



## AIM Portfolio Service



Our Inheritance Tax planning  
solution for your clients



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### OUR INHERITANCE TAX PLANNING SOLUTION FOR YOUR CLIENTS

Finding the means to pay Inheritance Tax ('IHT') is a genuine concern with increasing numbers of estates falling within the IHT regime and nil-rate band thresholds remaining frozen until April 2028. If your clients are seeking ways to reduce IHT for their beneficiaries, one solution is to consider Business Relief qualifying investments, which should be free of IHT after only two years, provided they are owned at the date of death.

Launched in 2004 and still managed by the founding lead investment director, our AIM Portfolio Service is a valuable tool to consider in estate planning work with your clients. It helps investors take advantage of the generous tax breaks available to small businesses that qualify for Business Relief.

Our conservative and disciplined approach aims to mitigate risk and generate capital growth. We think about investments as long-term owners of businesses and this, together with our size, allows us a more diverse investment universe than larger peers.

With 20 years of experience, we continue to deliver strong performance and excellent value to investors, all supported by a personalised service with a named designated administrative support.

### Our investment approach

- ◆ We look for profitable businesses and do not invest in loss-making / early-stage companies. Our focus is on businesses we understand and a company's earning power rather than its share price.
- ◆ We think like business owners, not traders, and are long-term investors.
- ◆ We aim to pay a sensible price, focusing on valuation in order to build a margin of safety within each holding.
- ◆ We follow a conservative approach and aim to mitigate risks and generate capital growth.
- ◆ Our size allows us a more diverse investment universe than larger peers.
- ◆ Our approach allows us to keep turnover and, in turn, costs low.

### Why consider CAM's AIM Portfolio Service?

- ✓ **AN ESTABLISHED SERVICE WITH CONSISTENT MANAGEMENT:** Our AIM Portfolio Service has been in the experienced hands of lead investment manager David Willcox since its inception 20 years ago, who has navigated through various economic cycles spanning five general elections, seven prime ministers, the Global Financial Crisis and the Covid-19 pandemic.
- ✓ **OUTSTANDING PERFORMANCE:** Our AIM Portfolio Service has outperformed the AIM All Share Index by over 300% since its inception in 2004.\*
- ✓ **EXCELLENT VALUE FOR MONEY:** Our fees are lower than most, if not all, of our peers, with no set up charges, exit fees or annual inflation increases.
- ✓ **A PERSONALISED SERVICE:** As an independent, family and staff owned business, we understand the importance of a personalised approach. Our investment management team and named, dedicated client support staff are available to both advisers and their clients at any time.

\* Source: Financial Express and City Asset Management, 28 June 2004 – 28 January 2024.  
All performance figures are shown net of City Asset Management's fees. Past performance is not a guarantee of future results.

Inception Date:	28 June 2004	
Target Market:	Investors who are advised by a financial adviser and seeking IHT solutions. They should be willing to invest for a minimum of seven years and put their capital at risk. The service is regarded as a higher-risk, long-term investment and will not be suitable for all investors.	
Wrappers:	ISA and APS qualifying	
Fees:	Set up charge:	Nil
	Annual Management Fee:	0.75% + VAT p.a.
	Dealing Costs:	1% for trades up to £10,000, 0.5% thereafter
	Exit Fee:	Nil
Portfolio Benchmark:	FTSE AIM All Share (TR) Index	
Typical Holdings:	20 – 30 companies	
Portfolio Limits:	Initial positioned capped at 5%, maximum exposure of 25% per sector	
Minimum Investment:	£100,000	
Performance:	For up-to-date performance, please view our factsheet <a href="http://www.city-asset.co.uk/AIM">www.city-asset.co.uk/AIM</a>	
Consumer Duty:	Please visit <a href="http://www.city-asset.co.uk/consumer-duty-toolkit">www.city-asset.co.uk/consumer-duty-toolkit</a> for our complete Target Market guide and a full breakdown of our costs and charges.	

#### KEY BENEFITS:

- ◆ Investors benefit from full IHT relief if the AIM-listed stocks qualify for Business Relief, in addition to any tax relief received through efficient tax wrappers such as ISAs.
- ◆ Investments are made directly into AIM-listed companies without the need for Trusts or lawyers.
- ◆ Investors can easily access their capital as stocks are listed on an exchange with daily price transparency.
- ◆ Qualifying AIM stocks achieve IHT relief after just two years of ownership.
- ◆ Assists you with inter-generational planning for your client, as the portfolio can be inherited.

#### KEY CONSIDERATIONS:

- ◆ AIM stocks are a high risk investment, which means they will not be suitable for all investors.
- ◆ AIM companies can be very small in size and, as a result, it can be more difficult to sell the shares.
- ◆ While we assess each investment for Business Relief, there is no guarantee that shares will qualify.
- ◆ Rules around IHT could change. For example, the required holding period for qualifying shares may be altered.
- ◆ It may take us up to six months to fully invest a client's funds due to limited liquidity in the AIM market. However, we do understand that some clients would need us to modify our preferred investment process and deploy their cash into the AIM market as quickly as possible and we are able to do this upon receipt of written instructions.
- ◆ Valuation for the purposes of determining the level of Business Relief is made at the date of death and will be subject to any issues that might impact the AIM market or any of the individual portfolio holdings at that time.

**Want to find out more about how our AIM Portfolio Service can provide an IHT planning solution for your clients?** Contact Chris and Mark at [sales@city-asset.co.uk](mailto:sales@city-asset.co.uk), or visit [www.city-asset.co.uk/AIM](http://www.city-asset.co.uk/AIM) for more information.

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The information contained in the document is provided for professional investors and advisers for information purposes only and should not be communicated to any other person.

The value of your clients' investments can fall and you may not get back the amount invested. Past performance is not a guide to future performance.

This notice cannot disclose all the risks associated with investments and investment services. Please see our website for more information and more detailed risk warnings.

The information within this document does not consider the specific investment objective or financial situation of any person. It is not a personal recommendation and should not be regarded as a solicitation or invitation to buy or sell any securities or instruments mentioned within it.

**City Asset Management Plc**

Head Office: 7 Bishopsgate, London, EC2N 3AR  
Tel: 020 7324 2920 | Fax: 020 7324 2960

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Registered No: 2215617 VAT No: 480 8128 40

[www.city-asset.co.uk](http://www.city-asset.co.uk)