



TIME:AIM is an innovative opportunity for your clients to invest in AIM (Alternative Investment Market), a sub market of the London Stock Exchange.

**SMART** because we use an innovative, defensive market screening process

**PASSIVE** because we remove stock picker bias and ignore market sentiment

This new service uses a 'smart passive' approach in selecting companies listed on AIM for inclusion within the investment portfolios we create for investors. Designed to offer lower volatility returns than the AIM market, TIME:AIM will only target AIM listed companies that qualify for Business Property Relief (BPR). We believe our service creates a robust portfolio that will allow investors the opportunity for growth potential and mitigation of their Inheritance Tax (IHT) liability.

- IHT relief in just two years
- Focus on reducing volatility
- Lower cost than traditional AIM services
- Removal of stock picker bias
- Available within an ISA and non-ISA wrapper

#### WHAT IS 'SMART PASSIVE'?

Our investment methodology employs a series of rigorous criteria, to select a portfolio of typically 20-25 shares of the largest, most mature and robust BPR qualifying companies available within AIM. The portfolio will be rebalanced periodically to ensure it continues to include the most appropriate AIM companies and a balanced weighting for each holding.

Our focus is to acquire shares in the largest AIM companies available, meaning a portfolio will typically be limited to the largest companies found on AIM.

The TIME investment team conducts a regular, quantitative screening process of the largest AIM listed companies. Our process excludes AIM companies which are either unprofitable or trade on overly high valuation multiples. To reduce the volatility usually associated with the AIM market, our screening process also excludes AIM companies which operate in traditionally high risk sectors, such as the exploration of natural resources, or that have historically demonstrated greater than average price volatility.

**It is our opinion that mature, profitable businesses provide the best risk-adjusted returns for investors seeking to mitigate IHT via a portfolio of AIM shares. Consequently, our screening process favours those companies which have sufficient free cashflow and retained earnings to pay dividends.**

#### HOW DOES SMART PASSIVE WORK?

##### In short, BPR qualification is essential

The AIM market contains a diverse range of over 1,000 companies, many of which will not qualify for BPR as they conduct excluded activities. The investment team at TIME, using parameters designed in conjunction with our appointed professional advisers, will evaluate each AIM company which passes the screening process to ensure that BPR should be available on the shares. All AIM companies in the portfolio will be regularly monitored by the TIME investment team to ensure that BPR continues to be available. In the event that we believe that an AIM company will cease to qualify for BPR or intends to de-list from AIM, we shall arrange for the shares to be sold as soon as is practicable and reinvested in BPR qualifying shares of a different AIM company.

##### Annual rebalancing

We shall seek to rebalance each investor's portfolio on a periodic basis, to refresh the portfolio with the AIM companies as selected by our smart screening process. The rebalancing process will also ensure that an investor's holdings are evenly weighted. This way, no individual AIM company will represent a significant part of the overall portfolio value for a prolonged period of time. This approach seeks to reduce the specific risk to investors of a material downturn in a particular company's trade.

**WHY THE SMART PASSIVE APPROACH?**

Our *smart passive* approach seeks to remove the subjectivity of decision making and emotional bias which can affect the investment decisions made for portfolios which are actively managed by a fund manager. Our approach uses verifiable financial and commercial information published by AIM companies to determine the portfolio of shares for an investor, rather than relying on an individual stock picker's opinions regarding the future commercial success of AIM companies and the quality of their management teams.

It is our view that the *smart passive* approach provides a robust investment strategy which is less exposed to human risk factors, such as the departure of a fund manager or stock picker bias.

**A welcome secondary benefit of this approach is that we are able to offer this service at around half the annual management fee of many of the traditional AIM BPR fund managers.**

**OUR EXPERIENCE IN THIS FIELD**

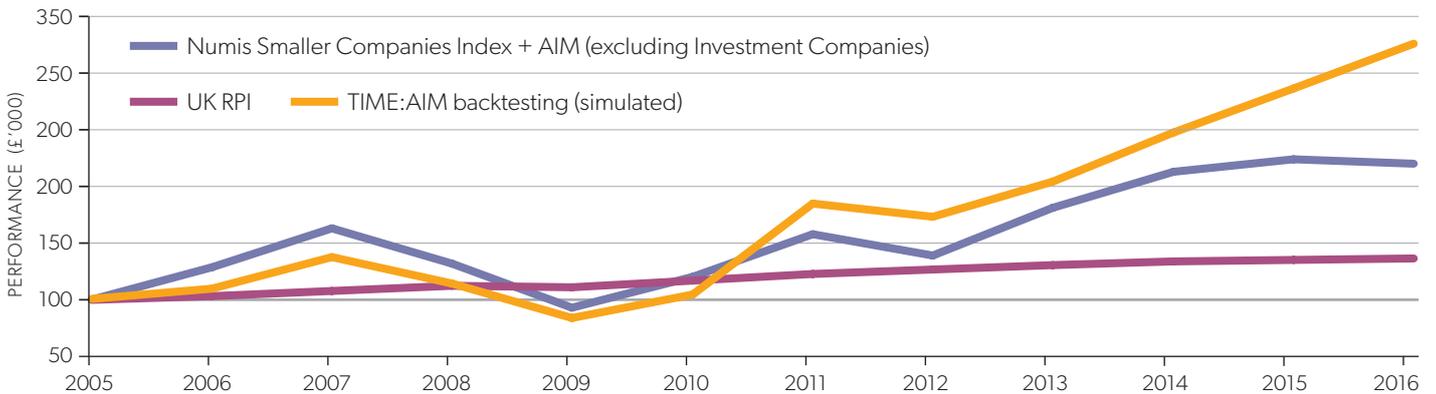
TIME provides tax efficient investment solutions, with our original IHT service boasting a 21 year track record of successfully achieving IHT savings for our investors. Our service was one of the first to use BPR to offer IHT mitigation for investors and holds the longest track record in our market. To date, over 500 of our investors have successfully achieved BPR.

We pride ourselves on offering real transparency around our products, what we invest in and what the risks are. Above all we always keep our clients at the forefront of our mind and their best interests at heart.

In November 2016 we were awarded the Runner Up prize for the prestigious Best BPR Manager category at the Growth Investor Awards. We are delighted that this is the second straight year that we have secured a podium position, after our first place success at the 2015 awards.



**BACKTESTING**



TIME:AIM backtesting measures the performance of a portfolio after illustrative adviser ongoing fees of 0.5% p.a., TIME's annual management fee of 0.8% (plus VAT), annual custodian and all broker fees;

TIME:AIM backtesting assumes a net investment of £100,000 (after initial fees) was made on 31 May 2005 and is rebalanced annually in May;

TIME:AIM backtesting assumes no intra-year reinvestment for AIM companies which were sold during the period. All sales proceeds and dividends received reinvested at next rebalancing point;

**Backtesting is for illustrative purposes only, based on simulated past performance, and is not reflective of actual investment performance. Past performance is not a reliable indicator of future performance.**

**WHY IS BPR IMPORTANT?**

BPR is a well-established tax relief provided by the UK Government for over 40 years as an incentive to invest in trading businesses, which in turn support the UK economy.

Shares held in a qualifying trading company should be completely exempt from IHT once held for at least two years.

If you would like to find out more please contact us on

📞 020 7391 4747

@ questions@time-investments.com

🌐 time-investments.com

**IMPORTANT INFORMATION**

This information sheet should be read in conjunction with the Application Pack for the TIME:AIM service. TIME is the trading name of Alpha Real Property Investment Advisers LLP, a limited liability partnership registered in England under number OC355196. TIME is authorised and regulated by the Financial Conduct Authority, 25 The North Colonnade, Canary Wharf, London E14 5HS, under FCA number 534723. TIME has approved the Application Pack as a financial promotion for distribution to investors who have been advised on suitability by an authorised financial intermediary (an "Adviser"). Subscription to TIME:AIM is only available through Advisers. Your Adviser is responsible for advising on the suitability of TIME:AIM in light of your personal circumstances and acting as your agent in respect of the TIME:AIM service. Some of the results presented in this material are based on simulated performance results. Unlike an actual performance record, simulated results do not represent actual trading. This material is provided for illustrative and educational purposes only. Please note that past performance is not a reliable indicator of future results. There is no guarantee that this service will achieve a similar result to that portrayed. All information correct at November 2016.