

AN ADVISER'S GUIDE TO

# Blackfinch

For professional advisers only



 **BLACKFINCH**

# A note from our CEO



**Richard Cook**  
CEO and Founder

Blackfinch is proud to be a champion of financial advisers around the UK. Your advice and guidance are key to helping retail investors achieve their goals and aspirations. You play an integral role in helping those investors make important decisions that will shape their future.

Working together in partnership with you, we provide a range of investment solutions designed to address the needs of your clients. Whether they have a personal interest in supporting small businesses, aspirations to help secure the supply of renewable energy to UK homes, or maybe they're just interested in the growth they can achieve before, during and after they retire. We're here to help you find the right investment strategy to achieve their desired outcomes.

We fully understand how important it is for you to bring value to your conversations with clients, and meet your consumer duty obligations. To help, we'll provide you with clear, easy to understand materials to ensure your investors know exactly what they're investing into and how they can expect the product to perform. We'll keep both you and your clients updated on how the investments are performing, with a commitment to breaking down complex topics into straight-forward language.

Our mission is to see individuals, businesses and communities thrive. Together we can help your clients address their tax liabilities, manage their wealth and at the same time enjoy seeing the positive impact we can have on society and the world around us.

Together with my team, we look forward to working with you.

## Our Solutions

We pride ourselves on being a comprehensive financial solution for advisers, committed to contributing to a holistic investment approach.

For clients facing a tax bill, it's never a nice feeling. Our array of **tax-efficient solutions** harnesses the UK Government's Business Relief (BR), Enterprise Investment Scheme (EIS), and Venture Capital Trust (VCT) programs to access available reliefs on behalf of your clients. This approach enables them to safeguard their wealth, maintain control of their financial plans for their future, whilst also protecting what they pass on to friends and family.

In addition, we work hand in hand with financial advisers by providing **globally diversified wealth management solutions** that cater to your unique needs. Our Managed Portfolio Services, Unitised Funds, and tailored offerings offer you the flexibility to choose as little or as much support as you require to achieve your business goals.





# The Blackfinch Story

It all started on the Galapagos Islands, in the 19th century. While Charles Darwin was exploring in the Galapagos Islands, his curiosity was drawn to the finch's after noticing they had different sized and shaped beaks depending on where they lived. His research found they had adapted to different food sources in order to thrive, making them one of the most highly evolved species on the island.



This discovery was the inspiration behind Blackfinch. The valuable behaviours of adapting and evolving in order to thrive have been the driving force of the leadership for more than 25 years.

## Our Core Values

### Adapt

To modify or alter, in order to adjust to new conditions

### Evolve

To develop gradually, improving over successive iterations

### Thrive

To grow or develop well, so as to prosper and flourish

These values place responsible investing at the heart of our approach. We're working to make a positive difference in the world.



# Blackfinch Adapt IHT Portfolios

We provide short-term specialist lending for property development finance, investing across residential and commercial real estate around the UK. We also provide renewables investment, investing in wind and solar energy, as well as providing asset-backed finance, investing in business and property deals.



Target Return (net of charges)

**3-5%+**



Minimum investment amount

**£25,000**



A choice of

**four portfolios**

## Available Tax Reliefs



### Inheritance Tax

100% Inheritance Tax (IHT) exemption on qualifying investments after two years (and if held at time of death)

## Clients to Consider



- Elderly clients wanting to retain access to their funds
- Wanting swift relief from IHT
- Immediate Post Death Interest Trusts
- Power of Attorney in place
- Surrendering an investment bond
- Planning for later life care costs
- Will and estate planning
- Disabled Person's Trusts



# Blackfinch Thrive Corporate Management Service (CMS)

We work with management teams of businesses to put their cash to work in qualifying trades. We develop a bespoke lending programme, and as cash stays inside the firm, the business owners stay in control.



Target Return (net of charges)

**4-5%**



Minimum investment amount

**£200,000**



Not a Unregulated Collective Investment Scheme

**Non UCIS**

## Available Tax Reliefs



### Inheritance Tax

100% IHT exemption on qualifying investments after two years (and if held at time of death)

### Capital Gains Tax

Business Asset Disposal Relief (BADR) for Capital Gains Tax (CGT) relief

## Clients to Consider



- Surplus cash in a business
- Selling a business
- Companies that have stopped trading and now holding investments or cash
- Investment companies with rental portfolios who are worried about IHT
- Family Investment Companies

# Blackfinch Adapt AIM Portfolios

We take portfolio holdings in the Alternative Investment Market (AIM). Like the mainstream UK stock market (FTSE), AIM has listed shares in growing businesses. The Adapt AIM Portfolios can be held in an ISA, enabling clients to retain ISA tax benefits. They're available for new and existing ISA transfers.



Minimum investment amount

**£15,000**



Portfolio options of

**Growth and Income**

## Available Tax Reliefs



### Inheritance Tax

100% IHT exemption on qualifying investments after two years (and if held at time of death)

### Capital Gains Tax

Growth free of CGT (on ISA wrapper only)

### Income Tax

Free from Income Tax (on ISA wrapper only)

## Clients to Consider



- Looking to mitigate an IHT liability
- Elderly clients wanting to retain access
- Immediate Post Death Interest Trust
- Power of Attorney in place
- IHT liability in an ISA
- Planning for later life care costs
- Want exposure to smaller companies
- Looking for alternative diversification



# Blackfinch Spring Venture Capital Trust

The Blackfinch Spring VCT invests in early-stage firms at the growth stage of development. These firms have already raised funding, gained traction and aim to accelerate the scale-up process. We target firms offering the potential for higher returns at exit. They need to show they have revenue and customers, and are capable of disrupting large, growing markets. We look for strong teams who are ready for the next phase of growth.



From 2024, targeting a  
**5% dividend per annum**



Minimum investment amount  
**£3,000**



Potential of  
**Special Dividends**  
after earlier exits

## Available Tax Reliefs



### Capital Gains Tax

Growth free of CGT

### Income Tax

Up to 30% Income Tax relief (minimum holding period 5 years)

Tax free dividends

## Clients to Consider



- Want to extract profits from a business
- Planning ahead for later life care costs
- Clients affected by the pension tapered annual allowance
- Landlords whose income doesn't count towards pensions
- Planning ahead for cost of education
- Considering how to plan ahead for retirement
- Wanting to help family members with personal financial goals

# Blackfinch Ventures EIS Portfolios

We invest in forward-thinking early-stage technology companies. Firms who operate across sectors, with offerings based on ground-breaking new concepts, using highly specialised technology. With the potential to change the way we live and work, they're set to make an impact in global markets.

We identify firms early in their life and invest before they take off, working closely from investment to development to exit. Risk management is key to our strategy.



Target Return (net of charges)

**3x**



Minimum investment amount

**£10,000**



Use Income Tax

**Carry back**

for the previous year

## Available Tax Reliefs



### Inheritance Tax

100% IHT exemption on qualifying investments after two years  
(and if held at time of death)

### Capital Gains Tax

Growth free of CGT

### Income Tax

Up to 30% Income Tax relief

### Loss Relief

For any companies that fail, loss relief can be claimed at a clients highest marginal rate against either Capital Gains, or Income Tax paid in the year of the loss (or the prior year)

## Clients to Consider



- Looking to reclaim income tax paid in the tax year they make an EIS investment, or carry back to the previous tax year.
- Want to defer CGT
- Sheltering CGT after selling a business
- Surrendering an investment bond
- Sophisticated high net worth individuals who are happy to take the extra risk and can benefit from Loss Relief
- Planning ahead for later life care costs



# Wealth Management Solutions

## Managed Portfolio Service



The Managed Portfolio Service includes five portfolios to select from and has been awarded a 5 Diamond Defaqto rating. All contain investments actively managed by Blackfinch Investments Limited. These are global and diversified in nature through collective investment schemes. We ensure that all investments remain aligned with our ESG policy.

## Unitised Funds



Our four multi-asset unitised funds are structured to meet the ongoing requirements for diversification and have been awarded 4 Diamond Rating by Defaqto. They include an Income fund with an income target of a net 3.5% p.a., and three funds with a minimum Consumer Price Index (CPI) plus total return target. They can also address clients' Environmental, Social and Governance (ESG) concerns.

Looking for a unique solution for your firm?  
Find out more about our **Tailored Portfolio Service** on the next page ➔

We provide a number of outsourced multi-asset investment solutions for forward thinking firms. The range includes multi-asset fund structures, managed portfolios and a unique tailored offering that you can design yourself. So whatever stage your firm is at with your investment solutions, we can help.

| Portfolio Name                         | Target Return (rolling 5 year) | Dynamic Planner Rating | Defaqto Rating |
|--|--------------------------------|------------------------|----------------|
| Defensive MPS Portfolio                | CPI + 1%                       |                        |                |
| Cautious MPS Portfolio                 | CPI + 2%                       |                        |                |
| Balanced MPS Portfolio                 | CPI + 3%                       |                        |                |
| Growth MPS Portfolio                   | CPI + 4%                       |                        |                |
| Enhanced Growth MPS Portfolio          | CPI + 5%                       |                        |                |
| VT Blackfinch Defensive Portfolio Fund | CPI + 1%                       |                        |                |
| VT Blackfinch Cautious Portfolio Fund  | CPI + 2%                       |                        |                |
| VT Blackfinch Balanced Portfolio Fund  | CPI + 3%                       |                        |                |
| VT Blackfinch Income Portfolio Fund    | 3.5% Annual Yield (net)        |                        |                |

We have also been rated by EValue, please see the brochures for full details.



# Wealth Management Solutions

Tailored Portfolio Service

For firms where a pre-defined Managed Portfolio Service (MPS) range doesn't quite meet the needs of their clients, or they are looking to create a uniquely competitive offering, we work in partnership to provide a Tailored Portfolio Service (TPS). Our TPS is a service where you set the specifications and we provide the resources to deliver the strategy.

### Yours to tailor

Here we have included some suggestions for you and your team to think about, as a starting point only, and we encourage you to tell us all your ideas.

- A range that maps perfectly to your chosen risk profiler
- Tailored asset allocation
- Cap the overall cost to the client
- Input to the investment process
- An investment style that best reflects your clients' requirements
- Fully active, fully passive or a blend
- Client friendly literature and communications
- Content creation to fully enhance the client journey
- Tailored range available consistently across the platforms you choose



## A partnership built for success

Working with Blackfinch doesn't just mean having access to our products and services though. We want to build deep relationships with adviser firms and support your firms' growth. These are some of the things you can enjoy when you partner with Blackfinch:

Ad-hoc Market Commentaries

Thought Leadership Pieces

Monthly Factsheets

Quarterly Investment Reports

Investment Analysis Reports

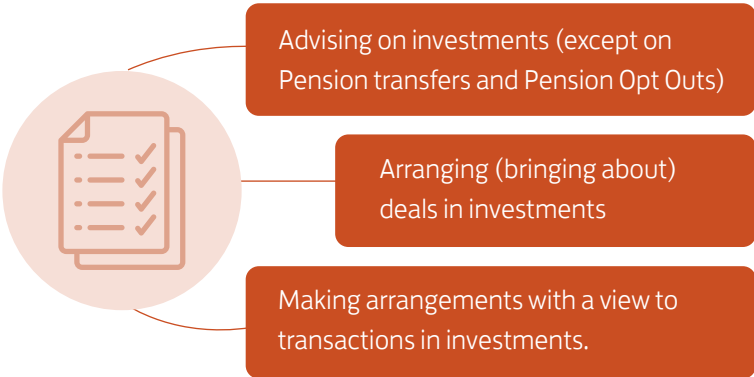
Monthly Market Moves



# Getting set up for success

Blackfinch is proud to be a champion of financial advisers, and for over a decade has been providing tax-efficient investments and globally diversified wealth management solutions to advisers all around the UK.

Sometimes, when we meet new advisers, they ask us what permissions they will need in order to introduce our investment solutions to their clients. This typically comes up when firms are expanding their service offering into a new area, or when new joiners come on board.



The customer type should include Professional and Retail (investment). For tax products the investment type must include Shares, and for the Blackfinch multi-asset investments the investment type must be Units.

We have a team of Business Development Managers based all around the UK who will be happy to visit your offices, explain our products and even deliver training sessions for your team. Please do to get in touch if we can help.

# Adviser support



## Webinars

Hear directly from our investment team



## Case Studies

Breaking down client planning scenarios



## Events

Access a range of CPD-qualifying events



## Market Updates

Stay informed and gain insights to share with clients.

Email: **Monday Market Update** A short summary of global events and their impact on markets, sent straight to your inbox every Monday.

Email: **Monthly Market Moves** A summary of global events from the previous month, sent direct to your inbox.

Webinar: **10-minute Monthly Market Forecast** A look ahead, presented live by our investment team, giving you the insights to share with your clients.

# Important Information

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These products may not be suitable for all investors and we would recommend that prospective investors seek independent advice before making a decision.



# Contact Us

Now you’ve had a dive into what we can offer financial advisers, why not speak to one of our team. They’re based all across the UK and will be happy to visit your offices to talk about client planning scenarios, deliver product training to your team or just chat over a coffee about how we might be able to help your firm grow.

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