

# Denker Global Financial Fund

A sub fund of Sanlam Universal Funds plc  
Class C USD

Minimum disclosure document  
(fund fact sheet)

29 February 2024

# 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	5.34%
JP Morgan	US	5.10%
Swedbank	Scandinavia	5.05%
Lancashire Holdings Limited	Other	4.02%
TBC Bank	Eastern Europe	3.68%
Chubb Ltd	Europe	3.57%
Legal & General	UK	3.54%
Arch Capital Group Ltd	Other	3.52%
BAWAG Group AG	Europe	3.30%
Erste Bank	Europe	3.25%

### Asset allocation

Equities	99.96%
Cash	0.04%

### Geographical breakdown

US	29.69%
Europe	20.70%
Asia	13.56%
Other	10.26%
UK	9.69%
Eastern Europe	5.89%
Scandinavia	5.26%
Latam	4.90%
Cash	0.04%

### Sectors

Banks	56.23%
Financial Services	23.25%
Nonlife Insurance	16.93%
Life Insurance	3.54%
Cash	0.04%

## 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	\$83 million
Unit price	\$2.9602
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
<b>Annualised performance</b>		
1 Year	16.9%	14.6%
3 Years	10.2%	9.0%
5 Years	7.9%	9.0%
10 Years	7.2%	7.0%
Since inception	7.9%	7.0%
<b>Cumulative performance</b>		
YTD	3.7%	5.3%
Since inception	196.0%	174.9%
<b>Actual annual performance</b>		
Highest annual return	30.4%	
Lowest annual return	-16.7%	

Based on a calendar year period over 10 years (or since inception where 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.

This monthly Minimum Disclosure Document should be viewed in conjunction with the Glossary Terms sheet.

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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 2023

### Market review

Markets shrugged off rising international and domestic political tensions to finish the year strong. Over the course of 2023 the NASDAQ and the S&P 500 gained 44.6% and 26.3%, respectively. In the final quarter, a combination of economic and employment resilience and surprisingly good inflation numbers offered investors a welcome reprieve as the market rapidly repriced the Fed's future policy trajectory. The tech heavy NASDAQ gained 13.8% in the quarter while the S&P 500 delivered 11.7% total return. The yields on bonds with ten years to maturity declined from 4.6% to 3.9% resulting in gains for investors.

### Portfolio review

The financial sector reacted well to the lower bond yields in the quarter, with the fund's A class gaining 15.1% (vs. the MSCI World Financials Index benchmark of 13.2%). It was a year of two halves (or rather, quarters) as most of the 12-month returns were due to a strong bounce-back in Q4. For the full year, the MSCI World Financial Index gained 16.2% and the fund 20.8% - outperforming by almost 5%.

We did expect the sector to perform well at the beginning of the year (from attractive valuations) but the contributors over the 12 months were very different from what we expected:

- The top contributor was India: Only HDFC Bank performed poorly (+3%) whilst Shriram Finance (+76%), LIC Housing (41%) and Indusind Bank (+40%) generated an average return of just over 40% on a ~10% position in the fund.
- Three other shares, that few investors will know, that helped generate the outperformance were Bank of Cyprus (+89%), National Bank of Greece (+78%) and BCP (75%). All three were super cheap at the beginning of the year but due to various risks the investment sizes were small. The banks that sold down in Q1 bounced back strongly in Q4: US Bancorp and Keycorp as well as Regional in Mexico all gained 30%+ whilst OneSavings Bank (UK) gained 42%.

The largest holding in the fund (JP Morgan) gained 17% in the quarter and 26.8% over the 12 months, which is excellent performance considering that it is the largest bank in the world. Its performance was due to its experienced top team, with Jamie Dimon as CEO, and the fact that it benefitted from the regional banks deposit flight scare in March which enabled it to buy First Republic for almost nothing.

Notable detractors over the 12-month period were the two US regional banks, Keycorp (bounced back strongly in Q4) and Signature Bank. In the quarter the detractors were the property and casualty insurers, Arch Capital, Renaissance Re and New York Community Bancorp (NYCB) on fears of its possible exposure to non-performing commercial real estate loans.

### Changes to portfolio and outlook

We made quite a few smaller changes to the portfolio during the quarter (post strong price moves). The largest were adding Truist (a US regional bank) and Bank of Ireland. At the beginning of the quarter we added American Express. These purchases were funded by reductions in our holdings of OneSavings Bank and Keycorp (after they gained >50%) and bringing the Citi and TBC holdings down a bit.

Despite the fund's 20.8% gain in 2023, the sector remains very mispriced. The gain was generated by the fund's investments in India and Europe (as per above) and then in Q4 the bounce-back of One Savings Bank and Keycorp, for example (the fund benefitted due to purchases after the fall), added to performance. The sector (and the fund), however, remain cheaper on a P/NAV and PE basis in January 2024 than in January 2023.

These low valuations reflect the continued fear of possible bad debts and net interest margin compression in H1 2024. Our stance remains that the market is wrong in this assessment and during the year the sector should re-rate to reflect the higher ROEs (returns on capital).

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## Fees

## Class C USD

<b>Annual management fee</b>	0.75%
<b>Management performance fee</b>	
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
<b>Repurchase fee</b>	3% (the company may waive the repurchase fee in whole or in part)
<b>Total expense ratio (TER)<sup>1</sup></b>	0.91%
<b>Transaction cost (TC)<sup>2</sup></b>	0.20%
<b>Total investment charges (TER+TC)<sup>3</sup></b>	1.11%

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 January 2021 to 31 December 2023

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 January 2021 to 31 December 2023

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.

## Contact information

### Investment Manager: Denker Capital

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6th Floor, The Edge, 3 Howick Close, 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.

## Fund information

<b>Manager</b>	Sanlam Asset Management (Ireland)
<b>Investment Manager</b>	Denker Capital (Pty) Ltd, an authorised financial services provider under the South African Financial Advisory and Intermediary Services Act, 2002.
<b>Depositary/Custodian</b>	Northern Trust Fiduciary Services (Ireland) Ltd
<b>Administrator/Transfer Agency</b>	Northern Trust International Fund Administration Services (Ireland) Ltd
<b>Listing</b>	Irish Stock Exchange
<b>Salient risk factors</b>	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.
<b>Dealing/Redemption frequency</b>	Daily
<b>Dealing deadline</b>	4 PM (Irish time on the business day before a dealing day)
<b>Valuation point</b>	Midnight (South African time) on each dealing day.
<b>Daily prices</b>	Irish Stock Exchange & www.sanlam.ie

### 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.

### Manager: Sanlam Asset Management (Ireland)

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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

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Georges Court, 54 - 62 Townsend 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](http://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:  
19 March 2024

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