

1st Quarter 2024 Webcast

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Opinions expressed are those of Smead Capital Management, are subject to change, are not guaranteed, and should not be considered recommendations to buy or sell any security.



Agenda

Performance, Characteristics and Top 10 Holdings

Seamus Sullivan Senior Analyst

Featured Stock: Pandora (PNDORA)

Cole Smead, CFA CEO & Portfolio Manager

Common Stock Psychology Matters

Bill Smead
Chief Investment Officer

Quarter-End Performance

	Q1 2024	YTD	1 YEAR	3 YEAR	5 YEAR	10 YEAR	SINCE INCEPTION (29/11/2013)
I USD ACC Smead US Value UCITS Fund	10.75%	10.75%	29.08%	14.02%	15.95%	11.85%	12.03%
S&P 500 NR Index	10.44%	10.44%	29.27%	10.97%	14.47%	12.33%	12.35%
Russell 1000 Value Net Index	8.80%	8.80%	19.43%	7.41%	9.55%	8.23%	8.51%

Gross Expense Ratio 1.15%

Investors should carefully read the prospectus, the key investor information document and all other relevant documentation before investing in the Fund. Performance data quoted represents past performance realized within Pareturn – Smead US Value Fund (the Absorbed Sub-Fund), whose assets and liabilities have been transferred to the Sub-Fund with effect 22 February 2016; past performance does not guarantee future results. The investment return and principal value of an investment will fluctuate so that an investor's shares, when redeemed, may be worth more or less than their original cost. Current performance of the Fund may be lower or higher than the performance quoted. Currency fluctuations may have a negative impact on the value of an investment in the Fund. Net performance results are calculated after management fees and certain operational costs, commissions, fees and other charges that could have a negative impact on performance. The performance figures given are a measure of the change in net asset value of the Fund which are net of all Fund fees and expenses but do not take into account taxes or charges.



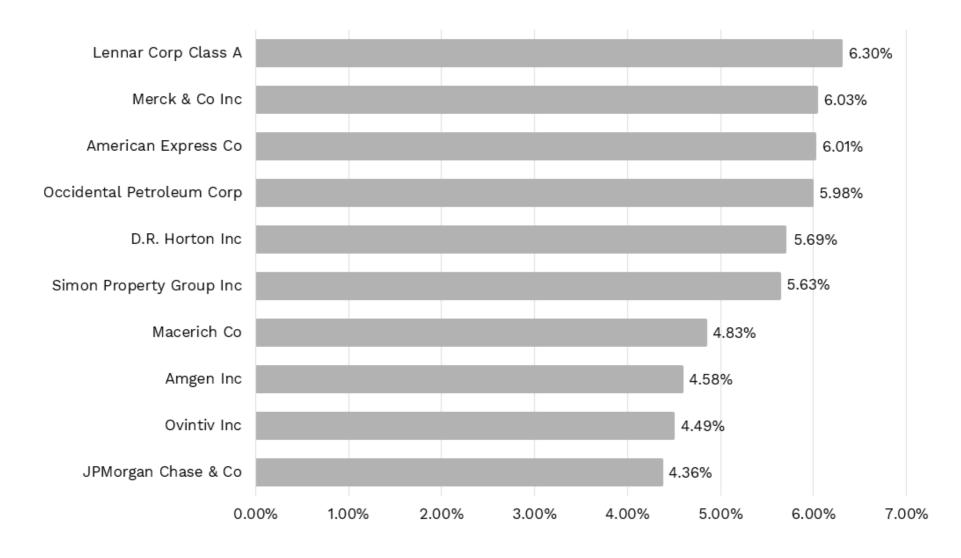
Key Facts and Characteristics

	•	P/E Forward	Price/	Price/	LTM Return on
	4 Qtrs	4 Qtrs	Book	Cash Flow	Equity
Smead US Value UCITS Fund	19.1x	15.6x	2.7x	10.4x	22.8%
S&P 500 Index	25.5x	21.0x	4.8x	15.5x	28.8%
Russell 1000 Value Index	19.6x	16.4x	2.6x	11.4x	15.2%



Top Ten Holdings

PERCENTAGE OF FUND





Smead US Value UCITS Fund

PORTFOLIO ADDITIONS / DELETIONS

- New positions:
 - Cenovus Energy Inc. (CVE)
- Adds to position weightings:
 - APA Corp. (APA)
 - Devon Energy Corp. (DVN)

- Trims to position weightings:
 - DR Horton Inc. (DHI)
 - Lennar Corp. (LEN)
 - Macerich Co (MAC)
 - NVR Inc. (NVR)
 - Warner Bros Discovery Inc. (WBD)
- Sells:
 - None



A Book With Legs

A PODCAST BY SMEAD CAPITAL MANAGEMENT



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OUR EIGHT CRITERIA

Required over entire holding period

- 1. Meets an economic need
- 2. Strong competitive advantage (wide moats or barriers to entry)
- 3. Long history of profitability and strong operating metrics
- 4. Generates high levels of free cash flow
- 5. Available at a low price in relation to intrinsic value

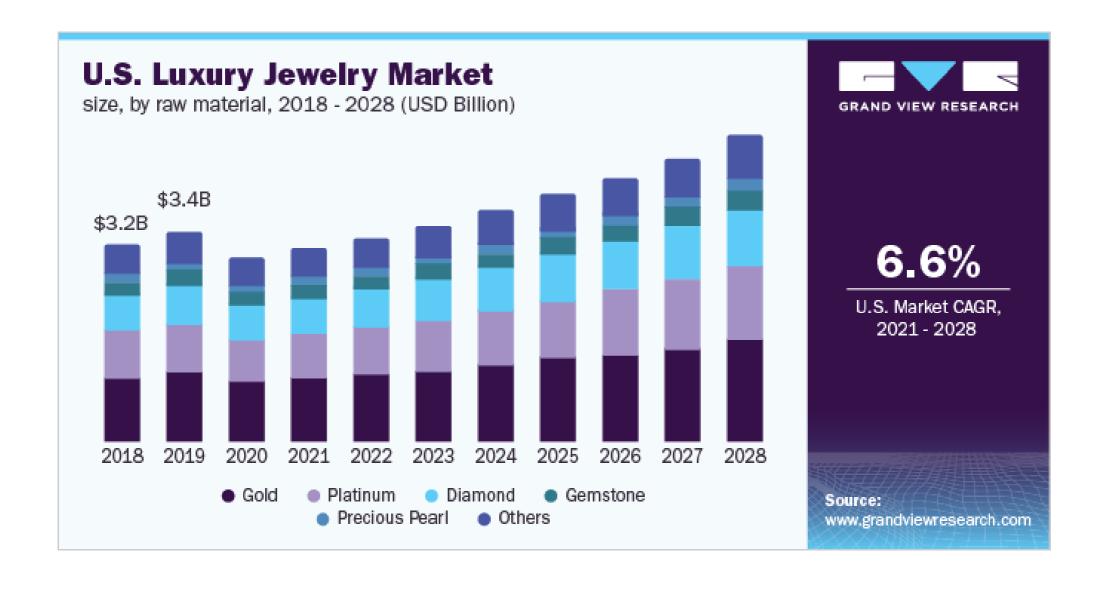
Favored, but not required

- 6. Management's history of shareholder friendliness
- 7. Strong balance sheet
- 8. Strong insider ownership (preferably with recent purchases)

Every company we own must satisfy the required criteria. For companies that do not also meet the favored criteria, we believe these short-term conditions will be ultimately corrected or overwhelmed by the required criteria.



MEETS AN ECONOMIC NEED





STRONG COMPETITIVE ADVANTAGE

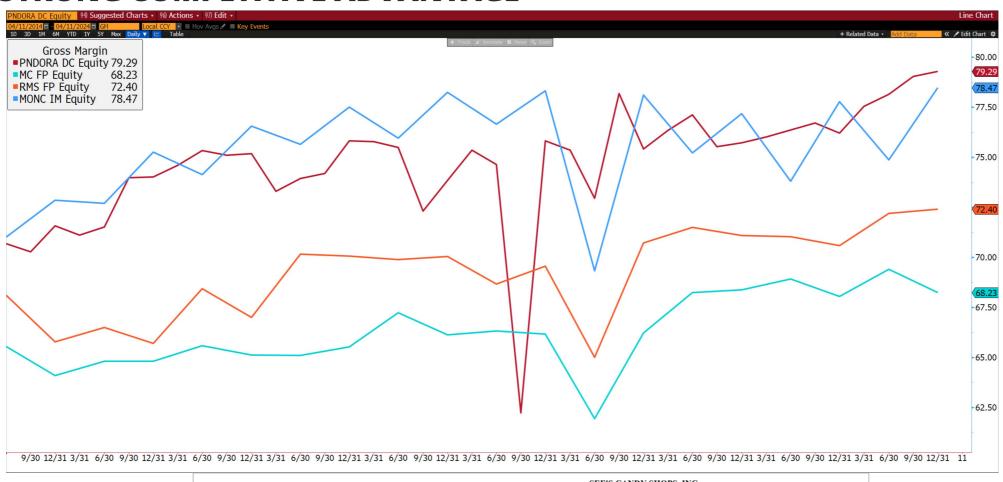
We believe Pandora is the lowest cost producer of jewelry in the world. This combined with their high returns on capital show us that they can take more pain than anyone else.

Does Pandora look like See's Candy in 1972?

"See's was a legendary West Coast manufacturer and retailer of boxed chocolates, then annually earning about \$4 million pre-tax while utilizing only \$8 million of net tangible assets. Moreover, the company had a huge asset that did not appear on its balance sheet: a broad and durable competitive advantage that gave it significant pricing power. That strength was virtually certain to give See's major gains in earnings over time. Better yet, these would materialize with only minor amounts of incremental investment. In other words, See's could be expected to gush cash for decades to come."



STRONG COMPETITIVE ADVANTAGE

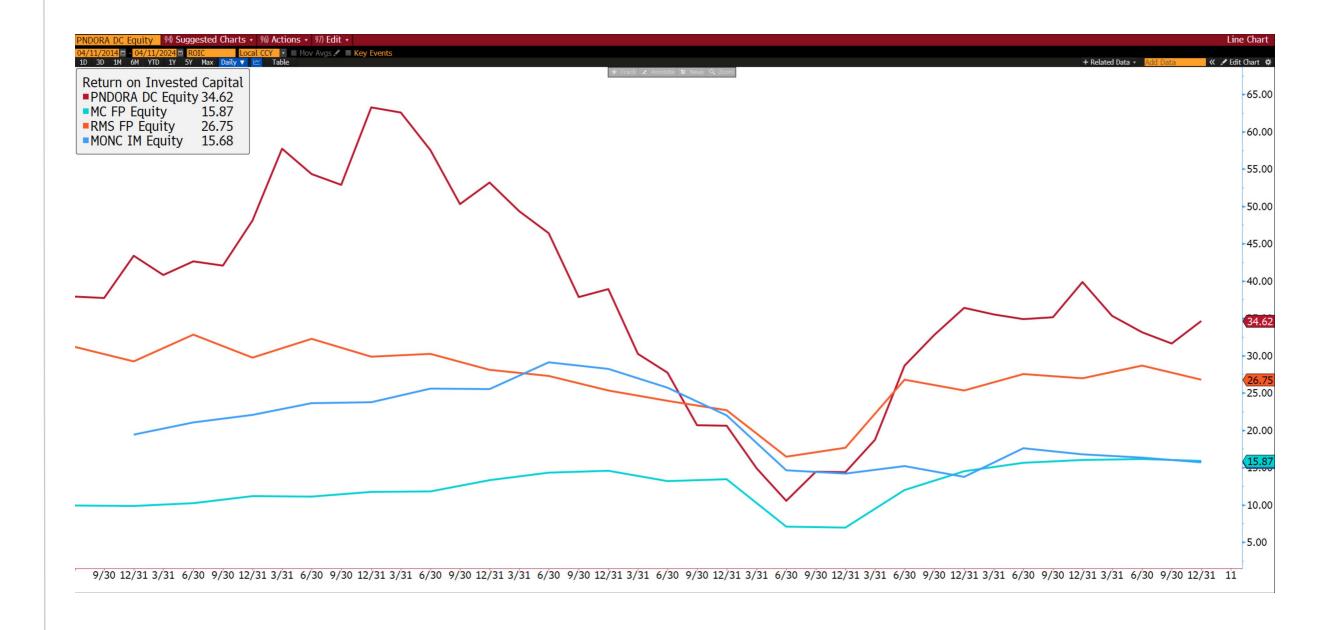


						SEE'S	S CANDY	SHOPS,	INC.				
(in thousands except per share amounts)	CAGR					Y	ears ended	August 31					
	(1971-1960)	1971	1970	1969	1968	1967	1966	1965	1964	1963	1962	1961	1960
					(Blue Cl	nip Stamps ac	equired on Ja	nuary 3, 197	2 at \$35 per	share))			
Net sales	5%	28,210 6%	26,711 8%	24,770 4%	23,847 5%	22,748 3%	22,061 5%	21,051 6%	19,797 5%	18,768 5%	17,795 8%	16,541 4%	15,919 7%
Gross profitgross margin	7%	15,356 54%	14,263 53%	12,861 52%	12,406 52%	12,154 53%	11,444 52%	10,921 52%	10,115 51%	9,544 51%	9,087 51%	7,923 48%	7,481 47%
Operating profitoperating margin	9%	4,201 15%	4,227 16%	3,662 15%	3,656 15%	3,588 16%	3,063 14%	3,019 14%	2,493 13%	2,397 13%	2,427 14%	1,686 10%	1,676 11%
Net profit	10%	2,202	2,146	1,673	1,704	1,895	1,645	1,620	1,264	1,175	1,176	816	811
Shares outstanding	0%	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000	1,000
Net profit per share	10%	2.20	2.15	1.67	1.70	1.89	1.64	1.62	1.26	1.18	1.18	0.82	0.81
Dividends per share	8%	1.00	1.00	1.00	1.00	0.90	0.75	0.75	0.60	0.60	0.60	0.60	0.45
payout ratio		45%	47%	60%	59%	47%	46%	46%	47%	51%	51%	74%	55%
Return on beginning shareholders' equity		16%	17%	14%	15%	18%	17%	19%	16%	17%	19%	14%	16%



Past performance is no guarantee of future results. Source: Top – Bloomberg, data for the time period 4/11/2014 – 4/11/2024. Bottom - Turtle Bay, data for the time period 1/1/1960 – 12/31/1971.

LONG HISTORY OF PROFITABILITY & OPERATING METRICS





HIGH LEVELS OF FREE CASH FLOW





LOW PRICE IN RELATION TO INTRINSIC VALUE



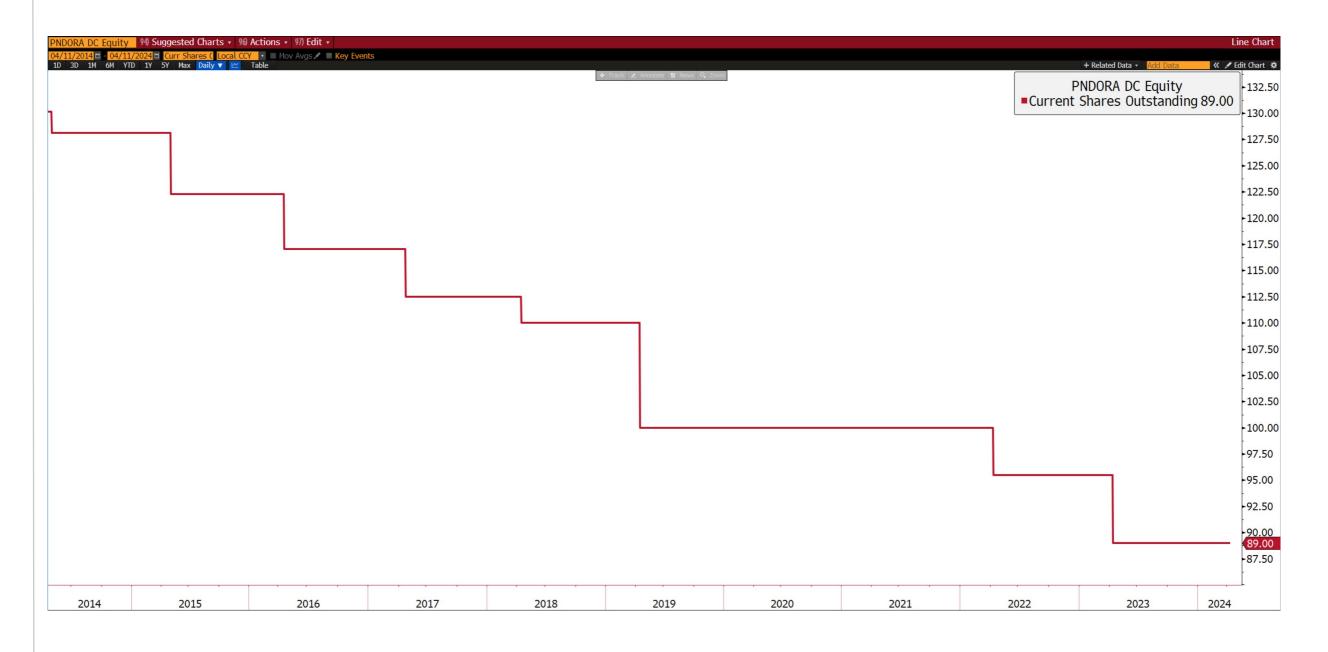


LOW PRICE IN RELATION TO INTRINSIC VALUE



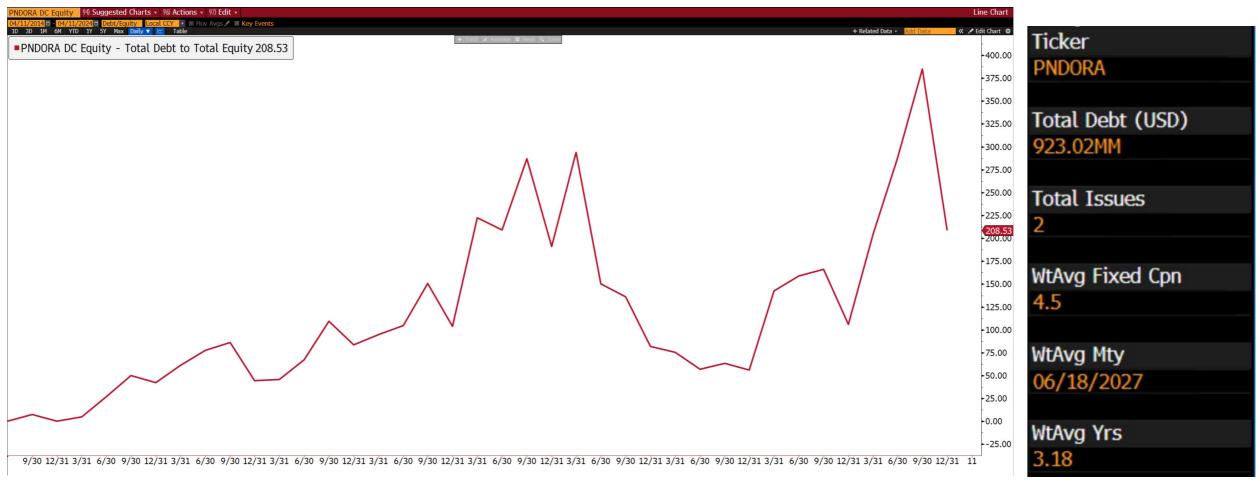


HISTORY OF SHAREHOLDER FRIENDLINESS





STRONG BALANCE SHEET

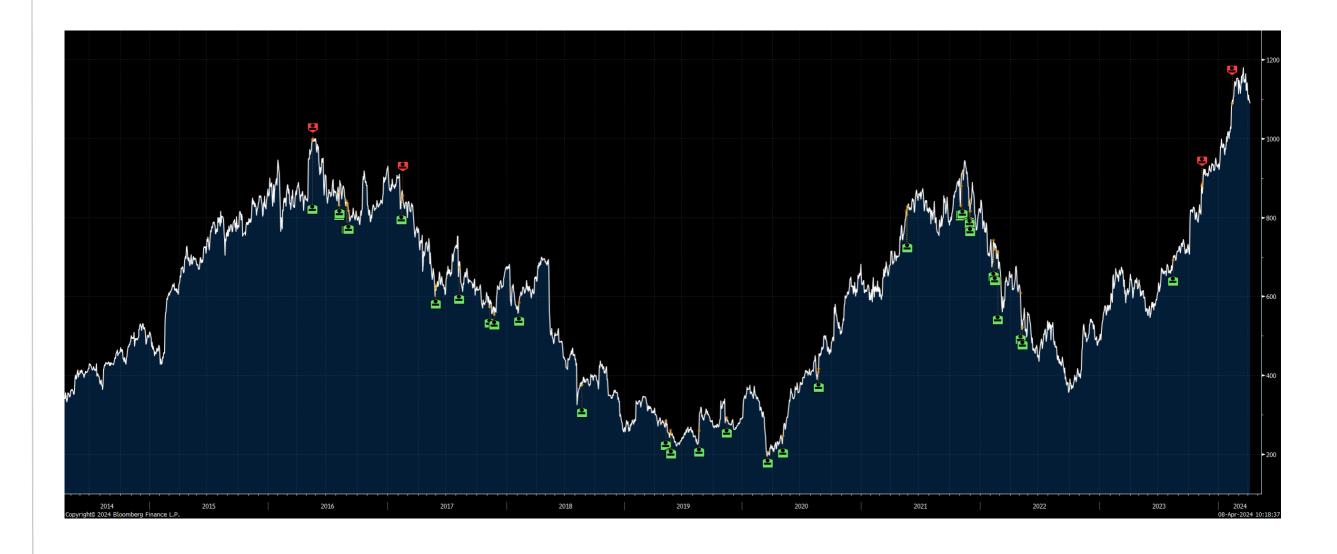


In Millions of USD	2017 Y	2018 Y	2019 Y~	2020 Y	2021 Y	2022 Y	2023 Y
12 Months Ending	12/31/2017	12/31/2018	12/31/2019	12/31/2020	12/31/2021	12/31/2022	12/31/2023
Market Capitalization	11,957.8	4,158.9	4,047.1	11,151.5	11,952.4	6,714.1	12,327.6
- Cash & Equivalents	160.4	212.7	158.4	478.4	159.7	114.4	207.4
+ Preferred & Other	0.0	0.0	0.0	0.0	0.0	0.0	0.0
+ Total Debt	879.7	1,022.9	1,507.4	995.9	601.1	1,093.0	1,657.5
Enterprise Value	12,677.1	4,969.0	5,396.1	11,669.0	12,393.8	7,692.7	13,777.7



INSIDER OWNERSHIP

Founding family no longer involved.







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Presented by:

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- Caveats to Market Psychology
- Measuring Common Stock Psychology
- Prior Periods of Euphorically Positive Psychology
- Finding Opportunities Amid Psychological Risks

Caveats to Market Psychology

USEFUL AT EXTREMES

- 1. Psychology of the stock market only tends to be useful at extremes.
- 2. We stay fully invested over the years and don't use psychology for market timing purposes.





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A LOOK AT HOUSEHOLD ASSETS

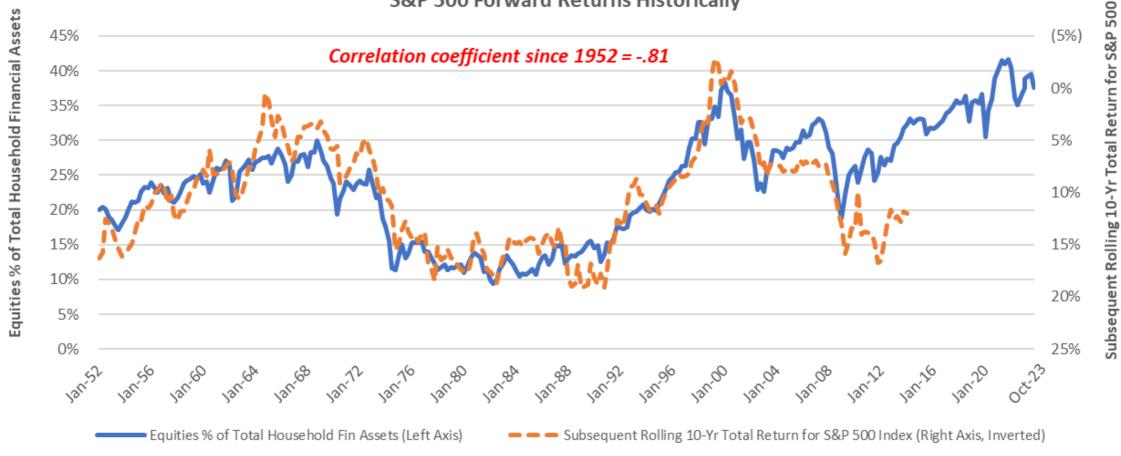
1982:Q1	
 Indirectly held stock 	1%
 Directly held stock 	8%
Indirectly held debt	1%
securities	
▲ Directly held debt	4%
securities	
▼ Other	10%
 Noncorporate 	30%
businesses	
 DB entitlements 	22%
Deposits	23%

2023:Q4	
 Indirectly held stock 	13%
Directly held stock	27%
Indirectly held debt	4%
securities	
▲ Directly held debt	5%
securities	
▼ Other	8%
 Noncorporate 	13%
businesses	
 DB entitlements 	14%
Deposits	15%



HOUSEHOLD EQUITY OWNERSHIP





Source: Federal Reserve Economic Data, Bloomberg.



EXPANDED PARTICIPATION EXPANDS VALUATION

Coca-Cola

	P/E Ratio	Dividend Yield
3/31/1982	8.88	7.21%
Today	21.84	3.16%



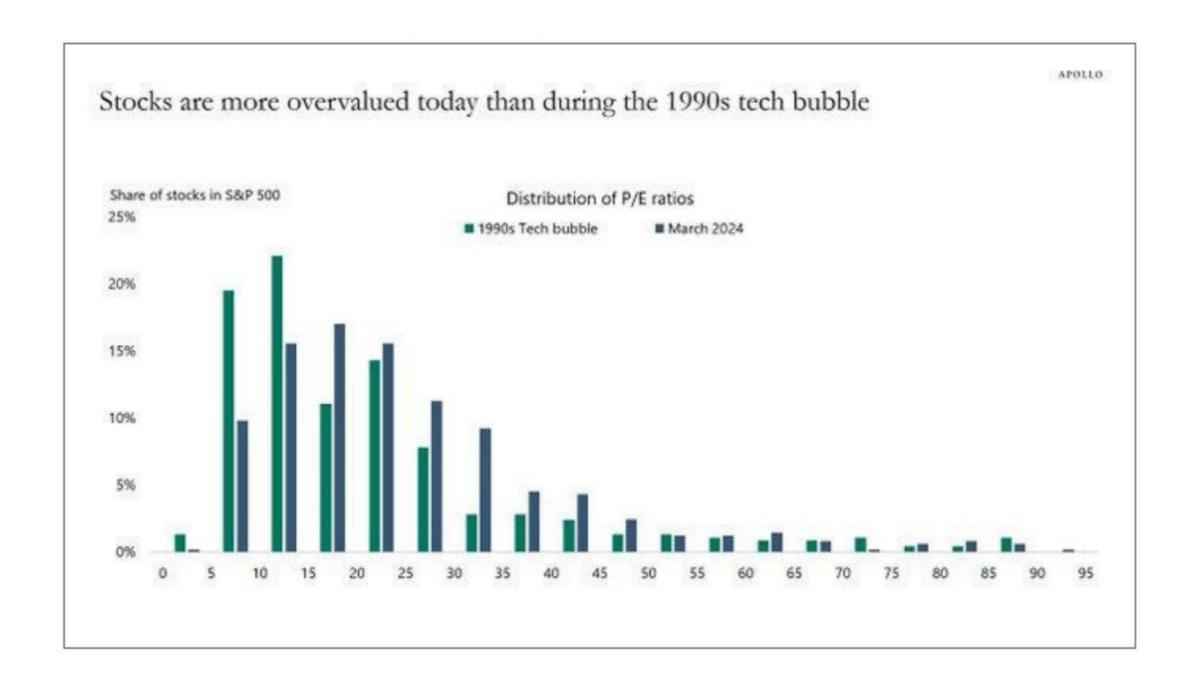
BIGGER EUPHORIA = BIGGER GRIEF

Sentiment Readings

Euphoria	Depression	S&P 500 Annual Return
	•	
7/7/2000	7/22/2002	
90.00%	-78.57%	-24.12%
2/22/2007	3/5/2009	
75%	-67.90%	-29.53%
3/1/2024	2026	
98.44%	?	?



WHAT PEOPLE ARE WILLING TO PAY





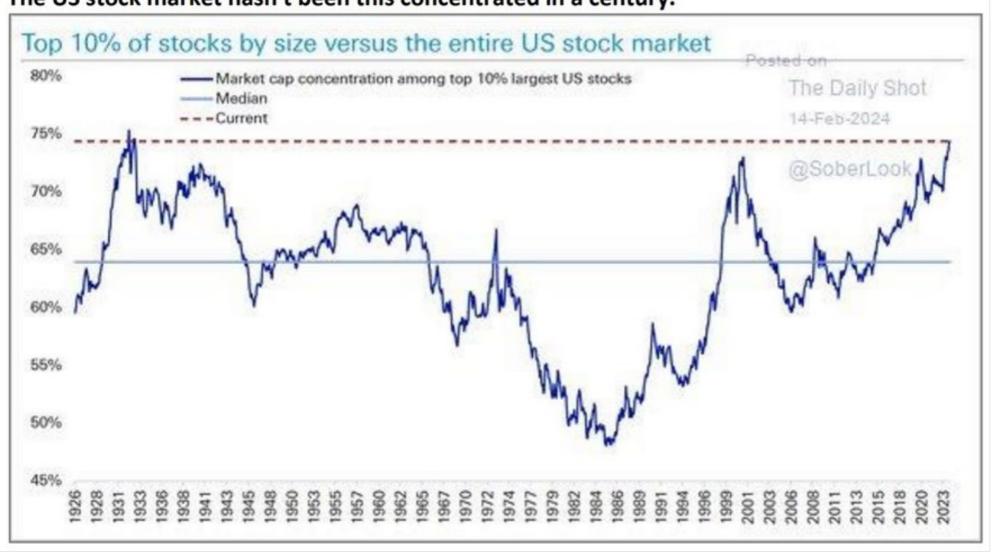


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PEAK MARKET ENTHUSIASM

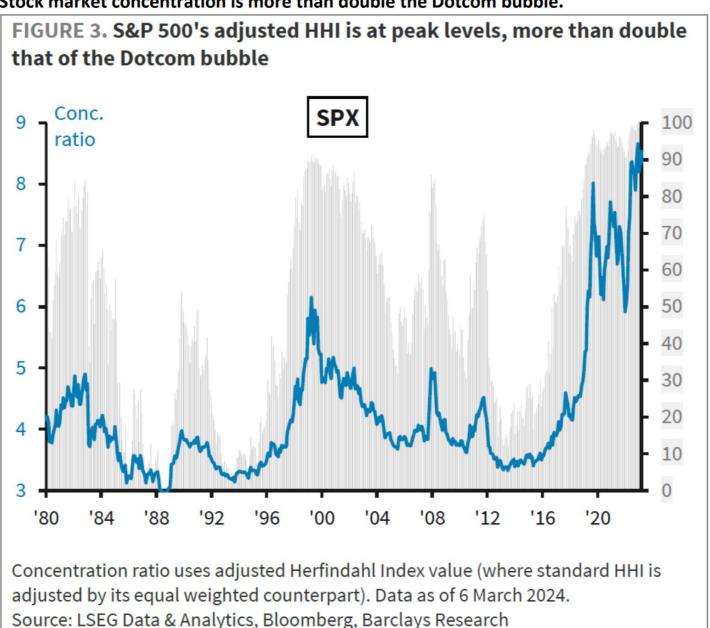






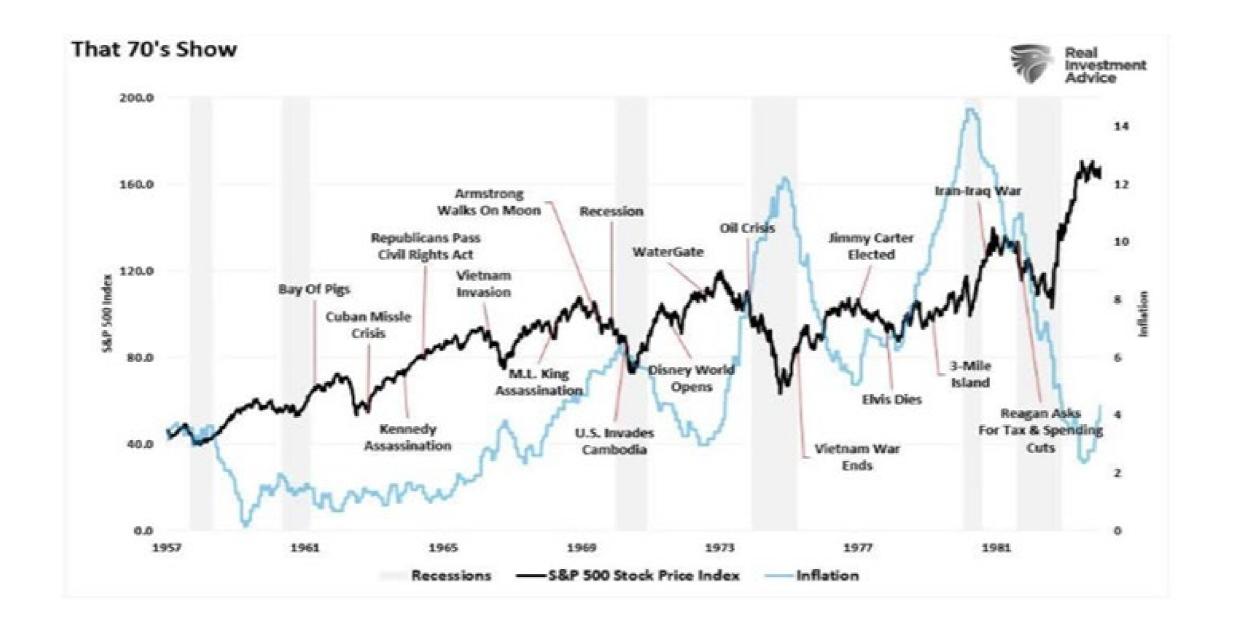
PEAK MARKET ENTHUSIASM

Stock market concentration is more than double the Dotcom bubble.





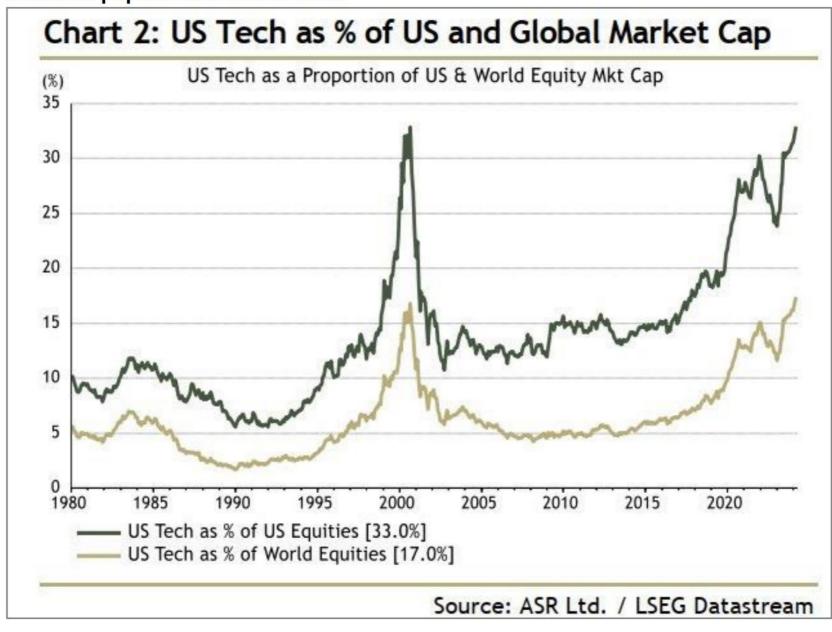
PEAK MARKET ENTHUSIASM





EUPHORIA IN MARKET SECTORS

Tech is as popular as it was in 2000.





EUPHORIA IGNORANCE

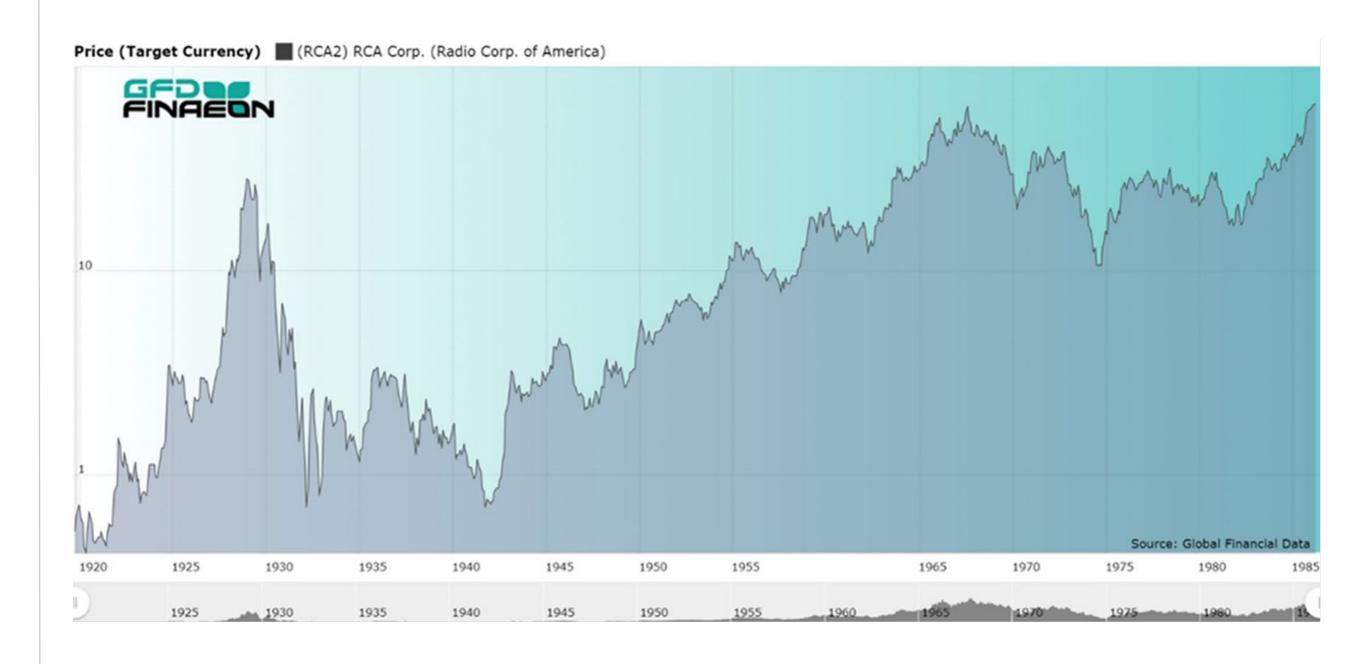
				Largest Co	ompanies Globally by N	/larket Cap				
	1980		1990		2000		2010		20	20
	1	0-Yr Fwd		10-Yr Fwd		10-Yr Fwd		10-Yr Fwd		10-Yr Fwd
Rank	Company	Return	Company	Return	Company	Return	Company	Return	Company	Return
	IBM		Nippon Telegraph	-1%	Microsoft	5%	PetroChina	-10%	Apple	?
1			& Telephone							
2	AT&T		Bank of Tokyo- Mitsubishi	-5%	General Electric	-6%	Exxon Mobil	-2%	Saudi Aramco	?
3	Exxon		Industrial Bank of Japan (1)	-12%	NTT DoCoMo	-8%	Microsoft	26%	Microsoft	?
4	Standard Oil		Sumitomo Mitsui Banking	-5%	Cisco	-6%	ICBC	4%	Amazon	?
5	Schlumberger	0%	Toyota Motors	10%	Walmart	2%	Walmart	13%	Alphabet	?
	Shell	16%	Fuji Bank (1)	-10%	Intel	-2%	China	4%	Facebook	?
6							Construction Bank			_
7	Mobil		Dai-ichi Kangyo Bank (1)	-8%	Nippon Telegraph & Telephone	-6%	BHP Billiton	3%	Tencent	?
8	Atlantic Richfield	13%	IBM	14%	Exxon Mobil	8%	HSBC	-1%	Tesla	?
	General	18%	UFJ Bank	-8%	Lucent	-28%	Petrobras	1%	Alibaba	?
9	Electric									
	Eastman Kodak	8%	Exxon	17%	Deutsche	-7%	Apple	30%	Berkshire	?
10					Telekom				Hathaway	
	Top 10 Average	12%	Top 10 Average	-1%	Top 10 Average	-5%	Top 10 Average	7%		
	S&P 500	14%	S&P 500	17%	S&P 500	1%	S&P 500	14%		

Source: @CharlieBiello, Bloomberg



⁽¹⁾ Return for Industrial Bank of Japan, Fuji Bank and Dai-ichi Kangyo Bank is 12/31/1990 to 9/21/2000 (on 9/21/2000, these three banks merged to create Mizuho Financial Group).

EUPHORIA IGNORANCE



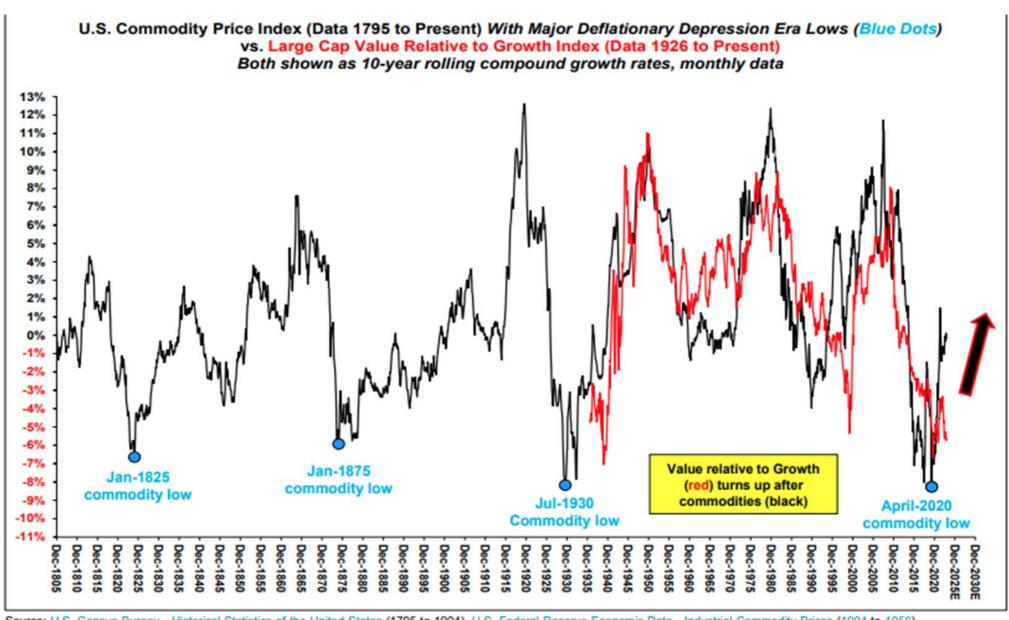




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COMMODITIES



Source: U.S. Census Bureau - Historical Statistics of the United States (1795 to 1904), U.S. Federal Reserve Economic Data - Industrial Commodity Prices (1904 to 1956), Bloomberg commodity price data (1956 to 1994) and (1994+). Value vs. Growth is the Ken French (Data) from 1926-77 and Bloomberg Growth and Value Total Return



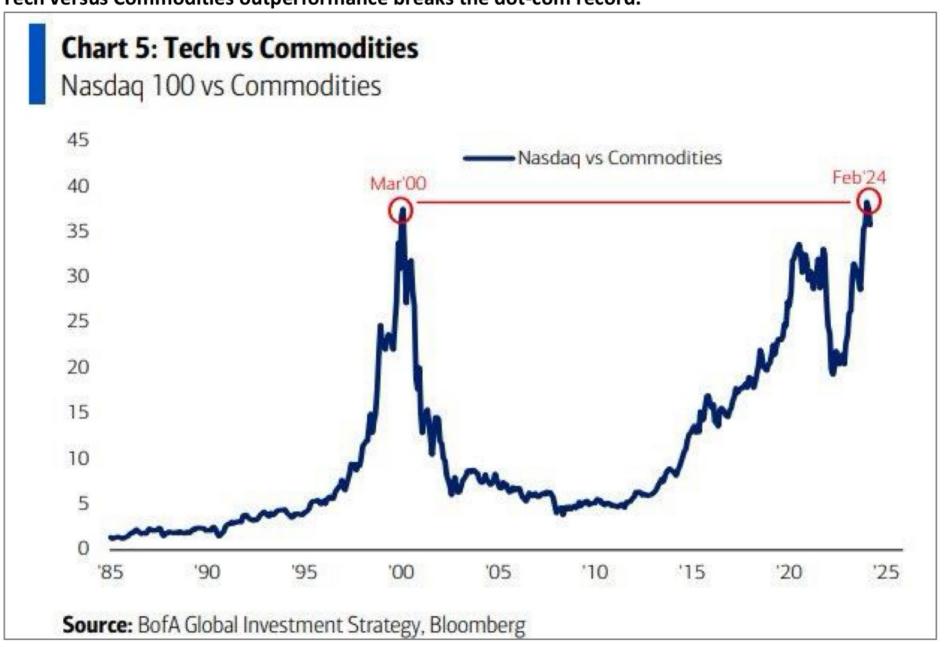
DROP TROW PIVOT 1968-69

"Given the unpopular, increasingly expensive, out-of-control war in Vietnam, the huge costs of the Great Society program, and the large ensuing budget deficits, Mr. Price's sensitive antennae were up. His concerns began to increase about the country's future and the outlook for the stock market. He believed that economic history continually repeated itself because it was driven by human nature. As he had written in the 1937 pamphlet "Change: The Investor's Only Certainty": "The basic social, economic, and political currents flow as long as human beings remain in control."



COMMODITIES

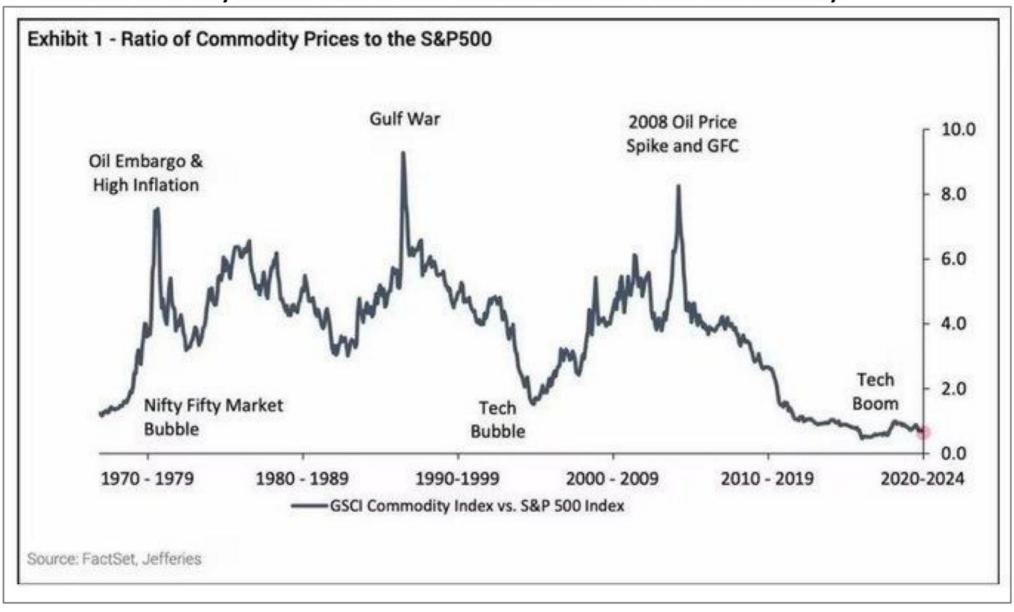
Tech versus Commodities outperformance breaks the dot-com record.





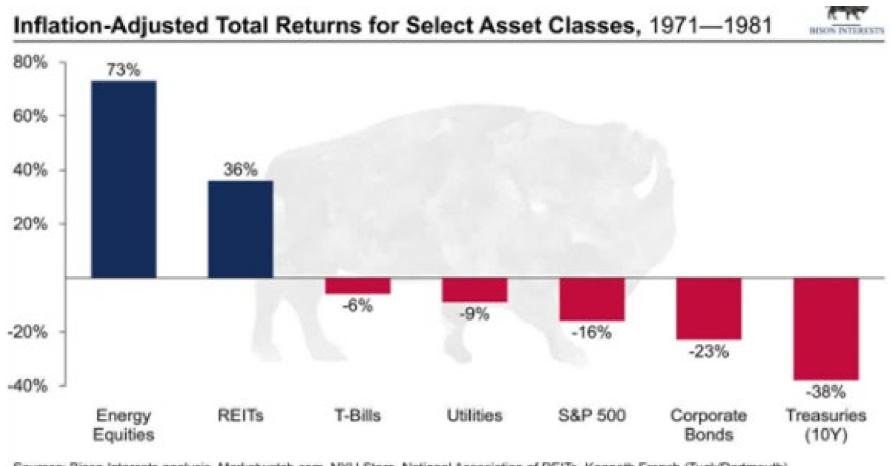
COMMODITIES

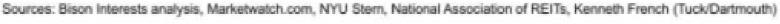
Commodities have only been this out of favor three times in more than half a century.





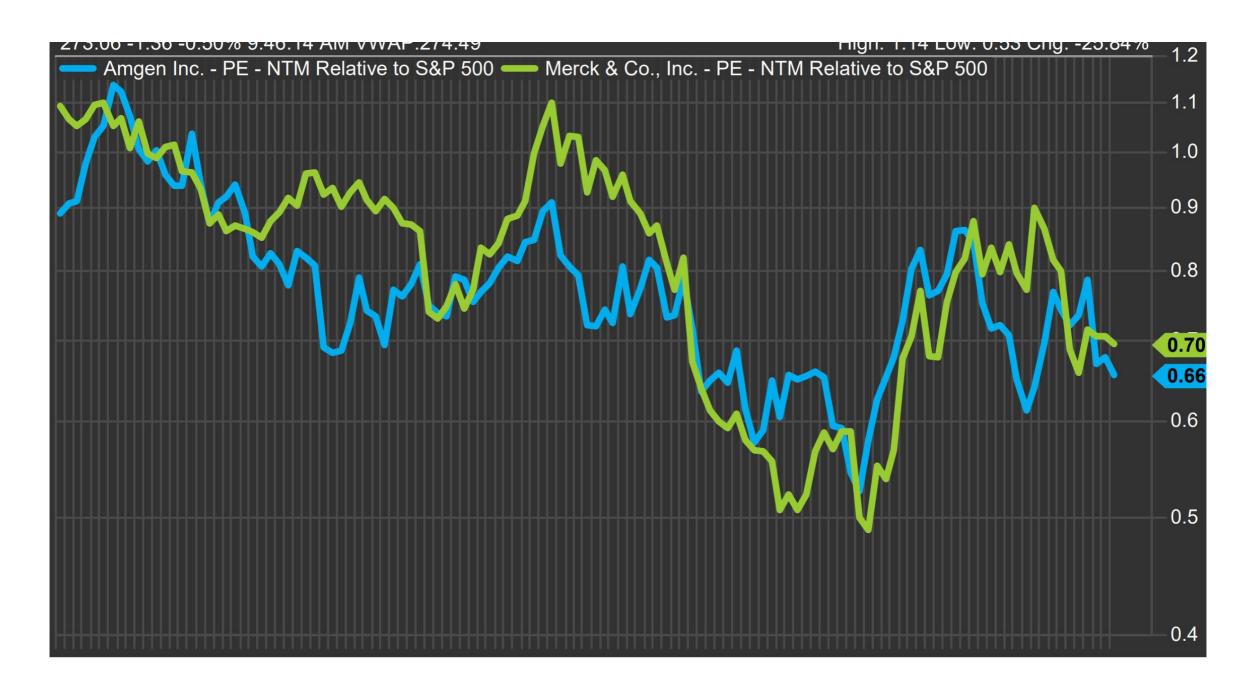
COMMODITIES







INVEST AT LOWER P/E MULTIPLES







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Basis point: A basis point is one hundredth of one percent, used chiefly in expressing differences of interest rates.

Book Value: A company's common stock equity as it appears on a balance sheet, equal to total assets minus liabilities, preferred stock, and intangible assets such as goodwill.

Cash Flow: A revenue or expense stream that changes a cash account over a given period.

Debt/Equity: A measure of a company's financial leverage calculated by dividing its total liabilities by stockholders' equity.

Debt/Total Capital: A company's debt-to-capital ratio or D/C ratio is the ratio of its total debt to its total capital, its debt and equity combined.

Dividend yield is represented as a percentage and can be calculated by dividing the dollar value of dividends paid in a given year per share of stock held by the dollar value of one share of stock.

Earnings before interest, tax, depreciation and amortization (EBITDA) is a measure of a company's operating performance.

Earnings per share (EPS) is the portion of a company's profit allocated to each outstanding share of common stock.

Free Cash flow: measures the cash generating capability of a company by adding non-cash charges (e.g. depreciation) and interest expense to pretax income.

Free cash flow per share is a measure of a company's financial flexibility that is determined by dividing free cash flow by the total number of shares outstanding.

Free cash flow to sales (FCF Sales) is a valuation ratio that measures a company's surplus cash flow against sales revenues.

Free cash flow yield is an overall return evaluation ratio of a stock, which standardizes the free cash flow per share a company is expected to earn against its market price per share.

Gross margin: A company's total sales revenue minus its cost of goods sold (COGS), divided by total sales revenue.

Leverage: The relationship of debt to equity.

Mutual Fund Portfolio Turnover: A measure of the trading activity in the fund's portfolio of investments. In other words, how often securities are bought and sold.

Net profit margin is the ratio of net profits to revenues for a company or business segment.

Nifty Fifty refers to the 50 popular large-cap stocks on the New York Stock Exchange in the 1960s and 1970s that were widely regarded as solid buy and hold growth stocks, or "Blue-chip" stocks.

Operating Cash Flow (OCF): refers to the amount of cash a company generates from the revenues it brings in, excluding costs associated with long-term investment on capital items or investment in securities

Operating margin: a margin ratio used to measure a company's pricing strategy and operating efficiency.

The price-to-cash-flow ratio is the ratio of a stock's price to its cash flow per share.

The price-to-book ratio (P/B Ratio) is a ratio used to compare a stock's market value to its book value.

Price/Earnings (P/E): the ratio of a firm's closing stock price & its trailing 12 months' earnings/share.

Price/Sales (P/S) ratio shows how much investors are willing to pay per dollar of sales for a stock.

Return on assets (ROA) is an indicator of how profitable a company is relative to its total assets.

Return on equity (ROE) is the amount of net income returned as a percentage of shareholders equity.

Return on total capital is a profitability ratio that measures profit earned by a company using both its debt and equity capital

Return on invested capital (ROIC) is a profitability ratio. It measures the return that an investment generates for those who have provided capital, i.e. bondholders and stockholders.

Russell 1000 Index is an index that represents the highest-ranking 1,000 stocks in the Russell 3000 Index, which represents about 90% of the total market capitalization of that index.

Russell 1000 Value Index refers to a composite of large and mid-cap companies located in the United States that also exhibit a value probability.

S&P 500 Index: A market-value weighted index consisting of 500 stocks chosen for market size, liquidity, and industry group representation.

Standard deviation is a measure of the dispersion of a set of data from its mean.

Trailing price-to-earnings (P/E) is a relative valuation multiple that is based on the last 12 months of actual earnings.



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