

WHITMAN

ASSET MANAGEMENT



PRIVATE CLIENT
AIM IHT PORTFOLIO SERVICE



THE HISTORY OF AIM

In 1995, the London Stock Exchange launched a junior stock market for small growing companies - the **Alternative Investment Market (AIM)**.

AIM allows investors access to growth companies, as well as giving these companies access to investor capital with fewer limitations and costs that come with a full Stock Exchange listing.



AIM is now home to just around 800 companies, joining either through Initial Public Offerings or by moving from the main market. The total market value of AIM is in excess of £107bn, with the largest company being valued at over £5.6bn*.

The purpose of this relief is to encourage the support of small and medium size trading businesses.

*Source: LSE 2021

Whitman Asset Management is an entirely independent and privately owned investment management company. Whitman delivers a personalised investment led proposition, using our size and experience as a distinct advantage.

Whitman has two separate divisions:

PRIVATE CLIENT INVESTMENT MANAGEMENT

Looking after investments held by private clients, companies, trusts and charities on a multi-asset and global basis.

FUND MANAGEMENT

Specialising in UK smaller companies investing, defined as companies with market capitalisations of under £1.6bn.

AIM IHT PORTFOLIO SERVICE

The Whitman AIM IHT Portfolio Service sits within the fund management division and was born out of our expertise in the **UK smaller companies** investment market, coinciding with the increased demand for AIM investment portfolios.

THE WHITMAN AIM IHT PORTFOLIO SERVICE

The Whitman AIM Inheritance Tax Portfolio Service is a discretionary managed portfolio of AIM traded companies held in segregated portfolios. The team invest in companies that are listed on AIM, that are expected to qualify for **Business Property Relief (BPR)**. BPR is a relief by which investment in certain types of businesses and business assets can receive **100% relief from Inheritance Tax** after being held for just two years under current UK legislation.

The Whitman AIM Inheritance Tax Portfolio Service offers:



CUSTODY OF ASSETS

A **segregated portfolio** held in the client's own name.

The individual (or the Power of Attorney) retains full control of the investments.



OVERSIGHT

All companies held in the portfolio are monitored by **Price Waterhouse Cooper**, the accountancy firm to ensure they qualify under the **Business Property Relief** legislation.



ISA COMPATIBILITY

Portfolios can be held within an **ISA wrapper** and we can facilitate ISA transfers and the **in-specie transfers** of existing investments.



SUITABILITY

Whitman Asset Management will be responsible for the initial and ongoing **suitability of the investment portfolio**.

AIM INVESTMENT PHILOSOPHY

When choosing investments, we consider three characteristics to be of paramount importance:

- **Exceptional management team with meaningful equity shareholdings**
- **Strong and sustainable competitive advantage**
- **Predictable and strong cash generation**

Comparing the impact of Inheritance Tax after two years

	Inheritance Tax Impact on Non-AIM IHT Portfolio	Whitman AIM IHT Portfolio on Death
Investment	£100,000	£100,000
Value of investment after two years, assuming growth of 8% pa. before fees	£116,986	£116,986
Whitman 1.5% +VAT Annual Management Charge over two years	£3,847	£3,847
Net value of investment after two years	£113,139	£113,139
Amount lost through 40% inheritance tax on death	£45,255	£0
Value of portfolio passed on to beneficiaries	£67,883	£113,138

By investing in the **Whitman AIM Inheritance Tax Service**, clients could pass on an extra **£45,255**

Past or current performance is not an indicator of future performance, and all the numbers quoted above are for illustrative purposes only.

(Please note fees are deducted monthly in arrears.)

WHY INVEST WITH US



Whitman has an **investment specialism in UK smaller companies**.



Whitman has a highly experienced investment team. **Christopher Pease leads the team with over 35 years of investment experience.** Christopher has been running AIM IHT portfolios for private clients since 2006 with a strong long-term track record.



We pride ourselves on the **personalised investment service** with regular updates and meetings with the team as well providing an online portal and quarterly reports for clients.

WHAT TO DO NEXT

We would welcome the opportunity to meet with you. We want to build a long-term relationship with you and to do this we need to understand your personal and financial circumstances.

Initial conversations are the foundations for the relationship. We also encourage clients to introduce us to their other trusted advisers, such as solicitors and accountants.

CONTACT

For more information, please visit our website at www.whitman.co.uk or contact us on 020 7166 6025 or funds@whitman.co.uk

WHITMAN SMALLER COMPANIES TEAM



Christopher Pease
CHIEF INVESTMENT
OFFICER

Christopher has over 35 years' of investment experience and joined Whitman from Sarasin & Partners where he spent 23 years. Christopher founded the Sarasin AIM Portfolio Service in 2007 and grew the strategy to c£100m in AUM. Prior to Sarasin, Christopher was with Henderson Investors where he managed UK pension funds, charity money and retail unit trusts.



Joshua Northrop CFA
FUND MANAGER

Joshua joined Whitman in 2018 from Small Cap specialist Hargreave Hale. There he worked as an Assistant Fund Manager and analyst covering small cap growth stocks across several sectors since 2013. Joshua is a Chartered Financial Analyst.



George Henderson
ASSISTANT PORTFOLIO
MANAGER

George joined the team from the sell side. Prior to this he was part of Smith & Williamson's audit team, where he initially trained. George has his IMC and is currently studying for this CFA Level 1.

MANAGEMENT TEAM



Araminta Le Flufy
CHIEF EXECUTIVE OFFICER

Araminta has over 15 years' experience in the AIM and smaller company world. She spent 6 years at Whitman Howard, sitting on the Senior Management team helping to build the core business both in the public and private markets. Prior to that she was an Associate Director at Numis Securities.



Richard Lamb
NON-EXECUTIVE CHAIRMAN

Richard has had a long career in Asset Management spanning 33 years. Most recently Richard was a Founding Partner at Hansa Capital where he led the investment strategy from 2000 to 2013. Richard helped build Hansa Capital from £150m at inception in 2000 to £1.5bn in 2013. Prior to this he held senior positions at Morgan Grenfell and Rothschild Asset Management.

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www.whitman.co.uk