



New Entrant Network

Introduction

New entrants are the lifeblood of the (S)EIS industry. That is why it is so important to nurture and help them to develop successfully. When you take the step to launch a new fund, you are often entering a new world, with many constituent parts and nuances. In short, most new entrants need some help with what is needed and guidance on who can provide which services.

Hardman & Co has identified partners that it knows and trusts, and that have the same ethos and mindset in supporting new entrants. We believe there is a real role to play for professional services providers in educating, guiding and supporting new players in the market, and no single company alone can provide all the services that a new (S)EIS fund will need. The Hardman & Co New Entrant Network aims to facilitate introductions and referrals to help funds successfully gain traction and grow.

What is a new entrant?

A new entrant is anyone who is launching or has recently launched an (S)EIS fund for the first time.

The services you may need

We believe that the services needed may include:

- ▶ Independent product reviews
- ▶ Market research and marketing services
- ▶ Fund management services
- ▶ Distribution platforms
- ▶ Custodian and administration services
- ▶ Legal and regulatory advice
- ▶ Tax advice
- ▶ Adviser marketing and promotion
- ▶ Insurance for providers and investee companies

Members

Please see overleaf for contact details for all Network members.

Hardman & Co

For further information on the initiative, please contact:

Vilma Pabilionyte, Business Development & Marketing, Hardman & Co

vp@hardmanandco.com

+44 (0)20 7194 7622



Members

Independent product reviews			
Hardman & Co	<i>Vilma Pabilionyte</i>	E: vp@hardmanandco.com	T: 020 7194 7622
Market research and marketing services			
Bulletin Marketing	<i>Martin Fox</i>	E: martin.fox@bulletin.co.uk	T: 011 5907 8410
Fund management services			
Amersham Investment Management	<i>Nicola Snelling</i>	E: nicola.snelling@amershaminvestment.co.uk	T: 020 7734 7524
Sapphire Capital Partners	<i>Boyd Carson</i>	E: boyd@sapphirecapitalpartners.co.uk	T: 080 0054 5070
Distribution platforms			
ColInvestor	<i>Chris Sandfield</i>	E: chris.sandfield@coinvestor.co.uk	T: 020 3095 8551
GrowthInvest	<i>Lucy White</i>	E: lucy.white@growthinvest.com	T: 020 7071 3945
Custodian and administration services			
The Share Centre	<i>Paul Richardson</i>	E: paul.richardson@share.co.uk	T: 01296 439 431
Woodside Corporate Services	<i>Anna Long</i>	E: anna.long@woodsidesecretaries.co.uk	T: 020 3216 2000
Legal and regulatory advice			
Charles Russell Speechlys	<i>Kate Troup</i>	E: kate.troup@crsblaw.com	T: 020 7427 6726
Rooney Nimmo	<i>Chris Magennis</i>	E: chris.magennis@rooneynimmo.co.uk	T: 020 3995 3942
Shoosmiths	<i>Tom Wilde</i>	E: tom.wilde@shoosmiths.co.uk	T: 0370 086 8713
Tax advice			
Chiene + Tait	<i>Kirsty Paton</i>	E: kirsty.paton@chiene.co.uk	T: 013 1558 5800
Nyman Libson Paul	<i>Dave Morrison</i>	E: dave.morrison@nlpca.co.uk	T: 020 7433 2400
Philip Hare & Associates	<i>Andrew Lennie</i>	E: andrew@philiphareassociates.tax	T: 020 3141 9108
Adviser marketing and promotion			
GBI Magazine	<i>Alex Sullivan</i>	E: alex.sullivan@ifamagazine.com	T: 011 7325 8328
Insurance for providers and investee companies			
Aston Lark	<i>Eloise Ellis</i>	E: eloise.ellis@astonlark.com	T: 020 7543 2823