

AIM Portfolio Service

QUARTERLY FACTSHEET

all data as at the 30 September 2021

Portfolio Objective

To achieve capital growth over the medium to long term from a portfolio of AIM-listed companies which we reasonably believe qualify for Business Relief.

Manager Commentary

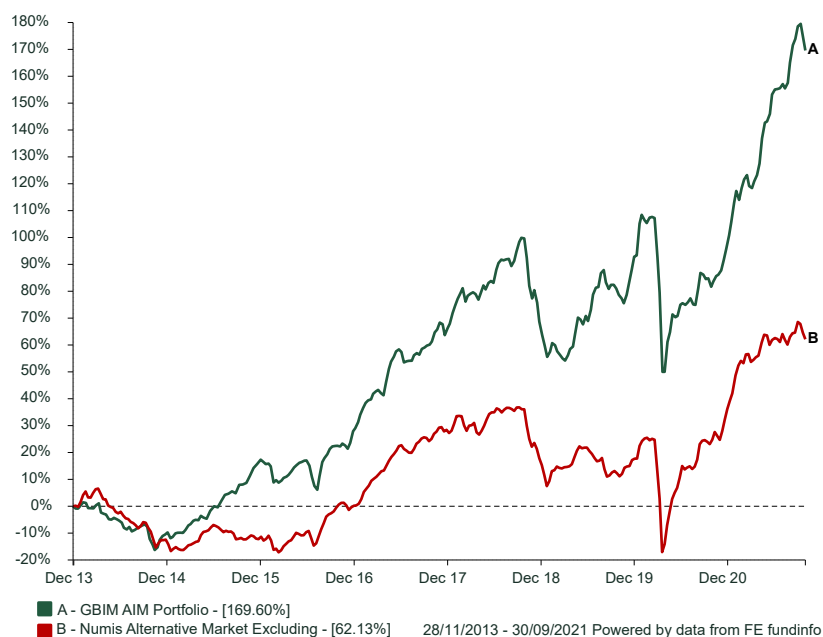
The portfolio rose by 5.29% over the quarter compared to the benchmark which declined by 0.39%. Despite the very welcome improvement in demand across most sectors well publicised labour shortages, rising energy and wage costs combined with serious supply chain issues are bound to put pressure on margins and we need to be very aware of this over the next two quarters. The home improvement sector is an example where a build-up of savings due to a lack of spending on normal activities has led to a surge in demand for both materials and tradespeople leading to some dramatic price rises.

In addition to this the United Nations Climate Change Conference (Cop 26) taking place in Glasgow in November is likely to result in new regulatory requirements and costs for businesses with greater transparency and disclosure required. We can see the transition occurring already in some of the companies within the portfolio where sustainable strategies are implemented within core business activities.

In terms of activity, within the portfolio we have taken further profits in Cerillion, and we have reinvested into Microlise. They are a provider of transport management software helping fleet operators improve efficiency, safety and reduce emissions. They are an example of a company which could benefit from any future developments from Cop 26 as their technology enables fleet operators to comply with stricter environmental regulations. Additionally, they have been resilient during the Covid-19 pandemic which is reassuring to their business today.

It has been an encouraging year so far for the portfolio in both actual and relative returns but there are some serious short-term headwinds therefore it is only right to say that we will be pleasantly surprised if the year-end report maintains the current progress.

Representative Performance Since Launch (%)



Representative Cumulative Performance (%)

	6 Mths	1 Yr	3 Yrs	5 Yrs	Launch
Portfolio	18.48	46.37	37.46	119.65	169.60
Benchmark	3.59	28.84	21.68	60.49	62.13
Relative Performance	14.89	17.53	15.78	59.16	107.47

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INVESTMENT MANAGEMENT

Investment Managers



Tom Hewitt Director
Tom joined in 2017. Previously he spent 14 years at Lloyds Bank lending to small and medium sized businesses. Tom is a Chartered Member of the CISI.



Bertie Gore Browne Director
Bertie is a co-founder of Gore Browne Investment Management and has been managing private client and charity portfolios since 1987. Bertie is a Fellow of the CISI.

Key Details

Benchmark	Numis Alternative Markets Excluding Investment Companies
Launch date	28 November 2013
TER	2.09%
Holdings	23
Historic yield	0.65%

Note that each client's portfolio is treated separately. Whilst stocks held are likely to be similar across client portfolios, weightings or levels of cash held within each account will vary. This is an actual portfolio which is the most representative example and provides the most accurate representation of GBIM's AIM Portfolio Service.

Portfolio Benefits

- ✓ All investments in the Service we reasonably believe should qualify for business relief and be exempt from IHT (Inheritance Tax), if they are held for two years and at the time of death.
- ✓ The Portfolio Service allows access to smaller and often under researched companies, with potential for strong capital growth.
- ✓ Our Portfolio Service has made a benchmark-beating return since inception.

Key Risks

- ⊗ Investors' capital is at risk and they may not get back the full amount that they invest.
- ⊗ We cannot guarantee that every investment will qualify for Business Relief.
- ⊗ Most of the investments in this portfolio are in smaller companies' shares. They may be more difficult to buy and sell and their share price may fluctuate more than that of larger companies.

Contact Us

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Representative Sector Allocation (%)

Software & IT	26.7	<div></div>
Support Services	24.9	<div></div>
Industrial Engineering	11.3	<div></div>
Pharmaceuticals	9.3	<div></div>
Telecommunications	6.4	<div></div>
Leisure Goods	5.1	<div></div>
Real Estates	4.6	<div></div>
Construction & Materials	4.2	<div></div>
Beverages	2.9	<div></div>
Financial Services	1.6	<div></div>
Cash	3.0	<div></div>

Example of Holdings



Glossary

AIM – Alternative Investment Market:

Most securities listed on the AIM market qualify for Business Relief. Securities listed on AIM are generally smaller companies and are therefore higher risk.

Business Relief:

If you own a private business it would qualify for Business Relief, similar to receiving Agricultural Relief on a farm. As such the value of that business would be outside of your estate for Inheritance Tax calculations. Inheritance Tax is currently levied at 40% over and above any applicable allowances at the time of death. You can therefore invest in a number of AIM-listed securities which, if held for more than two years, may qualify for Business Relief. The potential tax saving for your beneficiaries could potentially therefore be 40% on the value of your AIM-listed securities, assuming the two-year qualifying period has been achieved.

ISA – Individual Savings Account:

Since 2013 you are able to invest in AIM-listed securities within your ISA so this provides further tax advantages as any crystallised gains would not be subject to Capital Gains Tax and any income would not be subject to higher-rate tax.

TER - Total Expense Ratio:

This includes GBIM's Investment Management Fee, the Custody Fee, and commissions on dealings at both initiation and switching 20% of the portfolio per year. This also incorporates VAT which is payable on the Investment Management Fee.

Total Return:

A measure which incorporates the reinvestment of dividends over time.

Yield:

Calculated by dividing each company's latest financial year's dividends by the current market value of the firm, then multiplying by 100 to arrive at a percentage figure.

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