


Fact sheet - March 2023

Fund Information

	Fund Manager:
	Keith Ashworth-Lord
	Sector:
	IA UK All Companies
	Launch Date:
	28/03/2011

Fund Size:	£816.1m
Number of Holdings:	25
ACD:	ConBrio Fund Partners Limited

Platform Availability

Aberdeen, Advance by Embark, Aegon, AJ Bell, Aviva, EQi, Fidelity, Hargreaves Lansdown, Interactive Investor, James Hay, M&G Wealth, Novia, Nucleus, Pershing, Quilter, Transact and 7IM.

Ratings



Fund Manager

Keith Ashworth-Lord
Chief Investment Officer & Fund Manager



Keith has over 35 years' equity market experience and is a seasoned practitioner of 'Business Perspective Investing' as championed by Benjamin Graham and Warren Buffett. Keith founded Sanford DeLand in 2010. He holds a BSc in Astrophysics and a MSc in Management Studies and is a Chartered Fellow of the Chartered Institute for Securities & Investment.

Investment Analysts

Eric Burns **Chief Analyst**
Eric has over 25 years' experience of UK equity markets. He joined Sanford DeLand in 2020, to lead the stock research process for the UK Buffettology and Free Spirit funds. He is a Chartered Fellow of the CISI and was voted Analyst of the Year at the 2015 UK SmallCap Awards.

Chloe Smith **Investment Analyst**
Chloe joined in October 2021 as an Investment Analyst, with experience in UK and European equity research, as well as in sustainable and responsible investment. She graduated with a Law degree and a MSc in International Financial Analysis from Newcastle University.

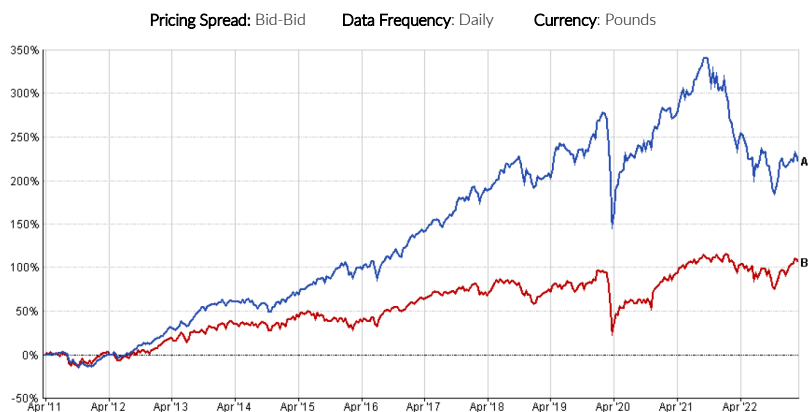
David Beggs **Investment Analyst**
David joined Sanford DeLand in October 2020 as an Investment Analyst. He has a First Class Degree in Economics from Newcastle University and is a CFA Charterholder.

Share Class Information

Share class	Min. Investment	Min. Saver*	Initial Charge	Investment Adviser Fee	Ongoing Charge **	Payment Dates	ISA Eligible	ISIN	CITI Code	Bloomberg	MEXID
General Income	£500	£50	0.00%	0.95%	1.15%	30 th Apr 31 st Oct	Yes	GB00BKJ9C676	K6LW	PRESINI:LN	BDAADV
General Accumulation	£500	£50	0.00%	0.95%	1.15%	30 th Apr 31 st Oct	Yes	GB00BFOLDZ31	O5M6	CSUKBIA:LN	CFSMC

Fund Objective and Strategy

The investment objective of the Fund is to seek to achieve an annual compounding rate of return over the long term, defined as five to ten years, which is superior to the median performance of all of the funds forming the official peer group of which the Fund is part. 'Peer group' is defined as being the Investment Association sector to which the Fund has been allocated (currently being the UK All Companies Sector) or to which it may be allocated in the future, as determined by that body. Investments will be made principally in UK equities with strong operating franchises and experienced management teams, applying the methodology of Business Perspective Investing.



A—CFP—SDL UK Buffettology General Inc TR in GB [222.48%]

B—IA UK All Companies TR in GB [107.51%]

28/03/2011—28/02/2023 Data from FE fundinfo 2023

Cumulative Performance (%)

	1 Mth	3 Mths	1 Yr	3 Yrs	5 Yrs	Since Launch
Fund	-0.12	-0.13	-7.06	-2.38	11.11	222.48
Sector	1.63	4.96	3.19	20.43	19.97	107.51
Rank	235/256	248/256	230/256	231/243	185/234	4/192
Quartile	4	4	4	4	4	1

Discrete Performance (%)

	2023 YTD	2022	2021	2020	2019	2018
Fund	1.64	-23.38	8.76	3.85	25.25	0.37
Sector	6.20	-9.06	17.25	-6.01	22.24	-11.19
Rank	243/256	226/ 254	235/ 247	32/ 244	74/ 240	3/ 234
Quartile	4	4	4	1	2	1

Discrete Year to Quarter End Performance (%)

	Q4 2021	Q4 2020	Q4 2019	Q4 2018	Q4 2017
	Q4 2022	Q4 2021	Q4 2020	Q4 2019	Q4 2018
Fund	-23.38	8.76	3.85	25.25	0.37

Source of performance data: FE fundinfo as at 28/02/2023.

Past performance is not a guide to future performance.

Investment in the Fund carries the risk of potential loss of capital.

* £50 Regular saver minimum applies once the £500 minimum investment is met.

** The Ongoing Charge Figure has been calculated as of 31/08/2022.

Top 10 Holdings (%)

Games Workshop Group	9.80%
Liontrust Asset Mgmt.	5.99%
Berkshire Hathaway 'A'	5.29%
Jet2	5.28%
Bioentix	4.87%
Relx	4.81%
Focusrite	4.78%
AB Dynamics	4.73%
Rollins	4.69%
Croda International	4.47%

Sector Allocation (%)

Financial Services	17.16%
Support Services	12.64%
Leisure Goods	11.65%
Software & Computer Services	9.19%
Pharmaceuticals & Biotechnology	8.48%
Technology Hardware & Equipment	7.50%
Food & Beverages	6.98%
Travel & Leisure	5.28%
Construction & Materials	4.87%
Media	4.81%
Industrial Engineering	4.73%
Chemicals	4.47%
Cash	2.24%

Important Information

This document, which is approved and issued by Sanford DeLand Asset Management Limited (SDL), provides information about the CFP SDL UK Buffettology Fund (the Fund). ConBrio Fund Partners Limited (CFP) is the Authorised Corporate Director (ACD) of the Fund. SDL is the appointed Investment Adviser to the Fund. CFP and SDL are authorised and regulated by the Financial Conduct Authority (FCA).

This document does not constitute or form part of, and should not be construed as, an invitation or offer to buy or sell shares in the Fund and neither this document nor anything contained or referred to in it shall form the basis of, or be relied on in connection with, any offer or commitment whatsoever.

The value of shares and the income generated from them can fall as well as rise and are not guaranteed. Investors may not get back the amount originally subscribed. Equity investments should always be considered as long term.

Investors should not purchase shares in the Fund except on the basis of information contained in the Fund's Prospectus. We recommend that investors who are not professional investors should contact a professional adviser. The Fund's Prospectus and Key Investor Information Document (KIID) are available from www.conbriofunds.com or direct from ConBrio Fund Partners Limited.

All data as at 28/02/2023 unless otherwise stated

20230307_1225

Fund Commentary

The Fund's Income and Accumulation classes fell by 0.1%, the former from 303.23p to 302.87p and the latter from 123.11p to 122.96p. This compared to a 1.2% gain in the UK stock market and a 1.6% gain in the IA UK All Companies sector, the Fund's benchmark.

The share price performance of our underlying companies was evenly split, with 13 gaining over the month and 12 falling. In terms of operating performance, our preferred scorecard, nine of the 11 companies reporting results or updates were at least in line with expectations including the top two share price performers during the month, MJ Gleeson (+14.5%) and Quartix Technologies (+10.8%).

We visited two of our companies during February, floor covering specialist James Halstead (+7.7%), which announced a trading update noting early signs of reduced freight and raw material costs, and NCC Group (-10.5%). Both companies have been held since the very early days of the Fund. Halstead is no stranger to an economic cycle and is one of those rare businesses with the enviable track record of increasing its dividend every year since 1977.

NCC is worthy of comment, not least as we think the market has overlooked its potential to unlock shareholder value. The share price movement was driven by the trading outlook accompanying full-year results, which noted a weaker market, particularly in the US and UK, leading to delays in buying decisions and a reduction in utilisation rates. Immediate action is being taken by the new CEO, Mike Maddison, to reduce headcount. Perhaps of greater significance, however, was the announcement of a strategic review of the Software Escrow division, which represents around 17% of group revenue and 45% of profit. One obvious option for this business would be a sale. Based on sensible EBIT valuation multiples, this could, in our view, realise a material proportion of NCC's current market capitalisation. This surplus capital could be handed back to shareholders, invested in growing the ongoing business, or a bit of both. This puts the holding very much in the *special situation* category – a bit of Ben Graham, if you like.

Another holding that falls firmly into the value camp is Hargreaves Lansdown (-5.1%). This company remains friendless despite modest inflows and a market recovery taking assets under administration to £127.1bn. Increasing interest rates have been a real tailwind for HL, with interest on client cash increasing tenfold to a very material £122m in the first six months of the year. Although there are limits to how much further the cash margin can expand from here, it led to decent upgrades to full-year expectations. A further attraction is that 30% of clients who are new to HL via its Active Savings product, go on to open a full investment account. This is important for the longer-term margin story, providing a segway away from the former into the latter once interest rates peak and investor nervousness abates. At the current share price of 837p, the shares offer a free cash flow yield of over 7%, an interesting entry point for a business that has grown free cash flow at a compound 7% per annum over the past ten years.

The main portfolio activity during February was exiting our holding in Darktrace. We originally bought the shares in the May 2021 IPO at 250p a share. In the following 18 month period, the company raised market expectations no fewer than seven times. More recently, however, a series of events led us to re-evaluate the holding including a combination of a serious governance issue and a soft trading update; exacerbated by the timing of both. In November 2022, a Resolution was put to the AGM to materially change the terms of pre-IPO options for senior management, which would result in 100% vesting as opposed to 68% under the original policy. We view this as moving the goalposts – as investors, we get no such preferential treatment to rebase the terms of our shareholding. Naturally we voted against the Resolution, albeit unsuccessfully. Two months later, the company issued a trading update, the gist of which was that growth expectations were lowered as a result of softer Q2 customer acquisition. A further blow appeared a few weeks later in the form of a short selling report containing a number of allegations of sharp practice, particularly in Italy. We spoke to management about our concerns but were dissatisfied with the answers received and subsequently exited the position.

Finally, it is fitting to close with an extract from Berkshire Hathaway's (+1.1%) 2022 annual letter to shareholders, which encapsulates everything we strive to achieve with your Fund. "Our goal..... is to make meaningful investments in *businesses* with both long-lasting favourable economic characteristics and trustworthy managers. Please note particularly that we own publicly-traded stocks based on our expectations about their long-term *business* performance, not because we view them as vehicles for adroit purchases and sales. That point is crucial: Charlie and I are *not* stock-pickers; we are business-pickers". Amen.

Sources: Sanford DeLand Asset Management and FE fundinfo 28/02/2023.

Past performance is not a guide to future performance.

Any views expressed are the Fund Manager's and as such are subject to change, without notice, at any time.

Contact Information

Sanford DeLand Asset Management
7 Park Row, Leeds LS1 5HD
0113 350 1820
www.sanford-deland.com

Dealing Information & General Enquiries:
ConBrioEnquiries@uk.dstsystems.com
0330 123 3739 (UK)
+44 (0)20 3975 1021 (International)

Authorised Corporate Director
ConBrio Fund Partners
111 Piccadilly, Manchester M1 2HY
www.conbriofunds.com