



## Portfolio objective and information

The portfolio seeks to deliver a total return above that of the FTSE AIM Index while mitigating Inheritance Tax.

**Launched** 1 March 2015

**Benchmark** FTSE AIM All Share Index

**Data from** 31 October 2023

## Holding breakdown

Security	Summary	Sector	Market Cap	Div Yield	Weight
AB Dynamics	Provider of testing systems for the global motor industry	Industrial	£329m	0.4%	3.3%
Advanced Medical Slns	Designer, manufacturer and distributor of novel medical polymers	Health Care	£421m	1.2%	3.3%
Alliance Pharma	Acquirer and distributor of pharmaceuticals	Health Care	£216m	4.5%	3.3%
Alpha Financial Mkts	Consultancy to asset and wealth managers and insurers	Financial	£464m	4.1%	3.3%
Alpha Group	Provider of foreign currency services	Financial	£676m	0.9%	3.3%
Cerillion	Supplier of CRM systems for mobile phone networks, utilities and industrials	IT	£374m	0.8%	3.3%
Craneware	Develops and licences computer software for the US healthcare industry	IT	£560m	1.8%	3.3%
CVS Group	Operates animal veterinary and health care services	Health Care	£1048m	0.5%	3.3%
Fevertree Drinks	A developer and supplier of premium mixer drinks with outsourced manufacturing	Consumer	£1171m	1.7%	3.3%
Focusrite	Manufacturers and distributes hardware and software for musicians	Industrial	£262m	1.4%	3.3%
Gamma Comms	Telecoms, broadband and data communications systems	IT	£1019m	1.6%	3.3%
GB Group	Provides electronic ID verification services, combating fraud and money laundering	IT	£604m	1.7%	3.3%
James Halstead	Manufacturer and distributor of flooring products	Industrial	£798m	4.1%	3.3%
Jet2	Operator of scheduled and charter flights by Jet2.com and provision of holidays	Consumer	£2151m	1.1%	3.3%
Johnson Service Group	Provides workwear rental, laundering and dry-cleaning services	Industrial	£535m	2.0%	3.3%
Judges Scientific	Manufacturer of specialist scientific instruments	Industrial	£540m	1.1%	3.3%
Keywords Studios	Provides production and user services to digital gaming companies	IT	£1031m	0.2%	3.3%
Learning Tech. Group	Provides IT platforms for online learning and training	IT	£489m	2.7%	3.3%
Midwich Group	Distributor of audio visual equipment	Industrial	£400m	4.3%	3.3%
Next 15 Group	Digital marketing, PR and communications for the technology sector	Industrial	£631m	2.3%	3.3%
Nichols	Supplies soft drinks to the retail, wholesale, catering, licensed and leisure industries	Consumer	£338m	3.0%	3.3%
Renew	Provides specialist engineering and building services	Industrial	£567m	2.5%	3.3%
Restore	Secure services in document storage, online storage and document shredding	Industrial	£264m	3.8%	3.3%
RWS Holdings	Provides services for the translation and validation of European patents	Industrial	£787m	5.8%	3.3%
Smart Metering Sys	Rents and manages gas meters and lays infrastructure pipes	Industrial	£852m	5.3%	3.3%
Strix Group	Designs and manufactures kettle safety controls and filtration products	Industrial	£127m	7.2%	3.3%
Thorpe (FW)	Designs, manufactures and supplies professional lighting equipment	Industrial	£416m	1.8%	3.3%
Volex	Manufacturer of data and power cabling	Industrial	£511m	1.4%	3.3%
YouGov	Global public opinion data and analytics company	Industrial	£978m	1.0%	3.3%
Young & Co Brewery	Operates a managed and tenanted pub estate	Consumer	£358m	1.9%	3.3%
<b>Averages</b>			<b>£629m</b>	<b>2.4%</b>	

## Stock attribution

### Top 5 positive stocks over 3 months

Company	Total return
Restore	19.6%
Craneware	15.7%
Johnson Service Group	14.5%
Alpha Financial Markets	2.4%
Next 15 Group	0.7%

### Top 5 negative stocks over 3 months

Company	Total return
Strix	-41.1%
Alpha Group International	-30.5%
CVS Group	-29.0%
Keywords Studios	-25.9%
Fevertree Drinks	-24.8%

### Attribution notes

Your holdings and performance may vary from those shown due to transaction dates and market movements. For details of your actual performance, please refer to your valuation.

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## Commentary

There was not a lot of new news from the companies held in the portfolio in October, traditionally a quiet month for updates.

One company that did update investors was YouGov. This political and commercial polling company has seen its share price fall from around £10 at the start of this year to £6.85 at the start of October. There has been no particular reason for this, indeed forecasts for profits for the next couple of years have increased as this year has progressed.

The company updated the stock market at the start of October, indicating that profits would be “in-line with expectations”. It is almost as if this woke investors up and the share price rose by 34% to £9.20 as it became apparent that it had been significantly oversold.

We would not be surprised if this happens more regularly given the very weak share prices of small companies. Indeed, we are seeing private equity companies bidding for small companies at 50-100% premiums to the share prices (and still presumably making the numbers add up to give the bidders a decent return).

To us, this serves to highlight the latent underlying value in these smaller companies that has yet to be realised in the share prices.

## Performance

### Rolling total returns

	10 Years	5 Years	3 Years	1 Year	6 Months
Equilibrium AIM Portfolio	55.88%	-19.77%	-18.11%	-12.64%	-19.70%
FTSE AIM All Share Index	-4.16%	-25.65%	-25.33%	-14.09%	-17.19%

### Discrete annual total returns

	2022	2021	2020	2019	2018
Equilibrium AIM Portfolio	-28.72%	14.84%	2.32%	28.85%	-22.10%
FTSE AIM All Share Index	-30.67%	6.12%	21.75%	13.26%	-17.12%
ARC IHT Portfolio Index*	-27.91%	18.82%	0.31%	25.26%	-15.21%

### Volatility

	2022	2021	2020	2019	2018
Equilibrium AIM Portfolio	20.63%	11.76%	26.77%	12.15%	17.68%
FTSE AIM All Share Index	16.98%	12.37%	32.08%	10.08%	14.85%

\*The ARC IHT Portfolio Index comprises of similar portfolios invested in AIM stocks to mitigate Inheritance Tax.

Performance data sourced from FE Analytics with income reinvested. Past performance is never a guide to future performance. Investments may (will) fall as well as rise and you may not get back your original investment. Changes in currency exchange rates or interest rates may have an adverse effect on the value of your investments. Performance data before 1 March 2015 based on the back tested data using the Portfolio’s investment process.

The performance is stated after a 1.0% plus VAT Equilibrium Investment Management fee and a platform charge of 0.3% (based on the portfolio being held via Seven Investment Management (7IM)). The figures include dividends that may not yet be credited to your account.

## Notes

The views expressed herein should not be taken as statements of fact or relied upon when making investment decisions. The Portfolio consists of stocks quoted on the Index that pay a dividend and that we believe qualify for Business Relief, although this cannot be guaranteed. This fact sheet should be read in conjunction with our **Managing your investments: Specialist** brochure which includes more details about investing in AIM stocks.

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