

## Setanta Global Dividend Fund – Q4 2016 (CAD)

### Fund Description

The **Global Dividend Fund** (“the Fund”) is managed by Setanta Asset Management Limited (“Setanta”) and is a representative account of the Dividend strategy.

The Fund is an actively managed portfolio of global high yield equities. The Portfolio Managers embrace Setanta's value investment philosophy, seeking to pick stocks at a price below the managers' assessment of intrinsic value. The Fund further distils this philosophy by targeting stocks where management have both the willingness and ability to distribute meaningful dividends to shareholders. The rationale for the Fund is underpinned by studies\* that show dividends have played an important role in the cumulative total return of equities over the past century, while other academic studies support the thesis that a high dividend yield is an excellent indicator of value.

While the Fund does not target specific regional or sector weights, the managers seek to maintain a sensible level of diversification. Risk is minimised by focusing on valuation, financial and operational risk measures and therefore the degree of downside protection, rather than focusing on measures of market volatility or beta. The Fund usually holds between 30 to 50 stocks with expected holding periods of approximately 5 years.

The investment objective of the Fund is to generate a return above the general return of equities over rolling periods of three years or more – this is measured by reference to the total return of the MSCI World High Yield Index (100% Euro).

### Portfolio Managers

Richard Doyle CFA & David Pastor CFA



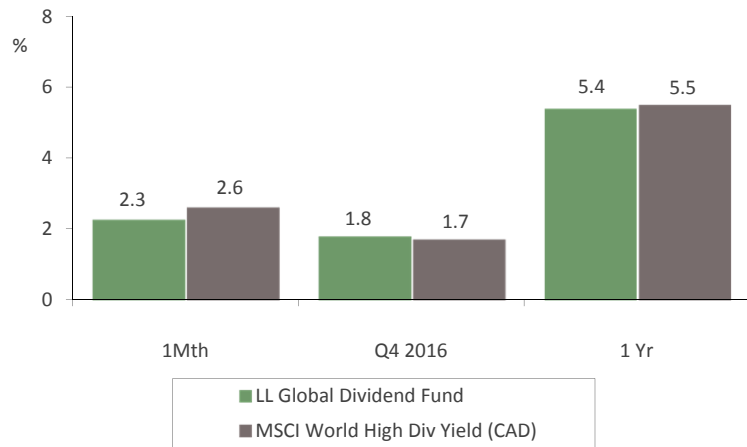
\*e.g. Dimson, Marsh and Staunton, 2011

### Investment Principles

- We do not believe the market is efficient.
- We aim to make investments at a price below our assessment of intrinsic value.
- We make an investment in a business rather than trade securities.
- We believe risk is the possibility of permanent impairment of value.
- We make investments for the long term.
- We invest where we see value and are not afraid to be contrarian and swim against the tide.
- We don't make forecasts, we consider scenarios.
- We demand financial strength from the companies we invest in.
- We will act with integrity and communicate with our clients in a manner representative of our investment style.
- We have the humility to know we make mistakes and embrace the need to continue learning through both experience and study.



## FUND PERFORMANCE – 31.12.16



**Performance Source:** Unit prices: GWL. Returns are based on LL - Global Dividend Fund 8.26SAM Account. Benchmark: MSCI High Yield Index (100% CAD). Returns are in CAD and are gross of management fees. The performance will be reduced by the impact of management fees paid, the amount of which varies. **Fund Statistics Source:** Bloomberg

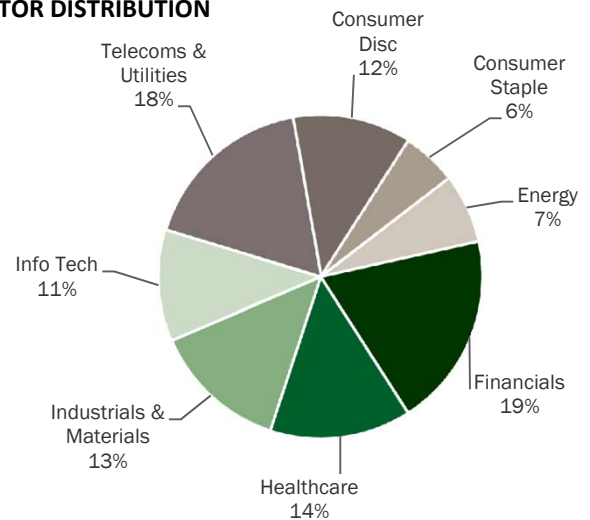
## TOP 10 EQUITY HOLDINGS

| COMPANY                   | SECTOR                  | % OF FUND |
|---------------------------|-------------------------|-----------|
| YARA INTERNATIONAL        | INDUSTRIALS & MATERIALS | 4.3%      |
| SANDVIK                   | INDUSTRIALS & MATERIALS | 4.0%      |
| SMITHS GROUP              | INDUSTRIALS & MATERIALS | 3.9%      |
| NOVARTIS                  | HEALTHCARE              | 3.9%      |
| SANOFI                    | HEALTHCARE              | 3.6%      |
| CISCO SYSTEMS             | INFORMATION TECHNOLOGY  | 3.5%      |
| NATIONAL OILWELL          | ENERGY                  | 3.4%      |
| PEOPLE'S UNITED FINANCIAL | FINANCIALS              | 3.3%      |
| INTEL CORP                | INFORMATION TECHNOLOGY  | 3.3%      |
| TELIA COMPANY             | TELECOMS & UTILITIES    | 3.3%      |

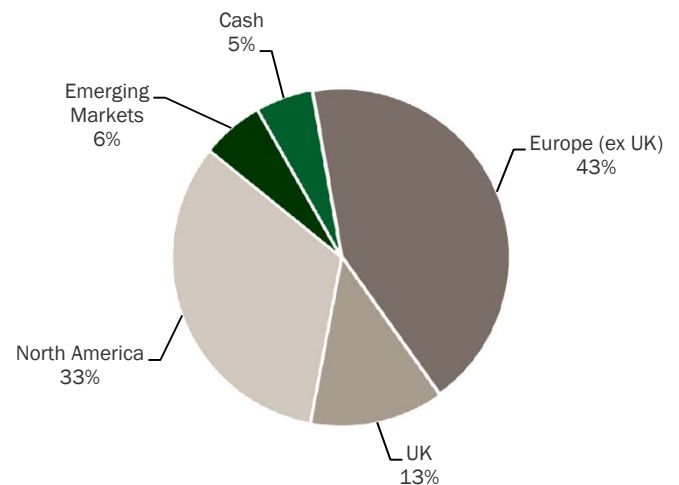
## FUND STATISTICS

|                             |      |
|-----------------------------|------|
| PRICE/BOOK                  | 1.9  |
| PRICE/EARNINGS RATIO (FY 1) | 15.9 |
| DIVIDEND YIELD %            | 3.4  |
| AVERAGE MARKET CAP C\$BN    | 73.0 |
| NO. OF HOLDINGS             | 35   |
| DEBT/EQUITY %               | 54.0 |
| ACTIVE SHARE %              | 81.8 |

## SECTOR DISTRIBUTION



## GEOGRAPHIC DISTRIBUTION

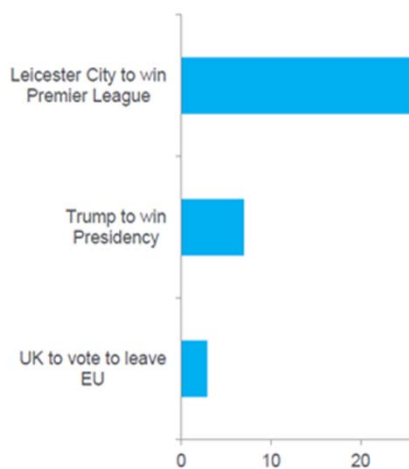


2016 was the year of the upset – Leicester City, Donald Trump, Nigel Farage and closer to home, the rise of (political) independents and Connacht rugby. Nobody told equity markets! Most major markets performed strongly (see graph below; source: Citi), continuing their largely uninterrupted upward trend since March 2009; the fund’s benchmark, the MSCI High Yield index climbed 12.6% (measured in euro terms). Indeed, despite anticipating the opposite, market participants appeared to embrace the unexpected; witness, the strengthening of the dollar post Donald Trump’s electoral triumph, while the UK equity market more than absorbed the post-Brexit weakness in sterling, to continue to rise in value.

## What was the most striking feature of 2016?

### The improbable not only happened...

Bookmaker odds offered at start of 2016, return on \$1 invested



Source: Betfair, Paddy Power, William Hill.

### ...it did so without ruffling markets

2016 total return by asset class, %



Source: Bloomberg, HFR, Yield Book, MSCI, Citi Research.

Laying the foundations for the coming years is an ongoing task, as the horizon is ever-shifting. In this regard, we are satisfied with the major new additions to the fund this year: Cisco, Harley Davidson, Procter and Gamble, Merlin, REN and Richemont. Generally speaking, these are businesses with strong ‘moats’ around them, solid balance sheets and good cash generation. Their dividend yields at the times of acquisition were on average almost 4.0%. We sold the entirety of our holdings in Pearson, Tesco, Diamond Offshore, Pfizer, NTT Docomo, Sasol and CRH during the year. In the case of the first three companies, we underestimated structural challenges facing them and a severe cyclical downturn for Diamond Offshore; the elimination of their dividends for the foreseeable future by both Tesco and Diamond were pertinent factors too. On a more satisfactory note, the sales of NTT Docomo, CRH, Pfizer and Sasol generally followed long and profitable holding periods and at valuations that we found increasingly hard to justify given the investment cases at that point. In addition, we also ‘lost’ our holding in Wincor Nixdorf, following its cash and shares acquisition by its peer, Diebold.

In recent years, holding cash of around 5 – 10% (6% on average through 2016) as markets have risen has been ‘wrong’ in a narrow sense, detracting from relative performance, but remains a decision with which we are comfortable. If we do not have an adequate replacement for an exiting stock, rather than mechanically, and somewhat blindly, attributing cash to our remaining holdings, we generally prefer to either selectively boost current holdings that might have recently underperformed (with investment cases intact) or simply wait for the next good opportunity.

As previously noted, we are much more concerned about performance over the long-term, than over a year (or indeed, a quarter or a month, the timeframe of focus of some investment firms). This is in recognition of the cycles to which markets are prone, not to mention the ‘noise’ continuously being generated in this age of instant, and often erroneous, information.

**Contact Details:**

Suite S8-02,  
Eight Floor ,  
190 Simcoe Street,  
Toronto ,  
Ontario,  
M5T 2W5.

Rocco Vessio, (T) 416-552-5061 , (M) 647-823-4813

[E-mail: rocco.vessio@setanta-asset.com](mailto:rocco.vessio@setanta-asset.com)

[www.setanta-asset.com](http://www.setanta-asset.com)

**IMPORTANT INFORMATION**

The Setanta Global Dividend Fund is managed by Setanta Asset Management Limited and is a representative account of the Setanta Dividend strategy. The Fund is available on a separate account basis to institutional investors. Investors should consider the investment objectives, risks, charges and expenses carefully before investing. See 'WARNING' and IMPORTANT INFORMATION' sections below.

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**WARNING:** Past performance is not a reliable indicator of future results. The price of units and the income from them may go down as well as up and investors may not get back the amount invested. The return may increase or decrease as a result of currency fluctuations. Forecasts are not a reliable indicator of future performance