

AIM Portfolio

September 2026

For Investment Professionals Only - Not to be relied on or distributed to retail clients



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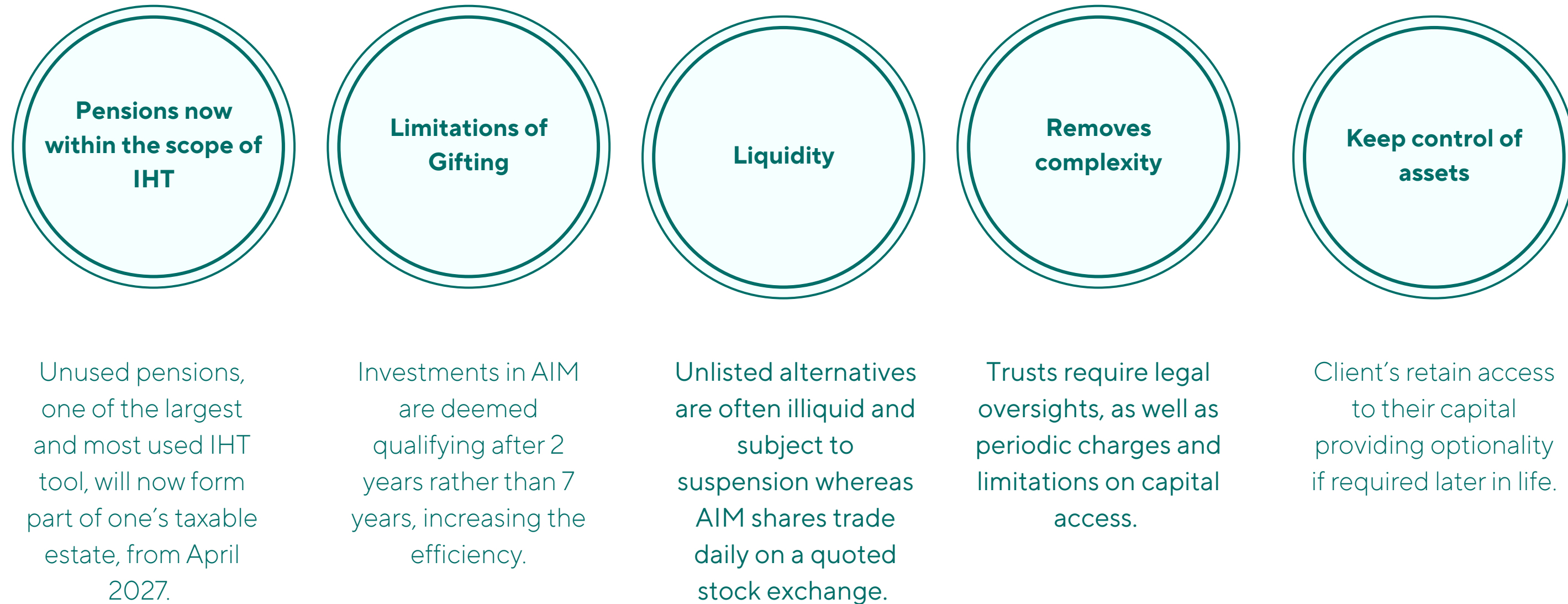


Company Overview

- We are an owner managed Edinburgh based boutique investment firm
- Providing Investment management services for private clients, trusts, pension schemes, corporate funds and charities
- Offering a range of multi asset portfolios providing flexibility to cater for clients' specific circumstances and needs across the risk spectrum
- Alongside specialist investment solutions with our All Weather, Income Uplift and AIM Investment strategies
- Founded by William Forsyth (current Executive Chairman and CIO) in 2003, who spotted a gap to provide a highly personal and professional service to clients
- Directly authorised and regulated by the Financial Conduct Authority (FCA)



Why AIM?



AIM IHT Mitigation Illustration

Below is an example of how investing in an AIM portfolio could help mitigate inheritance tax as opposed to no investment at all. The client in the example has £1m of taxable assets and invests £250k into qualifying AIM shares. It shows that even with a portfolio drop of 20%, the client would be in a better position after Inheritance Tax as opposed to not investing.

Taxable Estate		£1,000,000	£1,000,000	£1,000,000	£1,000,000	£1,000,000	£1,000,000
Amount invested into the AIM Service		£0.00	£250,000	£250,000	£250,000	£250,000	£250,000
AIM Portfolio Service Performance Examples	20%	-	£300,000	-	-	-	-
	10%	-	-	£275,000	-	-	-
	0%	-	-	-	£250,000	-	-
	-10%	-	-	-	-	£225,000	-
	-20%	-	-	-	-	-	£200,000
Portfolio Value at death		£0.00	£300,000	£275,000	£250,000	£225,000	£200,000
Estate Value		£1,000,000	£1,050,000	£1,025,000	£1,000,000	£975,000	£950,000
Inheritance Tax Due		£400,000	£360,000	£355,000	£350,000	£345,000	£340,000
Amount passed to beneficiaries		£600,000	£690,000	£670,000	£650,000	£630,000	£610,000

The above table is for illustrative purposes only and assumes allowances such as the nil-rate band used against other assets and inheritance tax charged at 40% on taxable assets and 20% on AIM shares. Portfolio must normally be held of two years in order to achieve 50% Business Relief, which is not guaranteed and remains at the discretion of HMRC on the death of the investor. Should he/she die within the two year qualification period inheritance tax may become payable on the portfolio.

FOR INVESTMENT PROFESSIONALS ONLY

Source: CS Managers Ltd estimate as at 30/06/2026

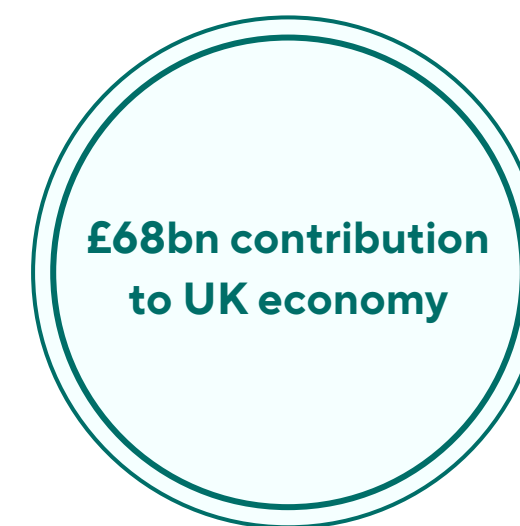
What is AIM?



Launched in 1995 to
help smaller and
growing companies
access capital



Over 750,000 jobs
associated with AIM
listed companies



In 2025, £5.4bn of
corporation tax was
paid by AIM listed
companies

Why Charlotte Square?

- **VIP Philosophy** – a focus on stocks with a high degree of management ownership
- **Research Driven** – we use in-depth research and analysis to identify suitable investments that attract Business Relief (BR)
- **Expert Management** – an experienced team who have extensive experience of investing in AIM listed companies
- **Direct access to the dedicated investment manager** who makes the decisions on what to buy and sell with availability of the **wider investment management and research team** for discussion
- **Diversified Portfolio** – with typically 20-30 stocks across different commercial, industrial and geographic sectors in order to reduce investment risk

Liquidity - Opportunity Set

As a boutique investment firm we are able to act quickly and are not constrained by a high minimum market cap for investment, unlike larger peers. This opens up more opportunities for investment.

Typical peer with £250m minimum

Companies >£250m	63
CS estimated to be non BR qualifying	18
IHT Universe	45
Typical AIM Portfolio	30
Invest in 1 in every	1.5

CS with £100m soft minimum

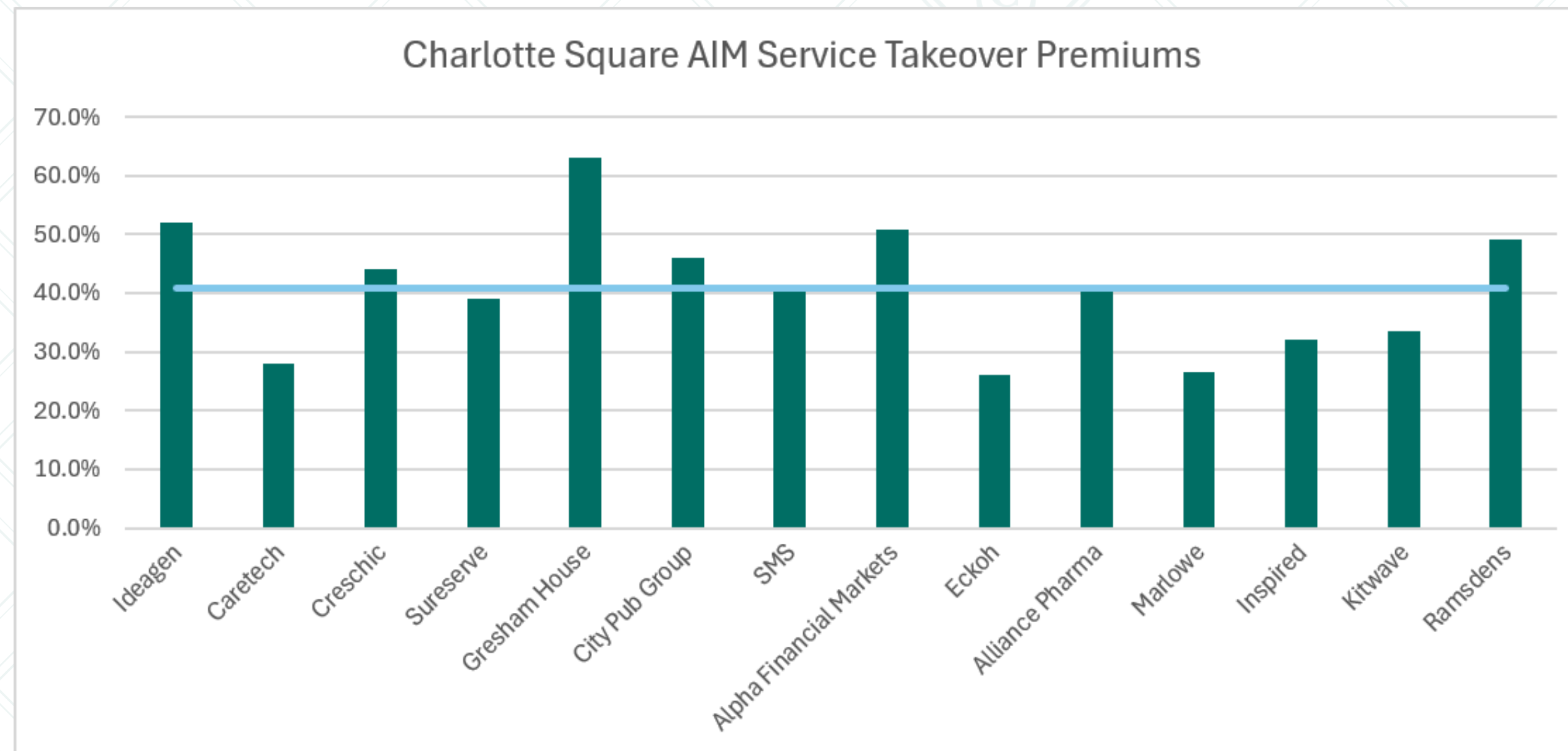
Companies >£100m	160
CS estimated to be non BR qualifying	36
IHT Universe	124
Typical AIM Portfolio	30
Invest in 1 in every	4.1

Source: CS Managers Ltd estimate as at 30/06/2026



Valuation Dispersion - Takeovers

For several years, UK smaller companies have traded at a valuation discount to global peers particularly in the US. This is evidenced by the number of takeovers since 2022 from private equity, competitors or in some cases, the company's own management team.



Source: CS Managers Ltd as at 30/06/2026



Benefits and Risks of AIM Companies

Key Benefits of AIM Companies

- Tax advantages through IHT Mitigation and exemption from Stamp Duty
- Higher proportion are at the growth phase of the business cycle in comparison with their larger peers
- Greater diversification across industries than the FTSE 100

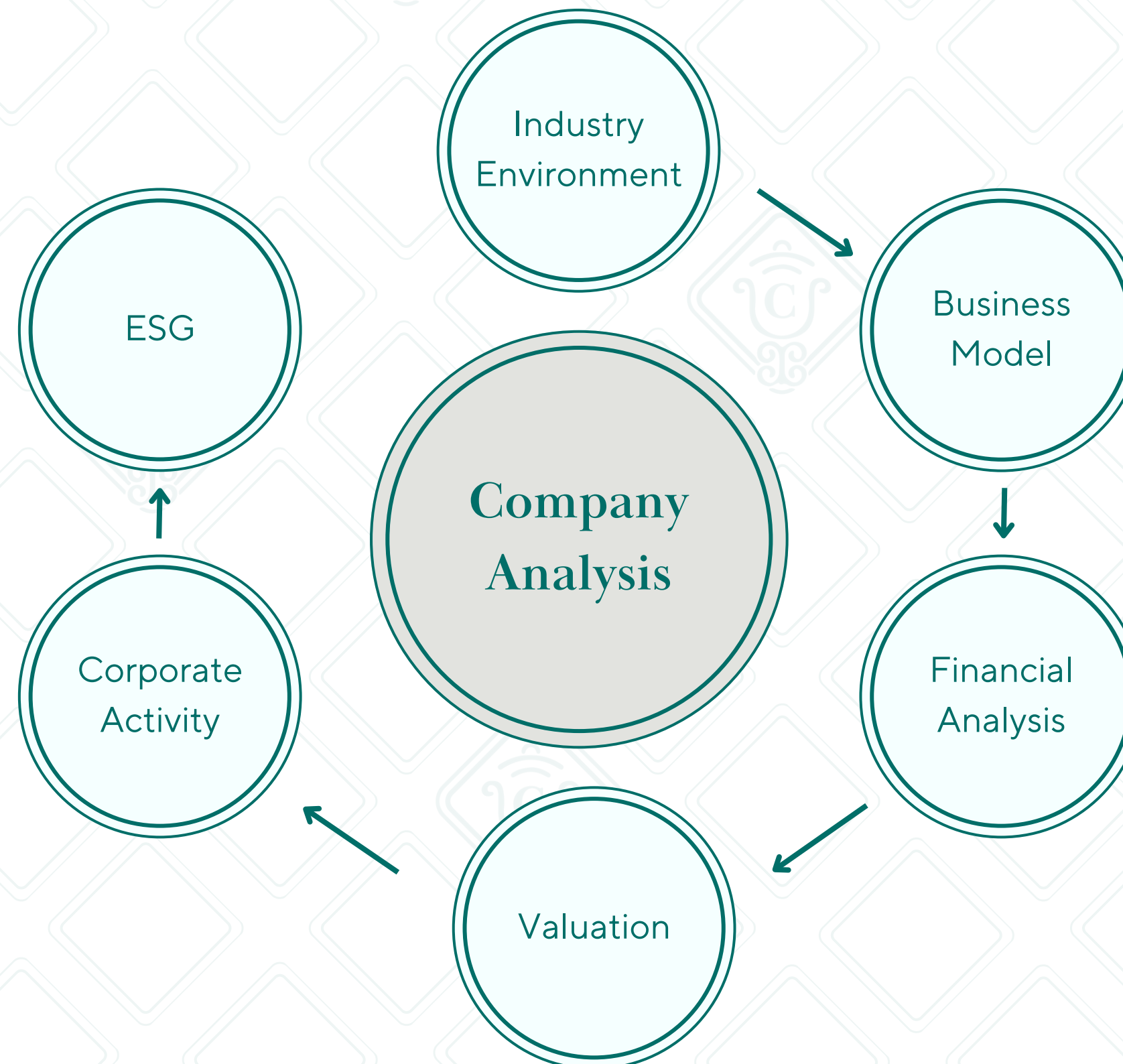
Key Risks of AIM Companies

- Lower regulatory considerations than main market stocks
- Potentially higher liquidity constraints and volatility than main market stocks
- Qualifying status is not guaranteed and subject to HMRC interpretation

Stock Selection

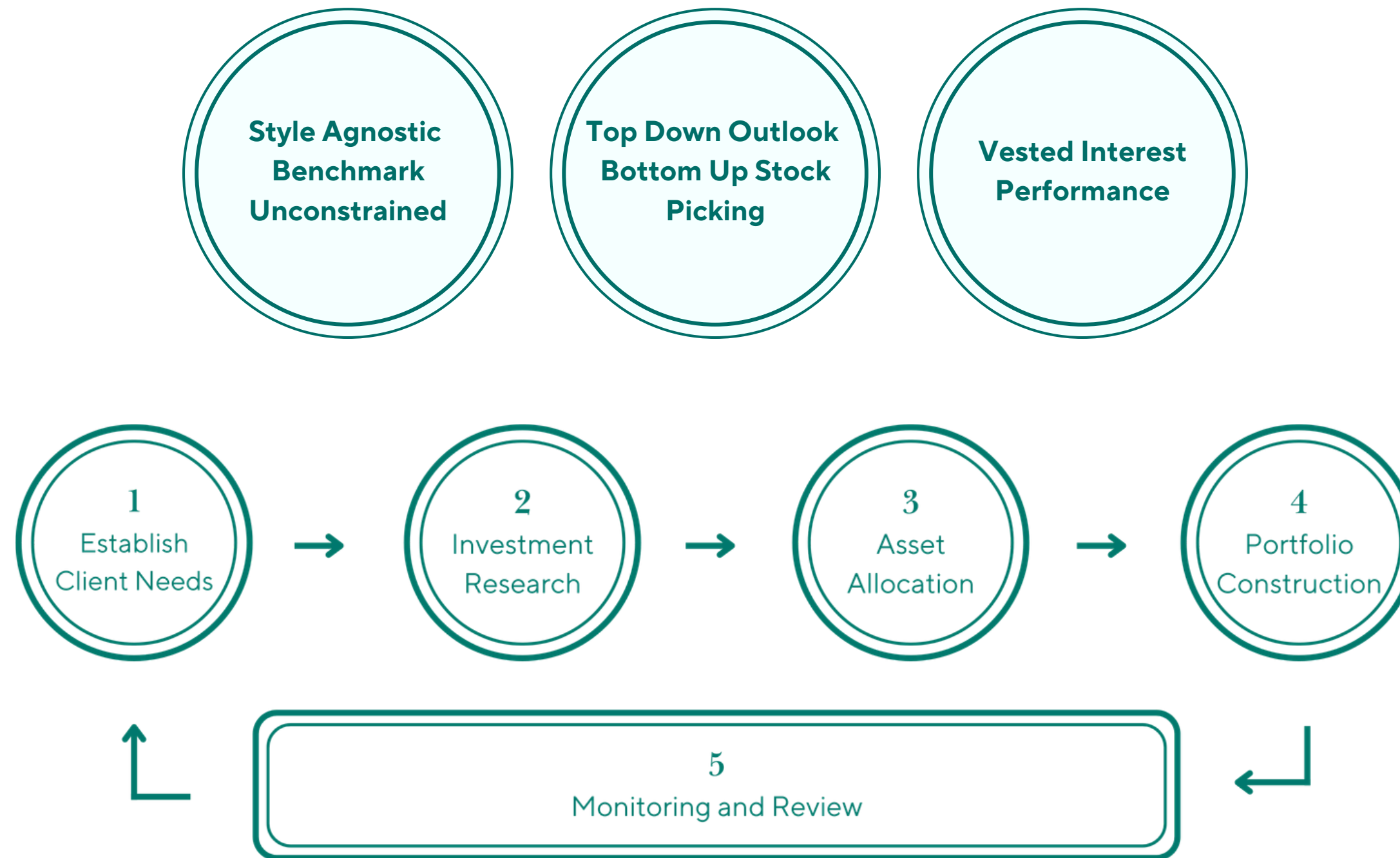


CHARLOTTE SQUARE
INVESTMENT MANAGERS



All six factors above are carefully considered as part of each individual stock review both initially and on an ongoing basis.

Investment Philosophy & Process





Key Information

Fees and Charges

Initial Charge

- No initial fee
- A professional adviser's initial charge may be added subject to agreement between client and professional adviser

Annual Management Charge

- 1.2% + VAT maximum
- Min £750 per portfolio (£100 on ISAs)
- 0.15% pa Custody Fee
- No performance fee
- A professional adviser's recurring charge may be added subject to agreement between client and professional adviser

Other Charges

- Dealing charges – 1% to £10,000, 0.6% for next £15,000, 0.3% thereafter
- Additional market charges apply



Key Information

Monitoring the AIM Portfolio

We provide

- A hard copy Valuation Report every quarter
- Clients and introducers will have access to our online portal to view their portfolio online
- A free Consolidated Tax Voucher Report annually reflecting all income received in the portfolio
- Access to our Investment Managers at any time
- Clients receive regular updates on individual changes to the portfolio holdings as and when they occur

Additions & Withdrawals

- Minimum portfolio size £100k
- The AIM portfolio can be topped up at any time.
- Withdraw funds at anytime.

The Team

Investment Management

We take a collegiate approach to the management of our AIM Portfolio Service, with all members contributing to the research and inclusion of the stocks we hold.



William Forsyth
Executive Chairman & CIO

As founder and owner of Charlotte Square, William brings extensive experience in institutional and private client investment. As chair of the investment and asset allocation committees, he is responsible for the overall direction of investment policy, strategy, and oversight of the investment research activity. William is a chartered fellow of the CISI



Liam Goodbrand
Investment Director

Experienced member of the investment committee. Alongside managing client portfolios, and our MPS portfolios. Liam has research responsibilities, selecting the funds and stocks that make up our range of investment solutions. Liam is also a former Citywire Top 30 under 30.



Jennifer Walker
Senior Investment Analyst

Jen is our senior research analyst with particular expertise in the AIM and fully listed markets involvement in c-suite management teams. Utilising her experience from the sell side, Jen builds strong relationships with management teams to truly understand the businesses we invest in.



Trehan Fernando
Investment Analyst

Trehan is involved in the financial resource gathering and analysis of both current and potential assets for the Investment Committee, whilst assisting with the monitoring of client portfolio performances.

So, how can we help?

1. Investment managers with dual research, analysis and relationship management responsibilities
2. 'Vested Interest Performance' – Owner managed, strong alignment with clients
3. Small boutique, ability to act nimbly in a fast moving market

Our AIM Portfolio Service can play a valuable role in your financial planning, whether your clients are looking for long term capital growth opportunities as part of wider Inheritance Tax Planning, or as an investment solution in its own right, speak to our Investment Team on 0131 624 7709 or contact us at investments@csmanagers.com to find out more or arrange a meeting.

Disclaimers

Key Risks: Investors should understand and be willing to accept the following risks: The value of investments can go down as well as up. Investors may get back less than they invest and could lose a significant amount, or even all, of their investment. Companies Trading on AIM face a lighter regulatory environment compared to that of the London Stock Exchange Main Market and are generally smaller and less established than larger listed companies. As a result, they may be more vulnerable to business difficulties, and their share prices may rise and fall more sharply. Companies Trading on AIM face a lighter regulatory environment compared to that of the London Stock Exchange Main Market. AIM shares can be harder to buy or sell than shares listed on larger markets. This may mean investments cannot always be sold quickly or at the desired price. The portfolio invests in a limited number of companies. This means the performance of individual investments can have a greater impact on the overall value of the portfolio. Eligibility for Business Relief and any associated tax benefits depend on the qualifying status of the underlying investments for Business Relief purposes at the time of the individual's death, the investor's circumstances (e.g. surviving for the 2-year qualifying period) and the tax rules in force at the time. These may change at any time in the future and neither Business Relief nor any related tax benefits can ever be guaranteed. Charlotte Square Investment Managers are not tax advisers. All intending investors should seek independent professional advice if they are unsure about the tax consequences of investing. Tax treatment depends on individual circumstances and tax rules, which may change at any time in the future. Charlotte Square are not financial planners. Investors should seek independent professional advice where appropriate. Changes in economic conditions, interest rates, government policy, regulation or investor sentiment may reduce the value of investments. While investments may qualify for Business Relief after the applicable qualifying period (currently two-year qualifying period, subject to legislative change and individual circumstances), the AIM Portfolio Service is intended as a medium-to-long-term investment. Investors may need to remain invested for several years and should not invest money they may need in the short term.

Important Information: Opinions constitute our judgement as of this date and are subject to change without warning. This investment product may not be suitable for all investors. Potential investors are recommended to seek independent tax and financial advice before making a decision. AIM investments carry a higher degree of risk than other securities and are, therefore, unsuitable for some investors. Past performance is not a reliable indicator of future results. Neither CS Managers Ltd, Charlotte Square Investment Managers nor any connected company accepts responsibility for any direct or indirect or consequential loss suffered by you or any other person as a result of your acting, or deciding not to act, in reliance upon any information contained in this document. Before contemplating any transaction, clients are advised to take advice from their financial adviser. Charlotte Square Investment Managers is a trading name of CS Managers Ltd, 43 Charlotte Square, Edinburgh EH2 4HQ. CS Managers Ltd is authorised and regulated by the Financial Conduct Authority.



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