

Guinness Best of AIM

Factsheet: 4th Quarter 2018

OVERVIEW

- A discretionary managed service investing in AIM-quoted companies that qualify for Business Relief with potential for growth
- Rigorous investment process to identify sustainable competitive advantage
- High-conviction portfolio of 20 companies demonstrating superior cash-flow returns on capital
- Targeting exemption from Inheritance Tax after two years

SUBSCRIPTION AMOUNT

£40,000 minimum, no maximum
£20,000 minimum top-ups at any time

CHARGES

Initial charge:	1% (non-advised 4%)
Annual management charge:	1.25%
Adviser fees:	as instructed
Custodian (The Share Centre):	£60pa
Dealing commissions:	up to 0.35%
Exit charges:	None

Charges subject to VAT where applicable

KEY RISKS

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. It depends on portfolio companies maintaining their qualifying status and is subject to change in tax rules and their interpretation.

Investments in companies quoted on AIM may carry greater risk, and the shares may be

Portfolio commentary

The last quarter of 2018 was the weakest for the AIM market for many years and the Numis Alternative Markets index ended 2018 down 17.5%. The Best of AIM portfolio outperformed by a considerable margin, finishing 2018 down 9.5% (after deducting all charges). This represents an outperformance of 8.0%. We believe that this vindicates our approach of only selecting companies that have demonstrated a sustainable competitive advantage by producing high cash returns on capital consistently over several years.

We made one change to the model portfolio, selling Animalcare, whose most recent annual results did not meet our cashflow screen. The replacement is Somero Enterprises (more details of which are on page 2). Three of our companies reported positive results during the quarter, with their dividends rising on average by 13%.

Some key portfolio measures are set out in the table below. The forward price/earnings multiple of around 13x appears good value to us for a portfolio of companies which, on average, produced a cash-flow return on investment (CFROI) of 25.7% last year. The 5-year record of the portfolio companies is also impressive, with an average CFROI of 26.9% over the period, achieved at the same time as growing organic sales at an average annualised rate of 15.2%.

Performance

	2018	Q4 2018
Guinness Best of AIM portfolio	-9.5%	-10.7%
Numis Alternative Markets index TR	-17.5%	-20.4%

The net performance is the performance of the first investor's portfolio, including dividends but after deducting all charges. The first investor's portfolio commenced on 22 December 2017.

Key portfolio measures

Market capitalisation (average)	£353m
Dividend yield (next 12 months consensus forecast)	3.4%
Price/earnings multiple (next 12 months consensus forecast)	12.9x
Cash-flow return on investment (average last 5 years)	26.9%
Organic sales growth (average last 5 years CAGR)	15.2%
Leverage (median net debt to EBITDA)	-0.1 (ie net cash)

Sources: Bloomberg; HOLT; Guinness Asset Management. All figures are as at 31 December 2018.

Consensus forecasts are compiled by Bloomberg from a range of brokers' estimates. Forecasts may not be achieved and the outcomes may differ materially from the forecasts. The past performance of companies in the portfolio may not be a reliable indicator of their future performance.

The investment team



Andrew Martin Smith
Fund Manager



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Keith Hyman
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Guinness Asset Management Ltd is authorised and regulated by the Financial Conduct Authority

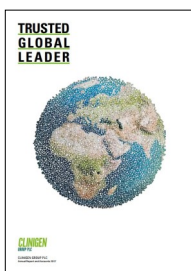
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Examples of companies in the 'Best of AIM' portfolio

Clinigen Group



Clinigen is a global pharmaceutical group which floated on AIM in 2012. It manages, sells and distributes pharmaceutical products which have associated expiry dates. Segments include Clinical Trial Services; Managed Access; Global Access, which offers ethical access to post-approval medicines; and Speciality Pharmaceuticals, which manufactures and distributes specialist, hospital-only medicines.

Forecast dividend yield 0.90% | Forward P/E 13.2 |
5-year average CFROI 30% | Market cap. £1.0bn

EMIS Group



EMIS Group provides healthcare software and information technology in the UK. It operates through three main segments: Primary & Community Care, Community Pharmacy, and Secondary & Specialist Care. EMIS has its roots in a GP clinical software system first developed in 1987. It floated on AIM in 2010. Over the years it has built up strong market positions and is today used by 10,000 healthcare organisations across the UK.

Forecast dividend yield 3.3% | Forward P/E 18.0 |
5-year average CFROI 30% | Market cap. £0.58bn

Somero Enterprises



Somero Enterprises, Inc. is a manufacturer of laser-guided equipment for automating the process of spreading and levelling concrete for commercial flooring and other horizontal surfaces, such as paved parking lots. The business was founded in 1985 and floated on AIM in 2006. It has high market shares in its core markets in North America and has grown revenues and cash flows consistently.

Forecast dividend yield 6.0% | Forward P/E 9.9 |
5-year average CFROI 31% | Market cap. £0.17bn

Manx Telecom



Manx Telecom provides telecom services on the Isle of Man. In the fixed line business, the Group serves almost all the residential and business customers on the Island. It also provides a substantial proportion of the Island's broadband, mobile and data centre services. The Company was formed in 1987, when British Telecom won a licence to operate on the Isle of Man, and floated on AIM in 2014. The business has made significant capital investment while maintaining

strong cash flows.

Forecast dividend yield 8.1% | Forward P/E 11.2 |
5-year average CFROI 13% | Market cap. £0.18bn

Portmeirion Group



Portmeirion Group provides ceramic tableware, cookware, giftware, table-top accessories and home products. The Group has five brands: Portmeirion, Spode, Royal Worcester, Pimpernel and Wax Lyrical. Portmeirion Potteries was founded in 1960. The Spode and Royal Worcester brands, which have heritages dating back to the 18th century, were acquired by the Group in 2009. Portmeirion floated on AIM in 1999.

Forecast dividend yield 4.1% | Forward P/E 12.3 |
5-year average CFROI 11% | Market cap. £0.10bn

RWS Holdings



RWS is a provider of intellectual property support services such as patent translations and filing solutions, commercial translations and linguistic validation. It has a global client base in industries including legal and financial, medical and pharmaceutical, energy, engineering and telecoms. With a heritage dating back to 1958, it now employs over 1,000 staff around the world. It recently acquired Moravia, a leading provider of technology-enabled localisation services. RWS has been quoted on AIM since 2008.

Forecast dividend yield 1.8% | Forward P/E 23.1 |
5-year average CFROI 33% | Market cap. £1.3bn

Sources: Annual Report & Accounts and websites of companies; Bloomberg; HOLT. Figures as at 31 December 2018. The example companies are in the model portfolio as at 31 December 2018 but may not be in the portfolio at future dates.

Important Information: This fact sheet should be read in conjunction with the Information Memorandum for the Best of AIM service, which is available for download at www.guinnessfunds.com. Issued by Guinness Asset Management Limited, which is authorised and regulated by the Financial Conduct Authority. Registered office: 14 Queen Anne's Gate, London, SW1H 9AA. Registered in England & Wales No. 4647882. We will record telephone calls for compliance purposes.