

Fund Review

MI Hawksmoor

Global Opportunities Fund

November 2020

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Defaqto Fund Reviews

This document is designed to provide the reader with a quantitative overview of the fund reviewed. The review then goes on to examine information of a more qualitative nature, which has been obtained through an interview process with the fund manager/s.

The qualitative information covers specific areas including the fund manager's philosophy, their people, and the processes they employ. Additional information is also provided on their research capability, the resources they have at their disposal and how they manage risk.. All of this information goes towards creating this comprehensive Fund Review.

Defaqto Ratings

Ratings to help advisers and their clients make better informed decisions

The Defaqto experts have created a range of ratings to help advisers find the best product or proposition for their clients.



Show at a glance how a fund or fund family performs in comparison to the rest of the market.



Demonstrate the comprehensiveness of products across a range of areas, from pensions to DFMs.



An overall assessment of service – by advisers for advisers.

Suitability ratings to support compliant advice

Defaqto have created a set of ten Risk Profiles, and four Income Risk Profiles with corresponding ratings to which funds are mapped using a robust process. This helps advisers to evidence suitability for their clients in both the accumulation and decumulation phase:



Fund Review

Fund manager names: Daniel Lockyer & Ben Conway

Fund name: Global Opportunities

Lead author: Fraser Donaldson



Executive summary



Hawksmoor is a growing, profitable, asset management company that has benefited from a restructure two years ago, where a new discretionary management team has been put in place allowing the fund management team to concentrate solely on the running of the Hawksmoor funds.

The fund managers are Ben Conway and Daniel Lockyer, who have both been at Hawksmoor for more than 10 years, and are assisted by Ben Mackie and Dan Cartridge.

The primary objective of the Global Opportunities fund is to deliver returns, after charges, in excess of global markets over the longer term. The portfolio will remain fully invested with a minimum exposure to equities of 60% and unconstrained by region or sector.

Hawksmoor have an unconstrained approach to asset allocation. This flexibility is not viewed as an opportunity to increase risk, rather it is their belief that reliance on artificial limits can hinder the successful implementation of their portfolio construction risk controls.

Hawksmoor are active managers, they do not invest to a benchmark and they aim to remain fully invested at all times. They aim to stick to their long term view and in doing so will accept short term periods of higher volatility.

Hawksmoor feel they have an advantage in their size, in that they can invest in smaller funds (boutiques, start-ups and closed-end funds). As well as seeing the benefits of possible

early growth, they believe that this helps in developing stronger relationships with the fund managers and aids their qualitative driven investment process.

Significant exposure to investment trusts, gives Hawksmoor access to a wider range of asset classes including property, private equity and even areas such as ships and songs. This enables Hawksmoor to target their investments more accurately to the themes they believe in.

Hawksmoor operate a collegiate approach to investment, with all members operating a generalist approach to fund analysis. Being qualitative driven, the team undertake more than 500 manager meetings a year. Notes and conclusions are all peer reviewed amongst the whole team before any action is considered by the fund managers.

Hawksmoor view risk to the investor as the risk of permanent loss of capital. With this in mind they do not believe in assessing risk by correlation to a benchmark or a statistical measure of volatility, rather they assess how volatility may change in the future, which works with the more qualitative approach.

Internal oversight of the fund is provided by the compliance team. External oversight of the fund is provided by the funds' Authorised Corporate Director and the funds' Depositary and Custodian, Northern Trust.

About Hawksmoor

Founded in 2007, Hawksmoor Investment Management is a privately owned business originally set up to provide private client portfolio management. For the last 10 years or so the company has also been providing fund management. As at the end of January 2020, Hawksmoor managed in excess of £1.5bn. This is split approximately 70% discretionary portfolio management, 30% fund management (Hawksmoor Fund Managers). Revenue attribution between discretionary and funds is approximately 50/50.

Until the end of 2018, Ben Conway and Daniel Lockyer managed both the funds and the model portfolio service portfolios. A major restructure has resulted in Ben and Daniel running the funds, with the managed portfolio service

portfolios being run by a new team, headed by Jim Wood-Smith. The fund managers see this as a positive step allowing them to concentrate on the management of funds only.

2018 saw Hawksmoor achieve a gross profit for the first time in several years, although once the 'golden hello's' had been paid to new investment managers on the discretionary side this became a net loss. However, golden hellos have been paid and overall assets have been growing strongly (increased by more than £0.5bn in 2019) so Hawksmoor appear to be set fair for the future.

The fund management team are based in Exeter, with offices in London, Taunton, Dorchester and Bury St Edmunds



Quantitative review



All analysis using Morningstar data to 30 November 2020

Investment objective

The primary objective of the Global Opportunities fund is to deliver returns, after charges, in excess of global markets over the longer term, which is defined by Hawksmoor as rolling periods of 5+ years. The managers will invest in a diverse number of financial assets, using collectives to invest in long term structural growth themes and also exploiting inefficiencies in the closed-end sector.

The portfolio will remain fully invested with a minimum exposure to equities of 60% and unconstrained by region or sector. The managers expect short term fluctuations in value, so investors need to be aligned with the managers longer term view.

Fund information and classification

Launch date	18 September 2018
Fund Manager	Daniel Lockyer & Ben Conway
Domicile	GBR
Assets	Active
Approach	Return Focused
Type	OEIC

IA sector	Flexible Investment
Morningstar category*	GBP Flexible Allocation
Defaqto Diamond Rating Type	Multi-Manager Return Focused
Diamond Rating	4

*Note: The Morningstar Category is used in all comparative analysis, over the following pages.

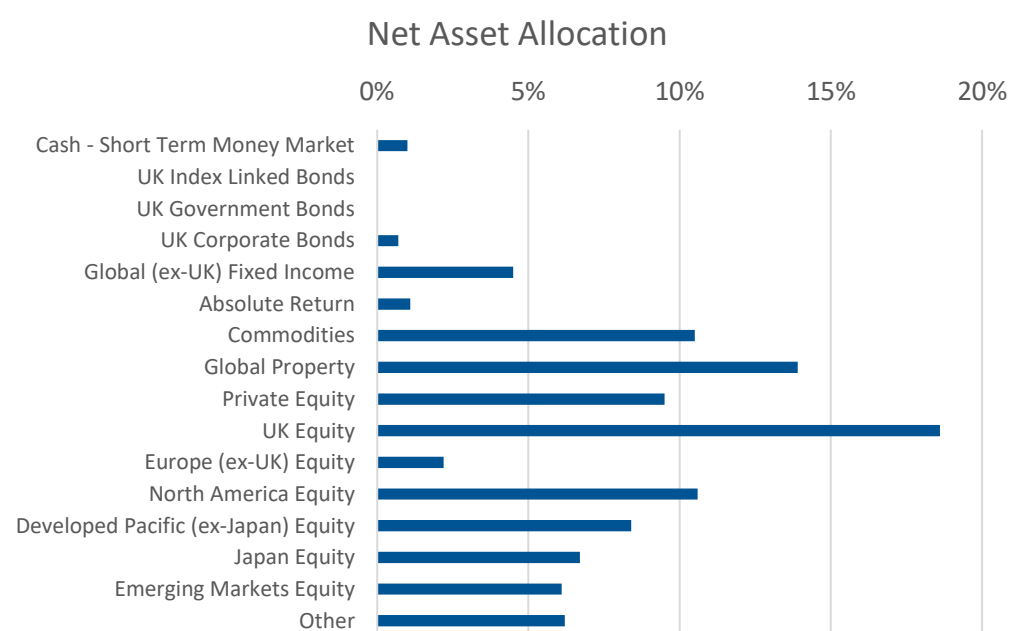
Asset allocation

Invested in a diverse range of assets, what is of particular interest to Hawksmoor in these markets are asset classes that appear to be pricing in a less optimistic scenario than that implied by mainstream markets.

Hawksmoor are currently keen on gold mining equities, US structured credit, Asian and emerging market credit, UK

value equities and selected Asian equities. The portfolio also includes what Hawksmoor believe are a number of mis-priced investment trusts.

Other than sticking to a 60% equity minimum, the fund does not have any regional or sector restrictions.



Note

This asset allocation chart is drawn using the 16 asset classes (including 'other') that we use in our modelling.

This may differ slightly from the asset allocation described by the fund manager, due to various asset class roll-up and mapping variances.

Top 10 holdings

In some respects the top ten holdings reflect the philosophy and process of Hawksmoor. Firstly, there is evidence of good diversification with only 35.6% of the fund represented by the top ten holdings. Secondly, the list contains a number of holdings that are perhaps unfamiliar to many investors as

they are either smaller, boutique funds or closed ended funds. Thirdly, Hawksmoor's belief that their size allows them to target asset allocation is borne out by holdings such as Phoenix Spree Deutschland which focuses on German rental properties.

Date	30 September 2020
Total Number of Holdings	49
Exposure to Investment Trusts (%)	43.1
Assets in Top 10 Holdings (%)	35.90

Name	Sector	Country	% of assets
Merian Gold & Silver	Equity	Global	5.1
Oakley Capital	Private Equity	Europe	4.6
Phoenix Spree Deutschland	Real Estate	Germany	4.6
Blue Whale Growth	Equity	Global	3.5
Ninety One Global Gold	Equity	Global	3.4
Polar Capital UK Value Opportunities	Equity	UK	3.1
Aviva Global Equity Unconstrained	Equity	Global	3.0
Urban Logistics REIT	Real Estate	UK	2.9
Gresham House UK Multi-Cap Income	Equity	UK	2.8
Teviot UK Smaller Companies	Equity	UK	2.6

Liquidity

Based on the portfolio at the end of September 2020, Hawksmoor have declared the following liquidity position.

The majority of the portfolios are invested in open ended funds, all of which are daily dealing, so can be liquidated in one day.

For investment trusts, of which there is a significant exposure, Hawksmoor conservatively estimate the number of days based on 15% of the 120 day trading volume average.

Days to liquidate holdings	% of portfolio
1 - 5 days (%)	82.14
10– 20 days (%)	14.52
20+ days (%)	3.34

Source: Hawksmoor October 2020

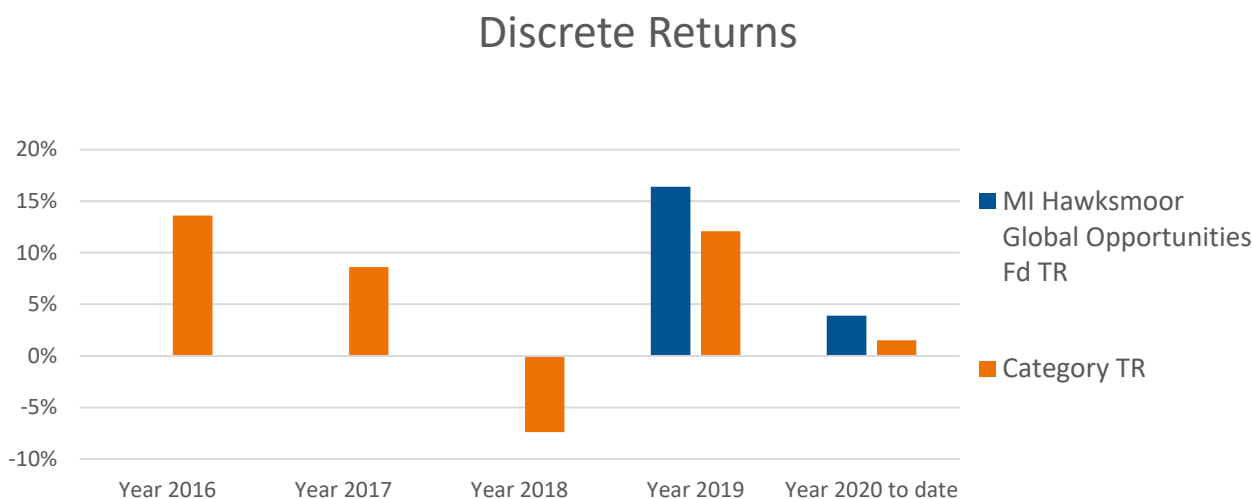
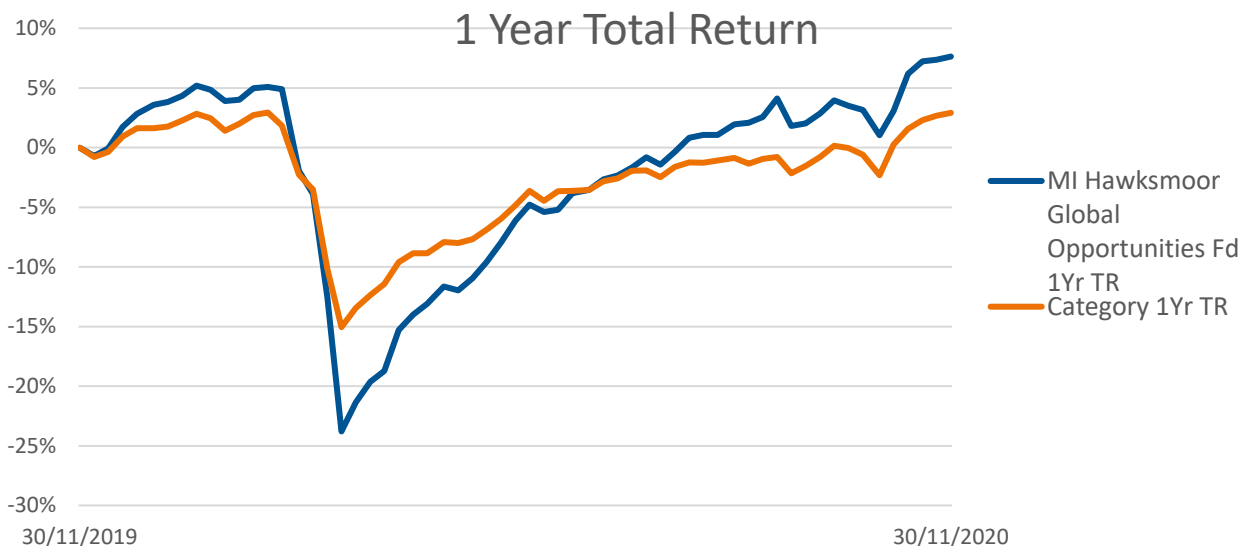
Performance - total and discrete returns

It is perhaps a little early to judge the performance of the Global Opportunities fund, but early indications are that it is performing as expected. Taking a longer term view, a certain amount of volatility is expected. Since launch, the fund has outperformed its sector average, with 2019 being a good year compared to the sector average.

Over the course of 2020 the performance took a big hit at the beginning of the pandemic and early weeks of lockdown.

However, the fund has recovered strongly, significantly outperforming its peers.

Hawksmoor have stuck to their guns on being fully invested and sticking to their long term strategy appearing to have made good asset allocation decisions that have contributed to this strong recovery, all of which bodes well for the future.

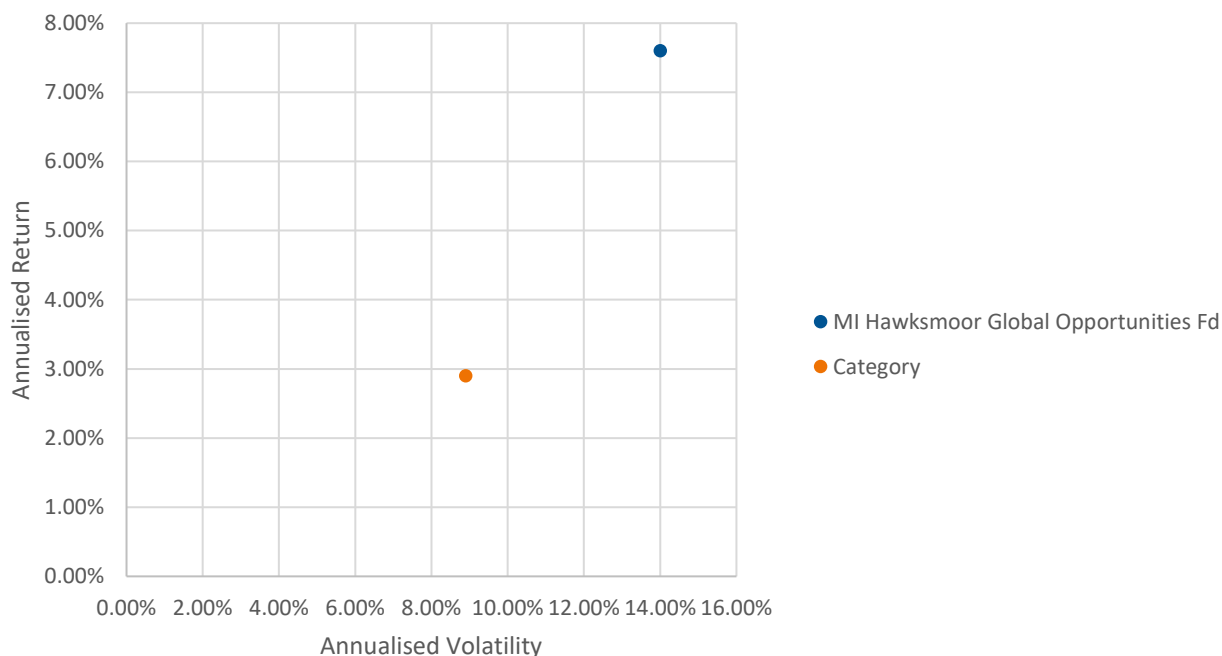


Risk

Again, a little early to judge fully but so far, investors are being well rewarded for the risk being taken. While the fund has taken on more risk than its peers, exhibiting higher

volatility, annualised return (just one year) is significantly higher than the sector average.

1 Year Risk & Return



Drawdown

In keeping with the philosophy of the fund, where short term volatility would not override the need to hold good value stocks, the Maximum drawdown is estimated at 29.2%. This figure is in no small part due to the drop in value over March and April, although we have seen the fund recovering strongly since then. It is no surprise, therefore, that positive months have outperformed negative ones by a ratio of 3:1.

Last 12 Months	
Max Drawdown	-29.2%
Positive Months	9
Negative Months	3
Worst Month	-18.0%

Fund size and fees

The Global Opportunities fund is still relatively new, having only been launched in September 2018. None-the-less the fund continues to receive positive inflows and currently sits with a respectable fund size of £26m. As the higher risk fund of the multi-asset family of funds, inflows are likely to be less than the lower risk options.

While both the OCF and transaction fees are a little higher than average, this has so far not been detrimental to performance and we would expect that fees come down as the fund increases in size.

AUM	£26M
Date	30 November 2020
OCF Estimated	1.49%
OCF Actual	1.49%
Transaction Fee Actual	0.51%
Performance Fee (Yes/No)	No
Performance Fee Actual	n/a

Philosophy

The fundamental aim of Hawksmoor is to achieve client objectives rather than shooting for volatility and/or performance targets. This applies to all their funds and managed portfolios. With this in mind, the driver of their due diligence is qualitative rather than quantitative.

In turn, this means that Hawksmoor have an unconstrained approach to asset allocation. The only constraints are those imposed by the Investment Association (IA) sector in which the fund sits and the rules governing UCITS funds. This flexibility is not viewed as an opportunity to increase risk, rather it is their belief that reliance on artificial limits can hinder the successful implementation of their portfolio construction risk controls.

Hawksmoor do not invest to a benchmark and they aim to remain fully invested at all times. They aim to stick to their long term view and in doing so will accept short term periods of higher volatility.

Hawksmoor are in favour of active management, they seek out smaller funds which they believe they can develop stronger relationships with, which chimes with their more

qualitative approach. Because of their size they can invest in smaller funds getting the benefit of early growth and have some exposure to 'incubator' funds

Hawksmoor's size also allows them to invest in closed-end funds to a significant extent, where larger funds cannot. This gives them access to a wider range of asset classes including property, private equity and even areas such as ships and songs. In turn, this enables Hawksmoor to target their investments more accurately to the themes they believe in.

Given their fundamental aim, they not only look to diversify their portfolios but also build in a value margin of safety to their selections. The Team aim to seek good value investments that exhibit this margin of safety, but that does not necessarily preclude investments in high growth areas.

Hawksmoor will not rule out fund capacity restraints should the size of their funds reach a level that compromises their philosophy.

People

Ben Conway and Daniel Lockyer are the lead managers for this fund.

Ben joined Hawksmoor in July 2010. He has worked on the Fund Management team since 2011 and been a co-manager of the Vanbrugh, Distribution and Global Opportunities Funds since January 2014. In the Autumn of 2018 he was appointed a Director of Hawksmoor Investment Management Limited and is now Head of the Fund Management Team.

Daniel joined Hawksmoor in June 2009 as Fund Manager and remains co-manager of the Vanbrugh, Distribution and Global Opportunities Funds. He is also CIO – Fund Management.

Ben and Daniel are ably assisted by Ben Mackie, Dan Cartridge and Richard Scott. Ben joined Hawksmoor in 2019 as a fund manager. Dan, an assistant fund manager joined Hawksmoor in 2016. Richard was a co-manager of both the Vanbrugh fund and the Distribution fund since launch, having established the fund management department. Since the beginning of 2019, he works as an adviser to the Hawksmoor Fund Management team.

The Executive Board of Hawksmoor are Sarah Soar, Chief Executive. James Gaisford, Finance Director. Ben Conway, Head of Fund Management. Jess De Alwis, Head of Compliance.

The Fund Management Team



The fund management team from left to right: Ben Mackie, Ben Conway, Daniel Lockyer, Dan Cartridge, Hannah Isaac, David Chapman.

Ben Conway, Senior Fund Manager and Director, joined Hawksmoor in 2010 and has been a co-manager of the Vanbrugh, Distribution and Global Opportunities Funds since January 2014. Before this, he specialised in Japanese equities at Deutsche Bank and Merrill Lynch. In the Autumn of 2018 he was appointed a Director of Hawksmoor Investment Management Limited and is now Head of the Fund Management Team.

Daniel Lockyer, Senior Fund Manager, was a founding member of iimia in 2002. His role progressed from assistant fund manager of the iimia Accelerated Fund and iimia Investment Trust, to lead manager of the iimia Income Fund and finally Head of Investment Services. He joined Hawksmoor in June 2009 as Fund Manager and remains co-manager of the Vanbrugh, Distribution and Global Opportunities Funds. Previously, he was Head of Investment Services at iimia and lead manager of the iimia Income Fund.

Ben Mackie, Fund Manager, joined Hawksmoor in 2019 as a Fund Manager and helps manage the Vanbrugh, Distribution and Global Opportunities Funds. He is a Fellow of the Chartered Institute for Securities and Investment.

Dan Cartridge, Assistant Fund Manager, joined Hawksmoor in October 2016 and was promoted to Assistant Fund Manager in November 2018 in relation to the Vanbrugh, Distribution and Global Opportunities Funds. He has completed his Investment Management Certificate and has passed Level 1 of the CFA programme.

David Chapman, Business Development Manager, has worked in financial services since 1986, working in Stockbroking and Investment Management – most recently spending 23 years at BlackRock covering IFAs and discretionary clients before joining Hawksmoor in November 2018.

Hannah Isaac, Head of Fund Operations, joined Hawksmoor in 2010 and is now responsible for the administration of the Vanbrugh, Distribution and Global Opportunities Funds, as well as providing sales and marketing support. Hannah holds the Investment Management Certificate.

Process

Hawksmoor operate a collegiate approach to investment. The fund management team is close-knit, with all members operating a generalist approach to fund analysis. Lines of communication between the team are permanently open and access to all research and meeting notes can be accessed by the team at any time in their internal library.

Although a separate team, all notes and research produced by the discretionary team are also available.

Hawksmoor, where possible, and because of their size are able to include smaller funds (boutique, start-ups and closed-end funds), which gives them a larger pool of potential investments than many of their peers, and also enables them to target preferred themes more accurately.

Hawksmoor believe that supporting smaller funds, leads to much stronger relationships with the fund managers.

This is important as the foundation of Hawksmoor's investment process is qualitative rather than quantitative. There are likely to be at least two due diligence meetings with a fund manager before a fund is considered for inclusion in the portfolio. Once selected, there would be at least one formal fund manager meeting a year and also likely one or more informal meetings/calls.

The analyst due diligence notes and opinion, from fund manager meetings, are a key input in to the fund selection process.

Overall, the team undertake some 500+ manager meetings each year.

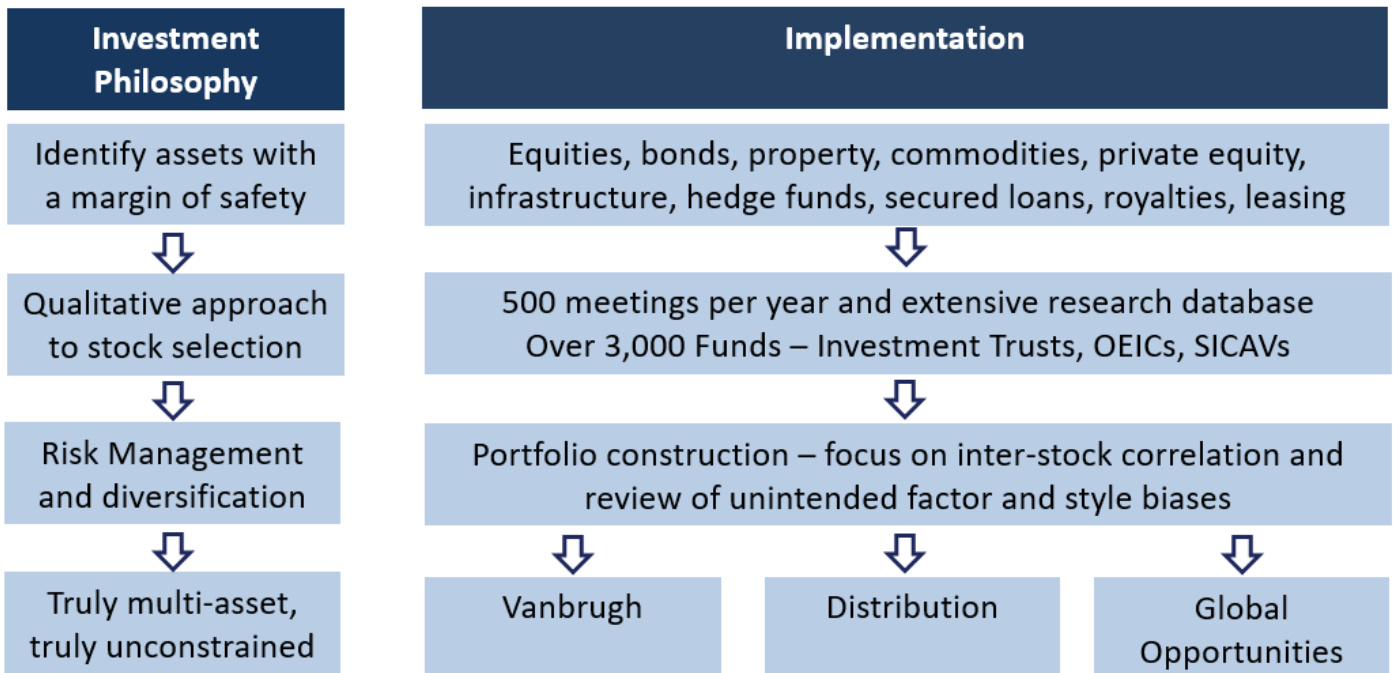
Prospective funds are discussed amongst the whole team. The key questions being:

- Is the fund needed to fulfil portfolio construction requirements?
- Is the fund better than what they have already got in the portfolio?
- Is the fund (underlying holdings) exhibiting good value in terms of price, or for closed-end funds perhaps undervalued?
- Do the fund managers operate a philosophy and process that chimes with their own?

Before a fund is included in a portfolio, at least two of the four fund managers have to agree to its inclusion.

While there is perhaps less formality in terms of structure and meeting regularity, this approach is perhaps well suited to the close-knit nature of the team and their collegiate approach.

They would consider imposing fund capacity limits if size ever got in the way of their process and philosophy.



Source: Hawksmoor November 2020

Risk management

Hawksmoor do not believe in running risk models, suggesting that nothing works well enough. They do, however, run frequent compliance test tolerances to ensure that the portfolio is not too heavily weighted to one fund or theme and that sufficient diversification is maintained.

All prospective investment selections are peer reviewed with at least two of the four fund managers having to agree actions before any portfolio change are made.

Portfolio construction ensures diversification in terms of asset distribution, despite the fund being unconstrained in terms of asset allocation.

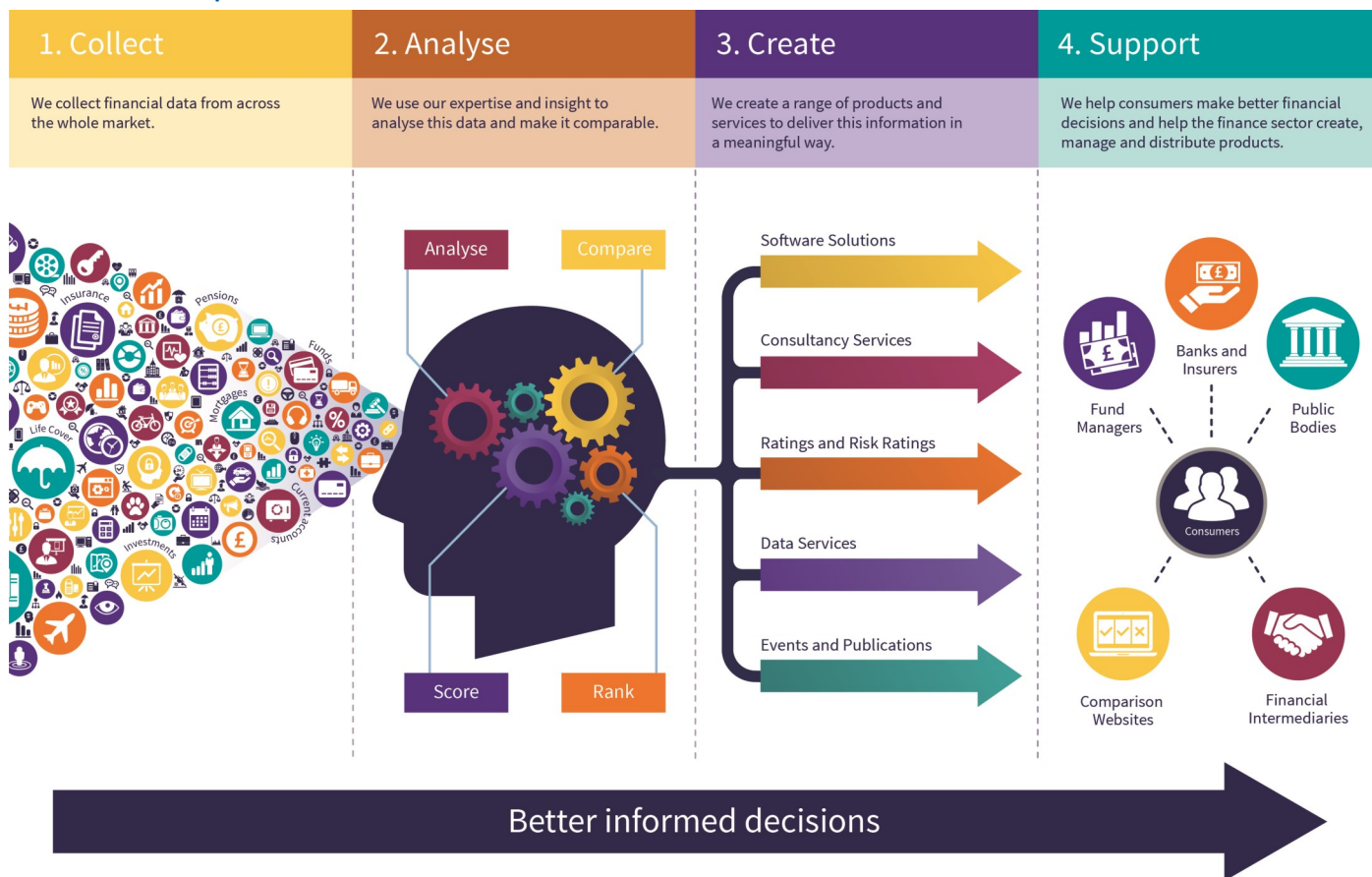
Hawksmoor view risk to the investor as the risk of permanent loss of capital. With this in mind they do not believe in assessing risk by correlation to a benchmark or a statistical measure of volatility.

Hawksmoor see volatility as a backward looking by-product of performance and as such take what they see as a common sense approach by assessing how volatility may change in the future, which means using a more qualitative approach.

The historic quantitative factors the team use include: the last 10 years' discrete volatility, the maximum drawdown and the fund's beta relative to a composite index of financial assets. The forward-looking qualitative factors used include: valuations, structural changes, correlation benefits within portfolios, style and mandate of the fund.

Internal oversight of the fund is provided by the compliance team. External oversight of the fund is provided by the funds' Authorised Corporate Director (Maitland Institutional Services Ltd) and the funds' Depositary and Custodian, Northern Trust.

About Defaqto



Defaqto is a financial information business, helping financial institutions and consumers make better informed decisions.

Our independent fund and product information helps banks, insurers and fund managers with designing and promoting their propositions. We analyse more than 41,000 financial products in the UK. These products change on a daily basis, and our customers need help with keeping track of this.

We have been doing this for over 20 years, and we have 60 analysts spending 400 hours a day monitoring the market. They ensure that the information we provide is accurate and up to date. Our experts have done all the hard work so that financial institutions and consumers can make better informed decisions.

If you would like more information please contact sales@defaqto.com or call us on 0808 1000 804.

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