

**Fund Objective**

The objective of the fund is to achieve long-term capital growth by outperforming the MSCI Emerging Markets Total Return Net Index over a rolling three year period.

**Fund Strategy**

We invest in equities that are listed in emerging markets, or that have significant exposure in emerging markets. We specifically pursue shares that we have identified as trading at an attractive discount to their intrinsic value.

**Why choose this fund?**

Benefit from adding an international equity component to a fund, with a low correlation to developed markets.

**Fund Information**

<b>Manager</b>	Sanlam Asset Management Ireland
<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 adding value and through the fundamental stance.
<b>Base Currency</b>	US Dollar
<b>Benchmark</b>	MSCI Emerging Markets Total Return Net Index
<b>Fund Size</b>	\$145.8 million
<b>Unit Price</b>	\$1.4917
<b>Fund launch date</b>	2 June 2015
<b>Minimum investment</b>	\$10 million
<b>Dealing/Redemption frequency</b>	Daily
<b>Dealing deadline</b>	4 PM (Irish time on the business day preceding a dealing day)
<b>Valuation point</b>	Midnight (South African time) on each dealing day
<b>Daily publication of prices</b>	Irish Stock Exchange & www.sanlam.ie
<b>Transfer agency</b>	Brown Brothers Harriman Fund Administration Services (Ireland) Ltd

**Fees (Incl. VAT)**

	Retail Class (%)
<b>Initial fee/ Front end load</b>	N/A
<b>Annual Management Fee</b>	0.55%
<b>Management performance fee</b>	15%
<b>Total expense ratio</b>	0.95%
<b>Transaction cost</b>	0.33%
<b>Total investment charges</b>	1.28%

Total Expense Ratio (TER) | of the value of the financial product 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.

**Top 10 Holdings**

Securities	% of Portfolio
Taiwan Semiconductor Manufacturing Company Ltd	5.20
Arcos Dorados Holdings Inc.	4.82
Samsung Electronics	4.77
Prosus NV	4.42
PDD Holdings Inc	4.21
Fu Shou Yuan International Group Ltd	4.15
Genomma Lab International SAB de CV	4.12
Fomento Economico MEX-SP	3.62
NETEASE INC	3.52
British American Tobacco Plc	3.36
Top 10 Holdings as at 31 Dec 2023	

**Performance (Annualised) as at 29 Feb 2024 on a rolling monthly basis**

Retail Class	Fund (%)	Benchmark (%)
1 year	9.87	8.73
3 year	(6.62)	(6.30)
5 year	1.54	1.89
Since inception	3.69	2.98

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

**Performance (Cumulative) as at 29 Feb 2024 on a rolling monthly basis**

Retail Class	Fund (%)	Benchmark (%)
1 year	9.87	8.73
3 year	(18.56)	(17.73)
5 year	7.92	9.82
Since inception	36.90	28.99

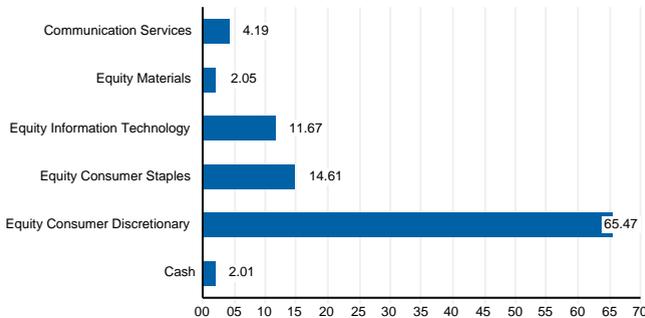
Cumulative return is aggregate return of the portfolio for a specified period

**Risk statistics: 3 years to 29 Feb 2024**

Std Deviation (Ann)	20.57
Sharpe Ratio (Ann)	(0.47)

**Actual highest and lowest annual returns\***

Highest Annual %	53.72
Lowest Annual %	(23.17)

**Asset Allocation**

**Portfolio Manager(s) Quarterly Comment - 31 Dec 2023**
**Overview**

MSCI Emerging Markets (+9.83%) posted positive gains in 2023, after two years of negative returns. Even as absolute performance recovered, Emerging Markets underperformed Developed Markets by 14.7% as US equities proved remarkably resilient despite unprecedented monetary tightening, while benign inflation dynamics and Emerging Markets early rate cuts failed to attract inflows. Underwhelming reopening momentum in China further dampened sentiment. Most of Emerging Markets equities' annual gain was recorded in the fourth quarter (+7.86%) with a 3.7% rally in December while global equities rose (+4.7% in Dec) as markets repriced the probability of a soft landing in the US.

The Top three markets: Poland (+38.0%), Peru (+22.8%), and Egypt (+20.2%). The bottom three markets were Turkey (-12.5%), China (-4.5%), and UAE (-3.2%). Top three sectors: IT (+17.5%), Utilities (+12.3%), and Financials (+7.9%). Bottom three sectors: Real Estate (-0.5%), Communication Services (-0.1%), and Cons Disc (0.4%). Best among major market-sectors: Brazil Financials (+24.1%), South Korea Information Technology (+20.6%), and Taiwan Information Technology (+19.8%). The worst among major market-sectors were China Consumer Staples (-7.2%), China Materials (-5.7%), and China Communication Services (-5.5%).

The fund increased by 11.3% in the fourth quarter of 2023, outperforming the benchmark by 3.66% net of fees. Given the high level of geopolitical risk and constrictive monetary policy, the fund delivered a credible performance in 2023 (+14.02%), outperforming the benchmark by 4.2% net of fees. The performance in Q4 and for the year was less impacted by regions and more so by individual stock picks. Short term earnings concerns (All cyclical and not structural in nature) were a key driver of underperformance in shares like JD.Com, China Meidong, Fu Shou Yuan, and GDS. We pay less attention to short term fluctuations in earnings and focus on the long-term earnings power of the business and hence have used the opportunity to increase the holdings in a number of these businesses. Since inception in July 2019 the fund is up 2.64% pa. net of fees, outperforming the benchmark by 4.06%.

**Portfolio changes**

New additions to the fund in Q4 were New Oriental Education and BGF Retail. We reinitiated coverage on these businesses in Q4 2023 and subsequently add a 1% each to the fund. We also added to existing holdings in Localiza, Fu Shou Yuan, Netease, Pepco and Yum China where our conviction remains high and margin of safety significant.

**Contributors**

The main contributors for the quarter were PDD, Arcos Dorados and FEMSA. Other notable performers during the quarter were China Medical Systems, Aspen, and Pepco. We continue to hold sizable positions in the shares mentioned above, as we find the margin of safety still appealing relative to other opportunities in the market.

**Detractors**

The main detractors for the quarter were Yum China, Wuxi AppTec and Netease. Other notable underperformers in the fund include BTI, Fu Shou Yuan and GDS. These short-term moves afforded us the opportunity to increase our holdings in these businesses as we remain confident in their long-term potential.

**Outlook**

The divergence in performance between developed markets relative to Emerging Markets, particularly the US for the last decade has created a significant opportunity for long term investors. As we always stress, markets move in cycles and in the long term, the starting valuation matters. Emerging Markets trades on decade low multiples relative to its developed world counterparts and have better growth potential in the long term. A recent bottom-up analysis of our portfolio highlighted a staggering 63% upside in local currency, a number we find extremely attractive post the sell-off. This upside combined with undervalued Emerging Markets currencies, make us positive on Global Emerging Markets as an attractive asset class for long term investors.

**Portfolio Manager(s)**
**Feroz Basa**

B.Com (Hons)

**Management of Investments**

The management of investments are outsourced to Sanlam Investment Management (Pty) Ltd, FSP 579, an authorised financial services provider under the South African Financial Advisory and Intermediary Services Act, 2002.

**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.

**Additional Information**

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 if applicable 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.

**Trustee Information****Brown Brothers Harriman Fund Administration (Ireland) Limited**

Tel no.: +353 1 241 7130, E-mail: [Sanlam.TA@bbh.com](mailto:Sanlam.TA@bbh.com)

**Glossary of Terms****Annualised total returns**

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

**Capital growth/appreciation**

Capital growth/appreciation 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 an indication of 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 represents the TER.

**Intrinsic Value**

The actual value of a company or an asset based on an underlying perception of its true value including all aspects of the business, in terms of both tangible and intangible factors. This value may or may not be the same as the current market value.

**Price to Earnings Ratio**

Price to earnings ratio is calculated by dividing the price per share by the earnings per share. This ratio provides a better indication of the value of a share, than the market price alone.

**Price to Book Ratio**

Price to Book ratio is a financial ratio used to compare a company's current market price to its book value per share.

**Dividend Yield**

A dividend is the investor'