TITAN Wealth Alternatives

# BR Factsheet
# Triple Point
# Estate Planning Service

**BR (Business Relief) investments are suitable for:**

- Investors who understand the risks of investing, are happy to make a long-term investment and are seeking a competitive return alongside potential Inheritance Tax relief.
- Investors able to bear losses without it materially affecting their standard of living, and who can hold the investment for the recommended period without relying on liquidity
- Tax-efficient investors wishing to reduce the value of their estate for Inheritance Tax purposes without giving up control or access to their assets.
- Investors who typically have an estate expected to be subject to Inheritance Tax and who are seeking relief through Business Relief.

These investors benefit from maintaining ownership and control of their wealth while achieving potential Inheritance Tax relief after two years, supporting a range of established UK businesses and public sector organisations. Investors should have the financial capacity to bear potential losses.

**IMPORTANT INFORMATION**

This document aims to emphasise key aspects of the investment and should not be taken as a complete and comprehensive analysis of the risks of investing in the investment. It should be read alongside the Triple Point Estate Planning Service Investment Memorandum, which you are advised to review thoroughly. In case of any discrepancies between this document and the IM, the latter's provisions will prevail.

## Principal Parties:

| | |
|---|---|
| **Investment Manager** | **Triple Point Investment Management LLP (TPIM)** |
| **Custodian** | **TP Nominees Limited** |
| **Receiving Agent** | **Triple Point Administration LLP** |
| **Company Secretary & Administrator** | **Triple Point Administration LLP (TPAL)** |

## Investment Manager: Triple Point Investment Management LLP

Triple Point Investment Management LLP (TPIM) is the Investment Manager for the Triple Point Estate Planning Service. TPIM is authorised and regulated by the Financial Conduct Authority (FCA number 456597). Established in 2006, TPIM is part of the Triple Point Group, which manages over £2.2 billion in assets across a range of specialist investment strategies

For the Estate Planning Service, TPIM selects and manages investments into established UK businesses that primarily provide lending and leasing services to corporates, SMEs, and public sector organisations. These businesses are carefully vetted to qualify for Business Relief, allowing investors to mitigate Inheritance Tax after a two-year holding period.

TPIM’s private credit team, consisting of over 50 professionals, applies rigorous due diligence, credit assessment, and portfolio management to deliver stable, consistent returns, with a strong focus on capital preservation and liquidity. Both the Generations and Navigator strategies reflect TPIM’s commitment to supporting economic growth through productive capital investment while helping clients manage their estate planning needs.

| **Key Details:** | **Triple Point Estate Planning Service** |
|---|---|
| First Added to Titan Alternatives’ Panel | 2016 |
| Product Launch Date | 2013 (Navigator) / 2014 (Generations) |
| Product AUM | £1.3 billion across estate planning services |
| USP | Invests in established UK businesses providing lending and leasing to corporates, SMEs and public sector organisations, targeting Business Relief eligibility after two years |
| Total Offer Size | Evergreen (no set fundraising cap) |
| Minimum Investment | £20,000 |
| Maximum Annual Investment | No maximum (Business Relief is not capped). |
| Subscription Amounts Invested | 100% of subscription invested (excluding any adviser charges and TP charges) |
| Level of Tax Relief Available | Up to 100% Inheritance Tax relief after two years (subject to conditions) |
| Target Number of Portfolio Companies | 2 portfolio companies with c700 counterparties across the two strategies (200 Navigator – 500 Generations) |
| Target Return | 4–5% p.a. (Navigator Strategy), 1.5–2.5% p.a. (Generations Strategy), both net of fees |
| Target Hold Period | Minimum of 2 years to qualify for Business Relief; recommended 5+ years |
| Provisional Next Close Date | Weekly allotments (rolling basis) |

# Fees

| Fee (Excluding VAT) | | Charged To |
|---|---|---|
| Initial Fee | 2% (deducted from subscription amount) | *The initial fee is *de jure* paid by the Investee Company, but is *de facto* paid by the Investor (see notes) |
| Dealing In Fee | 1% (charged on the net investment amount after the Initial fee is charged) | Investor |
| Annual Management Fee | 0.5% per annum (deferred and only charged if a minimum hurdle return is achieved of 4.0% in TPEPS Navigator holdings and 1.5% in TPEPS Generations holdings) | Investee Company |
| Corporate Running Costs | Estimated at 1.90% per annum + VAT | Investee Company |
| Other Investee Company Costs | Estimated at 0.25% per annum | Investee Company |
| Dealing Out Fee (Exit) | 1% (waived if exit due to death within two years) | Investor |
| Performance Fee | None | N/A |

* The TP initial fee is facilitated by the company grossing up the share price at which shares are issued by the amount of the initial fee due (relative to the NAV). Triple Point then charge the company for the difference between the grossed-up share price and the NAV.

# Materials

| Product Provider (Manufacturer) Materials |
|---|
| Investment Memorandum |
| Factsheet |
| KID |
| Consumer Duty Assessment & other materials |

# Overview

**Investment Strategy**

The Triple Point Estate Planning Service invests in established UK businesses that provide lending, leasing and infrastructure funding services to corporates, SMEs and public sector organisations. The Service offers two distinct strategies:

**Navigator Strategy:** targets lending and leasing to small and medium-sized enterprises (SMEs), aiming to deliver annual returns of 4%–5% net of fees.

**Generations Strategy:** targets lending, leasing and infrastructure funding to corporates and public sector organisations such as NHS Trusts and Local Authorities, aiming to deliver annual returns of 1.5%–2.5% net of fees.

Investments are selected to provide consistent income, steady capital growth, and to maintain Business Relief (BR) eligibility

Sectors:

- SME Debt Finance
- Corporate Finance
- Public Sector Leasing and Lending (e.g. NHS equipment)
- Infrastructure Funding (e.g. energy, social infrastructure)
- Property

to mitigate Inheritance Tax after a two-year qualifying period. Investors can allocate fully to one strategy or create a tailored blend between Navigator and Generations.

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Development

- Specialty Finance (provision of wholesale credit lines to funders or wholesale lending to small businesses)

## Notable Merits & Consideration Points

- **100% Inheritance Tax Relief Potential:** Investments are expected to qualify for Business Relief, providing 100% Inheritance Tax relief after two years, providing the shares are held on death,  while allowing investors to retain control of their assets.

- **Liquidity Option:** Triple Point aims to facilitate withdrawals within 20 working days, although access to capital is not guaranteed and depends on finding a buyer.

- **Flexible Investment Strategies:** Investors can select either the Navigator Strategy, Generations Strategy, or a blend of both to suit their risk-return preferences.

- **Attractive Target Returns:**
  Navigator Strategy: 4%–5% p.a. net of fees
  Generations Strategy: 1.5%–2.5% p.a. net of fees

- **Regular Allotments and Deployment:** Subscriptions are invested through weekly share allotments, enabling faster access to Business Relief qualification

- **Experienced Private Credit Team:** A team of over 50 private credit professionals manage the Service, with specialist expertise in SME, corporate, and public sector lending

- **Strong Track Record:** Both strategies have consistently delivered positive returns across multiple economic cycles, with the Generations Strategy achieving positive growth quarter on quarter for over 19 years.

- **Consumer Duty and Value for Money Focus**: The Service is designed to deliver fair value for clients, with ongoing monitoring to ensure alignment with Consumer Duty outcomes

# Key Risks

**Capital at Risk:** The value of investments may go down as well as up. Investors may not get back the full amount invested. Investments in unquoted companies carry a higher risk than investments in quoted companies.

**Business Relief Qualification:** The availability of Business Relief depends on the company in which the investment is made establishing and maintaining its qualifying tax status. HMRC assesses BR eligibility at the time of the investor’s death on a case-by-case basis.

**Liquidity Risk:** There is no guarantee that a sale of shares can be arranged quickly. Shares are not listed and may be difficult to sell. Withdrawal requests are subject to liquidity and may take longer than the target 20 working days

**Regulatory and Tax Risk**: Tax rules and reliefs are subject to change, and such changes could be retrospective. Changes to Business Relief legislation or HMRC interpretation could reduce or eliminate relief.

**Counterparty Risk:** The performance of the service depends on the investee companies being able to meet their obligations. Poor credit performance or defaults may negatively impact returns and capital preservation.

Not Suitable for All Investors: Investors must be able to bear potential losses and should not rely on the investment for short-term liquidity or income needs

**Please note that this is a summary of the key risks and potential investors should refer to pages 34-35 of the Information Memorandum for full details.**

# Tax Relief

- **Inheritance Tax Relief:** The Triple Point Estate Planning Service is designed to provide 100% relief from inheritance tax on the amount invested after two years, provided shares are still held at the time of death .Post April 2026, full relief will be given on up to £2.5million on unquoted business relief qualifying assets, after which amounts above £2.5million will be reduced by 50% relief.

- **Preservation of IHT Allowances:** Business Relief does not use up the nil rate band or residence nil rate band, allowing other allowances to be preserved for additional estate planning purposes.

- **Immediate Qualification on Replacement:** 100% relief can be established immediately if the investor has recently sold another Business Relief-qualifying asset.

- **Tax Status Dependency:** Relief is dependent on the investee companies maintaining their Business Relief qualifying status throughout the holding period. HMRC assesses this at the time of the investor's death.

- **Withdrawal Impact:** Withdrawals from the service result in the withdrawn amount no longer qualifying for inheritance tax relief. Only the remaining invested portion may still benefit, subject to conditions

- **Tax Treatment Subject to Change**: Levels, bases of, and relief from taxation are subject to change and could be retrospective. Investors should consult with a tax adviser regarding their individual circumstances

# Client Suitability

- **Inheritance Tax Planning:** Suitable for investors with an estate expected to be subject to Inheritance Tax who are seeking to reduce its value using Business Relief, while retaining control of their assets.

- **Long-Term Investment Horizon:** Designed for investors who are able to invest for the medium to long term (5+ years), and can retain their holding until death to ensure eligibility for Business Relief**.**

- **Capacity to Bear Losses:** Investors must have sufficient wealth to bear potential losses without it materially affecting their standard of living, and should not rely on this investment for everyday financial needs

- **Understanding of Illiquidity: Suitable for investors who understand the risks associated with investing in unquoted companies, including limited liquidity and the potential for delays in exiting the investment**

- **Advised or Informed Investors: Investors should typically receive financial advice, or in exceptional cases be able to demonstrate they understand the risks, tax implications, and nature of the Service without advice**

# Consumer Duty

Advisers should review relevant consumer duty materials and ensure that investors align with the intended target market as outlined in the provided documentation.

## Conclusion

Triple Point have been actively investing in the Leasing and Lending space via the ‘Generations’ strategy since 2006.

With the Navigator strategy coming to market in 2013, the options offered by Triple Point for those wishing to mitigate Inheritance Tax implications became more flexible and open to financial advisers to tailor for the needs of each individual client. Whilst the vast majority of investors (over 80%) choose to have an equal blend between Navigator and Generations, investors can allocate fully to one strategy or create a required weighting suited to their risk-return preferences.

As one of the longest actively managed services in the sector, Triple Point have built up an extensive team of over 50 investment professionals working within their private credit team which helps them provide lending and leasing services to corporates, SMEs and public sector organisations.

Their extensive knowledge and experience of managing Business Relief qualifying assets is consistently monitored and is further validated by the fact that, within their knowledge, they have to date, achieved a 100% success rate in BR claims for eligible estates.

Both trading companies apply rigorous due diligence, credit assessment and portfolio management with separate Boards and independent Directors who meet regularly to review the business and future opportunities.

Having delivered consistent positive returns across multiple economic cycles, Triple Point are confident in continuing their performance over the medium to long term.

Their vast experience in dealing with estates and Inheritance Tax mitigation is further supported by their participation in the HMRC Direct Payment Scheme for IHT. While their target is to facilitate withdrawals within 20 working days, this has been significantly exceeded over the past 12 months, with liquidity typically provided in an average of just 8.5 days a reassuring outcome for estates and family members managing such matters.

Acknowledging that there is a growing need for unquoted assets that qualify for Business Relief our questions on capacity and deployment constraints have been answered extensively and with no such restrictions on amounts that can be accepted between the two trading companies, we are comfortable with their ability to accept a significant increase of capital.

With a regular allotment and deployment timetable, subscriptions can enable investors faster access to Business Relief qualification, with allotments typically made each Wednesday.

Regularly reviewed and assessed, TPEPS is often viewed and categorised as a highly rated Estate Planning / Business Relief product and one we feel confident to introduce to our Adviser network.

We believe that Advisers who have clients currently holding Business Relief qualifying AIM shares should consider their position in light of the Autumn 2024 Budget, with a reduction in relief from 100% to 50% from April 2026.

A timely adoption of such a change of strategy would likely be advantageous as AIM can experience volatility and lead to potential reduction of liquidity options.

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