HAWKSMOOR
INVESTMENT MANAGEMENT

AIM PORTFOLIO SERVICE
GROWTH

INVESTORS' REPORT | GROWTH

Best IHT Portfolio Service | MoneyAge Awards 2025

GROWTH INVESTOR 2023 AWARDS | FINALIST BEST AIM PORTFOLIO SERVICE

GROWTH INVESTOR 2022 AWARDS | WINNER BEST AIM PORTFOLIO SERVICE

GROWTH INVESTOR 2021 AWARDS | RUNNER UP BEST AIM PORTFOLIO SERVICE

The first quarter of 2026 was a very mixed bag for the AIM market. The year started very well with the AIM market in general being up circa 5% in January and while February was flat March saw these gains given back and unfortunately the first quarter ended negative overall. The reason for this decline in the AIM market sits firmly with the start of the conflict in Iran. Equity markets in general fell in March while the AIM market saw one of the bigger falls due to its underlying volatile nature and where just a small amount of selling in a company can have an adverse effect on the share price.

It was not all bad news though; Volex shares reported some very strong profits which saw a good increase in the share price. They did also, however, announce that they would be moving to the main market towards the end of the year and we will have to sell at this point.

Franchise Brands released a strong set of results for their full year which saw the share price gain 5% on the day. Whilst revenue growth was modest, profitability increased by a double-digit percentage and the balance sheet also improved with net debt and leverage dropping Year on Year. Strong cash generation was also an important feature with cash conversion increasing to 98%. Management describes operational performance as resilient, reflecting the essential nature of the group's services amid challenging macro conditions. What was also pleasing is that they highlighted that following a board review they currently have no intention of moving the listing to the main market.

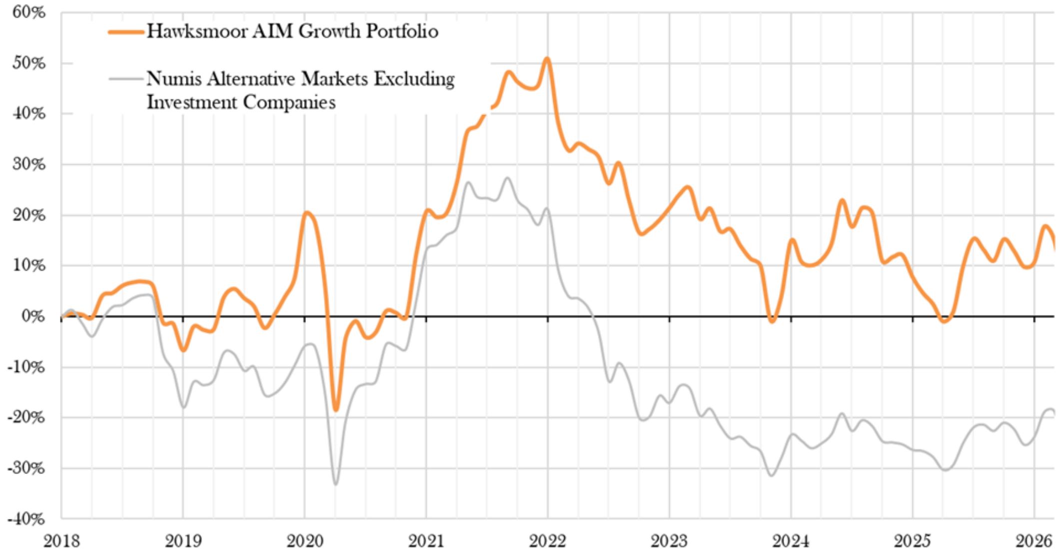
Personal Group released a very strong set of preliminary results for the year with all key metrics moving in the right direction. Revenue grew 11% coming roughly in line with consensus while the Earnings Per Share figure 23.3p was very impressive, a 32% increase and well-ahead of consensus. The dividend was also 41% higher than last year at 23.3p for the year. The share price increased by almost 10% on the day reflecting the strength of the results.

Although March was a setback, this was not the fault of the AIM market and overall AIM valuations remain attractive on a longer-term view and we saw this positivity in January in what was such a good start to the year. While the near-term outlook is still shaped by geopolitical risks and a higher interest rate environment, we remain optimistic and especially if the geo-political problems can be somehow solved. We remain focused on high-quality, cash-generative businesses that are well placed to deliver sustainable returns as sentiment continues to recover. Also pleasing that the AIM market has bounced in the first two weeks of April, being up roughly 5%, let us hope that this continues!

Company Focus | Tristel Plc

Tristel is a company specialising in infection prevention products in healthcare environments. The company has a solid track record in the healthcare sector with a consistent performance and a steady demand for their products. Recently, the share price has been stable when markets around them have been falling and this has highlighted their defensive nature in a market which can be very volatile. The company also has a decent yield of 3.7% which again helps in volatile markets.

Performance of an illustrative Hawksmoor AIM Growth Portfolio



Discrete Calendar Years	2019	2020	2021	2022	2023	2024	2025
Hawksmoor AIM Growth [1]	28.8%	0.5%	24.9%	19.5%	-5.3%	-6.3%	2.7%
AIM Benchmark [2]	14.8%	20.1%	7.0%	31.5%	-7.6%	-3.9%	3.4%

Cumulative Performance	1 month	3 month	6 month	1 year	3 year	5 year
Hawksmoor AIM Growth [1]	-10.0%	-6.6%	-10.3%	4.4%	-13.3%	-18.2%
AIM Benchmark [2]	-11.0%	-5.1%	-8.6%	3.6%	-10.1%	-38.5%

PAST PERFORMANCE IS NOT A GUIDE TO FUTURE PERFORMANCE.

Our AIM Portfolio Service invests in exceptional UK smaller companies for long-term capital growth. It can also be used for inheritance tax planning via Business Relief if AIM shares are held for at least 2 years. Tax treatment depends on an investor's individual circumstances and is subject to change.

It is a virtue of Hawksmoor's size that we are not restricted to only the largest, most popular of AIM companies, where valuations can become artificially elevated by tax relief demand. Rather, our proprietary investment process combines a disciplined screening process with rigorous fundamental analysis designed to identify value and quality.

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Meet the team

Tinzar Minmin
Head of AIM Services

Tinzar has a BSc in Actuarial Mathematics and a Masters in Actuarial Finance from the University of Leeds. Previously she worked as an Analyst at the Bank of New York Mellon before joining Hawksmoor Group in 2019. Tinzar was included in Citywire's 2023 'Top 30 Under 30' list of rising investment stars. She is a Chartered Member of the CISI.

George Salmon, CFA
Senior Investment Analyst

Robert Fullerton, CFA
Senior Research Analyst

[1] *Methodology and source:* Hawksmoor, as at the date of this report. Performance is quoted on a total return basis after all charges and taxes, excluding any external adviser fees, calculated based on the average actual performance of all clients in the Hawksmoor AIM Portfolio Service.

[2] Deutsche Numis Alternative Markets Excluding Investment Companies Index, quoted on a total return basis.