



PRESS RELEASE

Edge lines up for the New Year with a Premier League product

Investment in football aims to kick inheritance tax bills into touch

Shelter assets from inheritance tax in just two years, rather than seven

4 January 2010: Edge Investment Management, which focuses on products offering flexibility, security and transparency, has launched a new inheritance tax service based upon factoring transfers of football players between Premier League and Championship clubs.

The Edge Inheritance Tax Service offers investors the opportunity to reduce their inheritance tax liability by investing in ESM Factoring, a business which will factor high value football transfers between Premier League and Championship football clubs.

Investments in ESM Factoring will qualify for "business property relief" after only two years rather than the customary seven years required to shelter assets from inheritance tax.

Football clubs rarely receive the full amount of transfer fees upfront, with many millions of pounds typically being paid in stages over several years. However, clubs often want the full transfer fee immediately, to cash-flow their own player acquisitions. ESM Factoring effectively lends the selling club the money and takes on the obligations of invoicing and collecting the stage payments. Such deals are made more attractive because under FA and Football League rules, if a club defaults on a transfer payment, the leagues may cover the debt by deducting it from the payments due to the club from the League's TV and sponsorship deals, which run to many millions of pounds each year.

In addition, Edge Inheritance Tax Service offers investors the flexibility to top up or reduce their investment, uniquely without having to start the clock again for relief from inheritance tax.

Edge says its Inheritance Tax Service is transparent, because it pledges that - unlike other inheritance tax shelter - there are no hidden charges!

Edge Group founder David Glick said, "Investors seeking to reduce their inheritance tax liability want several things.

“They want to know that the investment isn't risky - there's no point making an investment intended to save inheritance tax if the investment itself isn't secure.

“They want to have flexibility, to know they can withdraw their investment if circumstances change, and to know they can top up their investment over time.

“They want to know that their investment will yield a decent return. And they don't want an investment riddled with hidden charges they don't know about.

“That's why we've launched the Edge Inheritance Tax Service to offer investors seeking to shelter their assets from the taxman when they die exactly what they want – flexibility, security and transparency, and that's why we've put our own money where our mouths are, and agreed to top up returns from our own funds if the investment fails to achieve its targeted returns.”

Edge Investment Management chairman Gordon Power said, “Few people are happy at the prospect of 40% of their estate above the £325,000 threshold going to the taxman, but the problem with so many of the products offering to shelter assets is that they are inflexible, expensive and you have to wait seven years before they kick in. The great thing with Edge Inheritance Tax Service is that not only does it help you escape inheritance tax, it is effectively underwritten by the Premier and Football Leagues.”

“We also wanted to bring out a product which counters the opacity in the marketplace you see from other providers – we are promising to be completely transparent with no hidden charges”.

Edge Group made its name with the Edge Performance VCT, an investment fund operating under the venture capital trust rules which invests in the entertainment business. Over the past three years the Edge Performance VCT has invested in 200 concerts by the likes of Kanye West, Blur and Backstreet Boys. In June, the VCT revealed it had turned the 60p per share original cost of investment of its Ordinary shareholders into 85p in just three years, exceeding target by 66%. In terms of cash returned that made the Edge VCT Ordinary share class one of the Top 10 best-performing VCTs to date.

For this new service Edge has retained New Century Finance, which has financed more than 50 football player transfers since 2001.

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