BRENTHURST
GLOBAL WEALTH

INVEST BETTER with BRENTHURST

RANMORE OUTSHINES THE REST

MAGNUS HEYSTEK | DIRECTOR & INVESTMENT STRATEGIST, BRENTHURST

One of my functions at Brenthurst Wealth is to head up the research department, which tracks and analyses the funds which we recommend to our clients. This is a continuous process happening behind the scenes, and the whole idea is to recommend and use chosen funds in the construction of the investment portfolios proposed by our 23 certified planners across the country. This ensures that we offer consistent advice and that we do not fall for short-term performances which, invariably, fail soon thereafter.

It is a common feature of the investment industry that when funds do well, for a particular reason, the managers suddenly embark on a massive advertising campaign, alluding to historical good returns, which very soon thereafter fall flat, as the strategy that worked with small amounts of money cannot be replicated with larger amounts of money.

It is also my function to identify poorly performing funds and to remove our clients' money from such funds, as we have recently done with the global investment giant Fundsmith, which has experienced a dramatic drop-off in performance over the past few years.

Identifying and including any new fund in our range of funds – we track and trace about 60 funds, both locally and abroad – takes the form of analysing investment performance figures supplied by various sources, such as Morningstar/Fund Express, and applying other analytical tools available in the industry.

IN THIS ISSUE

As head of research at Brenthurst Wealth, my role is to rigorously identify, monitor and, when necessary, remove funds to ensure our clients avoid short-term performers and benefit from durable, repeatable investment strategies. That discipline led us early to the Ranmore Global Value Fund, whose exceptional long-term performance, disciplined global positioning and strong management have delivered outstanding results for our clients.

JHB (HQ)	+27 (0) 11 799 8100
JHB (SANDTON)	+27 (0) 10 035 1391
PTA	+27 (0) 12 347 8240
CAPE TOWN	+27 (0) 21 418 1236
BELLVILLE	+27 (0) 21 914 9646
CLAREMONT	+27 (0) 21 100 3901
STELLENBOSCH	+27 (0) 21 882 8706
PAARL (VAL DE VIE)	+27 (0) 21 100 3901
GEORGE	+27 (0) 44 050 6057
MAURITIUS	+ 230 5843 5215

Around four years ago, I identified a smallish UK-based fund which was starting to make some waves, as far as performance is concerned. At the time, it was an investment fund which very few people in SA had heard of, namely the Ranmore Global Value Fund. I also liked some of the comments that the fund manager made on the Biznews website and, after an in-depth study of the fund, I decided to call him.

At the outset, this fund manager passed one of my tests I use before recommending a fund to our clients – he agreed to take my call.

Trying to get through to most large fund managers, both here in SA and the rest of the world, is incredibly difficult. They hide themselves behind layers of secretaries and PR people and mostly do not bother to take calls. I often joke that its easier getting an appointment with the Pope than speaking to some of our money managers.

But not the fund manager at Ranmore – SA born Sean Peche, who started out as an analyst at Old Mutual, and after a stint at Orbis, started managing money for his own account and for his growing list of clients.

After the telephone call with Peche, I asked whether he would spend an hour of his time to meet with our advisors. Again, he agreed and duly complied. Most of our advisors had never heard of Ranmore or Peche, but after an hour with him and learning about his investment style, I think they were hooked.

Remember, this was four years ago, when introducing a no name brand to an investment community that thrives on brand names rather than investment performance, wasn't easy.

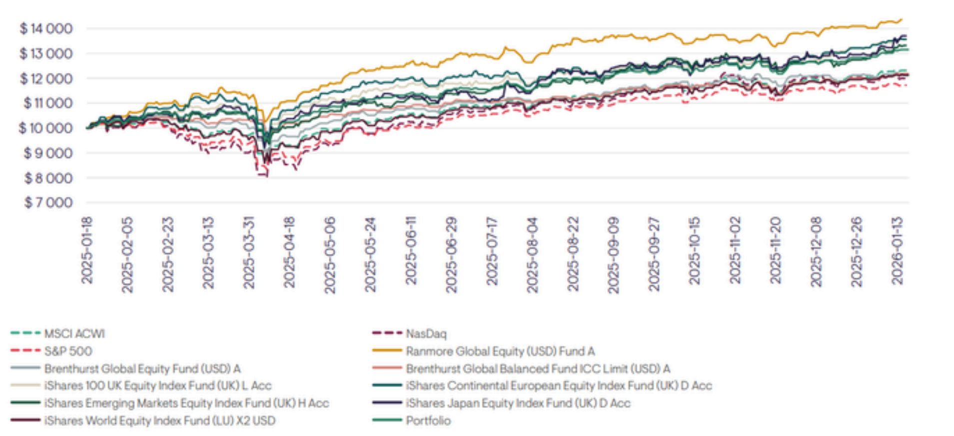
Brenthurst was also, as best I know, the first national advisory company recommending Ranmore as an anchor fund – at first globally on the MWI platform, and thereafter on the Glacier and Ninety One platforms.

Fast forward, and two things have happened: Peche became one of the regular speakers at the annual Biznews conference and his performance just continued to outpace the larger funds, which it still does today. Clients of Brenthurst now have well over a billion rand in this fund, making it our largest global equity fund.

And the performance has not disappointed.

THE CHART CLEARLY SHOWS HOW RANMORE HAS OUTPERFORMED ALL GLOBAL INDICES, WHILE THE FUND IS ALSO IN THE TOP 1% OF ALL GLOBAL FUNDS.

FUND PERFORMANCE GRAPH



This performance is nothing short of extraordinary, and our clients who took our advice have benefitted tremendously after a rally of 40% in USD terms in 2025. This is partly due to the position that Peche took some time ago to reduce his exposure to the USA and allocate money to previously neglected areas of the world, such as Japan, Europa and South Korea.

Peche has since been joined at Ranmore by Andrew Lapping, formerly Chief Investment Officer of Allan Gray, which has further boosted the research capacity at this fund.

RANMORE FUND MANAGEMENT

MAGNUS HEYSTEK

INVESTMENT STRATEGIST & DIRECTOR, BRENTHURST WEALTH

Magnus Heystek is a well-known investment strategist and wealth manager. He is the co-founder and director of Brenthurst Wealth, where he oversees investment strategies, research and client communication. Heystek is also a published author, having written several books on investments and retirement planning. His expertise in offshore investing has made him a respected thought leader in the financial industry.

Phone: +27 (0) 11 799 8100 | **Email:** magnush@brenthurstwealth.co.za

MISSED OUR WEBINAR?

CLICK HERE TO WATCH ON YOUTUBE

CONTACT ANY OF OUR HIGHLY QUALIFIED FINANCIAL ADVISORS AT OUR NINE OFFICES COUNTRYWIDE TO DISCUSS YOUR INVESTMENT STRATEGY.

EMAIL US: invest@brenthurstwealth.co.za

Johannesburg	+27 (0) 11 799 8100	**Claremont**	+27 (0) 21 100 3901	**SATELLITE OFFICES:**	
Sandton	+27 (0) 10 035 1391	**Bellville**	+27 (0) 21 914 9646	**KZN: Arin Ruttenberg**	+27 84 582 8581
Pretoria	+27 (0) 12 347 8240	**Stellenbosch**	+27 (0) 21 882 8706	**FREE STATE: Iniel Van Zyl**	+27 72 298 3212
CPT Waterfront	+27 (0) 21 418 1236	**Val de Vie Estate**	+27 (0) 21 100 3901	**NORTH WEST: Maria Smit**	+27 79 696 6860
George	+27 (0) 44 050 6057	**Mauritius**	+230 5843 5215	**MPUMALANGA: Marise Reinach**	+27 72 795 3604