can draw down the growth generated by the investment, or take a fixed amount annually (payable in February, subject to available liquidity). Alternatively, growth remains in the Portfolio and should qualify for BR and IR along with the rest of investors' Shares.



Partial or full redemption

The Investor or their executor(s) can elect to realise some or all of the investment at any time. The Manager will aim to facilitate payments within one to six months, depending upon available liquidity.

Investors who already own BR shares

If the Investor already owns BR qualifying shares in another service, but would prefer to instead invest in IEP Classic, it is often possible to realise the existing investment and invest in IEP Classic without having to begin the two-year holding period for BR qualification again, through the replacement business property provisions. For more information, Investors should consult their financial adviser.



ROBUST GOVERNANCE

IEP Classic benefits from a robust governance process, delivered by the Manager.

The Manager's Investment Committee is separate from the Manager's Fund Management Team and the Non-Executive Chairman of the Board is independent from the Manager.

The key governance arrangements include:



Board

Oversees strategy, performance, target market assessment, valuations and liquidity.



Independent Non-Executive Chairman of the Board

Provides independent judgment and advice on issues of strategy, performance, resources and standards of conduct for IEP Classic.



Investment Committee

Responsible for reviewing and approving opportunities proposed by the Fund Management Team against investment objectives of the Service.



Fund Management Director

Day to day oversight, reporting, identification of risks and opportunities.



Fund Management Team

Identification of new opportunities and responsible for end to end transaction management and NAV preparation.



Technical Team

Monitor BR and IR qualification.



Net Asset Value (NAV) external audit

The quarterly Net Asset Value (NAV) of the Portfolio that is communicated to Investors is externally audited every six months.

IEP Classic benefits from resources across Ingenious: The Remuneration Committee, Audit and Risk Committee, Board of Directors of the Manager, Risk Management & Valuation Committee and Compliance Function.

RISK FACTORS

A potential investor should carefully consider all of the information set out in this Brochure and whether a subscription constitutes a suitable investment in light of their personal circumstances, tax position and the financial resources available to them. A subscription involves risk and may not be suitable for all potential investors. A potential investor should, therefore, seek professional advice before making any decision to invest. A potential investor is also recommended to consult a professional adviser regarding their personal tax position.

This section contains material risk factors that the Manager believes to be associated with a subscription in IEP Classic. If any of the following events or circumstances arise the value of the Investor's Shares and/or results of the Service could be materially and adversely affected; as could the availability of tax reliefs to an Investor. In such circumstances, an Investor may lose all or part of their investment. Additional risks and uncertainties not presently known, or that are deemed to be immaterial, may also have an adverse effect on the Investor's Portfolio and the risks described are not intended to provide an exhaustive list of all the risks associated with a subscription in the Service.

There is no assurance that any targeted returns or other targets indicated in this Brochure will, in practice, be achieved. The indications on page 4 and 5 of the current IEP Classic Investment Strategy are an indication of the Manager's current Investment Strategy which may, at the Manager's discretion, be adjusted from time to time where the Manager considers such change is necessary, having regard to the Investor's Investment Objectives.

This Brochure outlines the types of trading activity that the subsidiaries of the IEP Classic Portfolio Companies might carry out as currently envisaged by the Manager. These are for illustrative purposes only and the Manager will exercise its discretion to adjust the strategy from time to time in order to target activity it thinks is best suited to achieving the Investment Objectives.

In relation to each industry sector, we have endeavoured to set out the current intentions of the Manager with regard to the nature of the trading strategy on pages 6 to 9 of the Brochure. Investors should note that the Manager retains discretion as to how, over time, with regard to evolving market conditions and the Investor's Investment Objectives, the trading strategy may change. The result may be that the investment weighting to each sector may materially change over time with the effect that most or all of the investment may be in one single sector if that is the approach deemed appropriate by the Manager.

Financial performance risks

Whilst the Investment Strategy for an Investor's Portfolio targets steady growth and low volatility, this cannot be guaranteed. The valuation of an investment can go down as well as up and Investors could lose some or all of their investment. There is no assurance that any targeted returns or other targets indicated in this Brochure will, in practice, be achieved. The objectives for IEP Classic on page 4 of the Brochure are an indication of the Manager's current intentions and may, at the Manager's discretion, be adjusted from time to time where the Manager considers such change is necessary, having regard to the Investor's Investment Objectives. Assumptions, projections, intentions or targets included within this Brochure are not a forecast of how an Investor's Portfolio will perform. The past performance of the Manager is not a guide to future performance of the investments made through this Portfolio management service.

Diversification of projects is one method by which performance risk is mitigated. If the availability of suitable deployment opportunities is limited or a

Portfolio Company is capitalised with limited funds, the opportunities for diversification may be reduced, which may adversely impact returns. Diversification is not a guarantee against loss.

Risks relating to taxation and Business Relief

The Business Relief-qualifying status of investments made is contingent upon the Manager being able to identify Portfolio Companies that carry on, and continue to carry on, a sufficient level of permitted activity for the purposes of Business Relief. There is no guarantee that the investment made will qualify for Business Relief throughout the life of the investment and in this case, a liability to IHT may arise if a transfer takes place at such a time.

The tax outcomes described in this Brochure, including the treatment for Capital Gains Tax, are based on our interpretation of the current legislation and HMRC practice. These may change from time to time and, as such, they are not guaranteed and any such changes can affect the return an Investor receives from his or her Portfolio. Neither the Manager nor Custodian accept any liability for tax reliefs not being available, or being reduced. In addition, tax reliefs may depend on personal circumstances. For example, if the Investor borrows to acquire shares in the Service then the investment is unlikely to qualify for Business Relief.

Market risks

As explained on page 5, IEP Classic invests in one or more Portfolio Companies that indirectly, through their subsidiaries, make secured loans to experienced counterparties or, in the case of infrastructure, own, operate and sell income-generating assets. Portfolio Companies operate in competitive industries where commercial risks are high, these include, but are not limited to counterparty credit risk, project risk, operational risk and interest rate risk.

The subsidiaries of the Portfolio Companies undertake different types of trading activity across the real estate, technology, media and telecoms (TMT) and infrastructure sectors focusing on secured lending and in the case of the infrastructure sector, owning and operating income-generating assets which may be held for the long-term or which may be sold and the proceeds reinvested into new trading activities. The risks and opportunities are different in each sector in which the Portfolio Companies operate. Examples of the activities undertaken by the Portfolio Companies are described on p.7 to 9 of the Brochure.

Any of the assumptions associated with managing market risks are subject to change. Consequently, it may be that loans and interest on loans may not be recovered in full or at all. The value of income-generating assets owned may decrease significantly in value or may not be recovered at all. All such consequences would negatively impact the projected returns to Investors.

As part of the assessment process for any trading activity presented to a Portfolio Company, the Manager will consider the commercial, financial and legal aspects of each opportunity, the focus of which may be different for each opportunity. As a guide only, the following are examples of the types of assessment which may be undertaken. This is not a complete list of all considerations, nor will each of the following examples be relevant for every assessment.

- Availability of a sufficient number of suitable trading opportunities
- Financial assessment of the opportunity including sensitivities to potential outcomes and the possible impact of changes to interest and inflation rates
- Current and potential future valuation of the asset or company
- Financial viability of key third parties involved in the trading activity
- Experience of the borrower or asset manager in the case of owned and operated assets
- Level of complexity and execution risk associated with the trading activity
- Market demand for the completed project or asset, the commercial opportunity or the borrower's ongoing product or services, as appropriate
- Security and enforcement rights available should the trading activity not go to plan
- Any regulatory risks associated with the proposed trade

Liquidity risks

An Investor's ability to seek repayment of part or all of their investment is subject to the Manager's policy on payment requests. The Manager will have due regard for the need to fund the various commitments which the subsidiaries of the Portfolio Companies have made to existing borrowers and which are associated with owned and operated income-generating assets, with the requirement to fund Investor withdrawal requests.

Whilst the Manager will seek to facilitate Investor requests for withdrawals as promptly as possible, the Manager's ability to fund such requests immediately is driven by the underlying liquidity of the Portfolio Companies invested in. The Manager's ability to meet these withdrawal requests may take several months, especially if a number of withdrawal requests are made at the same time. In addition to commitments already made by the Portfolio Companies, the timing of payment of Investor withdrawal requests may also be influenced by the timing of when loans are repaid to the subsidiaries of the Portfolio Companies and the ability of them to dispose of any owned and operated clean energy assets.

As the Portfolio Companies are privately owned companies, there is unlikely to be a ready market to purchase Shares in these Portfolio Companies. Such investments will have less liquidity than investments in listed shares. The realisation of such investments in unquoted companies may therefore take considerably longer than targeted, particularly if a number of material company or asset disposals were to coincide.

Valuation risks

The valuation of loans made and any assets owned and operated requires a forward-looking assessment of the value that the underlying asset will hold upon completion or disposal. The Manager will work with independent, external experts where appropriate to monitor the valuations and to ensure that the appropriate carrying value for each loan and owned and operated asset is reflected in the NAV. The NAV of IEP Classic is subject to audit every 6 months.

Indebtedness risks

The Portfolio Companies may access bank funding in order to provide additional liquidity to grow and expand their activities with the aim of increasing returns to Investors and diversification within Investors' Portfolios. Analysis by a bank of the loans being made or assets being operated adds further independent scrutiny to the activities of the Portfolio Companies. The use of bank funding may increase the financial risk to Investors in situations in which the valuations of the loans or assets on which the bank funding is secured are reduced and the bank facilities come under pressure to be repaid. This is because the bank will have a first legal charge over the loans or assets of the Portfolio Companies being financed and will therefore have the right to be repaid first in any distribution of capital from Portfolio Companies. The Manager will actively manage and monitor the level of indebtedness within the Portfolio Companies as part of its wider risk management procedures.

Conflicts of interest

Conflicts of interest may arise in situations where the Manager has an interest in the activities being undertaken. Where such conflicts arise, the Manager will ensure that the conflicts are appropriately managed through independent decision-making and in line with the Manager's conflicts of interest policy for dealing with such situations, which can be found at www.theingeniousgroup.co.uk.

Financial services compensation scheme

Although the Manager and the Custodian are covered by the Financial Services Compensation Scheme (FSCS), the FSCS is only available when an authorised firm goes into default and is unable or is likely to be unable to pay claims made against it by clients. An Investor's access to the scheme depends on the type of business and the circumstances of the claim, and compensation is limited to a maximum of £85,000. Further information about compensation arrangements is available on request from the Manager, or from the FSCS.

Forward-looking statements

The Investor should not place undue reliance on forward-looking statements, which speak only as of the date of this Brochure as they may not be a representation that such trends or activities will continue in the future.

Forward-looking statements can be identified by the use of forward-looking terminology, including the terms "believes", "continues", "expects", "intends", "may", "might", "will", "would" or "should".

Forward-looking statements involve risk and uncertainty because they relate to future events and circumstances, not historical facts.

Subject to any requirement under applicable laws and regulations, the Manager gives no undertaking to update or revise any forward-looking statements, whether as a result of new information, future events or otherwise.



TAXATION

This summary is based upon current UK tax law and practice and is intended as a guide only. It is not intended to constitute legal or tax advice and a prospective Investor is recommended to consult his or her own professional advisers concerning the possible tax consequences of investing in, purchasing, holding, selling or otherwise disposing of Shares. The value of any tax reliefs will depend on the individual circumstances of an Investor and may be subject to change in the future. The Service has been structured to allow for the value of an Investor's Portfolio to be eligible for relief from IHT and benefit from IR, as described here.

IHT Business Relief

The Shares should constitute relevant business property (as defined at s105 IHTA). Accordingly, once such Shares have been held for a period of two years, they should qualify for 100% Business Relief, which would reduce the IHT liability on a transfer of the Shares to nil.

Where an investment in relevant business property is made from the proceeds of a disposal of other relevant business property, the new investment should qualify when the combined ownership period over the last five years reaches two years.

Where relevant business property is inherited from a spouse, the ownership period of the transferee spouse includes the ownership period of the transferor spouse.

The ownership period commences on the date the Investor acquires beneficial ownership of the underlying Shares, and not from the date of subscription in the Service. There may be a period of time between the Investor making a subscription in the Service and the Manager allotting Shares on the Investor's behalf.

The process for claiming Business Relief

To obtain Business Relief the executors of the estate will need to complete a copy of probate return form IHT412 and return this to HMRC. The relief is assessed by HMRC and cannot be guaranteed. The estate may need to provide additional information if requested.

Investors' Relief

The Shares should constitute qualifying shares (as defined at s169VB(2) TCGA 1992). Provided such Shares have been held for the required 3 year period, Investors should be able to claim a 10% rate of Capital Gains Tax on any gains made on a disposal of the Shares. There is a lifetime limit, currently set at £10m on the amount of relevant gains that can access this lower rate of Capital Gains Tax. Investors will need to make a claim for Investors' Relief before the first anniversary of 31 January following the tax year of disposal.

Taxation of payments

A realisation in value from an Investor's Portfolio may be facilitated by the Manager by way of either a sale of the applicable Shares or a reduction in capital. Any return for an Investor from investments held in their Portfolio will be subject to either Income Tax or CGT, and will be dependent on the form of the transaction. If a realisation is achieved by way of sale of shares, any gain will be subject to CGT. If a capital reduction is undertaken, income tax charges may apply to any returns in excess of the amount originally subscribed for the shares. The form of the transaction will depend on the liquidity available at the time of the request, and the Manager cannot guarantee that payments will attract capital treatment in all cases. Where payments are subject to Income Tax, exit fees are not deductible from the profits for tax purposes.

Stamp duty

Share disposals arranged by the Manager on behalf of an Investor may be subject to stamp duty at the prevailing rate (currently 0.5%). This will be a liability of the Manager and will be paid from the Manager's Dealing Fee, except in cases where the Dealing Fee is not applicable, where the cost of stamp duty will be borne by the Investor. The Manager reserves the right, in the event of an increase in the applicable rate of stamp duty, to increase the Dealing Fee by an equivalent amount.





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