Denker Global Financial Fund

A sub fund of Sanlam Universal Funds plc
Class C USD

Minimum disclosure document
(fund fact sheet)

28 February 2025

DENKER CAPITAL

Fund objective

The Fund aims to achieve steady growth in the value of investments, primarily by investing in financial companies* from around the world.

Investment style

The Fund utilises its database and long experience of the financial sector to invest in financial companies* with the search focused on companies that have a good track record of growing their net worth, whilst maintaining the discipline of investing only when they are mispriced.

Asset allocation as at month end

Top 10 holdings

US Bancorp	US	4.8%
HSBC	UK	4.3%
JP Morgan	US	4.2%
ERSTE BANK	Other	3.7%
Lancashire Holdings Limited	Other	3.7%
Renaissance Re	Other	3.6%
Chubb	US	3.5%
BAWAG	Europe	3.5%
Essent	Europe	3.4%
Swedbank	Europe	3.2%

Asset allocation

Equities	98.5%
Cash	1.5%

Geographical breakdown

US	36.7%
Europe	30.1%
UK	12.5%
Other	9.9%
Scandinavia	3.4%
Asia	2.9%
Eastern Europe	1.6%
Cash	1.5%
Latam	1.5%

Sectors

Banks	55.5%
Financial Services	25.0%
Nonlife Insurance	15.8%
Life Insurance	2.2%
Cash	1.5%

Key facts

Fund inception	8 April 2004
Benchmark	MSCI World Financial Index NR
Portfolio manager	Kokkie Kooyman
Base currency	US Dollar
Fund type	UCITS
Domicile	Ireland
Fund size	$92 million
Unit price	$3.6924
Minimum investment	$5 million
Class inception	11 November 2009
Distribution	This fund does not distribute. Income is automatically added to the NAV.
Morningstar category	Sector Equity Financial Services
ISIN	IE00B4R4LT87
SEDOL	B4R4LT8
Bloomberg	SANGLFU ID

Performance summary (in USD)

	Denker Global Financial Fund	Benchmark: MSCI World Financial Index NR
Annualised performance		
1 Year	24.7%	30.9%
3 Years	15.4%	13.6%
5 Years	13.7%	15.3%
10 Years	9.1%	9.4%
Since inception	8.9%	8.4%
Cumulative performance		
YTD	8.2%	8.7%
Since inception	269.2%	259.7%

Actual annual performance

Highest annual return	30.4%
Lowest annual return	-16.7%

Based on a calendar year period over 10 years (or since inception where the the performance history does not exist for 10 years).

Source of all performance figures: Morningstar and Denker Capital. Performance figures are net of fees.

*Defined as securities of companies of which the principle operations specifically focus on, and derive benefit from or pertain to, the provision of banking, insurance and other financial services.

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Portfolio manager

Kokkie Kooyman

B.Comm. (Hons), CA(SA), HDE

Kokkie is responsible for managing the award-winning Denker Global Financial Fund and its rand-denominated feeder fund. In 1989 he joined Old Mutual where he filled various investment management roles over 10 years, the last being Head of the Financial Services Sector. From 1999, Kokkie spent five years managing the local and global financial funds at Coronation Fund Managers. He established SIM (Sanlam Investment Management) Global in 2004, which merged with SIM Unconstrained Capital Partners to form Denker Capital.

Kokkie has received the prestigious UK-based Investment Week's Fund Manager of the Year award four times (2010-2013) in the financials category. The funds that Kokkie has managed over the years have received a range of industry awards. These include a Morningstar award for the Denker Global Financial Fund as well as Raging Bull awards for the Nedgroup Investments Financials Fund and the Denker Sanlam Collective Investments Global Equity Feeder Fund (the South African-registered feeder fund for the Denker Global Equity Fund).

Quarterly comments: December 2024

Market review

Across the globe voters are demanding and voted for change, showing clear dissatisfaction with incumbent governments. Several commentators have summarised the results as a sign that the electorate is seeking pro-growth reforms to benefit citizens.

Despite these major geopolitical and economic changes markets were strong during the year and remained resilient in the fourth quarter.

The US Fed started its cutting cycle but was far less aggressive than what had been expected at the start of the year as the US economy remained resilient and inflation more persistent. Yet the Magnificent 7 continued to outperform in 2024. The equally weighted S&P 500 delivered returns of 12.4%, substantially underperforming the market cap weighted index return of 24.5%. In recent years the market cap weighted index benefited from significant multiple expansion and rapid earnings growth.

The election of Donald Trump as president at the end of the year had a significant impact on equity, bond and currency markets over the three weeks that followed. Notably, the Euro declined by 15% against the US dollar, while other currencies like the Swedish krone and Japanese yen fell by 9%. At the same time, US banks jumped around 15%, compared to a 7% drop in European banks (or -16% when measured in US dollars). The dispersion between banks and insurers positioned for rising or falling interest rates was about 20%.

The MSCI World Index outperformed emerging markets with the index up 18.7% vs. 7.5% for the MSCI Emerging Markets Index (in US dollars).

Portfolio review

The Denker Global Financial Fund A class delivered a satisfactory 18.9% return for the year – ahead of the 18.7% MSCI World Index return but underperforming the MSCI World Financial Index's 26.7%. This was caused by the fund's poor performance in the last quarter (-2.0% versus the MSCI World Financials Index performance of 4.0%) which can be attributed to the election of Donald Trump by an overwhelming majority, giving him control over both Senate and Congress. The effect of this outcome is evident in the Q4 returns of the MSCI Euro (-9.7%) and the MSCI Emerging Markets Index (-8.0%).

Our investment philosophy is to search for and invest in companies in the financial sector that meet our criteria: good track record of growing shareholder value and undervalued relative to the prospective shareholder value growth. In doing this we reduce risk by avoiding concentrated views (in other words, by being diversified).

The fourth quarter return is disappointing but not surprising, as generally US banks (to which the fund has around 20% exposure) gained while European and emerging market bank stocks lost.

Top contributors were JP Morgan, Wells Fargo, Erste Bank and HSBC. **The individual detractors** were Essent, Shinhan Bank (in Korea), Arch Capital, Renaissance. Looking at it collectively, the investments in India (5% of the fund) and other emerging markets (specially Latam) were the biggest detractors. Essent is a well-managed mortgage insurer with a great track record. However, higher interest rates have put pressure on house prices and the mortgage industry. The property and casualty insurers (Arch and Renaissance) were impacted by two major hurricanes that made landfall in the last quarter. In addition to this, the market is concerned that the hardening phase of the insurance re-pricing cycle is over and that higher interest rates could reduce demand for insurance. Shinhan was different. The Korean market and the won fell when the president unexpectedly declared a state of emergency. He was later ousted, but uncertainty surrounding the situation in Korea remains. Our US bank holdings reflect the divergent effects of higher interest rates as well. For example, Wells Fargo was up 24.4% whilst US Bancorp was up 5.4%.

Changes to portfolio and outlook

Higher US interest rates and an 'America first-policy' will indeed affect countries and companies differently. Countries that were entering a lower interest rate cycle will see (and have seen) their currencies weaken. However, these moves are based on the assumption that Trump will successfully follow through on his proposals.

Bear in mind that we invest in companies that have a long track record (including tough periods) of growing shareholder value and/or are mispriced (i.e. the prices are discounting some form of disappointment). However, we have re-looked at our assumptions and valuations and did make a few changes, the most important one being reducing the fund's investment in emerging markets further. We increased the fund's investments in US Bancorp and selectively in EU banks like ING and Alior (Poland) after their prices fell.

Markets are expensive, but the financial companies (especially EU financials) screen as very undervalued in absolute terms and relative to their history and the market. KBW released a report in January highlighting that EU bank share prices should be 55% higher just to trade at levels where they've traded historically to the market.

Coupled with the attractive valuations, several factors should benefit the sector and make it a very defensive investment:

- higher-than-expected interest rates;
- high levels of excess capital allowing the sector to pay high dividends and continue to buy back shares at value accretive valuations; and
- increased efficiency levels from using AI.

When markets correct, nothing escapes the downdraught, but the past 30 years have shown that quality financials (and the fund) jump back quickly. Investing in 2025 will be challenging, but we're staying defensive while also seeking challengers. Over time, challengers like Capitec and Tinkoff Credit Services have been big winners, and the fund is invested in a few such potential winners.

The largest part of the fund is invested in strong franchises in countries with growing economies. There are a couple of new ideas our analysts have been researching and we've started taking very small positions which we'll increase as our certainty grows. We'll provide updates on these as the year progresses.

Although 2025 is expected to be volatile, the fund's characteristics should deliver positive returns even if the broader market falls and should do really well if the market switches from growth to value.

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Fees

Fees	Class C USD
Annual management fee	0.75%
Management performance fee	
Performance fee benchmark	MSCI World Financial Index TR
Base fee	0.75%
Fee at benchmark	0.75%
Fee hurdle	MSCI World Financial Index TR
Sharing ratio	20%
Minimum fee	0.75%
Fee example	0.75% p.a. if the fund performs in line with the performance fee benchmark
Repurchase fee	3% (the company may waive the repurchase fee in whole or in part)
Total expense ratio (TER)[1]	0.90%
Transaction cost (TC)[2]	0.19%
Total investment charges (TER+TC)[3]	1.09%

Other allowed expenses include depositary fees, custody fees, administration fees, director's fees, legal fees, audit fees, bank charges, regulatory fees, brokerage/trading fees.

Notes

1. TER 1 October 2021 - 30 September 2024

The percentage of the value of the financial product that was incurred as expenses relating to the administration of the product. A higher TER does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER cannot be regarded as an indication of future TERs.

2. TC 1 October 2021 - 30 September 2024

The percentage of the value of the financial product that was incurred as costs relating to the buying and selling of the assets underlying the product. TCs are a necessary cost in administering the product and impacts the product's returns. It should not be considered in isolation as returns may be impacted by many other factors over time including market returns, type of financial product, investment decisions of the investment manager and the TER.

3. TER+TC

The percentage of the value of the financial product that was incurred as costs relating to the investment of the financial product.

Risk profile: Aggressive

You can afford to take on a higher level of risk (i.e. will have a greater exposure to equities in your portfolio) because of your investment time horizon, or your appetite for risk. You know that in taking the risk, you need to be patient if you want to achieve the results. So you are willing to invest for the long-term and are prepared to tolerate some volatility in the short term, in anticipation of the higher returns you expect to receive in five years or beyond.

Fund information

Manager	Sanlam Asset Management (Ireland)
Investment Manager	Denker Capital (Pty) Ltd, an authorised financial services provider under the South African Financial Advisory and Intermediary Services Act, 2002.
Depositary/ Custodian	Northern Trust Fiduciary Services (Ireland) Ltd
Administrator/ Transfer Agency	Northern Trust International Fund Administration Services (Ireland) Ltd
Listing	Irish Stock Exchange
Salient risk factors	This fund is relatively high risk in relation to other asset classes due to its equity based investment approach, however the investment manager aims to reduce the overall risk by their value and fundamental stance.
Dealing/Redemption frequency	Daily
Dealing deadline	4 PM (Irish time on the business day before a dealing day)
Valuation point	Midnight (South African time) on each dealing day.
Daily prices	Irish Stock Exchange & www.sanlam.ie

Contact information

Investment Manager: Denker Capital

T | +27 21 950 2603 F | +27 86 675 5004
E | investorrelations@denkercapital.com
W | www.denkercapital.com

4th Floor, South Block, Avanti Office Park, 35 Carl Cronje Drive, Tyger Falls, Bellville, 7530, South Africa

The appointed investment manager is Denker Capital (Pty) Ltd, an authorised financial services provider in terms of Financial Advisory and Intermediary Act, 2002, FSP 47075.

Manager: Sanlam Asset Management (Ireland)

T | +353 1 2053510 F | +353 1 2053521
E | intouch@sanlam.ie W | www.sanlam.ie
Beech House, Beech Hill Road, Dublin 4, Ireland

Company registration number: 267640 – UCITS IV Management Company & Alternative Investment Fund Manager regulated by the Central Bank of Ireland and is licensed as a Financial Services Provider in terms of Section 8 of the South African FAIS Act of 2002.

Depositary/Custodian: Northern Trust Fiduciary Services (Ireland) Ltd

T | +353 1 241 7130 F | +353 1 241
30 Herbert Street, Dublin 2, Ireland

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Regulatory statement

The Fund is a sub-fund of the Sanlam Universal Funds plc, a company incorporated with limited liability as an open-ended umbrella investment company with variable capital and segregated liability between sub-funds under the laws of Ireland and authorised by the Central Bank. The Fund is managed by Sanlam Asset Management (Ireland) Limited, Beech House, Beech Hill Road, Dublin 4, Ireland, Tel + 353 1 205 3510, Fax + 353 1 205 3521 which is authorised by the Central Bank of Ireland, as a UCITS Management Company, and an Alternative Investment Fund Manager, and is licensed as a Financial Service Provider in terms of Section 8 of the South African FAIS Act of 2002.

The Sanlam Universal Funds Plc full prospectus, the Fund supplement, the MDD and the KIID is available free of charge from the Manager or at www.sanlam.ie. This is neither an offer to sell, nor a solicitation to buy any securities in any fund managed by us.

Any offering is made only pursuant to the relevant offering document, together with the current financial statements of the relevant fund, and the relevant subscription/application forms, all of which must be read in their entirety together with the Sanlam Universal Funds plc prospectus, the Fund supplement the MDD and the KIID. No offer to purchase securities will be made or accepted prior to receipt by the offeree of these documents, and the completion of all appropriate documentation. A schedule of fees and charges and maximum commissions is available on request from the Manager.

This is a Section 65 approved fund under the Collective Investment Schemes Control Act 45, 2002 (CISCA). Sanlam Collective Investments (RF) (Pty) Ltd is the South African Representative Office for this fund.

The information to follow does not constitute financial advice as contemplated in terms of the South African Financial Advisory and Intermediary Services Act. Use or rely on this information at your own risk. Independent professional financial advice should always be sought before making an investment decision, not all investments are suitable for all investors. Collective Investment Schemes (CIS) are generally medium to long term investments. The value of participatory interests may go down as well as up and past performance is not necessarily a guide to the future performance. Changes in exchange rates may have an adverse effect on the value, price or income of the product. Collective investments are traded at ruling prices and can engage in borrowing and scrip lending. Collective investments are calculated on a net asset value basis, which is the total market value of all assets in the portfolio including any income accruals and less any deductible expenses such as audit fees, brokerage and service fees. Actual investment performance of the portfolio and the investor will differ based on the initial fees applicable, the actual investment date, the date of reinvestment of income as well as dividend withholding tax. Forward pricing is used. The Manager does not provide any guarantee either with respect to the capital or the return of a portfolio. The performance of the portfolio depends on the underlying assets and variable market factors. Trail commission and incentives may be paid and are for the account of the Manager.

The Manager has the right to close any Portfolios to new investors to manage them more efficiently in accordance with their mandates. Performance figures for periods longer than 12 months are annualised. The performance fee is accrued daily, based on performance over a rolling 6 month period with payment to the manager being made bi-annually. Performance fees will only be charged once the performance fee benchmark is outperformed. The portfolio management of all the portfolios are outsourced to Regulated and authorised financial services providers.

Deemed authorised and regulated by the Financial Conduct Authority. The nature and extent of consumer protections may differ from those for firms based in the UK. Details of the Temporary Permissions Regime, which allows EEA-based firms to operate in the UK for a limited period while seeking full authorisation, are available on the Financial Conduct Authority's website. (Notes 1, 3 and 4)

Glossary terms

Annualised total returns
Annualised return is the weighted average compound growth rate over the period measured.

Capital growth
Capital growth is the profit made on an investment, measured by the increase in its market value over the invested amount or cost price. It is also called capital appreciation.

Equities
Equities are shares that represent an institution's or individual's ownership in a listed company. These shares are also the "vehicle" through which they are able to "share" in the profits made by that company. As the company grows, and the expectation of improved profits increases, the market price of the share will increase which translates into a capital gain for the shareholder. Similarly, negative sentiment about the company will result in the share price falling.

Shares / equities are usually considered to have the potential for the highest return of all the investment classes but also have the highest level of risk i.e. share investments have the most volatile returns over the short term. An investment in equities should be viewed with a 7 to 10 year horizon.

Undervalued equity stocks (value investing approach)
This is a strategy of selecting shares that trade for less than their intrinsic values. Value investors actively seek stocks that they believe the market has undervalued. They believe the market overreacts to good and bad news, resulting in stock price movements that do not correspond with the company's actual long-term fundamentals. The result is an opportunity for value investors to profit by buying when the price is deflated.

Securities
A general term for shares, bonds, money market instruments and debentures.

Collective investment scheme (CIS)
Collective investment schemes (also called unit trusts) are portfolios of assets such as equities, bonds, cash and listed property, in which investors can buy units. They allow private investors to pool their money together into a single fund, thus spreading their risk across a range of investments, getting the benefit of professional fund management, and reducing their costs.

Total expense ratio (TER)
This is the total costs associated with managing and operating an investment administration, financial planning and servicing fees. These costs consist primarily of management fees and additional expenses such as trading fees, legal fees, auditor fees and other operational expenses. The total cost of the fund is divided by the fund's total assets under management to arrive at a percentage amount, which administration, financial planning and servicing fees. These costs consist primarily of management fees and additional expenses such as trading fees, legal fees, auditor fees and other operational expenses. The total cost of the fund is divided by the fund's total assets under management to arrive at a percentage amount, which represents the TER.

Standard deviation
Standard deviation (also called monthly volatility) is a measure of how much returns on an investment change from month to month. It is typically used by investors to gauge the amount of expected volatility in an investment.

Issue date:
17 March 2025