

# AIM IHT Portfolio Factsheet

## October 2025

PILLING & Co

### INVESTMENT AIM

The Pilling & Co AIM IHT Portfolio is a discretionary managed portfolio service, designed to provide investors with inheritance tax relief after two years with modest longer-term capital growth. Our portfolio comprises approx. 40 AIM quoted companies, which have been chosen based on factors such as balance sheet strength, market valuation and liquidity, ability to pay dividends, a business model that is likely to survive changing fashions, management equity commitment or quality of shareholder base. We focus on larger and more established AIM quoted companies to help reduce portfolio volatility. We tend to exclude the many mining and energy exploration companies that are available.

### TARGET MARKET

Older clients with greater than £30,000 who wish to mitigate IHT liability by utilising BPR via eligible AIM market shares or Experienced investors prepared to take a higher risk as this is part of wider wealth and investment portfolios.

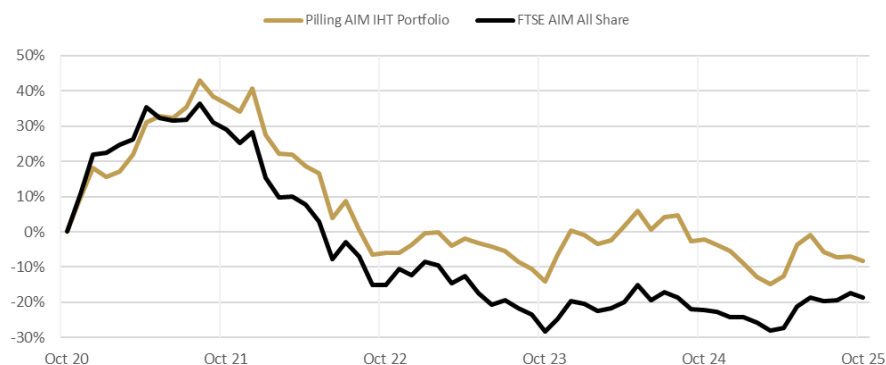
### KEY FACTS

<b>Launch Date</b>	2008
<b>Benchmark</b>	FTSE AIM All Share
<b>Holdings</b>	39
<b>Est Dividend Yield</b>	3.0%
<b>Min Investment</b>	£20,000
<b>Avg. Market Cap</b>	£429.9mln
<b>Management fee</b>	1.0%, plus VAT
<b>Custody fee</b>	0.5% (online min £50, max £180, postal min £60, max £200)
<b>Dealing fee</b>	1.65% first £10,000, 0.5% on balance (no minimum)

### KEY RISKS

- ✓ AIM portfolios are classed as **HIGH** risk.
- ✓ Your capital is at risk, and you may not get back the full amount invested.
- ✓ Past performance is not a reliable indicator of future returns.
- ✓ Tax treatment depends on individual circumstances.
- ✓ Business relief is not guaranteed
- ✓ Investments in companies quoted on the AIM may carry greater risk, and the shares may be more volatile than fully listed companies.

### AIM IHT PORTFOLIO PERFORMANCE – 5 YEARS



### CUMULATIVE PERFORMANCE

	3 mth	1 yr	2 yrs	3 yrs	4 yrs	5 yrs
AIM IHT Portfolio	-2.9%	-6.3%	6.6%	-2.6%	-32.8%	-8.4%
FTSE AIM All Share	1.9%	6.8%	18.0%	1.4%	-32.2%	-11.9%

### DISCRETE PERFORMANCE %

	2020	2021	2022	2023	2024
AIM IHT Portfolio	-3.3%	19.1%	-31.5%	4.3%	-5.7%
FTSE AIM All Share	21.8%	6.1%	-30.7%	-6.4%	-4.0%

Source: FE Analytics

### TOP 10 HOLDINGS

Cohort	6.6%	Polar Capital Holdings	3.8%
Jet2	4.5%	Property Franchise Group	3.7%
Renew Holdings	4.1%	Tatton Asset Management	3.6%
Craneware	4.0%	Advanced Medical Solutions	3.5%
FRP Advisory	3.8%	Vertu Motors	3.5%

### SECTOR ALLOCATION

Investment Banking & Services	13.4%
Software & IT Services	13.3%
Professional & Commercial Services	9.6%
Machinery, Equipment & Components	5.3%
Healthcare Equipment & Supplies	5.0%
Passenger Transportation Services	4.5%
Construction & Engineering	4.1%
Media & Publishing	3.7%
Beverages	3.6%
Speciality Retailers	3.5%

**Please note:** All performance is calculated net of dealing commission and management fees. The Cumulative Performance is calculated to month end, as at 31<sup>st</sup> October 2025.

MANAGER COMMENTARY

News of a deteriorating outlook for Warpaint London saw analysts adding rouge to their forecasts for the upcoming year and, with that, reducing target price expectations for the shares. Although the Brand Architekts integration was enough to help revenues achieve a handy 8% year-on-year rise, there were £4.6 million of costs associated with foreign exchange forward contracts and further losses due to a key UK customer entering administration. Shares slipped 31% over the quarter.

Jet2 remains a major holding for us, with excellent prospects for its new Gatwick base, but it was unable to escape the pressure created by increasingly late booking trends for package holiday companies. With guidance now suggesting earnings before interest and tax, will be closer to £450m than £500m, shares are down 18% over the quarter.

Although Cohort shares only declined 8% as part of a wider softening of defence stocks after a strong bull run, the size of the holding meant this shaved 0.5% off our overall portfolio value. Whilst their order book may be 4% below strong comparatives a year earlier, the backdrop is one of continued strong demand for the services the company provides to various Western armed forces.

After a tough 2024, pressure was on management at Next 15 Communications to stop the rot created by the acquisition of troubled Mach49, which promptly lost its largest customer. Having acknowledged the error, Mach49 will be closed, the earn-outs stopped, and potentially clawed back, allowing the rest of the NFC group to get on with business and, we trust, deliver better share price performance similar to the +47% gain we’ve have seen since July.

With the UK’s foremost technology fund in its product suite, one would expect Polar Capital to be booking some good performance fees. Assets under management at the half-year point on September 30 were up 25%, to £26.7 billion. The management company’s own stock has risen 21% over the quarter.

PORTFOLIO MANAGERS

**Alistair Hodgson** has been an investment manager at Pilling & Co since graduating from their dealing room in 1998. Amongst other professional affiliations he is a Chartered Fellow of the CISI and has been active within the institute locally for many years.

**Nigel Moore** has over 25 years investment experience, commencing his stockbroking career with Brewin Dolphin in 1998. As a Senior Chartered Wealth Manager, Nigel Co-Chair’s the firm’s investment committee.

**Terry Applegate** has nearly 25 years’ experience within the industry to date. Having joined Pilling & Co from W. H. Ireland in 2002, he has now become a key member of the investment team, looking after private client portfolios.

**Michael Talbot** has over 15 years of experience, started his career at James Sharp. Having been at Pilling for over ten years, his interest and research into smaller and medium sized listed companies has benefitted the investment committee’s decision-making process. During this time, he has also been building solid relationships with private clients and managing their portfolios accordingly

COMPANY SPOTLIGHT



Renew is a major provider of engineering services that help to maintain and renew critical UK infrastructure networks. The group operates across four main areas – Rail (National Rail network), Infrastructure (highways, communication networks, aviation), Energy (nuclear decommissioning, Renewables) and Environmental (water, land remediation).

The group operates through its ten subsidiary companies, with growth coming from a mix of M&A activity and organic development. They operate in markets supported by committed regulatory spending; the group expects maintenance and renewal business to increase to keep public services and networks operational.

A trading update released last month showed the group is on track to meet market expectations at its next set of results, citing record revenues and operating profit so far for the year.

Company	Renew Holdings
Sector	Construction & Engineering
Market Cap	£743.2mln
Dividend Yield	2.06%

