



**Alternative Fixed Income Opportunities** 



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# **IMPACT INVESTING. Impact Lending**

- To lend money to UK renewable energy projects
- To generate alpha for investors
- To serve our community



# **Private Debt and Alternative Lending**

- Executive Summary
- Strategy Opportunity
- Fund Overview

# Why Private Debt and Alternative Lending investments?



#### 1. Consistent Returns



- Private debt and alternative lending strategies have historically produced compelling and consistent returns
- These strategies continue to perform despite the current challenging, global economic environment

## 3. Low Volatility



 Private debt and alternative lending investments create constant cashflow payments and are typically characterised by low volatility

#### 2. Diversification



Prestige Funds, via specialist companies, operates several regulated / listed credit funds which have diversified investment portfolios consisting of a significant number of loans with a high level of diversification by loan type, duration and risk

### 4. Uncorrelated



The performance of private debt and alternative lending strategies have typically been uncorrelated to traditional capital markets providing a unique diversifying asset class for modern investment portfolios

# **Strategy Opportunity:**



### Since 2007, Prestige has provided flexible financing solutions to corporations, landowners and SMEs in the UK

### **Developing Private Finance Market**



### **Bank Retreat From SME Financing**



- Private Finance is provided by non-bank entities to fund small and middle-market companies, with bilateral negotiation of terms
- Capital is often provided by private finance funds, operating as direct financings to companies and as sources of credit
- Continued regulatory reform of the banking sector remains favourable to the further growth of private finance, with the impact of:
  - Restrictions on bank financing due to stricter capital requirements (Basel III, Basel IV etc.)
  - The US Federal Reserve Leverage Guidelines offering a further boost

- Banks often prefer to deal with larger customers because it is onerous for them to maintain internal compliance for a large number of SME borrowers
- It is no longer cost effective for collateral management to have many small business customers
- High <u>cost</u> financing is less attractive for banks
- Inefficient market: Each financing approval typically involves a personal site visit to the client
- So there is a high barrier to entry for participants in the space

These developments, combined with investors' search for yield and the growth in private equity, created a financing gap that private credit providers have been filling

### Fund Overview:



#### PRIME ALTERNATIVE FINANCE

Luxembourg
EU SICAV / AIFM / Euronext Listed

Fund Inception: 11/2018 Fund AUM USD 259 million

Strategy Inception: 12/2008
\*Strategy AUM USD 614 million

#### **FUND OVERVIEW**

- Asset-based lending and direct lending
- Project Finance
- Invests in a diversified portfolio of secured asset and project-based finance in renewables and the agriculture sectors in the UK
- Many of the projects are UK Government-backed
- Low correlation to traditional equity, bond or commodity markets
- Consistent absolute returns in most market conditions

NOTE: As at 11/2022. \*Strategy AUM is as at 06/2022. All figures are approximate and subject to change without notice.

### Fund Overview:



- Alternative investment strategy with Capital Appreciation and Income options
- Access to profitable institutional asset-based direct financing
- Established: diversified investment portfolio consisting of short and medium-term, high yielding financing and finance assets
- Established: professional fund management team
- Established: professional specialist finance arranging team
- Non-correlated to traditional asset classes such as equities and bonds
- Consistent absolute returns in most market conditions.
- Investment strategy 'capacity' remains limited
- Deployment of Funds under an Article 8 framework promoting environmental characteristics under SFDR

#### Niche Asset Class >

Which we believe is essential as part of a modern, diversified portfolio.

### Fund Overview:



### **Investment Objectives:**

- Steady, long term capital growth
- Lower volatility
- Uncorrelated returns to traditional and alternative investments.
- Commensurate liquidity to investors
- Target renewable energy projects which by nature provide a ready source of clean energy to the United Kingdom energy infrastructure

### **Through selected investments in:**

- Loans (finance agreements, lease and hire purchase contracts) which are secured against assets
- Strong diversification in terms of counterparties, sectors and types of assets financed
- A focus on agricultural, horticultural, rural small business-related sectors many of which have historically operated with lower defaults



Investment Process

### **Investment Process - Overview:**



- Inefficient market: Each loan approval typically involves a personal site visit to the client
- Specialist market: Non-Commoditised areas of lending
- Relationship driven market:
  - High barriers to entry
  - Few large / active lending players in the market
  - Frequent repeat customer business activity / referrals and follow on business
- Relatively small specialist lending markets approximately GBP 5 billion / USD 6 billion p.a. (most of which is controlled by commercial banks)
- Much of the lending activity is focused around one or several strategic assets which generates a specific productivity gain, or specific cost saving
- Finance customers are less sensitive to rates more focused on long term client service and the "monthly cost" of servicing the finance
- Increasing security / collateral base personal guarantees / asset debentures encourages repeat business

# **Investment Process -** Overview: Focus on Impact Investments



- In recent years, there has been a global emphasis on the output of less waste and an overall movement towards sustainability
- The UK has committed to the Paris Agreement on clean energy objectives, putting considerable economic weight behind these goals
- Private debt is making a direct impact on the ways farms and their surrounding communities generate and consume energy
- The Prestige group welcomes these developments and places significant emphasis on the sustainability of our investments and the impact they have on stakeholders, the community, and the environment... both now and in the future
- Our specialist Finance Arranger (Privilege Finance) provides vital funding to renewable energy projects which reduce carbon and mitigate against climate change
- As a result, Prestige is well positioned to meet industry and investor expectations on socially responsible and sustainable investments via an Article 8 framework promoting environmental characteristics under SFDR.

STAKEHOLDERS	COMMUNITY	ENVIRONMENT	GOVERNANCE
We recognise the importance of all those who have a stake in what we do, whether they are our customers, our suppliers, staff, third parties, shareholders, local or national government, or the community	A significant amount of what we do has a direct impact on the local communities that we support by creating jobs, diversifying income streams and helping groups to work together for a common good	Our focus on clean and renewable energy, much of it from waste and residue, means that while we are doing our bit for the world we live in, we are also trying to make things even better for future generations	A fundamental part of our business is our insistence on strong and responsible governance and risk management with complete transparency and accountability

### **Investment Process -** Overview: Focus on Sustainable Investments



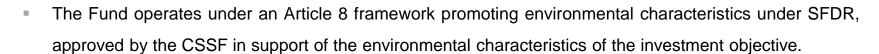
#### **SUSTAINABILITY**

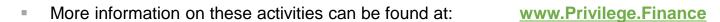
#### **ENVIRONMENT**

Our portfolios often finance projects that are taking organic waste, such as food, farm and animal waste and turning it into biogas and electricity - projects supported by the UK Government



- Finance Arranger Privilege Finance works with a number of individuals operating Anaerobic Digesters ("AD") and biomass boilers across the UK providing alternative energy solutions
- The company has lent over GBP 6 million in both new builds and acquisition projects in renewable energy, heating over 1 million homes in the UK





www.PrestigeClimateInvest.com



### **Investment Process - Finance Areas:**



The Fund operates a diversified investment portfolio of asset based loans and leases which are secured typically against a diverse range of assets. The Fund focuses on core and non-core finance and investment activity:

### **CORE:** Project Finance ('renewable energy / waste to energy infrastructure')



Loan 'collateral' is typically tied to land, buildings and/or inventory, accounts receivable, personal guarantees and debentures over bank accounts.

### **NON-CORE:** Asset Finance ('specialist equipment, machinery, vehicles')



Loan 'collateral' is typically tied to specialist machinery, equipment, vehicles.

SOURCE: Prestige Capital Management Limited

# **Investment Process - Finance Areas:**



### Helping rural small business 'finance in' productivity and 'finance out' fixed costs

<b>CORE: Power Generation</b>	NON-CORE: Land & Buildings	NON-CORE: Equipment	NON-CORE: Machinery	NON-CORE: Plant
Biogas	Agricultural – land	Trailers	Tractors	Loading shovels
Anaerobic digesters	Equestrian – land	Grading machines	Combine Harvesters	Earth movers
Biomass	Horticultural – land	Filtering machines	Ploughs	Telescopic handlers
Wind turbines	Kit Buildings:	Planting machines	Cultivators	Four wheel drive vehicles
Solar PV	Barns / Sheds / Cabins	Irrigation systems	Sprayers	Seed drills
	Secure storage facilities	Security systems	Balers	
	Key worker residences			

**Helping rural small business 'finance in' sustainability** 

NOTE: Examples are subject to change or addition without notice.

# **Investment Process -** Finance Areas: Asset & Project Values



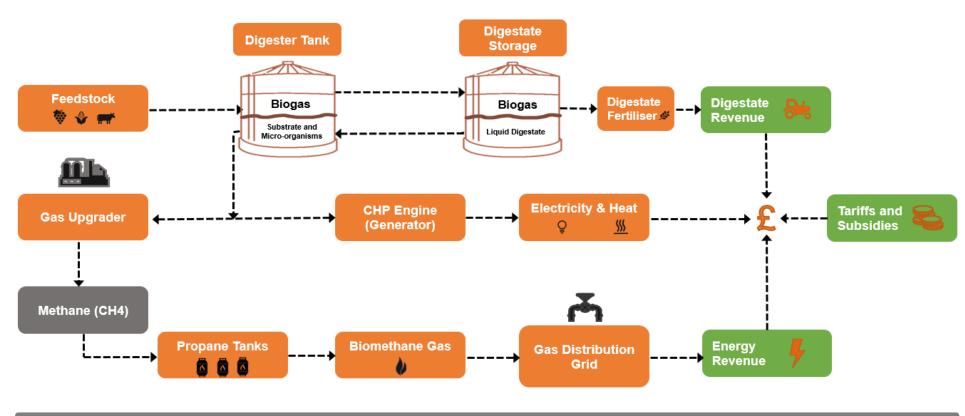
### **Approximate values of typical individual assets financed:**

Project Finance	GBP	Asset Finance	GBP
Biogas - AD Plant / Installation	2 - 25 million	Biogas - AD Plant / Installation	1 - 2 million
Biomass	0.5 - 6 million	Vehicles	10 - 60,000
Biogas Transportation	1 million	Solar Installations	50 - 200,000
Solar Installations	50 - 200,000	Wind Turbines	50 - 100,000
Land & Buildings	50 - 750,000	Mowers	20,000
Tractors & Material Handlers	20 - 45,000	Biomass Boilers	80 - 250,000
		Cattle	50,000
		Tractors & Material Handlers	20 - 45,000

NOTE: As at 11/2022. All figures are approximate and subject to change without notice. Financing Projects and Assets listed above are examples only and are not exclusive.

# **Investment Process -** Finance Areas: Anaerobic Digestion Process Summary





#### SUMMARY

- 1. Organic waste is fed into the digester.
- Inside the digester, the feedstock undergoes a fermentation process that produces biogas and digestate.
- 3. The biogas is transformed into biomethane gas, electricity and heat.
- 4. The digestate can be sold to nearby farmers and used as fertiliser. Revenues are received from Government tariffs, as well as selling electricity and biomethane to the wholesale market and distributed by the gas and electricity grid networks.

SOURCE: Privilege Finance, for illustrative purposes only.

# **Investment Process -** Lending Origination:



The financing 'origination' process is labour-intensive and relationship-driven. The Fund contracts with a specialist UK based Finance Arranger established in 2001 with an experienced team of approximately 26 people.

The customer base is often agricultural / farming / food production with a strong focus on providing finance to modernise small businesses and make efficiency / productivity gains.

SOURCE: Direct	SOURCE: Third Party	SOURCE: Third Party	SOURCE: Other
Existing Customers	Mortgage Brokers	Manufacturers	Prestige - Companies
New Customers	Finance Arrangers	Dealers	Prestige - Clients
Sales Team	Financial Advisors	Suppliers	Other / Miscellaneous
Internet Marketing	Lawyers	Installers	
	Accountants	Contractors	

## **IMPACT INVESTING.** Impact Lending.

Privilege Finance has invested over GBP 600 million in both newbuilds and acquisition projects in renewable energy.

# **Investment Process -** Lending Client Base:



- Sources of new customer deal flow originate from an increasingly wide range including landowners
- Approximately two thirds of the customers are land / property owners running family businesses and small limited companies
- The balance of the customer base is often specialist contractors to the UK agricultural, farming and food industry sectors
- May have a relatively conservative balance sheet
- May have an operating overdraft facility with a bank
- May own several specialist agricultural machines, equipment and vehicles
- May have a low debt approach to financing
- May operate several businesses and be looking for ways to diversify their income and make productivity gains

#### IMPACT.

### Over 3,300 bank branches closed between 2015 and 2019.

https://www.theguardian.com/money/2019/sep/24/more-than-a-third-of-uk-bank-branches-have-closed-since-2015

Access to credit and the speed of new financing approvals have not recovered from 2007.

# **Investment Process -** Lending Client Base:





# 210,000

Approximate number of active farms in the UK



### 720/ UK Land Mass

Owned, controlled, managed by farming communities



# **GBP 2.5 billion**

UK farming typically receive up to this amount in government assistance every year



# **GDP 0.7%**

**UK** farming industry



# GBP 3-3.5 billion

Typical borrowed in total by UK farmers every year



# **GBP 9.9 billion**

The worth of the UK farming industry



# 466,000

**Employed** in farming



# **GBP 950 million**

The estimated market value of all agricultural machinery



# 17.5 million hectares

**UK** agricultural

# **Investment Process -** Lending Criteria:



#### **Qualitative**

- Credit rating of customer
- Size of financing
- Financing to value (% deposit)
- Type of customer (corporate or private)
- Existing customer (good trading history)
- Payment history of customer
- Location of customer
- Personal guarantee secured on other assets (land, property, buildings etc.)
- Type of financing contract
- Duration of financing contract
- Gas to Grid Connection
- Source of feed supply
- Government permits
- Government subsidies / support

#### **Quantitative**

- Audited and published financial accounts
- Verified credit references
- Partner or Director personal credit history searches through the Credit Reference Agency
- Company credit history searches through the Credit Reference Agency
- Cash deposits
- Collateral analysis / pledge

Since inception of the Fund, both the Investment Manager and Finance
Arranger have expanded both in terms of the number, size and
complexity of transactions conducted as well as the total number of
staff and retained consultant expertise they operate with.

# **Investment Process -** Lending Security, Collateral & Control:



### Increasing levels of financed entity security often come in the form of:

### **Project Finance**

- UK / Land
- UK / Buildings
- UK / Government subsidies
- Debentures
- Operational 'step in rights'
- Company share pledge
- Partial ownership of the asset until financing maturity (in some cases)
- Personal Guarantees from company owners / directors (on larger transactions)

### **Unregulated Agreements**

Entered into with corporate bodies and partnerships with 4 or more partners and other considerations, such as value of financing etc.

'Project Finance' may include up to 20 individual 'bespoke' agreements - helping to safeguard and regulate different parts of the funding activity, supporting collateral as well as control of the rights and behaviour of the underlying financed entities.

NOTE: As at 11/2022. All figures, terms and conditions are approximate and subject to change without notice.

# **Investment Process -** Deal Evaluation - Approval Process:



### A multi level loan filtering, profiling and evaluation process

#### **Investment Manager - Investment Committee**

Lending Criteria / Acceptable - Risk - Assets - Areas - Customers



### **Finance Arranger - Credit Committee**

Individual Loan Origination / Loan Customer Approval



**Investment Manager - Investment Committee** 

Individual Loan Approval

We work at the centre, not the edge, of every transaction we do. Diligent, tenacious and resourceful.

# **Investment Process -** Deal Evaluation - Approval Process:



### **Systems and Technology used**

- UK government 'Companies House' data alerts
- UK government 'Land Registry' data alerts
- Credit Reference Agency data Equifax / Experian
- Credit Reference Agency data Credit Safe
- Credit Reference Agency data HPI
- Google data alerts
- Salesforce data management / project management
- Solar financing management
- Microsoft 365 / Cloud Financial Modelling / Forecasting
- Sage Financial / Management Accounting
- Client payments are made by Bank 'Direct Debit' or 'Standing Order'

With approximately 5.9 million\* small businesses in the UK, there is an increasing amount of data available for use in our screening / origination processes.

# **Investment Process -** Risk Control - Portfolio Management:



#### **Weekly & Monthly**

- Weekly Investment Team meetings
- Monthly Investment Committee meeting
- Review of monthly financials for trends
- Review of compliance issues
- Update on industry trends from Research Analysts
- Review of market value comparable trends
- Screening for Principle Adverse Indicators
- Adherence to Does No Significant Harm Principles

#### Quarterly

- Update of financial model with review / evaluation of projections, if required
- Update of risk rating
- Valuation analysis
- Management discussion
- Attend Board Meeting / Board member discussion
- Investment Committee approval of risk rating and valuation

#### **Annually**

- Full review and risk rating by Investment Committee
- Review of financial projections
- Update of investment memoranda
- Independent audit

#### **Performing Investments**

- On-going consideration of general business forecast assumptions and risk scenarios
- Refinancing opportunities
- Additional / add-on financing
- De-risking strategies

#### **Impaired Investments**

- Investment Team put a work-out plan in place
- Discussion with other investors in the same situation
- Engage financial, legal or operational advisors (as necessary)
- Execute plan

NOTE: Some functions are undertaken by the Fund Manager and some by the dedicated, specialist Finance Arranger.

# **Investment Process -** Risk Control - Portfolio Management:



- Portfolio Ongoing qualitative and quantitative asset risk screening process
- Portfolio Limit exposure to any single loan
- Portfolio Limit exposure to any single loan customer
- Portfolio Limit exposure to any single loan sector
- Portfolio Limit exposure to import and export type customers
- Portfolio Analysis of level and variability of historic defaults / impairments
- Portfolio Loan to Value (LTV) limits and limits on non-secured lending
- Portfolio Maintains strong client / sector diversification

# **Investment Process -** Risk Control - Portfolio Management:



- Strong Origination Process
  - Finance Arranger Credit Committee
  - Fund Investment Committee
- Diversified investment financing portfolio
- Financing structure often requires financed assets to remain in ownership of the financer until the final payment
- Strong financing management and monitoring process
- Passive financing monitoring desktop analysis / alerts
- Active financing monitoring on site physical meetings
- Borrowers may pledge additional personal assets such as land and buildings
- Debentures may be taken over borrower bank accounts and other assets
- Cash deposits may be taken from financed entities

# **Investment Process -** Risk Control - Liquidity:



- Loan portfolio interest
- Loan portfolio return of capital
- Loan portfolio early repayment
- Fund cash buffer
- Fund borrowing / overdraft credit facility
- Fund's main counterparty (Finance Arranger) and / or some of its other counterparty lenders also have borrowing / overdraft credit facilities
- Ability to sell loans internally to other Prestige Funds / Managed Debt Pools
- Ability to sell loans externally
- Ability to co-fund individual loan / projects

NOTE: All figures, terms and conditions are approximate and subject to change without notice.

# **Investment Process - Risk Control - Governance & Oversight:**



#### **Fund**

- Operates without 'leverage'
- Operates without 'derivatives' \*
- Operates without elaborate 'mark to model' / 'future income' valuation methodology
- Operates without 'exotic financial engineering'
- Operates without 'performance fees'

### **Investment Manager**

- Team includes an FCA (UK) Certified Individual / CIMA (Cayman Islands) / MFSA (Malta) / CSSF (Luxembourg) approved Directors
- Team includes a former Barclays Bank Commercial Lending Officer
- Team includes a former Credit Suisse Bank Risk Officer
- Team includes a former Deloitte Auditor
- Operates a monthly 'Investment Committee'
- Operates various regular internal administration, risk, operational teams / meetings
- Publishes detailed analysis report of Fund's investment portfolio (typically monthly)
- Retains a seat on the board of the Finance Arranger and attends board meetings (typically quarterly)
- Team members personally visit larger clients in addition to the dedicated 'Finance Arranger'

# **Investment Process - Risk Control -** Governance & Oversight:

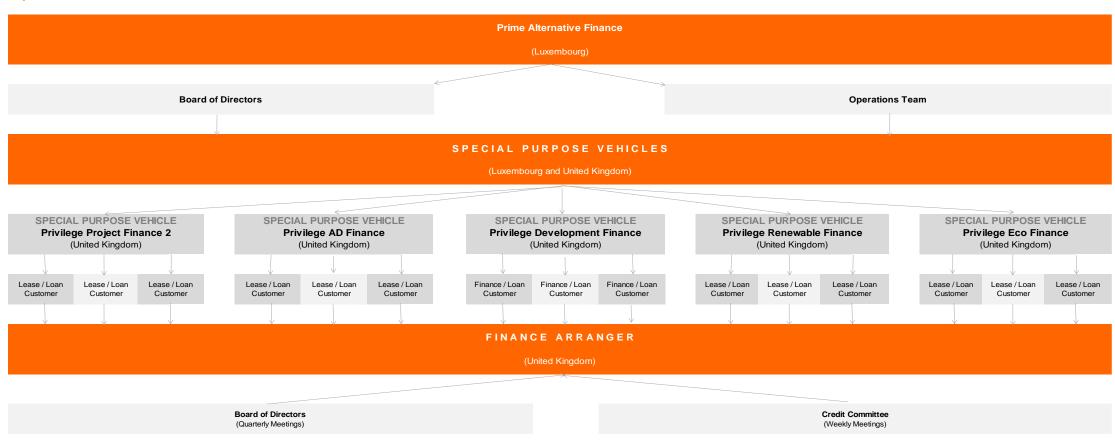


- Fund Board includes Directors who are individually approved by various international regulatory and professional trade bodies including:
  - Certified Individual for UK Financial Conduct Authority purposes United Kingdom
  - Commission de Surveillance du Secteur Financier (CSSF) Luxembourg
  - Malta Financial Services Authority (MFSA) Republic of Malta
  - Swiss Financial Market Supervisory Authority (FINMA) Switzerland
  - Cayman Island Monetary Authority (CIMA) Cayman
- Fund Board (and its special purpose vehicles) includes two experienced independent Directors
- Fund independently audited annually by one of the world's largest audit firms
- Fund independently administered monthly by one of the world's largest banking groups
- Fund operates with no loans to directors, employees and / or shareholders of Prestige and / or affiliated companies (except to SPVs operated by the dedicated Finance Arranger)

# **Investment Process - Risk Control - Governance & Oversight:**



### **Operational Flow**

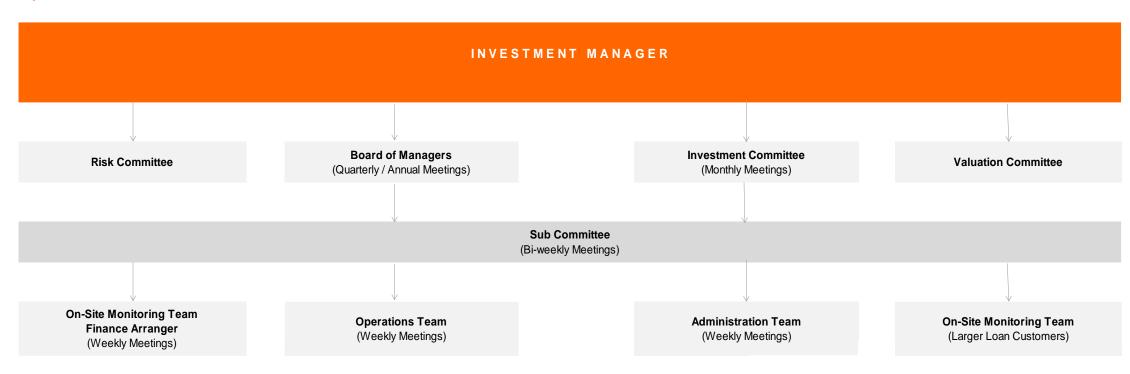


SOURCE: Prestige Capital Management Limited. Subject to change without notice.

# **Investment Process - Risk Control -** Governance & Oversight:



### **Operational Flow**



# **Investment Process - Risk Control - Ongoing Monitoring:**



### A multi level financing customer on-going monitoring process

#### **Passive Monitoring**

Finance Arranger - Desktop Analysis - All Loan Customers

Investment Manager – Larger customer



### **Active Monitoring**

Finance Arranger - Site / Field Visits - multiple times a year - Top 25 Loan Customers

Investment Manager - Larger customer



#### **Real Time Monitoring**

Finance Arranger - Desktop Analysis - Top 25 Loan Waste to Energy / On-Farm Energy
Investment Manager - Desktop Analysis - Review of dashboard hub

- Financed entity balance sheet and cash flow statements will typically be analysed quarterly
- Financed entity audited financial statements will typically be analysed annually

SOURCE: Prestige Capital Management Limited



- Conclusion
- Private Debt and Alternative Lending vs. Public Markets
- Summary of Terms

### Conclusion



- Access to an established institutional asset-based direct financing team and a diversified managed pool of high yielding financings
- Generating consistent, absolute returns with lower volatility in various market conditions
- Low correlation to traditional assets classes such as equities and bonds
- Managed by an experienced team with a strong history in financing origination, credit scoring, and financing portfolio management
- Farming / agricultural / food related industries are often conservative, asset rich, cash poor and under invested - in need of modernisation and productivity gains
- Target renewable energy projects which by nature provide a ready source of clean energy to the United Kingdom energy infrastructure.

#### **Prime Alternative Finance**

PRALTF I-Shares USD Vs. US S&P Treasury Bond Index Vs. US Bank Rate: 2018-2022

Net of fees USD	PRALTF I-Shares	US S&P Treasury Bond Index	US Bank Rate
TOTAL	28.87%	1.59%	3.99%
3 YEAR	19.77%	-6.60%	1.87%
2 YEAR	11.39%	-12.53%	1.49%
1 YEAR	4.24%	-10.98%	1.49%

# Private Debt and Alternative Lending vs. Public Markets:



### PRESTIGE FUNDS: Adding Value to Portfolios. Recent Market Based Volatility Vs. Consistency & Stability

**GLOBAL EQUITIES** 

#### **MSCI World Index USD**

Negative Months 10/2016 - 06/2022

02/2018	03/2018	06/2018	10/2018	12/2018	05/2019	08/2019	01/2020	02/2020	03/2020	09/2020	10/2020	01/2021	09/2021	11/2021	01/2022	02/2022	04/2022	05/2022	06/2022
-4.30%	-2.42%	-0.64%	-8.75%	-7.42%	-6.08%	-2.24%	-0.68%	-8.59%	-13.47%	-3.59%	-3.14%	-1.05%	-4.29%	-2.30%	-5.34%	-2.65%	-8.43%	-0.16%	-8.77%

#### PRIVATE DEBT AND ALTERNATIVE LENDING

#### **Prime Alternative Finance (Fund) I-Class USD**

Positive Months 10/2016 - 06/2022

02/2018	03/2018	06/2018	10/2018	12/2018	05/2019	08/2019	01/2020	02/2020	03/2020	09/2020	10/2020	01/2021	09/2021	11/2021	01/2022	02/2022	04/2022	05/2022	06/2022
PRALTF																			
				+0.69%	+0.71%	+0.69%	+0.73%	+0.70%	+0.62%	+0.62%	+0.61%	+0.56%	+0.53%	+0.56%	+0.23%	+0.40%	+0.50%	+0.46%	+0.53%

# Private Debt and Alternative Lending vs. Public Markets:



### **Prime Alternative Finance: Correlation**

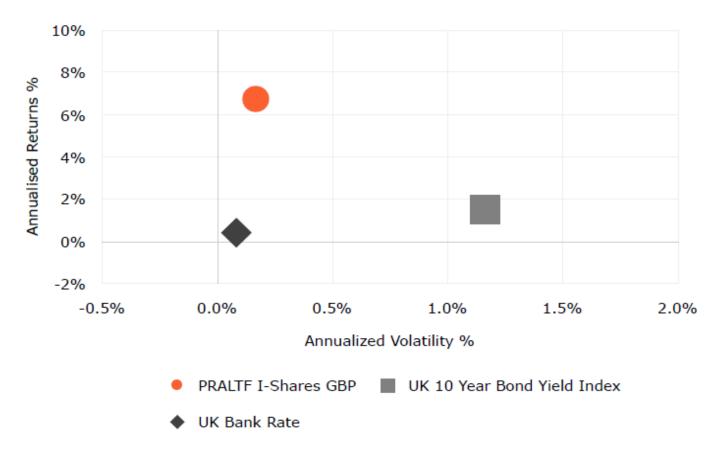
<b>CORRELATION</b> 01/2019 - 11/2022	MSCI World Index USD	S&P 500 Index USD	Prime Alternative Finance USD
MSCI World Index USD		0.99	0.34
S&P 500 Index USD	0.99		0.33
Prime Alternative Finance USD	0.34	0.33	

# Private Debt and Alternative Lending vs. Public Markets:



## Annualised % Returns vs. Risk

PRALTF I-Shares GBP vs. UK 10 Year Bond Yield Index GBP vs. UK Bank Rate GBP: 12/2018 - 11/2022



NOTE: As at 11/2022. Past performance is no guide to future performance and investments can go down as well as up. Results reflect non-Institutional results net of fees which include marketing allowances.

# Summary of Terms:



FUND / SCHEME: European Finance Opportunities SCA SICAV-SIF

FUND CELL: Prime Alternative Finance (PRALTF)

DOMICILE: Luxembourg (EU)
STRUCTURE: SICAV-SIF

REGULATOR: Commission de Surveillance du Secteur Financier (CSSF)

SCHEME REGULATORY TYPE: Alternative Investment Fund Manager (AIFM)

INVESTMENT STRATEGY:
INVESTMENT MANAGER:
Prestige Capital Management Limited
FINANCE ARRANGER:
Privilege Finance Services Limited
MARKETING & DISTRIBUTION SERVICES AGENT:
Prestige Capital Services Limited

FUND ADMINISTRATION: Mitsubishi UFJ Investor Services and Banking (Luxembourg) S.A.
FUND CUSTODIAN & BANK: Mitsubishi UFJ Investor Services and Banking (Luxembourg) S.A.

FUND AUDITOR: KPMG (Luxembourg)

FUND DISTRIBUTOR: Prestige Asset Distribution Limited

PORTFOLIO VALUATION AGENT: Moore Kingston Smith, UK

BASE CURRENCY: GBP

CURRENCIES: GBP / EUR / USD / CHF

MINIMUM INVESTMENT: Accumulation M-Shares: EUR 125,000 (or currency equivalent) / Distribution DM-Shares: EUR 125,000 (or currency equivalent)

MINIMUM TOP UP: EUR 5,000 (or currency equivalent)

SUBCRIPTIONS: Accumulation M-Shares: Monthly / Distribution DM-Shares: Quarterly

LIQUIDITY: Up to USD 2 million (or currency equivalent). Amounts greater than this are by prior arrangement.

REDEMPTION: Monthly on 90 days' notice (on a best effort basis)

As at 31/08/2022 the Fund activated its gating mechanism which is under monthly review.

FEES: Management: 1.50% P.A.

Performance: 0% Initial: 0%

Redemption: 5% in year 1, declining by 1% p.a. 0% after 5 years.

NOTE: Investors are reminded that redeeming their holdings in this Fund is subject to restrictions as set out in the Fund's Information Memorandum. Redemptions are generally subject to a maximum per dealing period expressed as a percentage of the net asset value in any given month. These percentages may vary from time to time if this is deemed in the best interest of the Fund and this may delay new redemption requests to ensure alignment with variable portfolio liquidity. In certain circumstances redemptions may also be suspended until excess liquidity can be generated. Currency share class subscriptions should observe the equivalent USD base currency regulatory minimum in order to be accepted. Please see the Fund's Issuing Document for full terms and conditions.



- Appendix 1: Prestige
- Appendix 2: Macro Environment
- Appendix 3: Additional Background Research



## Founded in 2007, Prestige consists of several companies under common ownership and control

# PRESTIGE CAPITAL MANAGEMENT

Malta based - Investment Manager Established in 2011

# PRESTIGE CAPITAL SERVICES

UK based - Administration / Marketing Established in 2007

Team of approx. 40 across Prestige entities

# PRESTIGE FUND MANAGEMENT

Cayman Islands - Investment Manager Established in 2009

# PRESTIGE ASSET DISTRIBUTION

Cayman Islands - Asset Distribution Established in 2007

## **FINANCE ARRANGERS (Specialist Financing Companies)**

PRIVILEGE FINANCE

SME Renewables UK NUCLEUS FINANCE

SME Commercial / Industrial UK

# Building on success



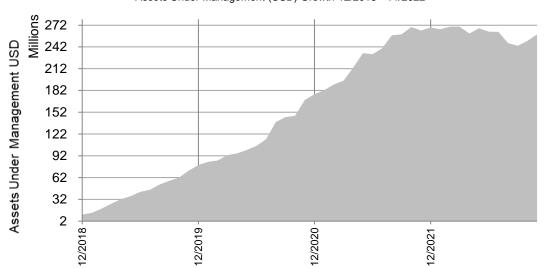
## A Successful track record in Fund-based lending

Established in 2007, Prestige consists of several companies under common ownership and control with operations in the UK, Malta, Luxembourg and Cayman and during that time has raised over USD 2 billion with a focus on private debt / credit related fund based, alternative investment strategies.

Since 2018, Prime Alternative Finance Fund has grown to over GBP 218 million / USD 259 million. The Fund operates a diversified investment portfolio consisting of asset-based loans and leases in both project finance and asset finance sectors with a strong focus on agricultural, food and farming related small business customers. The investment portfolio includes lending and finance opportunities on specific transactions and or assets held in dedicated ring-fenced special purpose vehicles (SPVs). The lending origination and ongoing servicing is conducted by an established, specialist, independent Finance Arranger (owned by Prestige).

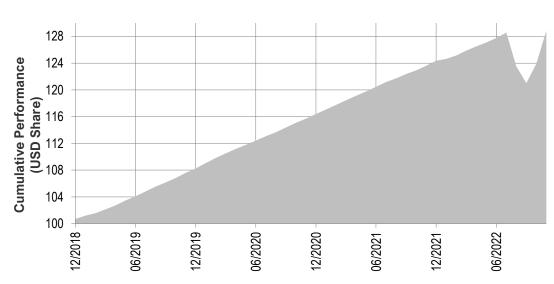
#### **Prime Alternative Finance Fund**

Assets Under Management (USD) Growth 12/2018 - 11/2022



#### **Prime Alternative Finance Fund**

Cumulative USD I-Shares Fund Price / Growth 12/2018 - 11/2022



NOTE: As at 11/2022. Past performance is no guide to future performance and investments can go down as well as up.

## Clients



#### Our diversified client / investor base includes:

#### **International Institutional Investors**

- Banks
- Corporations
- Insurance companies
- Pension funds
- Public entities and authorities
- Registered charities

#### **International Professional Advisors**

- Alternative investments third party marketers
- Asset managers
- Discretionary investment advisors
- Discretionary investment trusts
- Distribution networks for financial products
- Family offices
- Hedge fund managers
- Private banks

# **Prestige Asset Distribution**

Gross Asse	Gross Assets Raised - Highlights											
2011	USD	97 million										
2012	USD	184 million										
2013	USD	195 million										
2014	USD	207 million										
2015	USD	205 million										
2016	USD	272 million										
2017	USD	273 million										
2018	USD	384 million										
2019	USD	190 million										
2020	USD	207 million										
2021	USD	160 million										

# Regulated Entities



## **Prestige Capital Services Limited:**

- Authorised and Regulated by the Financial Conduct Authority (FCA) (No: 486239)
- Member of the Alternative Investment Management Association (AIMA)
- Member of the Chartered Institute for Securities And Investment (CISI)

## **Prestige Capital Management Limited:**

- Authorised and Regulated by the Malta Financial Services Authority (MFSA)
- Operates within the full scope of the Alternative Investment Fund Managers Directive (AIFMD)
- Member of the Association of the Luxembourg Fund Industry (ALFI)

## **Prestige Capital Management Limited:**

 Registered with the Cayman Islands Monetary Authority (CIMA)

## **Selected Funds are registered with the:**

- Commission de Surveillance du Secteur Financier (CSSF)
- Cayman Islands Monetary Authority (CIMA)
- Monetary Authority of Singapore (MAS)

# Privilege Finance



## **Fund Counterparty - Finance Arranger team includes:**

- A team of 26 professionals
- A former Barclays / Santander credit lending specialist
- A former Barclays commercial lending specialist
- Invested over GBP 600 million in the private finance space
- Uses proprietary risk systems to effectively manage these transactions
- Developed proprietary risk ratings to analyse transactions, reflecting credit risks associated with underlying commercial sectors and borrowers
- With experience and knowledge in the sector, Prime Alternative Finance is ideally positioned to source the best transactions for investors

# Senior Team Members - Finance Arranger



Company	Privilege	Privilege	Privilege	Privilege	Privilege
	Finance	Finance	Finance	Holdings	Holdings
Name	Chris	Andrew	Tracy	Philip	David
	Winward	Dillnutt	Giles	Gerrard	Head
Title	CEO	Head of Credit	Operations Director	Director	Director
Since	2016	2020	2010	2015	2015

- Our directors and managers have a deep reservoir of credit and industry expertise across a range of market cycles
- Our senior investment personnel have an average of 20+ years of industry experience

# **Senior Team Members**



	Craig Reeves	Deborah Hardy	Marina Lisova	Jonathan Scott	lain Fulton	Robert McGregor	Simon Borg
Title	Founder / Investment Management Committee (PFM / PCM)	Chief Operating Officer (PCSL) Director (PCM)	Chief Financial Officer (PCM)  Director (PCM)	Chief Risk Officer (PFM)	Director / Investment Management Committee (PFM)	Director (PCSL)	Credit Officer (PCM)
Since	2007	2007	2017	2016	2015	2008	2021

- Our directors and managers have a deep reservoir of credit and industry expertise across a range of market cycles
- Our senior investment personnel have an average of 20+ years of industry experience

## Values





## Prestige's success is the result of its core strengths and values:

- Entrepreneurial culture: original thinking, distinct research process, highly commercial
- Prestige is focused on producing consistent and positive risk-adjusted returns
- Prestige's own success is the result of putting investors' interests first
- Prestige is committed to providing innovative investment solutions
- Continuous research, development and market knowledge
- Delivery of quality products, services and results
- The Prestige environment values diversity, inclusiveness and integrity

# Agricultural / UK Farming / Food



- Farming contributed GBP 11 billion / USD 15 billion to the UK economy in 2021, or 0.5% of the GDP
- The total area of agricultural land in 2022 was approximately 17.4 million hectares, of which 8.9 million hectares constitute as utilised agricultural area (UAA), which is about 69% of the total land area in the United Kingdom (excluding inland water)
- Agriculture provides around 61% of Britain's food needs even though it employs just 1% of the country's labour force
- Since 1973 the total factor productivity for agriculture grew by 58.4%, increasing by 2.9% between 2020 and 2021
- The total income from farming per AWU tripled from 2000 to 2021 in real term prices
- The UK continues to have the some of the most valuable farm land in the world
- Significant investment and modernisation in many areas are required to improve productivity and efficiency

The UK farming sector could be characterised as "asset rich and cash poor".

# Agricultural / UK Farming / Food



### Agricultural Productivity 1990 = 100



NOTE: Tax rates subject to change without notice.

SOURCE: The Economist / HMRC

0% Wealth Tax on UK Farmland
0% Inheritance Tax on UK Farmland

Although the UK's top farms are among the most productive in the world, many others just trundle along with low productivity.

A general lack of investment in automation and modernisation is likely to continue to delay efficiency gains.

## **Areas of Concern:** Waste



### Rising Waste Disposal Costs: 1996 - 2021:

	Rates of Landfill Tax				
Year	Standard Rate				
1996-97	£7				UK Landfill Tax (Standard Rates) 1996 - 2021
1997-98	£7	0.00%			OK Landilli Tax (Standard Kates) 1990 - 2021
1998-99	£7	0.00%		£100	
1999-00	£10	42.86%		£90 £80	
2000-01	£11	10.00%		£70	
2001-02	£12	9.09%	ne	£60	
2002-03	£13	8.33%	per tonne	£50	
2003-04	£14	7.69%	per	£40	
2004-05	£15	7.14%	H	£30	
2005-06	£18	20.00%		£20	
2006-07	£21	16.67%		£10	
2007-08	£24	14.29%		£0	
2008-09	£32	33.33%			1996-97 1997-98 1998-99 1999-00 1999-00 2000-01 2000-05 2005-06 2006-06 2006-06 2006-07 2007-11 2011-1
2009-10	£40	25.00%			1999-9-9-9-9-9-9-9-9-9-9-9-9-9-9-9-9-9-
2010-11	£48	20.00%			
2011-12	£56	16.67%			
2012-13	£64	14.29%			
2013-14	£72	12.50%			
2014-15	£80	11.11%			
2015-16	£83	3.25%			
2016-17	£84	2.18%			
2017-18	£86	2.01%			
2018-19	£89	3.31%			
2019-20	£91	2.70%			
2020-21	£94	3.07%			

The UK throws away approximately 10.2 million tonnes of food waste each year, creating more than 20 million tonnes of greenhouse gas emissions - the same emissions as 3.5 million cars.

Food waste that is thrown away and not recycled to be used in renewable energy technologies will end up in landfill sites, which is extremely harmful to the environment.

#### IMPACT.

Eventually the waste in landfill breaks down and releases methane, a greenhouse gas that is up to 25 times more potent that carbon dioxide for the environment.

SOURCE: www.gov.uk

# **Areas of Concern:** Climate Change



- In June 2019, the UK became the first major economy in the world to pass laws to end its contribution to global warming by 2050. The target will require the UK to bring all greenhouse gas emissions to net zero by 2050
- This could be through a combination of energy efficiency improvements, investment in low-carbon power generation and targeted use of sustainable biofuels
- The UK government will need to shape policies and regulations to create an economy that increases a demand for low-carbon solutions and will encourage sustainable investment

2020 saw monumental global changes, with the COVID-19 pandemic being a major contributor and driving force for some of the developments seen. Since people across the world have been told to stay at home, we have seen headlines in the mainstream media about air pollution readings plummeting to their lowest levels in years.

IMPACT. This, combined with the news that in 2020 Britain went for its longest period of time without burning coal to generate power, instead relying on electricity from renewable energy, has captured the attention of the general public. The desire for a 'green recovery' has never been more pertinent.

# **Areas of Concern:** COVID-19



- Rising business costs across most sectors
- Green / climate policies are accelerating
- Business trends are accelerating
- Lenders' Market may become more restrictive in some sectors
- Government support may increase
- Some sectors will see big increases in investment
- Businesses have been 'stress tested' more in 2020 than at any other time

**Areas of Concern:** COVID-19



# **Continuation of Active Private Debt** and Alternative Financing Markets

- The COVID-19 global pandemic continues to dominate headlines and affect personal and work lives for many people
- The pandemic is also having a significant effect on financial markets and Q2/2020 witnessed significant market volatility, particularly in equities
- In addition, a significant number of firms are no longer paying dividends to their shareholders
- Prestige remains focused on long-term performance, but it has been comforting and encouraging that our products have shown resilience in the current climate and continue to produce positive returns
- Going forward, we are likely to see increased debt and financing opportunities for Prestige as we help business bridge the period that the economy is not operating at full capacity

# Private Debt and Alternative Financing - Industry Statistics

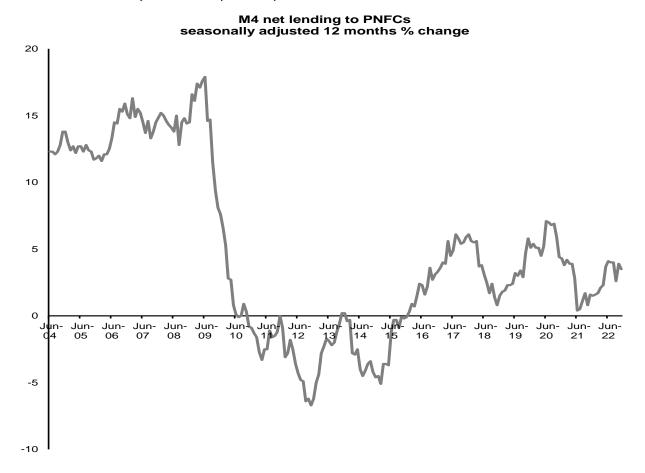
- Private credit and alternative lending strategies are set to capitalise on current dislocations across financial markets with significant increases in the number of companies and individuals needing to borrow money
- Assets invested in private debt largely made up of non-bank financing to unlisted companies - reached a record USD 812 billion in 2019, boosted by investors hunting for higher yield
- In recent years, there has been a surge in direct-lending strategies, where investment funds take on the role of so-called shadow banks, stepping in as traditional lenders have retreated because of tighter capital rules etc.
- Private debt fundraising has exceeded USD 100 billion for each of the past 4 years, and reached a record of almost USD 1.2 trillion in 2021
- Private markets AUM now totals USD 9.8 trillion

# **Areas of Concern:** Credit



## Traditional Bank Financing to SMEs Remains Weaker than 14 years ago

M4 net Financing to Private Non-Financial Corporations (PNFCs) 03/2004 - 11/2022



**Areas of Concern:** Credit



## **Royal Bank of Scotland Plc**

Share Price 30 / 06 / 2007 GBP 63.30 Share Price **30 / 11 / 2022** GBP 2.62

**-96%** 

# **Barclays Bank Plc**

Share Price 30 / 06 / 2007 GBP 6.96 Share Price 30 / 11 / 2022 GBP 1.61

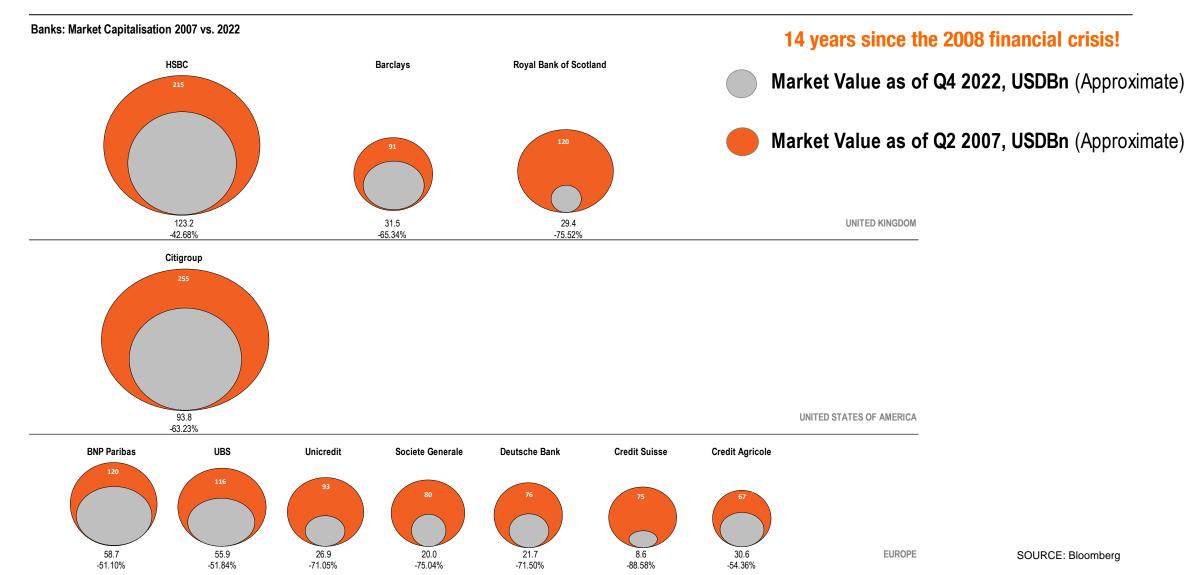
**-77%** 

**ARTICLE:** Small businesses losing overdrafts at a rate of GBP 5m per day

http://www.telegraph.co.uk/finance/newsbysector/banksandfinance/11951747/Small-businesses-losing-overdrafts-at-a-rate-of-5m-per-day.html

## **Areas of Concern:** Credit



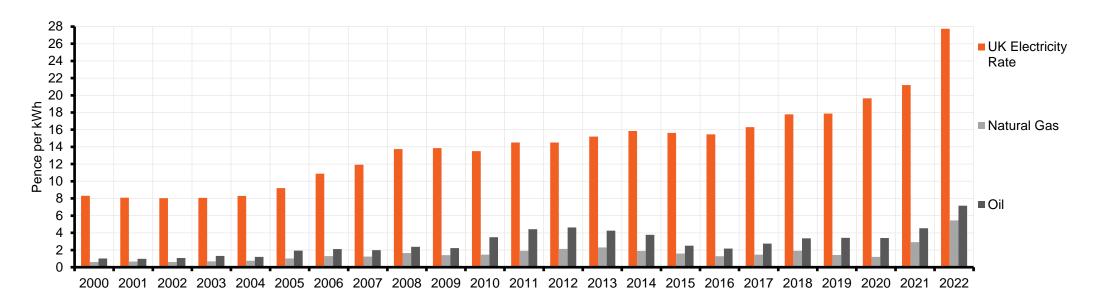


# **Areas of Concern:** Energy



## Rising Energy Costs:

UK Electricity Rate Vs. Natural Gas Vs. Oil - Pence per kWh GBP: 2000 - 2022



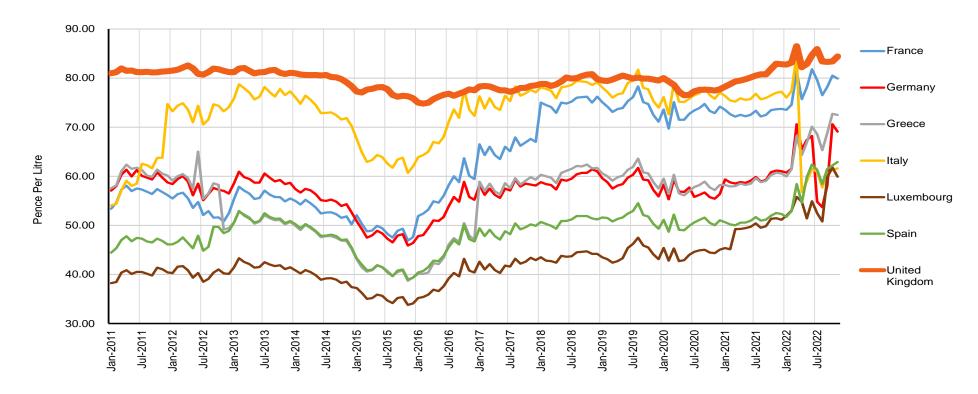
IMPACT. The price of electricity has more than doubled over the last 21 years.

# **Areas of Concern:** Energy



## **High Energy Costs:**

Rising Oil Price + Diesel Tax and Duty - Pence per Litre GBP: 01/2011 - 11/2022

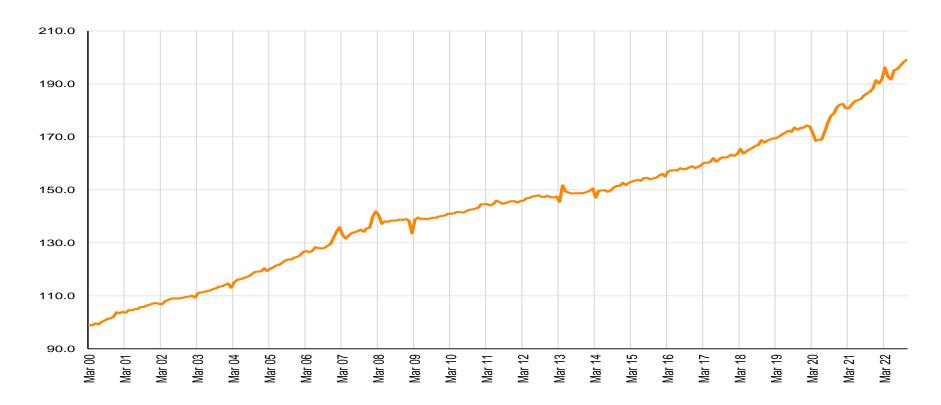


# **Areas of Concern:** Wages



Rising Employer Costs: Minimum 'living wage' and 'work place pension' have been introduced

Average Weekly Earnings (Index) 03/2000 - 10/2022

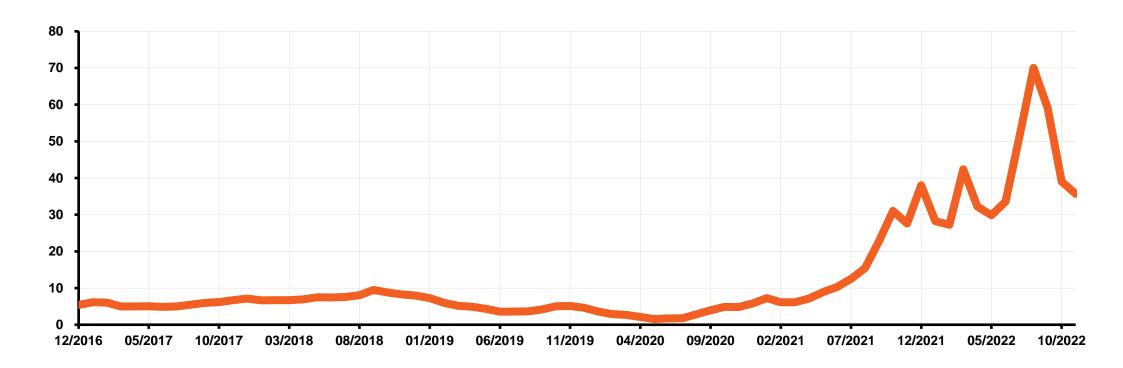


# **Areas of Concern:** Energy



## **High Energy Costs:**

Rising Natural Gas Prices USD/MMBtu\*: 01/2017 - 11/2022



## **APPENDIX 3: Additional Background Research**

## **Published Media**



#### **ARTICLE:** A different world. A greener world.

https://www.prestigefunds.marketing/wp-content/uploads/Prestige-Funds-A-different-world-a-greener-world.pdf

SOURCE: AIMA Journal Q4 / 2020

#### ARTICLE: Private debt and the greening of the British energy economy

https://esgclarity.com/private-debt-and-the-greening-of-the-british-energy-economy/

SOURCE: ESG Clarity Q3 / 2020

#### **ARTICLE: UK Agricultural Sector Attracts Overseas Investors**

https://www.prestigefunds.marketing/wp-content/uploads/Financial-Times-Investors-Take-a-Shine-to-UK-Agriculture.pdf

SOURCE: Financial Times Q3 / 2017

#### ARTICLE: The role of UK lending funds is increasing in the post-Brexit world

https://www.prestigefunds.marketing/wp-content/uploads/AIMA-Journal-Q2-2017.pdf

SOURCE: AIMA Journal Q2 / 2017

#### **ARTICLE: Private Capital Could End Farmers' Lending Drought**

https://www.prestigefunds.marketing/wp-content/uploads/Prestige-Dow-Jones-Private-Equity-News-03-2016.pdf

SOURCE: Dow Jones Q1 / 2016

## **Contacting Us**

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Company Registration Number: 6 2 7 7 5 3 0 VAT Registration Number: 9 2 8 7 8 6 2 6 8 FCA Registration Number: 4 8 6 2 3 9

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Malta Financial Services Authority (MFSA) Registration Number: I S / 5 3 1 9 7
Malta Company Registration Number: C 5 3 1 9 7
Malta Company VAT Registration Number: MT 2 0 4 8 3 5 3 0

www.PrestigeFunds.com www.Prestige-ClimateInvest.com www.PrestigeCapitalServices.uk www.PrestigeCapitalManagement.com.mt



## **International Fund Reference Codes**



## **Institutional - Accumulation Share Classes (IM-Class)**

CURRENCY	ISIN code	SEDOL code	BLOOMBERG code	VALOR code	MORNING STAR code	<b>CUSIP</b> code	<b>MEXID</b> code	CITICODE	INCORPORATION code	GIIN	FATCA ID	MAS code	LEI code
USD	LU2453249364	BMDLGZ0	EUPAFLI LX	17773424	F00001DM93	L3236P 408	EFAASF		11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
EUR	LU2453249281	BMDLH02	EUPAFKI LX	17773425	F00001DM94	L3236P 416	EFAASE	YNOQ	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
GBP	LU2453249448	BMDLH13	EUPAFMI LX	17773426	F00001DM95	L3236P 424	EFAASD		11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
CHF	LU2453249521	BMDLH24	EUPAFNI LX	17773427	F00001DM96	L3236P 432	EFAASC	ZZH1	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09

## **Institutional - Distribution Share Classes (IDM-Class)**

CURRENCY	ISIN code	SEDOL code	BLOOMBERG code	VALOR code	MORNING STAR code	<b>CUSIP</b> code	<b>MEXID</b> code	CITICODE	INCORPORATION code	GIIN	FATCA ID	MAS code	LEI code
USD	LU2453249950	BMDLH46	EUPAFQI LX	17737359	F00001DM98	L3236P 457	EFAARV		11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
EUR	LU2453249877	BMDLH57	EUPAFPI LX	17737362	F00001DM99	L3236P 465	EFAARU		11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
GBP	LU2453250024	BMDLH68	EUPAFRI LX	17737365	F00001DM9A	L3236P 473	EFAART		11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
CHF	LU2453250297	BMDLH79	EUPAFSI LX	17737367	F00001DM9B	L3236P 481	EFAARS		11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09

## **International Fund Reference Codes**



## **Institutional - Accumulation Share Classes (CLOSED TO NEW SUBSCRIPTIONS)**

CURRENCY	ISIN code	SEDOL code	BLOOMBERG code	VALOR code	MORNING STAR code	CUSIP code	MEXID code	CITICODE	INCORPORATION code	GIIN	FATCA ID	MAS code	LEI code
USD	LU1781277303	BG0GNC2	EFOPAKI LX	41999140	F000010KWI	L3236P 218	PRSLUO	P0EP	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
EUR	LU1781277212	BG0GNB1	EFOPALI LX	41999143	F000010KWJ	L3236P 200	PRSULO	P0EQ	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
GBP	LU1781277485	BG0GND3	EFOPAMI LX	41859808	F000010KWK	L3236P 226	PRFOOL	P0ER	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
CHF	LU1781277568	BG0GNF5	EFOPANI LX	41859814	F000010KWL	L3236P 234	PRLOOF	P0ET	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
SEK	LU1781277642	BG0GNG6	EFOPAOI LX	41859821	F000010KWM	L3236P 242	PROOFL	P0EU	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09

## **Institutional - Distribution Share Classes (CLOSED TO NEW SUBSCRIPTIONS)**

CURRENCY	ISIN code	SEDOL code	BLOOMBERG code	VALOR code	MORNING STAR code	<b>CUSIP</b> code	<b>MEXID</b> code	CITICODE	INCORPORATION code	GIIN	FATCA ID	MAS code	LEI code
USD	LU1781277998	BG0GNJ9	EFOPPID LX	41999155	F000010KWN	L3236P 267	PRAOOL	P0EV	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
EUR	LU1781277725	BG0GNH7	EFOPQID LX	41999160	F000010KWO	L3236P 259	PROOLF	P0EW	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
GBP	LU1781278020	BG0GNK0	EFOPRID LX	41859823	F000010KWP	L3236P 275	PRLOOA	P0EX	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
CHF	LU1781278293	BG0GNL1	EFOPSID LX	41859842	F000010KWQ	L3236P 283	PROOLA	P0EY	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09
SEK	LU1781278376	BG0GNM2	EFOPTID LX	41859845	F000010KWR	L3236P 291	PROOAL	P0EZ	11707	CKI8HL.99999.SL.442	CKI8HL		5493005NNWNHWNCFZV09

# **Legal Disclaimer and Risk Warning**



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All trademarks are recognised. The MSCI World Index is a registered trademark of Morgan Stanley Capital International. The S&P500 Index is a registered trademark of Standard & Poor's Group. Treasury / Bond Indices are made up of actual monthly bond yields and turned into a monthly index. The returns of the index are representative of what could be achieved if one held that bond during that time period. Neither PCSL, the Fund Manager nor the Fund's Administrator accept any liability from investors who rely upon any other information about any Prestige Fund/s.

The investment objective of the European Finance Opportunities S.C.A. (SICAV-SIF) ("EFO") is to target renewable energy projects which by nature provide a ready source of clean energy to the United Kingdom energy infrastructure benefitting amongst others farming and rural communities and the economy more generally. As to the sub-fund specifically - Prime Alternative Finance Fund - the AIFM integrates sustainability risks into investment decisions for the purpose of the assessment required under article 6(1) of the SFDR and considers that sustainability risks are mitigated by the very nature of the positive ESG impact resulting from the successful employment of the investment objective. Accordingly, the investment objective of the sub-fund - Prime Alternative Finance Fund - has been classified by the AIFM as "promoting environmental or social characteristics" and making "sustainable investments" within the meaning of articles 8(1) of the SFDR.

This collective investment scheme may only be offered in Switzerland to qualified investors in accordance with Art. 10 of the Collective Investment Schemes Act (CISA) and Art. 4 para. 3-5, Art. 5 para. 1, Federal Act on Financial Services (FinSA). The representative in Switzerland is OpenFunds Investment Services AG, Seefeldstrasse 35, 8008 Zurich. The paying agent in Switzerland is Società Bancaria Ticinese SA, Piazza Collegiata ,6501 Bellinzona. The prospectus and the Key Information Document (KID), the fund contract as well as the annual and semi-annual reports can be obtained free of charge from the representative in Switzerland. In respect of units offered in Switzerland, the place of performance is at the registered office of the representative or at the registered office or place of residence of the investor.

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