

# LINDSELL TRAIN

## The Lindsell Train Investment Trust (LTIT)

ALL DATA AS OF 30 APRIL 2024

MONTHLY REPORT | FACT SHEET

### Fund Objective & Policy

To maximise long-term total returns, with a minimum objective to maintain the real purchasing power of Sterling capital, by investing globally in a wide range of financial assets with no limitations on the markets and sectors in which investment may be made. There is likely to be a bias towards equities and Sterling assets, consistent with a Sterling-dominated investment objective. Included in the range of assets are Lindsell Train managed funds and the unlisted security Lindsell Train Limited. For further information please see [www.ltit.co.uk](http://www.ltit.co.uk)

### Calendar Year Total Return Performance (%) £

|                    | 2019  | 2020  | 2021  | 2022  | 2023  |
|--------------------|-------|-------|-------|-------|-------|
| LTIT NAV           | +32.4 | +16.5 | +3.8  | -9.4  | +3.3  |
| LTIT Price         | +2.1  | +24.6 | -9.7  | -13.4 | -13.9 |
| MSCI World Index £ | +22.7 | +12.3 | +22.9 | -7.8  | +16.8 |

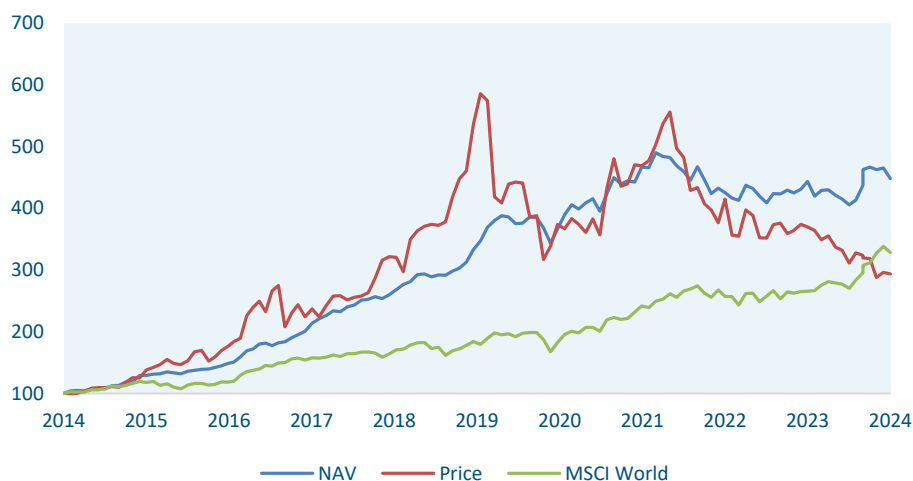
### Total Return Performance to 30th April 2024 (%) £

|                    | 1m   | 3m   | YTD  | 1yr   | Annualised |       |       |              |
|--------------------|------|------|------|-------|------------|-------|-------|--------------|
|                    |      |      |      |       | 3yr        | 5yr   | 10yr  | Since Launch |
| LTIT NAV           | -3.7 | -4.1 | -3.2 | -4.5  | -2.9       | +4.9  | +15.5 | +12.7        |
| LTIT Price         | -0.9 | -7.8 | -8.1 | -19.5 | -14.1      | -11.1 | +11.5 | +11.4        |
| MSCI World Index £ | -2.9 | +5.4 | +6.7 | +18.8 | +9.2       | +11.3 | +12.2 | +7.0         |

**Source:** Lindsell Train Limited, Bloomberg and Morningstar Direct. Listed securities in the portfolio are valued at the closing bid price. GBP return net of fees and expenses with dividends reinvested. For periods greater than one year, returns are shown annualised.

**Past performance is not a guide to future performance.**

### Investment Growth over the last 10 years



As of 30th April 2024. Source: Lindsell Train, Bloomberg, Morningstar Direct. GBP total return net of fees and expenses with dividends reinvested. The graph shows NAV per share, Price and MSCI World performance per £100 invested.

### Fund Information

|                                    |                                              |
|------------------------------------|----------------------------------------------|
| Portfolio Manager                  | Nick Train                                   |
| Share price                        | £794.00                                      |
| NAV per Share                      | £988.27                                      |
| Market Capitalisation              | £159m                                        |
| Net Assets                         | £198m                                        |
| (Discount) / Premium to NAV        | (19.66%)                                     |
| Number of Holdings                 | 14                                           |
| Dividend Per Share                 | £51.50                                       |
| Current Net yield (dividend/price) | 6.49%                                        |
| Active Share                       | 99.06%                                       |
| Annual Management Fee*             | 0.60%                                        |
| Ongoing Charges Figure**           | 0.96%                                        |
| Performance Fee†                   | 10%                                          |
| Benchmark***                       | MSCI World Index £                           |
| Capital Structure                  | 200,000 Ordinary Shares of 75p nominal each. |
| Listing                            | LSE                                          |
| Launch Date                        | 22 January 2001                              |
| Year End                           | 31 March                                     |
| Dividends Payable                  | September                                    |
| Base Currency                      | GBP (£)                                      |
| AIC Sector                         | Global                                       |
| ISIN                               | GB0031977944                                 |
| SEDOL                              | 3197794                                      |
| Bloomberg                          | LTI LN                                       |

**Source:** Lindsell Train Limited/ Frostrow Capital LLP, Morningstar & Bloomberg. Share Price is based on closing mid price.

**Note:** Dividend Per Share includes both ordinary and special dividend.

\*\*\*Prior to 1 April 2021, the benchmark was the annual average running yield of the longest-dated UK government fixed rate bond, plus a premium of 0.5%, subject to a minimum yield of 4%.

**Top 10 Holdings (% NAV)**

|                                              |       |
|----------------------------------------------|-------|
| Lindsell Train Limited                       | 32.96 |
| London Stock Exchange Group                  | 10.52 |
| WS Lindsell Train North American Equity Fund | 9.77  |
| Nintendo                                     | 8.12  |
| RELX                                         | 6.07  |
| Diageo                                       | 5.97  |
| Unilever                                     | 4.65  |
| Mondelez                                     | 4.36  |
| A.G. Barr                                    | 3.65  |
| Heineken                                     | 2.91  |

*Holdings and allocation subject to change.*

**Allocation (% NAV)**

|                     |              |
|---------------------|--------------|
| <b>Equities:</b>    |              |
| Consumer Franchises | 23.5         |
| Financials          | 13.2         |
| Media               | 15.6         |
| Unlisted Securities | 33.0         |
| Funds and Trusts    | 11.5         |
| Cash & Equivalent   | 3.2          |
| <b>Total</b>        | <b>100.0</b> |

*Lindsell Train sector definitions.*

**Fund Exposure (% NAV)**

|                | Equity      | Funds* and Trusts | Cash & Equivalent | Total        |
|----------------|-------------|-------------------|-------------------|--------------|
| UK             | 63.8        | 1.8               | 3.2               | 68.8         |
| USA            | 7.0         | 9.8               | -                 | 16.8         |
| Europe (ex UK) | 6.3         | -                 | -                 | 6.3          |
| Japan          | 8.1         | -                 | -                 | 8.1          |
| <b>Total</b>   | <b>85.2</b> | <b>11.6</b>       | <b>3.2</b>        | <b>100.0</b> |

*\*Exposure of funds are assigned to their geographic investment area.*

**Fee Information**

| Annual Fee                                                                                                                                                                                                                                                                                                                                                                                                                                                                                  | † Performance Fee                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                                 |
|---------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------------|
| <p>*0.60% management fee of the lower of the company's market capitalisation or NAV calculated daily.</p> <p>**The OCF of 0.96% is a measure of the impact of the costs that are incurred each year for managing your investments and running the Company. The OCF excludes any portfolio transaction costs. It is published in the Key Investor Information Document (KIID) dated 27/09/2023, a copy of the KIID is available from <a href="http://www.ltit.co.uk">www.ltit.co.uk</a>.</p> | <p>10% of the value of any positive relative performance versus the benchmark in a financial year. Relative performance is measured by taking the lower of the NAV or Average Market Price (defined as the average price over the last month of the performance period), taking into account dividends, at the end of each financial year and comparing the percentage annual change with the total return of the benchmark. A performance fee will only be paid out if the annual change is both above the benchmark and is a positive figure. For further information, please contact Frostrow Capital LLP.</p> |

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Nicholas Allan (Chairman of the Nomination Committee)  
Vivien Gould (Senior Independent Director)  
Michael Lindsell  
David MacLellan (Chairman of the Audit Committee)  
Helena Vinnicombe

Please refer to Lindsell Train's Glossary of Investment terms [here](#).

## Portfolio Manager Commentary

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Diageo shares continue to languish, falling a further 5% in April, after what was a very disappointing year for them in 2023. Commentators and analysts seem increasingly convinced that a slowdown in premium spirits consumption in the United States, Diageo's biggest market, is no longer just a cyclical adjustment to higher interest rates, but marks the start of a period of retrenchment of US consumer spend on expensive alcohol and even a new sobriety.

Of course this could be so, but it seems like a bad bet to us, unless one is really pessimistic about the global economy, which we are not. From a share price of £5 at the start of the 2000s, to today's depressed price of £27.50, Diageo has offered a good participation in the productivity gains and wealth delivered by technology and global markets so far in the 21st century. As people have become wealthier they have drunk less alcohol, but more better quality alcohol. Diageo has unique exposure to beverages and brands that consumers want to drink more of – fine scotch, premium tequila and Guinness. With profit margins in the high 20% and a return on equity of over 40%, the company turns growth into cash, funding brand building and share buybacks, thereby compounding its returns into the distant future. With these qualities, it is perhaps no surprise to see Berkshire Hathaway as the sixth biggest shareholder, according to Bloomberg.

With Diageo's shares already down over 30% from their 2021 peak and the P/E back to c.17x, it seems to us that a lot of bad news is already in its price and we think it makes far more sense to be looking to buy than sell at this juncture. Investors always want to time the turn in a share price to a nicety, but we expect Diageo shares will already have begun to recover before the next piece of good news is confirmed. Particularly if US interest rates show signs of falling.

London Stock Exchange Group (LSEG) also had a weak month, down 6%; perhaps selling off in sympathy with the decline in the NASDAQ. If so, this confirms LSEG's warranted correlation with other global Data and Technology platform businesses. That correlation is a very attractive characteristic longer-term, we think. In addition, LSEG's Q1 update may have mildly disappointed some investors. To us, though, the key aspect of the numbers were the corroboration they provided of one of the central pillars of the LSEG investment case. To that point, within the update, the CEO remarked that "the breadth of our product offering and our diversification really allows us to serve our customers in a very different way from our competitors." The company was able to point to the winning of a significant new deal with a major global bank as evidence of the emerging strategic benefits of its merger with Refinitiv.

RELX's AGM statement in April confirmed an acceleration in group revenues in 2024, as its customers ramp up subscriptions to its Data analytics tools. Nevertheless, RELX's shares fell in April too, by 4%.

Diageo, LSEG and RELX are outstanding UK-listed companies that would still be outstanding companies if they were listed on any other market in the world. Their recent dull performance (worse than dull in the case of Diageo), and relatively low valuations make us hope for a period of exceptional returns from them, when and if sentiment towards the London stock market improves.

**Nick Train, 14<sup>th</sup> May 2024**

The top three absolute contributors to the Trust's performance in April were Unilever, Mondelez and PayPal, and the top three absolute detractors were Nintendo, London Stock Exchange Group and Diageo.

**Source: Lindsell Train, Morningstar & Bloomberg. All data as of 30th April 2024.**

**Note:** All stock returns are total returns in local currency unless otherwise specified.

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