Lindsell Train Investment Trust PLC

All data at 30 November 2017

Market Capitalisation
£166.7m

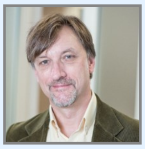
Share Price: £833.50

Net Asset Value: £716.41

Premium (Discount): 16.3%

Source: Lindsell Train Ltd/ Maitland Administration Services & Bloomberg. Share Price is based on closing mid price.

Portfolio Manager



Nick Train

Fund Objective

To maximise long-term total return subject to the avoidance of loss of absolute value and with a minimum objective to maintain the real purchasing power of Sterling capital, as measured by the annual average running yield on the longest-dated UK government fixed rate bond.

Fund Performance (GBP)

Calendar Year Performance (%)	*2012*	*2013*	*2014*	*2015*	*2016*
Lindsell Train Investment Trust NAV	+14.9	+25.9	+15.2	+23.0	+31.1
Lindsell Train Investment Trust Price	+28.0	+21.5	+8.7	+54.3	+61.9
MSCI World Index £	+10.7	+24.3	+11.5	+4.9	+28.2
Benchmark*	+4.0	+4.0	+4.3	+4.0	+4.0

Cumulative Performance (%) 30 November 2017	*Since Launch*	*5yr*	*3yr*	*1yr*	*YTD*	*3m*	*1m*
Lindsell Train Investment Trust NAV	+817.2	+207.0	+116.6	+37.3	+33.5	+4.1	+1.4
Lindsell Train Investment Trust Price	+958.3	+207.0	+130.0	-3.9	-6.9	-0.7	+1.7
MSCI World Index £	+151.9	+106.4	+46.5	+14.1	+10.2	+1.3	+0.2
Benchmark*	+110.7	+22.1	+12.6	+4.0	+3.7	+1.0	+0.3

Source: Lindsell Train Ltd, Bloomberg and Morningstar Direct. Listed securities in the portfolio are valued at the closing bid price. GBP return net of fees and expenses. MSCI World Index is not the Trust's benchmark and is shown for comparative purposes only.

Benchmark*: Index of annual average running yield of the 2½% Consolidated Loan Stock until 31 March 2015 and then the Index of the annual average running yield on the longest-dated UK government fixed rate bond plus 0.5% with a minimum yield of 4%

Past performance is not a guide to future performance.

Strategy Profile

Top 10 Holdings (% NAV)	
Lindsell Train Limited (unlisted)	41.3
Nintendo	8.5
Diageo	7.5
London Stock Exchange	6.5
Unilever	6.1
A G Barr	5.4
PayPal	3.9
RELX	3.9
LT Japanese Equity Fund	3.6
Heineken Holdings	3.6

Allocation (% NAV)	
Equities:	
Consumer Franchises	25.8
Financials	6.5
Media	19.2
Unlisted Securities	41.3
Funds	8.2
Cash & Equivalent	-1.0
Total	**100.0**

Lindsell Train sector definitions

Fund Exposure %	*Equity*	*Funds*	*Cash*	*Total*
UK	72.2	2.2	-1.3	**73.1**
USA	7.5	-	-	**7.5**
Europe (ex UK)	4.6	-	0.3	**4.9**
Japan	8.5	3.6	-	**12.1**
Global	-	2.4	-	**2.4**
Total	**92.8**	**8.2**	**-1.0**	**100.0**

Fund Information

Listing: **London Stock Exchange**

Launch Date: **22 January 2001**

Base Currency: **GBP (£)**

Year End: **31 March**

Benchmark: **The annual average running yield on the longest-dated UK government fixed rate bond plus 0.5% with a minimum yield of 4%**

Management Fees

Annual Fee:

0.65% of the lower of the market cap or NAV

Performance Fee :

10% of annual increase in the lower of NAV or share price above the benchmark return and calculated with a high watermark

Bloomberg:

LTI LN

ISIN :

GB0031977944

The Board:

Julian Cazalet (Chairman)
Vivien Gould
Rory Landman
Michael Lindsell *
Michael Mackenzie

* non independent

Corporate Secretary & Registered Office: **Maitland Institutional Services Limited, Springfield Lodge, Colchester Road, ESSEX CM2 5PW**
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Investment Manager & Promoter: **Lindsell Train Ltd, 66 Buckingham Gate, London, SW1E 6AU**
Phone: +44 20 7808 1210 / info@lindselltrain.com

Registrars: **Capita Registrars, The Registry, 34 Beckenham Road, Beckenham, Kent, BR3 4TU**

Portfolio Manager's Comments

The Trust's net asset value nudged up a little last month, 1.4% to be specific. As has been the case for much of the last two years, it was helped by the performance of Lindsell Train Limited ('LTL') that was up 3.2%. At LTL funds under management continue to edge ahead, aided by buoyant underlying markets.

Our quoted companies were pretty much unchanged in price terms, although Nintendo's positive underlying relative performance has moved it up to a 9% holding. The shares are now up 87% in 2017 to date and this month's small rise of 3% was underpinned by some evidence of improving profitability. Its first half results showed sales up 173% and operating profits recording a profit - with a margin of 11% - versus a loss at this stage last year. Forecasts for the full year to the end of March were also raised, with the expectation that the company's operating profit margin will have recovered to c.15% by then. Further improvement is expected next year as sales of the Switch grow on the back of increased production. Nintendo generates chunks of excess cash that can't be readily invested back into the business so has a formulaic dividend policy whereby it pays out the higher of 50% of net profits or 30% of operating profits. Last year the dividend was up 4x reflecting the company's sale of a peripheral asset, a controlling share in the Seattle Mariners baseball franchise, and it looks like this year the dividend will edge ahead further based on better underlying profits. Looking ahead we hope the dividend will continue its recovery trend as cash flows grow. Back in 2009 the company paid Y1,440 per share as compared to an estimated Y460 this year so, from this perspective at least, there is much upside from the current levels.

Thinking of dividends, one feature of the Trust over the last few years has been its strong revenue growth fuelled by dividends from its investee companies. Of course the holding with the biggest influence has been LTL, which has seen its annual dividend more than double over the last three years. In the year to March 2017 LTL's dividends made up 72% of the Trust's revenues and dividends received from the Trust's quoted companies were in aggregate up by 27% - helped in part by the large uplift in Nintendo's dividend. This year growth will be more pedestrian, perhaps in the order of 2%, held back by the 50% fall in Pearson's dividend. On the other hand, overall revenues should continue to rise strongly thanks to the continued contribution from the growth in LTL's dividends.

Michael Lindsell, Lindsell Train Ltd