Business Perspective Investing

Sanford DeLand

TM SDL UK Buffettology Fund

October 2026

FUND SIZE	ACCUMULATION	INCOME
£130.0m	129.60p	298.25p

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, applying the methodology of Business Perspective Investing.

FUND COMMENTARY

September was a volatile month for equity and bond markets with the macro dominated by tensions in the Middle East, oil prices rising above $100 a barrel and an increase in interest rate expectations. Against this background, the fund fell in value by 3.5% compared to a 1.8% decline in the IA UK All Companies sector benchmark and a 2.0% fall in the wider UK stock market.

One of the more rewarding aspects of running a fund such as this is catching a wave. This is an apt descriptor for video games developer and publisher Everplay (+64.2%), which has more than doubled in share price since July. We noted in April's fact sheet that the business at the time traded on a P/E ratio of 8x despite the company publicly noting that its release pipeline was the best since its IPO in 2018. Not a soul appeared to be paying attention. I'm pleased to say that we used the market's ambivalence to add to the position.

The recent share price performance has been driven by it having not one but two blockbuster titles in the video game charts simultaneously. Wardogs, released on PC through Steam Early Access on September 10, has already sold more than 3m copies in less than three weeks and is ranked among Steam's Top 10. Hell Let Loose: Vietnam, released in August on PC, Xbox and PlayStation, has also recently surpassed the 1m copies milestone.

Earnings expectations are now around a third higher than they were in March and with nearly three months until the end of Everplay's current financial year and both games still selling well, I would be surprised if we have seen the last of the upgrades.

There are two takeaways from the Everplay experience.

Firstly, in addition to the earnings upgrades, the share price performance has been turbocharged by a re-rating of the shares from the lowly 8x in March to around 13x today. This is a point worth emphasising: the return of an investment might be driven by the underlying growth of the business itself but the icing on the cake is the re-rating opportunity. Whilst Everplay's P/E in March of 8x was a standout, the look-through P/E valuation of the fund now sits at 18.4x, its lowest level for many years.

And, secondly, it is a reminder that patience, conviction and independent thinking does get rewarded, albeit the timing of the reward is hard to pinpoint when Mr. Market seems to have ideas of his own.

Another business performing better than expectations is Keystone Law (+18.4%). I'm fond of saying Keystone isn't a law firm. That's hyperbole, of course, but it makes a point: with a return on equity approaching 50% and free cash conversion in excess of 90%, its economics far more resemble a scalable platform business than a traditional legal practice. It, too, has upgraded profit forecasts materially (by around 20% for this year) following strong interim results driven by a double digit increase in revenue per lawyer and ten new recruits during the half. Whilst the P/E multiple of around 16x is higher than that of Everplay, we continue to believe it highly attractive for a business that has grown both earnings and dividends per share at a mid to high teens growth rate historically.

There is one piece of portfolio activity to report – the exit of AB Dynamics where we lost confidence in the business' ability to navigate the undoubtedly challenging market conditions.

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.

FUND MANAGERS



From left to right: David Beggs, Eric Burns & Chloe Smith

Eric Burns
LEAD MANAGER

More than 30 years' investment and research experience as both equity analyst and fund manager. Originally appointed to lead the stock selection process, Eric became lead manager of the Buffettology fund in 2025. A Chartered Fellow of the CISI and sits on the Regional Advisory Group of the London Stock Exchange.

David Beggs
CO-MANAGER

CFA Charterholder and an Associate member of the CISI. Also holds the CFA UK Investment Management Certificate and the CISI Investment Advice Diploma.

Chloe Smith
CO-MANAGER

Investment analyst and portfolio manager experience with a focus on UK and European equities, as well as in sustainable and responsible investment.



— **TM SDL UK Buffettology General Inc** TR in GB [243.86%]

— **IA UK All Companies** TR in GB [182.45%]

28/03/2011 – 30/09/2026
All data sourced from Morningstar

FUND OVERVIEW

Number of Holdings	29
Median Market Cap	£1.4bn
Active Share	92%
Sector	IA UK All Companies

Signatory of: PRI PRINCIPLES FOR RESPONSIBLE INVESTMENT

CUMULATIVE PERFORMANCE (%)

	YTD	1 M	3 M	6 M	1 Yr	3 Yrs	5 Yrs	Since Launch
TM SDL UK Buffettology Fund	-1.33	-3.44	-0.36	10.76	-2.63	10.84	-20.16	243.86
IA UK All Companies	8.42	-1.80	3.21	10.64	12.62	40.83	34.15	182.45
Rank	194 / 199	181 / 199	192 / 199	81 / 199	196 / 200	193 / 197	186 / 191	22 / 141
Quartile	4	4	4	2	4	4	4	1

Portfolio Insights

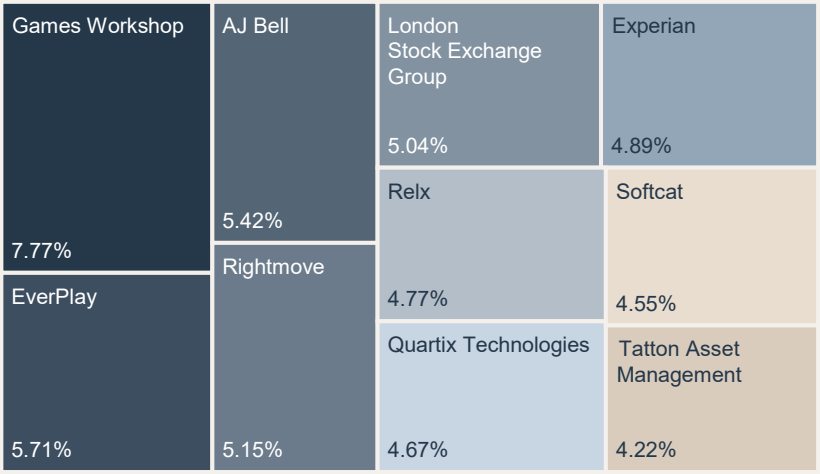
PORTFOLIO FUNDAMENTALS

Gross Margin	Operating Margin	Return on Equity
59.3%	28.1%	49.4%

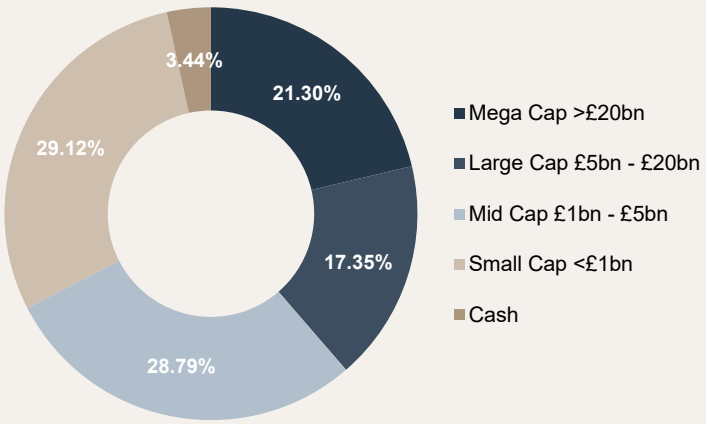
Median Interest Cover	Price / Earnings	Free Cash Flow Yield
12x	18x	5.3%

Source: Sanford DeLand and Alpha.
Data reflects weighted averages of portfolio constituents as at period ends. All financial data is statutory with no adjustments.

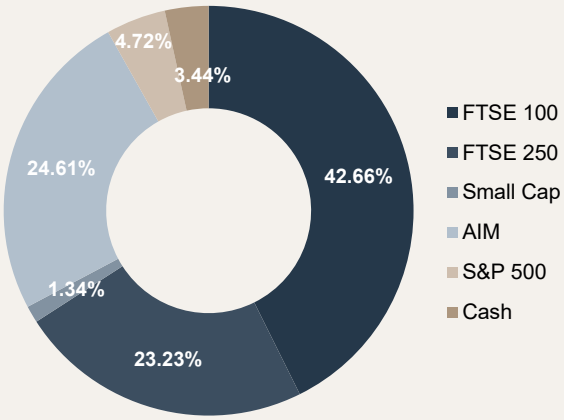
TOP 10 HOLDINGS



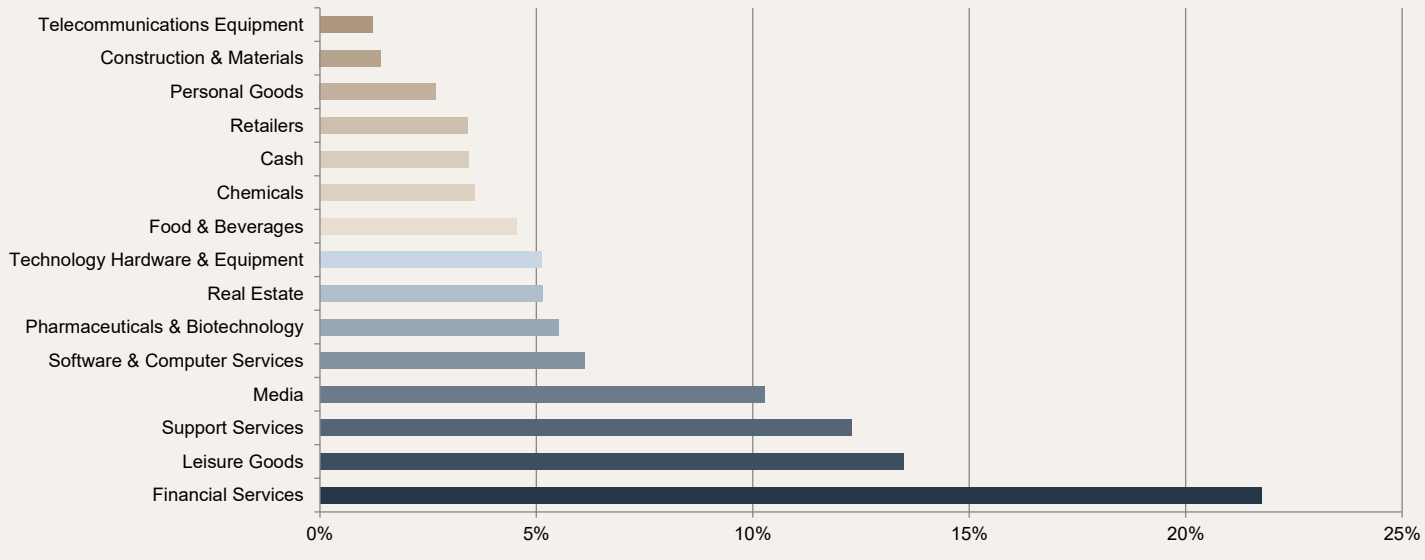
MARKET CAP. ALLOCATION



INDICES ALLOCATION



SECTOR ALLOCATION



Fund Information

FUND FACTS

Launch date	28 March 2011
Authorised Corporate Director (ACD)	Thesis Unit Trust Management Limited
Sector	IA UK All Companies
Valuation point	12:00 daily
Business hours	09:00 - 17:00 Monday to Friday (ex-public holidays)

PLATFORM AVAILABILITY

Aberdeen, Aegon, AJ Bell, Allfunds, Aviva, EQi, Embark, Hargreaves Lansdown, Hubwise, Interactive Investor, James Hay, M&G Wealth, Morningstar Wealth, Novia, Nucleus, Parmenion, Pershing, Quilter, Raymond James, Scottish Widows, SECCL, Transact, Wealthtime and 7IM.

BUSINESS PERSPECTIVE INVESTING

Business Perspective Investors start from the premise that there is no philosophical distinction between part ownership (i.e. buying shares in a company) and outright ownership (i.e. buying the business in its entirety). All we are looking for is pieces of businesses to buy at the right price.

It follows that there are several important criteria that companies selected for investment consideration must exhibit in abundance. Among these are that:

- Their business model is easily comprehensible
- They produce transparent financial statements
- They demonstrate consistent operational performance with earnings being relatively predictable
- They generate high returns on capital employed
- They convert a high proportion of accounting earnings into free cash
- Their balance sheet is strong without unduly high financial leverage
- Their management is focused on delivering shareholder value and is candid with the owners of the business
- Their growth strategy is more likely to rely on organic initiatives than frenetic acquisition activity

For more information on Business Perspective Investing, visit www.sanford-deland.com

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
Accumulation	£500	£50	0.00%	0.95%	1.0%	30th Apr 31st Oct	Yes	GB00BF0LDZ31	O5M6	CSUKBIA:LN	CFSMC
Income	£500	£50	0.00%	0.95%	1.0%	30th Apr 31st Oct	Yes	GB00BKJ9C676	K6LW	PRESINI:LN	BDAADV

CONTACT INFORMATION

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IMPORTANT INFORMATION

This document, which is intended for use by UK regulated financial advisers, wealth managers and others regulated by the Financial Conduct Authority, is approved and issued by Sanford DeLand Asset Management Limited (SDL), provides information about the TM SDL UK Buffettology Fund (the Fund). Thesis Unit Trust Management Limited (Tutman) is the Authorised Corporate Director (ACD) of the Fund. SDL is the appointed Investment Adviser to the Fund. Tutman 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.tutman.co.uk or direct from Tutman.

Past performance is not a guide to future performance.

All data as at 30/09/2026 unless otherwise stated.
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