FOR PROFESSIONAL INVESTORS ONLY

SARASIN AIM STRATEGY

SARASIN & PARTNERS

Data as at: | As at 30 September 2024

PORTFOLIO INFORMATION

Structure	**Discretionary Portfolio**
Benchmark	**Numis Alternative Markets Index**
Peer Group	**ARC AIP**
Net Assets	**£64.1m**
Dividend Yield	**1.99%**
Number of Holdings	**28**
Management Fee	**1.5% + VAT**
Dealing Fee	**0%**
Initial Fee	**0%**

STRATEGY PROFILE

The Sarasin & Partners AIM Service provides investors with a concentrated portfolio of 20-30 stocks listed on the AIM market. These are companies that are capable of generating sustained long term growth, usually driven by themes identified in our investment process. As with all Sarasin investment products we take an active approach, and ESG considerations are incorporated into fundamental and risk analysis.

All stocks are expected to qualify for Business Relief after being held for 2 years, and are checked by a third party before initial investment and annually thereafter.

The strategy seeks to generate a net total return in excess of the Benchmark.

QUARTERLY COMMENTARY

It was another rollercoaster quarter for the AIM market with interest rate optimism countered by fears of a US slowdown. Your AIM portfolio finished down approximately 4.5%, which was behind the index decline of 2.6%; this was a frustrating outcome after a strong start to the quarter.

The relative under-performance was caused by two companies, Next15 (media consultancy) and Oxford Metrics (motion capture – the technology behind the Abba Voyage show). Both blamed caution amongst their US customers for revenues running below previous forecasts, combined in the case of Next15 with the termination of a middle eastern contract a year earlier than expected. The shares were marked down by c. 40% on their respective announcements, which we feel is a significant overreaction. There is certainly a credibility issue for their management teams to answer and we are in regular discussion with them about this; clearly these are very disappointing situations, but in essence we are confident they remain high-quality businesses with strong long-term track records and excellent balance sheets. Subsequent to the quarter end Oxford Metrics have announced a sizeable share buyback using their net cash.

The best performers this quarter were FRP Advisory (+30%), Gamma Communications (+18%), and Beeks Financial Cloud (+48%). Financial services provider FRP Advisory reported revenues and earnings up 20% and 40% respectively, which is impressive for an inexpensive company with a good balance sheet.
The headwinds facing the AIM market and smaller companies in general continue to be intensely frustrating, but a combination of strong business models, balance sheet support and attractive valuations (especially when compared to the wider market) across your AIM portfolio, suggests potential for a significant turnaround in sentiment and performance as and when lower interest rates boost demand for risk assets.

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PERFORMANCE STATISTICS

CUMULATIVE PERFORMANCE (%)

	QTD	1Y	3Y	5Y	Since Launch
Strategy[1]	-4.5	1.9	-48.3	-28.0	35.2
Benchmark	-2.6	2.9	-37.9	-10.0	-13.3

ANNUALISED STATISTICS (%)

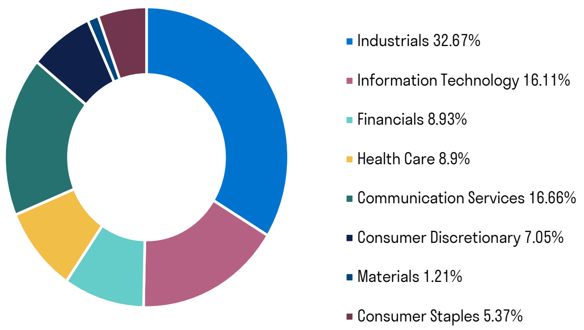
	Returns Since Launch (Ann)	Volatility 3y (Ann)
Strategy	1.7	18.9
Benchmark	-0.8	14.5

CALENDAR YEAR PERFORMANCE (%)

	2023	2022	2021	2020	2019
Strategy[1]	-13.0	-35.2	9.4	8.9	27.3
Peer Group	-2.8	-25.2	18.8	0.3	25.3
Quartile	4	4	4	1	1

Peer group performance data is available quarterly and this figure shows performance to the latest available quarter. Data as at 31.12.23.

SECTOR ALLOCATION



TOP 5 HOLDINGS

Company	
Renew	**6.7%**
Gamma Communications	**6.7%**
CVS	**6.2%**
Judges Scientific	**5.8%**
Jet2	**5.7%**

Inception of strategy: 01.01.07.
Source: Sarasin & Partners LLP as at 30.09.2024. Where individual stocks are mentioned these are for informative purposes only.
Performance is provided net of fees. Past performance is not a reliable indicator of future results and may not be repeated.
The benchmark from inception to 30.06.2020 was the FTSE AIM All Share Index. From 01.07.2020 the benchmark changed to the Numis Alternative Markets (inc Investment Companies) Index. ARC IHT Portfolio Indices ("AIP") are based on historical information and past performance is not indicative of future performance. [1]S&P's composite performance is measured by the average of all AIM clients weighted by portfolio size whereas ARC's calculation is composed of an average of all AIM clients not weighted by size of portfolio. This difference in methodology could lead to slight discrepancies.

MANAGER PROFILE

Imogen Millington
Imogen is a member of the UK equity team and is responsible for coverage of AIM companies and main market mid- and small-sized UK companies. She is also the manager of the AIM portfolios.

Prior to joining Sarasin & Partners in 2021, Imogen held investment roles at BMO Global Asset Management and Constance Private Asset Management

Edward Campbell-Johnston
Edward is responsible for the management of portfolios for private clients, personal pension funds and charities. He also manages Sarasin & Partners' AIM inheritance tax sheltered portfolio service.

Edward has an MA Hons degree in Management and International Relations from the University of St Andrews, and is a Fellow of the Chartered Institute of Securities & Investments (CISI).

CONTACT US

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IMPORTANT INFORMATION