Sanlam

PRIVATE Wealth

CUSTOMISED BUSINESS
SOLUTIONS FOR INTERMEDIARIES

www.sanlamprivatewealth.co.za

Investment Management I Fiduciary and Tax I Equity-backed Finance I Wealth Management I Stockbroking I Derivatives

YOUR WEALTH. **OUR CRAFT.**

There's something all masters of their craft have in common – dedication, skill, meticulous attention to detail, inspiration and perseverance.

At Sanlam Private Wealth, we apply these exact principles when crafting customised private client portfolios to grow and preserve wealth – now and for generations to come.

OUR STORY

Master ceramicist Andile Dyalvane starts each project with a line. A simple line that connects him to the past, celebrates the present and reminds him of the responsibility to leave a footprint for the next generation. This signature line represents gratitude – 'camagu' as he refers to it in isiXhosa.

The infinite lineage conveys the continuation of connectivity and as he himself notes, 'the pattern and rhythm, the controlled chaos, depicting the mastery of doing something again and again'.

The same passion and powerful instincts that move Andile to make something meaningful and of value that will persist into the future is exactly what we do every day. What guides, equips and inspires him to create cultural wealth is the same resolve that drives us at Sanlam Private Wealth.

Traits and notions normally associated with artists, such as inspiration, innovation, hard-learned skills, a lifetime of experience, repeated practice, time and care – even the guts to take calculated risks at times – ring true for our own trade.

Formed 20 years ago, Sanlam Private Wealth has evolved from a small stockbroking firm to a holistic wealth management business with a strong track record, and assets under management and administration of more than R151 billion.

Through the solid foundation and heritage inherent in Andile's work, he leaves a legacy for future generations. When we craft investment portfolios, we do exactly the same. Inspired by clients' needs, we take great responsibility in applying our expertise to grow their wealth, not only now, but for generations to come.

YOUR WEALTH. OUR CRAFT.

ANDILE DYALVANE
– CAMAGU!!!

Andile Dyalvane was born in 1978 in a small village in the Eastern Cape. Today he's a well-traveled designer and renowned artist who has exhibited his work with great success in cities such as London and New York. He prides himself on being South African and reflects this in his work at every opportunity. Clay gives him the ability to create something beautiful, valuable and functional using the four elements of life: earth, water, fire and air.

CRAFTING WEALTH

In a fast-paced world that is constantly changing, delivering a bespoke service to high net worth and ultra-high net worth clients is becoming ever more challenging. These discerning clients have unique goals, challenges and ambitions and often require a customised end-to-end solution that goes above and beyond conventional investment management. This could vary from minor investment portfolio customisation to inter-generational planning and cross-geographical tax structuring.

CLIENT

UNIQUE REQUIREMENTS, INDIVIDUAL PREFERENCES

INTERMEDIARY

CONDUCTS NEEDS ANALYSIS & RISK PROFILE

SANLAM PRIVATE WEALTH

CONSTRUCTS CUSTOMISED SOLUTION (LOCAL & OFFSHORE)

PROPRIETARY MODELS

- Shares
- Bonds
- Property
- Cash
- Fixed interest
- Alternatives

OUTSOURCED MANAGERS

Collective investment scheme (CIS)

ADDITIONAL SPECIALISED SERVICES

- Estate planning
- Trust structures
- Tax structuring
- Equity-backed finance
- Stockbroking & derivatives

PERSONALISED SERVICE

- Personal relationships
- Direct access to a dedicated investment professional
- Direct access to investment team behind portfolio construction

Each customised solution is tailored to the personal circumstances of the investor, who enjoys ownership of the assets in the portfolio. This allows for greater flexibility and complete transparency, as set out in more detail below:

CUSTOMISED SOLUTION	COLLECTIVE INVESTMENT SCHEME (CIS)
TAILORED The personal circumstances of investors guide the process.	**GENERIC** A CIS is a pooled investment vehicle where investors buy units.
GENERIC A CIS is a pooled investment vehicle where investors buy units.	**POOLED** The assets in a CIS fund are registered in the name of the fund.
PERSONAL SERVICE Clients and their intermediaries have direct access to the portfolio manager.	**GENERAL COMMUNICATION** Access to the fund manager is very limited.
HIGHER CONVICTION Portfolio managers have fewer restrictions. They can invest in line with their best investment views.	**HIGHER RESTRICTIONS** Collective investments tend to have more rigid mandates that the fund manager must adhere to.
TRANSPARENT, FLEXIBLE FEE STRUCTURE A sliding fee scale with negotiation on large amounts. No performance fees.	**FIXED FEE STRUCTURE** Base fee with/without performance fees, generally non-negotiable.
UNAFFECTED BY OTHER INVESTORS' CASH FLOWS The portfolio is not affected by the cash investment and withdrawals of other investors.	**AFFECTED BY OTHER INVESTORS' CASH FLOW** Constant rebalancing and trading in the portfolio as cash flows vary.

Intermediaries can utilise Glacier – the Sanlam Group's linked investment services provider (LISP) – to access Sanlam Private Wealth. Voluntary (non-retirement) money can be invested directly with Sanlam Private Wealth.


EXIT

WHY PARTNER WITH US?

Intermediaries and clients typically choose us for our expertise, performance and personal touch. As a financial intermediary, you need a trusted partner that understands your wealthy clients, and is able to assist you to meet their demands in a customised fashion, without increasing your administrative burden.

MORE THAN INVESTMENTS

We offer a one-stop solution to intermediaries. In addition to investments, we provide a comprehensive range of specialised services such as fiduciary and tax, equity-backed finance, derivatives trading and stockbroking.

COLLABORATING TO YOUR BENEFIT

We have the infrastructure and values to work well with financial intermediaries. Through our unique Private Client Investment Committee (PCIC) protocol, as well as our supervisory programme, we invest in the future success of both our business and yours.

PRACTICAL PARTNERSHIPS

We don't subscribe to one-size-fits-all solutions. Instead, we offer intermediaries a flexible service model ranging from a full partnership model to selective services. This allows you to work with us in a way that suits your business and your clients' needs.

EXPERTISE AND EXPERIENCE

Our team of highly skilled specialists offers a robust combination of experience and youth to ensure we're able to consistently deliver the long-term results you and your clients expect.

PERFORMANCE

We build robust investment portfolios and manage them actively to deliver to clients' objectives. Our local and global equity and balanced portfolios have a strong record of outperformance over the long term.

GLOBAL REACH

Our international footprint offers a wide investment perspective and choice of solutions. We have a direct presence in three countries – South Africa, the UK and Mauritius. We're also expanding our offering on the African continent.

FINANCIAL STABILITY

With the backing of the Sanlam Group, we're financially solid and stable – Sanlam has been providing clients with investment expertise and advice for a century. Sanlam Private Wealth is a wholly-owned subsidiary of Sanlam Investments and has assets under management and administration of more than R151 billion.

OUR EXPERTISE

INVESTMENT MANAGEMENT

We offer a broad range of investment services:

DISCRETIONARY INVESTMENT MANAGEMENT

We manage a comprehensive range of balanced (multi-asset) and equity portfolios across different risk categories. Depending on a client's profile, we'll build the most suitable portfolio and customise it for their requirements.

INVESTING OFFSHORE

Clients can use their personal offshore allowances to transfer funds abroad, or they can make use of our asset swap capability. We have a range of offshore investment solutions to meet the demands of most clients.

SHARIAH-COMPLIANT INVESTMENTS

Our customised Shariah portfolios combine our investment expertise with the wisdom and respect of an independent Shariah board comprising senior Ulama. Riba is avoided and the dividend is purified.

FIDUCIARY AND TAX

We can assist you with structuring local and offshore trusts, international estate planning, exchange controls and tax matters across jurisdictions.

EQUITY-BACKED FINANCE

If your clients have investment portfolios with us, they have the option of using their local and offshore equities to secure credit. The service is fast and flexible, and offered at highly competitive rates.

STOCKBROKING AND DERIVATIVES TRADING

We offer a range of institutional and retail equity and derivative trading services, including an online share trading platform for clients who prefer to self-manage their portfolio. Our institutional services include market making for exchange-traded funds (ETFs) and direct market access (DMA) trading for third-party managers.

A STRATEGIC PARTNERSHIP

A long-term strategic partnership with Sanlam Private Wealth will enhance your ability to create real value for your clients. Most importantly, it will give you peace of mind that your investment process is both well defined and well managed. In partnering with us, you can distinguish your practice from those of your competitors and gain a distinct advantage when it comes to managing client relationships. The administrative ease this offers will assist you in building a sustainable practice for the future.

PRIVATE CLIENT INVESTMENT COMMITTEE (PCIC)

Our team of experts will work with you to combine your client insight and experience with our investment knowledge through the PCIC framework. This framework was designed to ensure your involvement in the portfolio management process, structured around Sanlam Private Wealth's centralised investment process grounded in robust, intensive research.

The result is an efficient process to address clients' investment needs in terms of asset allocation and portfolio construction, as well as the implementation of the selected investment solutions.

The PCIC provides the information you require to confidently match the investment solutions that are most suited to your clients' needs while ensuring that you meet your regulatory requirements.

HOW DOES THE PCIC WORK?

APPLICATION
To be considered for the PCIC programme, submit your applicaton to your portfolio manager or email it to solutions@privatewealth.sanlam.co.za

ASSESSMENT
SPW will determine whether you are a suitable candidate for the programme.

COMMUNICATION
SPW will notify you if your application was successful. If so, your portfolio manager will be in touch to schedule your first PCIC session.

INFORMATION PACKS
Before the session, you will receive a PCIC information pack. These packs are prepared for each session, reflecting the previous quarter's performance.

PCIC SESSION
An SPW portfolio manager will chair the session. It's a platform for engagement and active participation.

ATTENDANCE REGISTER
All delegates will have to sign an attendance register. Minutes will be compiled at every session and circulated afterwards.

CPD CERTIFICATES
After the completion of each session, SPW will issue you with a CPD certificate for 1.5 CPD points per quarter.

SUPERVISORY PROGRAMME

Sanlam Private Wealth takes select intermediaries under supervision for the purposes of providing advisory services on shares (FAIS product sub-category 1.8).

We will enter into a two-year supervisory agreement with you and you'll be temporarily registered under the Sanlam Private Wealth licence. Please note that dual registration is allowed under current legislation. After successful completion of the supervisory programme, you'll be able to advise on shares in your own capacity as an intermediary in terms of FAIS.

This will enhance your overall value proposition and investment offering to clients and provide you with a competitive advantage in the market, enabling you to attract a broader range of high net worth clients.

HOW DOES THE SUPERVISORY PROCESS WORK?

APPLICATION
To be considered for the supervisory programme, submit your applicaton to your portfolio manager or email it to solutions@privatewealth.sanlam.co.za. Make sure to enclose your updated CV, as well as duly completed FSP4C and FSP5 forms.

ASSESSMENT
SPW will consider your application against the set criteria, vet your documentation and inform you of the outcome.

CONTRACTING
If your application was approved, SPW will enter into a formal supervision agreement with you.

TRAINING
All supervised representatives will be required to successfully complete product-specific training and pass the subsequent assessment. The online training will be facilitated by SPW at no cost.

LICENCING
SPW will add you to their FSP licence.

ASSIGNMENT
A dedicated SPW portfolio manager will be assigned as your supervisor.

SUPERVISION
Your supervisor will have to sign off on all advice that you give to clients. He/she will also have to ensure that a monthly record of supervision, with all the relevant supporting documentation, is completed, signed and submitted to SPW's Compliance department.

A SELECTION OF ADDED BENEFITS

| Access to a dedicated portfolio manager.

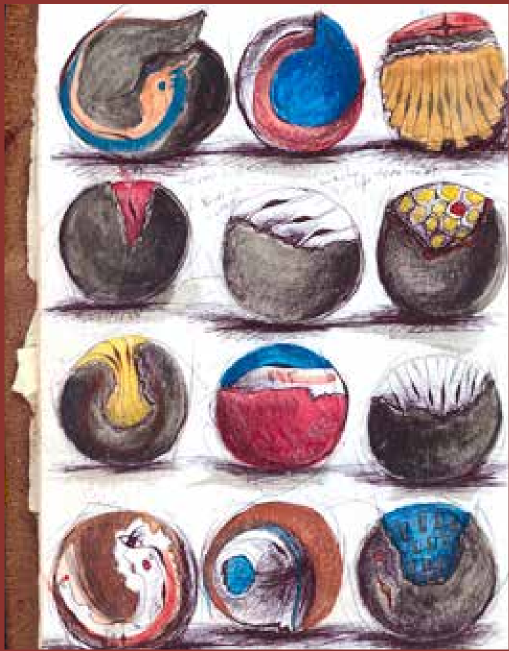
| Up-to-date access to investment insights ensuring that you are at the cutting edge of investment management.

| Access to a library of articles on topics of investment, fiduciary and tax for you to distribute to your private clients.

| Access to Sanlam Private Wealth experts to speak at your client events.

| CPD points for the quarterly PCIC meetings.

| Invitations for you and select clients to attend exclusive events.



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