

## Example of Companies That Might be Included in the Inheritance Tax Portfolio Service

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### Albemarle & Bond Holdings

Albemarle & Bond has been listed on AIM since 1995 and is one of the largest pawnbrokers in the UK, with over 125 stores. The group has grown its branch network by acquiring established businesses and opening greenfield sites. As the group only deals in gold and diamond jewellery the stock-in-trade is imperishable, free of obsolescence and always has intrinsic and measurable value. Albemarle is continuing to expand its business model by adding complementary services such as third party cheque cashing.

### Goals Soccer Centres

Goals Soccer is a leading operator of 5-a-side soccer centres across the UK. The group operates over 40 centres and has an established pipeline of sites to continue its proven rollout in a relatively undeveloped market with high barriers to entry. With a focus on prime locations and quality facilities a high level of pitch utilisation is achieved and customer loyalty is generated through league competitions and regular tournaments.

### Majestic Wine

Majestic operate the largest wine warehouse chain in Britain, specialising in the sale of wine by the mixed case direct to the public. The group differentiates itself by the high quality of its customer service, the range of stock available, dedicated on-site customer parking and the availability of free delivery. Majestic has been able to achieve strong like-for-like sales due to the growing popularity of wine and the trend for customers to trade up to better quality wines.

### Nichols

Nichols is primarily involved in the sale of soft drinks, including Vimto, throughout the world, and Panda & Sunkist in the UK. The transfer of the group's listing from the London Stock Exchange to AIM in 2004 coincided with the sale of the Food division creating a stronger and more focused group. Internationally, there is the opportunity for further growth as new export markets are developed through franchise agreements for Vimto.

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