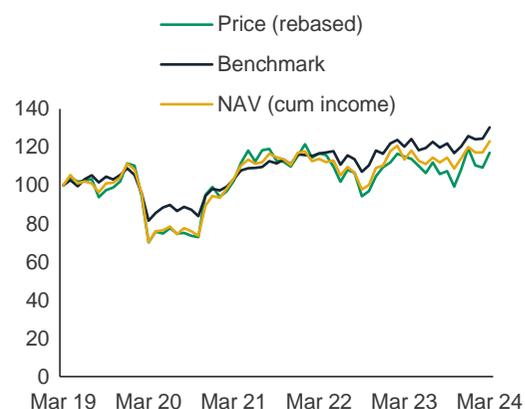
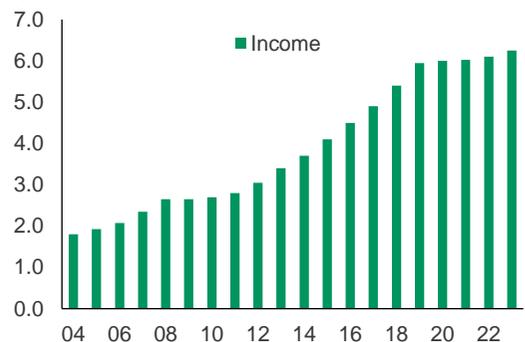


## Share price performance (total return)



## Dividend history (pence/share)



Please note that this chart could include dividends that have been declared but not yet paid.

Performance over (%)	6m	1y	3y	5y	10y
Share price (Total return)	8.9	1.8	14.4	17.1	29.5
NAV (Total return)	7.5	8.5	18.8	23.1	45.9
Benchmark (Total return)	6.9	8.4	26.1	30.3	75.3
Relative NAV (Total return)	0.6	0.1	-7.4	-7.2	-29.3

Discrete year performance (%)	Share price (total return)	NAV (total return)
31/3/2023 to 31/3/2024	1.8	8.5
31/3/2022 to 31/3/2023	-1.5	-0.4
31/3/2021 to 31/3/2022	14.1	9.9
31/3/2020 to 31/3/2021	45.9	47.2
31/3/2019 to 31/3/2020	-29.8	-29.6

All performance, cumulative growth and annual growth data is sourced from Morningstar.

Source: at 31/03/24. © 2024 Morningstar, Inc. All rights reserved. The information contained herein: (1) is proprietary to Morningstar and/or its content providers; (2) may not be copied or distributed; and (3) is not warranted to be accurate, complete, or timely. Neither Morningstar nor its content providers are responsible for any damages or losses arising from any use of this information. **Past performance does not predict future returns.**

## Commentary at a glance

### Performance

In the month under review the Company's NAV total return was 5.0% and the FTSE All-Share Index total return was 4.8%.

### Contributors/detractors

The best performers included DS Smith (which received takeover interest) and Aviva (which reported encouraging results). The largest detractor was consumer lender Vanquis.

### Outlook

The lower valuation of the UK equity market (versus both its overseas peers and its own history) makes us positive on the outlook for UK equities.

See full commentary on page 3.

References made to individual securities do not constitute a recommendation to buy, sell or hold any security, investment strategy or market sector, and should not be assumed to be profitable. Janus Henderson Investors, its affiliated advisor, or its employees, may have a position in the securities mentioned.

## Company overview

### Objective

The Company aims to give shareholders a higher than average return with growth of both capital and income over the medium to long-term, by investing in a broad spread of predominantly UK companies. The Company measures its performance against the FTSE All-Share Index Total Return.

### Highlights

A growth and income company with a diversified portfolio of mainly UK equities and a strong dividend track record.

## Company information

NAV (cum income)	138.2p
NAV (ex income)	136.5p
Share price	121.5p
Discount(-)/premium(+)	-12.1%
Yield	5.2%
Net gearing	13%
Net cash	-
Total assets	£419m
Net assets	£373m
Market capitalisation	£328m
Total voting rights	270,185,650
Total number of holdings	115
Ongoing charges (year end 30 Sep 2023)	0.60%
Benchmark	FTSE All-Share Index

Source: BNP Paribas for holdings information and Morningstar for all other data. Differences in calculation may occur due to the methodology used.

Please note that the total voting rights in the Company do not include shares held in Treasury.

Please remember that past performance does not predict future returns. The value of an investment and the income from it can rise as well as fall as a result of market and currency fluctuations, and you may not get back the amount originally invested. Please refer to the glossary for the definition of share price total return.

### How to invest

Go to [www.janushenderson.com/howtoinvest](http://www.janushenderson.com/howtoinvest)

### Find out more

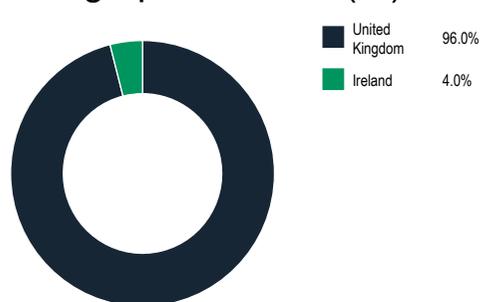
Go to [www.lowlandinvestment.com](http://www.lowlandinvestment.com)

Top 10 holdings (%)

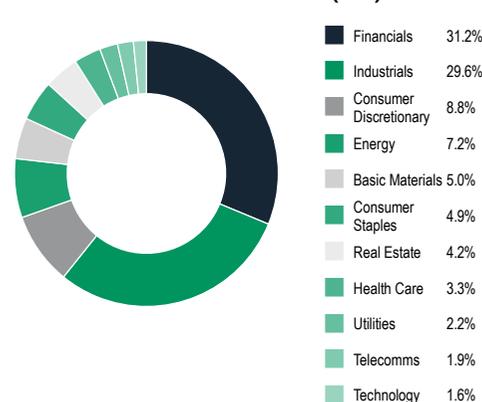
BP	2.9
HSBC	2.5
Rolls-Royce	2.4
GSK	2.4
Shell	2.4
Aviva	2.3
Standard Chartered	2.1
M&G	2.1
FBD	2.1
Irish Continental Group Plc	1.9

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Geographical focus (%)

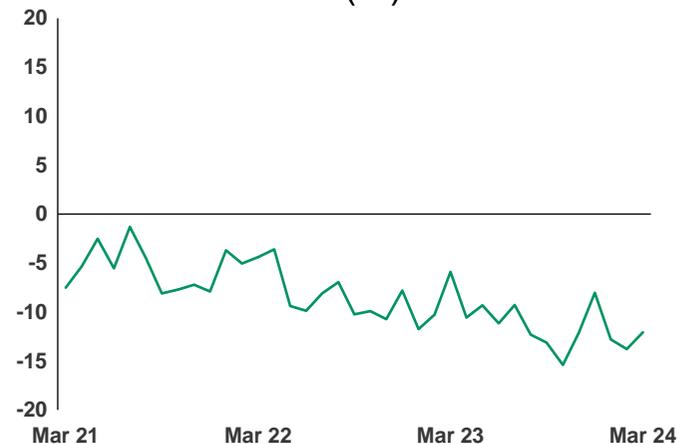


Sector breakdown (%)

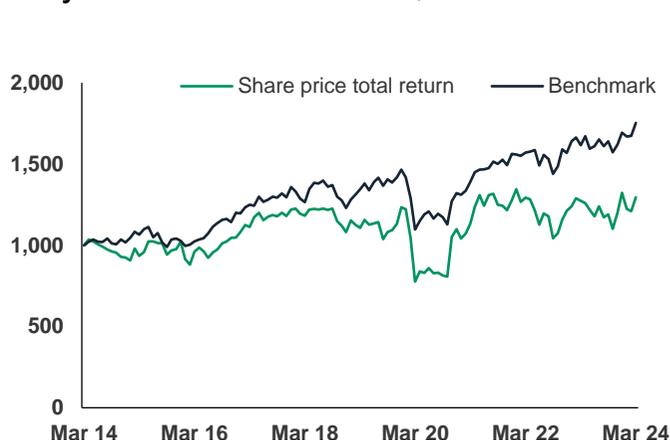


The above sector breakdown may not add up to 100% due to rounding.

Premium/(discount) of share price to NAV at fair value (%)



10 year total return of £1,000



All performance, cumulative growth and annual growth data is sourced from Morningstar. Share price total return is calculated using mid-market share price with dividends reinvested.

Key information

Stock code	LWI
AIC sector	AIC UK Equity Income
Benchmark	FTSE All-Share Index
Company type	Conventional (Ords)
Launch date	1963
Financial year	30-Sep
Dividend payment	January, April, July, October
Risk rating (Source: Numis)	Average
Management fee	0.5% of average net chargeable assets up to £325m and 0.4% in excess thereof.
Performance fee	No
<small>(See Annual Report &amp; Key Information Document for more information)</small>	
Regional focus	UK
Fund manager appointment	James Henderson 1990 Laura Foll 2016



James Henderson  
Fund Manager



Laura Foll, CFA  
Fund Manager

Please remember that past performance does not predict future returns. The value of an investment and the income from it can rise as well as fall as a result of market and currency fluctuations, and you may not get back the amount originally invested. Please refer to the glossary for the definition of share price total return.

How to invest

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Customer services

0800 832 832

Factsheet - at 31 March 2024

Marketing Communication

## Fund Manager commentary

### Investment environment

UK equities rose strongly during March. While the Bank of England (BoE) held interest rates unchanged at 5.25%, it seemed to signal a willingness to cut interest rates later this year. This boosted market sentiment.

Takeover activity in the UK market continued. There were two potential offers for paper and packaging firm DS Smith (which we hold in the portfolio) - one from US-listed firm International Paper and one from UK-listed firm Mondi.

### Portfolio review

The best performers during the month included DS Smith (which received takeover interest) and Aviva (which reported encouraging results and a share buyback). Some of the small- and medium-sized company holdings such as Reach and Senior also performed well. The largest individual detractor was consumer lender Vanquis Banking Group, which issued disappointing guidance (forecasts) for future years.

We purchased a new position in medical devices company Smith & Nephew, which was trading at a historically large valuation discount to both its overseas peers and its own history. In our view, while the orthopaedics division has challenges (it is the fourth player in a competitive global market), the wound care and sports medicine businesses which make up the

majority of the group's earnings are market leading. We thought the strength of these businesses was not being fully reflected in the valuation at the time of purchase. We also added to the existing positions in food retailer Sainsbury's and free-to-air broadcaster STV.

### Manager outlook

The UK equity market continues to trade at a substantial valuation discount to overseas equities, and we are seeing evidence of this in the number of takeovers (both accepted and rejected) so far this year. Historical evidence suggests that starting valuations materially impact long-term shareholder returns, and the starting valuation of the UK (lower than both its own history and overseas equities) therefore makes us positive on the UK market outlook.

## Factsheet - at 31 March 2024

## Marketing Communication

## Glossary

**Discount/Premium**

The amount by which the price per share of an investment company is either lower (at a discount) or higher (at a premium) than the net asset value per share (cum income), expressed as a percentage of the net asset value per share.

**Gearing**

The effect of borrowing money for investment purposes (financial gearing). The amount a company can "gear" is the amount it can borrow in order to invest. Gearing is used in the expectation that the returns on the investments bought will exceed the costs of the borrowings that funded the purchase. This Company can also use synthetic gearing through derivatives and foreign exchange hedging and/or other non-fully funded instruments or techniques.

**Leverage**

The Company's leverage is the sum of financial gearing and synthetic gearing. Details of the Company's leverage limits can be found in both the Key Information Document and Annual Report. Where a company utilises leverage, the profits and losses incurred by the company can be greater than those of a company that does not use leverage.

**Market capitalisation**

Share price multiplied by the number of shares in issue, excluding treasury shares, at month end. Shares typically priced mid-market at month-end closing.

**Net Asset Value (NAV)**

The total value of a Company's assets less its liabilities.

**NAV (Cum Income)**

The value of investments and cash, including current year revenue, less liabilities (prior charges such as loans, debenture stock and preference shares at fair value).

**NAV (Ex Income)**

The value of investments and cash, excluding current year revenue, less liabilities (prior charges such as loans, debenture stock and preference shares at fair value).

**NAV total return**

The theoretical total return on shareholders' funds per share reflecting the change in Net Asset Value (NAV) assuming that dividends paid to shareholders were reinvested at NAV at the time the shares were quoted ex-dividend. A way of measuring investment management performance of investment trusts which is not affected by movements in discounts/premiums.

**Net assets**

Total assets minus any liabilities such as bank loans or creditors.

**Net cash**

A company's net exposure to cash/cash equivalents expressed as a percentage of shareholders' funds, after any offset against its gearing. This is only shown for companies that have gearing in place.

**Net gearing**

A company's total assets (less cash/cash equivalents) divided by shareholders' funds expressed as a percentage.

**Ongoing charges**

The total expenses for the financial year (excluding performance fee), divided by the average daily net assets, multiplied by 100.

**Risk rating**

The key measure used to assess risk is volatility of returns, using historic net asset value (NAV) performance of the Company over 1 and 3 years. In this instance volatility measures how much a company's NAV fluctuates over time in relation to the UK Equity market. The higher a volatility figure, the more the NAV has fluctuated (both up and down) over time. Please note that risk categorisations are indicative and based principally on historic data and should not be solely relied upon when making investment decisions.

**Share price**

Closing mid-market share price at month end.

**Share price total return**

The theoretical total return to the investor assuming that all dividends received were reinvested in the shares of the company at the time the shares were quoted ex-dividend. Transaction costs are not taken into account.

**Total assets**

Cum Income NAV multiplied by the number of shares, plus prior charges at fair value.

**Yield**

Calculated by dividing the current financial year's dividends per share (this will include prospective dividends) by the current price per share, then multiplying by 100 to arrive at a percentage figure.

For a full list of terms please visit:  
<https://www.janushenderson.com/en-gb/investor/glossary/>

Factsheet - at 31 March 2024

Marketing Communication

### Source for fund ratings/awards

Overall Morningstar Rating™ is shown for an investment company achieving a rating of 4 or 5.

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### Company specific risks

- This Company is suitable to be used as one component of several within a diversified investment portfolio. Investors should consider carefully the proportion of their portfolio invested in this Company.
- Active management techniques that have worked well in normal market conditions could prove ineffective or negative for performance at other times.
- The Company could lose money if a counterparty with which it trades becomes unwilling or unable to meet its obligations to the Company.
- Shares can lose value rapidly, and typically involve higher risks than bonds or money market instruments. The value of your investment may fall as a result.
- The return on your investment is directly related to the prevailing market price of the Company's shares, which will trade at a varying discount (or premium) relative to the value of the underlying assets of the Company. As a result, losses (or gains) may be higher or lower than those of the Company's assets.
- If a Company's portfolio is concentrated towards a particular country or geographical region, the investment carries greater risk than a portfolio that is diversified across more countries.
- Some of the investments in this portfolio are in smaller company shares. They may be more difficult to buy and sell, and their share prices may fluctuate more than those of larger companies.
- The Company may use gearing (borrowing to invest) as part of its investment strategy. If the Company utilises its ability to gear, the profits and losses incurred by the Company can be greater than those of a Company that does not use gearing.

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