

# Unicorn AIM IHT & ISA Portfolio Service



## Growth Focus Portfolio

Q3 2021

The service aims to invest in a portfolio of 25-40 companies listed on AIM, independently assessed as qualifying for Business Relief (BR).

Investments will be made in companies that operate across a range of sectors in order to provide diversification.

- **Unicorn Asset Management has specialised in AIM investing since 2000, currently managing more than £550m in AIM stocks**
- **Simple, proven structure that aims to provide full IHT exemption once shares are held for two years**
- **Available in ISAs and direct investments**

### Performance

	Q1	Q2	Q3	Q4	Calendar Year	Since 1 Feb 2016
2016	+1.2%*	-4.9%	+13.4%	+4.6%	+14.3%*	+95.8%*
2017	+5.3%	+10.7%	+13.1%	+8.0%	+42.3%	
2018	-5.6%	+6.4%	+0.8%	-25.4%	-24.4%	
2019	+10.3%	+7.0%	-5.1%	+19.5%	+34.0%	
2020	-26.4%	+18.0%	+5.4%	+17.1%	+7.2%	
2021	+2.8%	+5.9%	+2.0%		+10.9%	

### Product Details

#### Launch date

January 2016

#### Structure

Discretionary portfolio service

#### Minimum investment

Dividend portfolio £50,000

Growth portfolio £50,000

#### Weighted Average Market Cap

£674.8m

#### Initial charge (advised)

2.0% plus VAT

#### Annual management charge (advised)

1.25% plus VAT

#### Custody Fee

0.25% per annum

#### Dealing fee

0.85%

#### Exit fee

1.0% (not payable on death)

% return rebased



The Portfolio Performance is the average weighted performance of all portfolios held within the service net of all ongoing fees.

### Quarterly Manager Commentary

The AIM IHT Growth Portfolio registered a total return of +2.0% in the third quarter of 2021. By comparison, the benchmark Numis Alternative Markets Index recorded a total return of -0.2% over the same period; the headline figure masking what has been a relatively volatile period for the index particularly in the latter weeks of the quarter as growth stocks were sold off fairly aggressively. Underlying portfolio returns for individual clients will vary depending on the timing of their investment.

The quarter under review was a busy period in terms of company news flow with updates broadly showing positive underlying trends despite widely reported supply chain and input cost inflation challenges.

Top Performers:-

Alpha FX (+30.2%) provides currency management solutions to corporates. Alpha FX released strong interim results, which reported revenue growth of 90% supported by a broad recovery in client activity post lockdown.

Restore (+26.5%) is a leader in document management, records storage and archive storage. The company released a third quarter trading update, which confirmed that strong trading momentum had continued, encompassing organic growth, an increasing contribution from M&A and margin enhancement.

Keystone Law (+22.7%), a legal services business, released strong interim results during the quarter, which reported revenue growth of 38% versus the comparative period. The strength in the interim results was primarily due to higher activity levels and sustained recruitment levels.

### Further Information - LightTower Partners

T: 020 7071 3940

E: [investor-relations@lighttowerpartners.co.uk](mailto:investor-relations@lighttowerpartners.co.uk)

W: [www.lighttowerpartners.co.uk](http://www.lighttowerpartners.co.uk)

\*Q1 2016 and Calendar Year 2016 exclude the month of January since the first monies received into the strategy were only fully invested for part of that period. Performance figures show the total return of the Unicorn AIM IHT & ISA Portfolio Service Growth Portfolios where the contribution of each portfolio to the total return is weighted by portfolio size. The returns take into account all portfolio management fees but do not include initial portfolio or adviser fees. Individual portfolios are excluded during months when a portfolio is being invested, during months when withdrawals are made, where the investor has died and all portfolios where the initial investment is less than the minimums quoted in the terms & conditions of the service. The performance figures have been calculated by WM Capital Management based on the bid prices of holdings at the end of each month. Fees are subject to change.

## Commentary Continued:

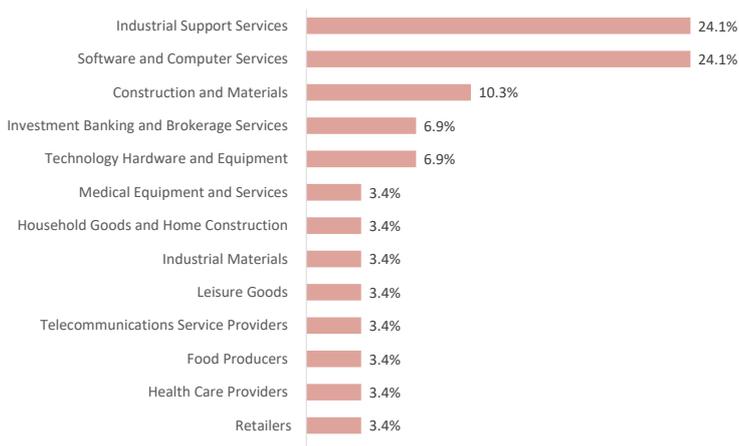
Bottom Performers:

Iomart (-17.9%), a cloud computing and IT managed services business, released a disappointing trading update reporting that the group was performing below expectations as a result of slightly higher than expected customer churn and lower than expected hardware reselling and consultancy activity.

Johnson Service Group (-14.3%), the linen and textile rental business, released interim results during the quarter, reporting that profit for the current financial year was expected to be "towards the higher end of current market expectations". The share price drifted lower despite the strong update.

Eckoh (-11.4%), the global provider of secure payment products and customer contact solutions, released an AGM statement which reported that trading was in line with expectations.

## Sector Allocation



Source: Unicorn Asset Management as at 30/09/2021

## Manager

WM Capital Management Limited (WM) is the Discretionary Investment Manager responsible for the day to day management of investor portfolios.

WM is authorised and regulated by the Financial Conduct Authority and is recorded in the Register under reference number 601025.

## Investment Adviser

Unicorn Asset Management Limited (Unicorn) is an independently owned company that has specialised in AIM and UK smaller companies since its inception in 2000.

Unicorn is authorised and regulated by the Financial Conduct Authority and is recorded in the Register under reference number 192164.

## Company Case Study



Hotel Chocolate is a chocolate retailer, which has evolved from a UK store-led brand to a global digital-led brand. A key focus of investment in recent years has been improving the digital offering, which allowed the business to continue to trade through the online channel when lockdown imposed restrictions enforced closure of its physical estate. The company raised gross proceeds of approximately £40 million in July to invest behind the growth of the business with a large proportion of the raise funding a material expansion of the group's manufacturing footprint and consequently sales capacity. The Group has a stated ambition to become the world's most sustainable chocolate brand through various initiatives but with a strong focus on the livelihoods of cocoa farmers.

Price (p): 506.00

Market cap (£m): 694.30

Data from London Stock Exchange - 10/11/21

## Investment Advisers

Chris Hutchinson



Alex Game



## Important Notice

\*typical allocation for new investors

This document is an advertisement and not a prospectus. It has been issued and approved by WM Capital Management Limited and constitutes a financial promotion under Section 21 of the Financial Services and Markets Act 2000 for Retail & Professional Clients. Any decision to invest in the Unicorn AIM Inheritance Tax Portfolio Service should be made solely by reference to, and strictly in accordance with, the information contained in the terms and conditions, brochure, Investor Agreement and Application Form.

This document should not be regarded as constituting advice in respect of legal, taxation, investment or any other matters. Prospective investors are advised to consult their financial adviser before considering any investment. The value of an investment, and any income from it, can fall as well as rise as result of market and currency fluctuations and you may not get back the amount originally invested. Investment in the securities of smaller and/or medium sized companies can involve greater risk than is customarily associated with investment in larger, more established companies. The market for securities in smaller companies is often less liquid than that for securities in larger companies, meaning above average price movements both positive and negative can be expected. The tax benefits of investing in AIM companies are subject to changes in legislation and may not continue in the same form. Tax treatment will also depend on individual circumstances and may be subject to change in the future.

WM Capital Management is authorised and regulated by the Financial Conduct Authority and is entered in the Register under reference no. 601025.