SPIRIT

SPIRIT

THE INSIDER

SEPTEMBER 2023

ENTER

An owner of Authorised Financial Services Providers in South Africa.



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SPIRIT ORGANISATION

Corporate

SPIRIT INVEST

- ORION INVESTMENT MANAGERS
  - PANGBOURNE ASSET MANAGEMENT
  - accorn INVESTMENT MANAGEMENT
  - FundStore.com
  - CAPITA Asset Management
  - cadiz ASSET MANAGEMENT
  - STARFUNDS.AI ASSET MANAGEMENT
  - PALMYRA ASSET MANAGEMENT
- ORION WEALTH MANAGERS
  - WARWICK WEALTH — The Investment Specialists
  - APPLETON — The Fiduciary Specialists

Philanthropy

SPIRIT FOUNDATION

- SPIRIT FOUNDATION
  - SPIRIT EDUCATION FOUNDATION
  - SPIRIT COMMUNITY FOUNDATION
  - SPIRIT WILDLIFE FOUNDATION


Chairman and CEO, Ian Kilbride

From the desk of the Chairman and CEO

It gives me great personal and professional pleasure to announce that Spirit Invest enjoyed the best first six months of the year in its 21-year history. So firstly, I wish to thank each and every one of you for your individual contribution to this remarkable achievement.

While Spirit Invest as a whole has achieved rapid growth during H1, considerable investment has also been made in professional staff, new offices, state of the art systems, bespoke software and applications, as well as robust compliance and training. As can be seen, our underlying philosophy remains to invest in growth, key personnel, systems and continuous improvement across the board.

Our vision is constant. Which is to be the premier private wealth management group in South Africa by delivering the best service to our clients. It's that simple and that challenging, but I know you are all up to the task and as committed as I am to make this shared vision a reality.

Orion Wealth Managers, under the guidance of MD Marc Wiese, has delivered simply stellar performance through its Warwick Wealth and Appleton companies. Warwick's Professional Network and Succession Plan is now demonstrably the best in the industry and is attracting huge support across the country. In this regard, I wish to formally welcome all financial advisors who have joined the Warwick family in H1 and I give you my personal assurance that you and your clients are in the best possible hands.

At the beginning and end of any good financial plan is an estate plan and under the leadership of its MD, Lauren Hean, Appleton has once again proven that there is no better boutique personalised fiduciary services company in the entire country.

It's also been a remarkable six months for Orion Investment Managers, under the leadership of MD and CIO Adrian Meager. OIM now provides clients with a choice of six asset managers (soon to be seven) with a range of investment products and services to meet the needs of the most discerning of investors, whether they are seeking high growth funds, conservative and stable investments or seeking participation in the vast international investment market. I wish to congratulate Cadiz MD and CIO, Sidney McKinnon, for the excellent performance of the fixed income funds under a challenging inflationary and interest rate environment.

None of this performance is possible without the support of a highly professional finance and operations team that ensures the cogs of the machine are well maintained. In this regard, I thank our Chief Financial Officer, Tiaan Meyer, and his team on the superb work they do to ensure Spirit Invest's financials are managed optimally and to deliver on time, every time. In support of the Group are the often-unsung heroes in the Spirit Operations department ably led by Ryan Magee. In H1, Ryan and his team delivered what in my view is the best Client Communication System in the entire private wealth management industry and I could not be prouder of your work on behalf of our clients.

Ensuring that the world knows what a great group we are doesn't happen automatically, and so my thanks go to our Group Marketing Manager, Wendy de Sousa, and her team who regularly produce the highest quality publications and social media presence. It gives me great personal pleasure to share our publications with my own South African and international networks and I know how proud you all are of our Group marketing.

Finally, turning to my personal passion, the Spirit Foundation. Under the inspired leadership of Dr Armand Bam, and his powerful, passionate and potent team, H1 has seen the Foundation literally change the lives of scholars from disadvantaged backgrounds, enhance the life skills and opportunities of visually and hearing-impaired individuals and help preserve and protect our most iconic and deeply endangered wildlife.

I wish to thank all of you for your support and in particular our donors, teachers, community leaders and wildlife conservationists who work so closely with the Spirit Foundation to make such a difference to our beloved country.

Now, I know you are expecting this, so I won't disappoint you, "Onwards and Upwards" into the best ever H2 for the Spirit Group.

Head Office: Finance Department

Our Group Chief Financial Officer, Tiaan Meyer, reflects on a whirlwind H1 2023. The first half of the year has been an incredibly busy and productive one for Finance, particularly as it is the period in which the Group's audits are finalised and signed off. I am very happy to report that all companies within the Group received clean audit reports and a congratulations needs to go out to the team of Leo, Liezl, Johan and Oscar for all their hard work and dedication.

Chief Financial Officer,
Tiaan Meyer

Together with the completion of our audits, we also successfully submitted all the annual Financial Sector Conduct Authority (FSCA) submissions in relation to our FSP licensed companies within the group. These big-ticket items were just two of the standout successes of H1 for the Finance team.

During H1 we also expanded our Finance team due to the exponential growth we have been experiencing across the entire Group and appointed Oscar Adams to join our team. Oscar comes to us with eight years of finance experience within an accounting and audit environment and has a wealth of knowledge of South African taxation and processes. In the short time he has been with us, he has already added tremendous value to the team, and we are very pleased to have him with us, even though (like others in the group) we will have to do some work on the football team he supports.

Now, looking forward to the second half of the year, apart from looking forward to the Springboks defending their Word Champions title in France, Finance will continue to support Orion Investment Managers as well as Orion Wealth Managers wherever required and provide all companies with their financial needs and reporting requirements.

New budgets for the second half have been approved by the board and I will work with the relevant Managing Directors to monitor these to ensure the respective areas achieve their set goals for the second half of 2023.

I wish everyone the best of luck to achieve their goals for 2023 and give you my assurance that the Finance and Operations teams will be on hand every step of the way to assist wherever.

So, all that is left for me to say is:

"GO BOKKE!!"

Head Office: Operations

Group Director of Operations, Ryan Magee, reports on a phenomenal H1 2023.

Chief Operating Officer,
Ryan Magee

Great progress for H1 2023 and exciting prospects for H2 2023! What an absolute whirlwind of an H1 of 2023 for Group Operations. As always, there was a lot of work behind the scenes from all business units to ensure we run smoothly at all times, operate more efficiently, as well as collaborating, both on a Group level as well as assisting all individual companies within the Group. There's much to report on, but a few special areas I wish to highlight:

WARWICK CLIENT COMMUNICATION SYSTEM (CCS) – After a year and a half of planning, our CCS solution went live in April with great success! The system, consisting of QuicklySign (deal pack document repository and digital signing solution) and Seed Client Reporting (consolidated client investment and estate reporting statements across all providers and platforms), was incredibly well received by Warwick's Specialists and Advisory Teams as well as, (most importantly), their clients. I would personally like to thank all staff members that provided and continue to provide feedback in terms of deal pack documentation and consolidated statements updates.

In addition to the evolutionary and incremental updates to deal pack documents and statements, we have a major development planned for client review statements in terms of a financial longevity project summary and graph. This review statement component will provide clients with a projection of how their capital will grow or reduce in real terms, factoring in various growth benchmarks, subject to their annual income requirements. Development is planned for Q4 of this year, with testing and completion due for early Q1 2024.

COMPLIANCE – We continue to monitor all grey listing developments and the impacts it may pose to the Group as well as to our clients. To date, there has been no significant developments in terms of additional Know Your Customer/Due Diligence requirements. We are, however, aligned to and fully compliant with Financial Intelligence Centre best governance practices by implementing and rolling out sanctions, adverse media and politically exposed/influential screening for all new and existing clients, staff and advisory partners from September of this year.

FUND UPDATES – Starfunds.ai will be launching their own Stable Fund of Funds in September, along with Palmyra launching their own SA Equity Fund around November 2023.

HUMAN RESOURCES – A number of well qualified and experienced individuals were appointed in H1 across the Group - welcome to you all.

BUSINESS INTELLIGENCE – Many developments and improvements made across all reporting systems and solutions used by the Group, with a particular focus and emphasis on aligning and enriching Xplan client data with Seed Client Reporting data now available to us.

IT INFRASTRUCTURE, SECURITY AND SERVICES – Ongoing improvement and monitoring in terms of our infrastructural health, with a continued focus on email and firewall security as the Group continues to grow.

I wish you all great success in H2 and remember Operations is always here to help and support you at all times!

Inside Marketing

Marketing and Communicating our Group to the world in H1.

Marketing General Manager,
Wendy De Sousa

Spirit Invest is constantly evolving, so the key objective of the Marketing and Communications Department is to ensure that all these wonderful developments are known about and appreciated by our internal and external audiences. This starts with all staff being the first to know about company developments such as new products, services, appointments and of course, our ever-growing professional network. Our second key audience is of course our current and prospective client base. Our third key audience is our supporters across all entities whether this is service providers, fund management companies, or the many schools, communities and beneficiaries of the Spirit Foundation.

A key thrust of the Marketing and Communications Department in H1 has been to bring the 'good news' about Spirit Invest to a much wider audience, ranging from the broader investing public, professionals, media, diplomats, politicians and donors.

So, what has been achieved in H1? Well, in summary, our Marketing and Communications Department has never been so productive! I can confidently attest to the fact that our marketing and publications are of the highest quality and are being viewed, read and responded to by an ever-broader audience.

In terms of traditional media, we have invested in over 500 signs around the country, all of which are positioned prominently at well-known schools and clubs and have become well-known landmarks wherever they are located. We have also taken the opportunity to advertise Warwick at key opportunities, such as at Free State stadium during the Proteas cricket match.

Social media is powerful and so a key thrust of our marketing and communications in H1 has been to boost our Group's Facebook, LinkedIn and Instagram profile. In this regard we craft some 750 new posts each month across all of our platforms! To give you and indication of reach our Warwick 'Succession planning for IFA' posts achieved a reach of 225,000, with 270,000 impressions in one month alone.

In H1 we also embarked on a programme of updating and improving each of our websites twice yearly. You will see that each of our group publications and posts, where relevant, are posted on the "latest news" tab and under 'Articles of Interest'. But we have also updated the information and content of each of the Group's websites to ensure freshness and topicality, as well as ease of navigation and visual appeal. We are particularly pleased with the short group video that has been crafted and loaded onto each of the websites and serves as a visually beautiful and informative overview of our Group structure.

We hope and trust that you are proud of the quality of publications produced by the Group ranging from the monthly Warwick Wealth Matters and Cadiz Fund News, to the quarterly Appleton Times and six monthly Spirit Insider and Sprit Foundation Full Circle? If so, please share these publications with your own social

media and personal network. This is how name; brand awareness and profiles are built. You will have noted too the Chairman's articles of interest published each month which have appeared in the Business Day, Business Report, the Daily Maverick, Leadership Magazine and the Airlink Skyways magazine. Again, please share these Chairman's articles of interest as they are not only interesting and informative, but they add considerable gravitas to the Group as a whole.

But the jewel in the publications crown for H1 was the Chairman's guest editorship of the Big Issue, which allowed us to profile our professional and philanthropic commitments. We hope you were all proud of this marvellous publication.

Finally, none of this is achievable without your regular input and support and in particular I wish to send our best wishes to Chelsea Webb who left us to become a happy Mum to Amelia. We also extend a very warm welcome to Tayler Brandsma who joined us in H1 as Marketing Assistant and has already demonstrated her professional skills and to be a team player.

We have more good news coming in H2 and will be communicating this to you regularly. But in the meantime, keep marketing and communicating to the world about our great Group!

ORION WEALTH MANAGERS

Inside

WARWICK WEALTH
The Investment Specialists

Orion Wealth Managers Managing Director, Marc Wiese, reports on a remarkable H1 2023.

Managing Director –
Orion Wealth Managers

I hope this newsletter finds each and every one of you in good health and high spirits. As we dive into the second half of the year, I am thrilled to share with you the remarkable journey our company has undertaken over the past six months.

The year began with a renewed vigour as we set ambitious goals for ourselves. Our Wealth Specialists and Wealth Advisors kicked off the year on a high note, achieving an extremely strong result in January for new client onboarding. This impressive start laid the foundation for the months ahead.

February and March were all about innovation and preparation for the launch of our new Client Communication System (CCS), our simplified and exceptionally professional new client paperwork, the new client electronic signature system, as well as the new and even better asset management offerings via Orion Investment Managers (OIM), which were all launched in April 2023. I can honestly say that I do not believe the company and our clients have ever been better positioned for the future!

At the time of writing, Warwick had onboarded close to R2bn of new clients this year, which is an exceptional achievement which we will aim to continue to build on throughout H2. We have had more than a dozen new experienced and qualified Merger and Advisory partners join us this year so far, which is a testament to our extraordinary value proposition within the financial services industry.

As we step into the coming months, there's much to anticipate. Our pipeline is brimming with further innovations that promise to add even more value to our staff, partners and most importantly, our clients. We're also focused on expanding our presence across South Africa, with plans to open new offices in keys towns.

In conclusion, the past six months has showcased our resilience, determination, and unity as a team. Each milestone achieved is a testament to your hard work and dedication. So, let's continue to push the boundaries of what's possible and strive for excellence in everything we do.

Thank you for your unwavering commitment. Together, we will script a future that is even more prosperous and rewarding.

ORION WEALTH MANAGERS

Inside APPLETON

The Fiduciary Specialists

Appleton Managing Director, Lauren Hean, reports on a highly successful H1 for the fiduciary specialists.

Managing Director – Appleton,
Lauren Hean

Passionate is an over-used and under-appreciated term these days, but when I say that Appleton is passionate about our work, our clients and our heirs, I mean it! This passion is driven only by a desire to always deliver the best to our clients as well as our Spirit Group.

As you are aware, Appleton has restructured its business model to ensure that we provide the best possible service in the industry to our clients. This means that our estate threshold has been raised and our fee structure amended to ensure that we remain ultra-competitive for our larger estate clients. This focus has begun bearing fruit and means that we are administering fewer estates, but at a far higher value, thereby creating better cost efficiencies for the company.

We now have the best and most focussed estate teams in the company's history, who quite frankly work their fingers to the bone to deliver best in class service. Each of our administrators is an active member of the Fiduciary Institute of South Africa and regularly attend and participate in training events to maintain their CPD status.

Colleagues, we spend a lot of time training and upskilling Wealth Specialists, Client Relationship Specialists, together with our growing network of Advisory Partners and other professionals. We do this not only because we are yes, 'passionate' about our work, but also because estate planning and Will writing are the two most important practices any professional financial advisor can undertake for their clients. So, please always remember, the better the estate plan, the better the Will and the better the financial outcome for your client and we are always there to assist you in this regard.

Wills and estates are constantly evolving with new legislation, regulation, opportunities and challenges and so we need to remain completely on top of these changes at all times.

Finally, two big "thank you's". Firstly, to all our Warwick Wealth and Professional network partners who keep us busy, all day every day and for delivering the quality of business we have been seeing in H1 2023. But then also a huge thank you to the entire Appleton Team, my "A" Team! You never cease to amaze me every day with your commitment, dedication and yes, 'passion' for excellence, you really are the best!

So, until next time, I wish everyone across the Group a fantastic H2 and looking forward to working with you all in the coming months.

ORION
INVESTMENT MANAGERS

Inside Orion Investment Managers

Orion Investment Managers Managing Director and Chief Investment Officer, Adrian Meager, reports on a highly eventful H1 2023. Welcome to the H1 review of Orion Investment Managers, during which the company has experienced very considerable and encouraging growth. The local asset and investment management companies owned by Orion are:

Managing Director – Orion Investment Managers, Adrian Meager

Cadiz Asset Management, which is a specialist local fixed-income manager.

Palmyra Asset Management is focussed on local equity and multi-asset funds.

Capita Asset Management, which is a multi-manager.

Accorn Investment Management is a long-only equity and multi asset manager.

Starfunds.ai, which is a unique, rule-based quantitative manager.

On behalf of the Orion Investment Managers Team, I would like to thank Warwick for the business invested with us during the first half of 2023 and we look forward to your continued support for the remainder of 2023.

In January, Orion finalised agreements with our two local equity advisors and rebalanced both the Accorn and Palmyra local equities to their respective new models. The Warwick Personal Share Portfolios were rebalanced to their new model in February.

In April, we launched the Warwick Cautious and Warwick Advisory Cautious Wrap Funds on the various platforms. The Cautious Wrap Fund caters for voluntary and post-retirement monies and has no restrictions in relation to its investment profile. It is, however, a blend of capital growth and income producing funds. This model aims to produce an annualised return of at least inflation plus 2% over time and is specifically managed to suit investors who want to draw an income over an extended period. This model has a medium risk profile and invests in assets across the risk spectrum, which includes, but is not limited to, Equities, Bonds, Fixed Income and Money Market instruments, Listed Property, and international listed entities.

In May, Sidney McKinnon, MD and CIO of Cadiz Asset Management, gave a very informative presentation titled, "The Forecast Conundrum", at the BCI Global Investment Conference where he dissected the inability to forecast macroeconomic events and the impact that this has on fixed income funds.

WE NOW PROVIDE A MARKET OVERVIEW FOR THE YEAR TO DATE

The international and local markets continued to be volatile, with the MSCI World index surging ahead, up 18.48% year to date, in US Dollars, while the FTSE/JSE Capped SWIX All Share only gained 7.91% in ZAR over the same period.

The FTSE/JSE Industrial 25 Index was the stellar performer, up 22.03% in ZAR, the FTSE/JSE Financial 15 Index was up 14.88% in ZAR over the same period and the FTSE /JSE Resources 10 Index was down 7.26% in ZAR over the period. FTSE/JSE Listed Property Index continued to underperform, returning a negative 2.22% year to date.

From a strategic asset allocation perspective, we maintained our relative overweight exposure to South African nominal bonds due to the attractive real yields available, while maintaining a shorter modified duration than the JSE All Bond Index (ALBI). We have maintained an underweight exposure to local property.

During the year to date we also upgraded our foreign equity exposure to neutral, from underweight. Although we believe that SA equities look more attractive than developed market equities from a valuation perspective, we remain neutral due to the downside risks to SA earnings caused by the continued costs of load shedding, low economic growth, and higher interest rates.

The Rand was not spared the volatility either, weakening from ZAR 17.01/US$ in January, to touching just shy of R20/US$ during May and then ending June at 18.85/US$.

There are still significant risks to global markets due to the impact of rising interest rates across the globe, the continued war in Ukraine and China's slow recovery after the relaxation of its zero Covid policy last year. We anticipate that the volatility will continue for the remainder of 2023.

During uncertain periods, we remain focused on protecting our clients from permanent capital loss, by investing in good quality businesses with strong cash-flow generation and low leverage as the cost of capital rises, combined with more reasonably valued structural growth stories.

It will no doubt take more time than initially expected for interest rates to normalise as Central Banks around the world continue to raise rates to wrestle inflation under control. So, in the interim, remember that markets can be very volatile over the short-term, but history has shown that those who are willing to be patient and invest for the long-term will be handsomely rewarded.

In the meantime, I wish everyone in the Group a highly successful H2 and look forward to speaking to you in the coming weeks.

Regional update: Western Cape

Reflecting on a dynamic first half of 2023: Achievements and Milestones

The first half of the year has drawn to a close, offering a moment of reflection upon the remarkable accomplishments and forward strides witnessed during H1. A standing ovation is due to our dedicated sales team and the invaluable Western Cape's Advisory Partners for their unwavering commitment and exceptional efforts that consistently exceeded expectations.

The region's financial landscape witnessed a robust growth trajectory, as reflected by a remarkable 97% increase in Nett AUM achieved when comparing Q1 to Q2. The resounding success of the initial half of 2023 is a testament to the collaborative efforts of our Merger Partners and Wealth Teams.

In a strategic move following the integration of Professional Advisory partner, Colin Smith, an agreement was reached to separate his Advisory client base, resulting in the establishment of both a Merger and an Advisory book. This reorganisation prompted the allocation of these portfolios across our dynamic Western Cape Teams. Team Feinberg and Team Milford took ownership and responsibility of the book of clients, with Team Murray overseeing Gauteng, Team Langenberg managing the Garden Route and Team Oosthuizen in the Eastern Cape.

Undoubtedly, a particular hallmark of Warwick's engagement with its stakeholders is the vibrant involvement in the Lifestyle Network. Demonstrating a strong bond with the community, Warwick proudly sponsored a series of six events during the first half of the year. The distinguished Westlake Golf Club, a longtime beneficiary of Warwick's support, hosted their Triangular event on February 14th. Warwick's

Westlake Triangular – Warwick 4 ball participants

Managing Director, Regional Manager and Professional Network Manager all participated in the Warwick 4-ball - an occasion enjoyed by all attendees. The Westlake Triangular Golf Team Captain expressed heartfelt gratitude, affirming that such occasions thrive through sponsorships like Warwick's unwavering contribution.

Another beacon of Warwick's community engagement shines upon the Constantia Bowling Club. Their annual Ladies Day competition, held on March 8th, proved to be an outstanding gathering enjoyed by all the women participants. Warwick's commitment to fostering such enriching experiences underscores its dedication to building meaningful connections beyond business boundaries.

Constantia Bowling Club – Ladies Day

Gareth Utton – Client Relationship Specialist, Team Feinberg

Raymond van der Schyff – Client Relationship Officer, Team Feinberg

Within the sales office, fresh energy and talent infused the Warwick family as two new members joined Team Feinberg. Gareth Utton, stepping in as a Client Relationship Specialist, brought with him a wealth of experience, having merged his brokerage, BEE All Wealth, with Warwick at the commencement of 2022. Gareth's excitement about embracing Warwick's culture and work ethic already resonates strongly throughout the Western Cape office.

Raymond van der Schyff, the second addition to Team Feinberg, assumed the role of Client Relationship Officer. His transition to this role followed previous collaboration with Merger Partner Neels Smith and prior experience as an administration assistant for Standard Bank Financial Consultancy. Both Gareth and Raymond embark on this new chapter with our best wishes for success and growth.

Turnpoint Investments, led by Vic and Darryn, neared the conclusion of their merger journey with Warwick. Both Vic & Darryn have been exceptional individuals to work with over the years and we look forward to the successful culmination of this merger. Their dedication, vision and leadership have been instrumental in driving Turnpoint Investments to new heights.

Adding to the momentum, Merger Partner Neels Smith's integration into Warwick during Q2 was marked by his client base's assimilation into Client Relationship Specialist Erasmus under Team Ingram's stewardship. The harmonious partnership between Neels and Christoff Erasmus holds the promise of a mutually beneficial future.

In the realm of mergers, notable dedication emanated from various teams. Deon Loots and Jill Seale devoted themselves to the BEE All Wealth merger together with that of Lisa Searle and Antoinette Gugger. Cheslyn Ingram and Christoff Erasmus made commendable progress with the Plan4ever (Lisa Ridout) merger, while Gareth Milford and Nick Rusling neared the final stages of their merger with Mike Reeves of MHR.
We thank the all the Team's & Merger Partners again for their hard work, focus and dedication.

What the Region is set to accomplish in the coming months will surpass all else and we look forward to an exciting H2 with many new developments on the horizon.

Finally, remember, "Games are won by players who focus on the playing field – not by those whose eyes are glued to the scoreboard."

Merger Partner, Neels Smith

Colin Smith: Advisory & Merger Partner with PNM Len Kok

WARWICK WEALTH

The Investment Specialists

Regional update: Gauteng

The new year has been nothing short of brilliant and we are excited to share some developments and achievements in the Gauteng Region.

The hard work and dedication of our Professional Network Managers, along with our Provincial Manager, Deon Myburgh, resulted in the signing of Merger Partner Antoinette Gugger and Koos Marx as a new Advisory Office. As a team, the Gauteng Region achieved a remarkable 86% growth in the first six months in the year compared to 2022.

Koos Marx & Senior Wealth Specialist , Charles Hitchcock - Signing

Gauteng Merger Partner Antoinette Gugger & Provincial Manager Deon Myburgh - Signing

As a company, 2023 has been a year of change and embracing and streamlining our business to be industry leaders in the digital age which has proven not only to save time for our Wealth Specialists, but also for the administration and preparation for our clients.

Our Merger Partners and Advisory office have expressed how thrilled they are with our new online signing systems and client onboarding processes.
The Gauteng Region is also proud to have a full staff complement, as our newest member of the Johannesburg Office team, Naomi Kidson, joined Team Thom in a Client Relation Officer role.

Our dedicated staff consistently demonstrates their commitment to constantly grow and learn. We are proud to share with the Group that Sinéad Farrell, Client Relation Specialist in Team Pellatt, graduated from the University of Free State with a Post Graduate Diploma in Financial Planning.

Gauteng CRS Team Pellatt - Sinéad Farrell Graduation

We are thankful to be surrounded and supported by all our team and Group's employees who bring an enthusiastic attitude to their work and help energise those around them.

In the Lifestyle Network space, we generously sponsored and supported the Rotary Golf Day that took place at the Royal Johannesburg & Kensington Golf Club. The event raised more than R245 000 for various charitable organisations supported by the Rotary Club.

We also celebrated our one-year anniversary in our state-of-the-art office space in the Melrose Arch Precinct in June 2023 with a special visit from our Chairman, Ian Kilbride. All our new staff members had the opportunity to meet him and the day was celebrated with a staff lunch at the Grillhouse.

As a region, our ambition and commitment is to continue on our growth trajectory through H2 and to achieve even greater successes in 2024 (for which we are already planning!). With the guidance and direction provided by our Provincial Manager, Deon Myburgh, and the support of our professional Team we are sure to do so.

Gauteng Office - Staff Lunch - La Boquiera

And remember,

"Growth is never by mere chance. It is the result of forces working together." JAMES CASH PENNEY

Regional update: Kwazulu Natal

Our team achieved a net growth over the first six months of 2023 with an assets under management production that exceeds our net total for 2022. To that we raise a toast and thank our team for this progress and effort.

H1 has been a period of building up the Professional Network pipeline. The power of teamwork, which includes support from Pieter and Deon, KZN now has R800m worth of Mergers and Advisory potential which we expect to sign during H2. Together with other likely partners, KZN could very soon find themselves with a bank of clients that will double our assets under management. Talk is cheap, so we look forward to H2 where we report back on business signed.

With promising new merger and advisory agreements on the H2 horizon, we are excited to see what the next half holds in store for our spirited team and region, simply remembering that whatever you do, you have to keep moving forward.

NEW MERGER PARTNER

The offices of Erné Ness-Harvey merged with Warwick at the beginning of May this year. We teamed up Erné with our highly efficient Wealth Planner, Julian Stephen and the merger relationship has progressed smoothly and has proven beneficial for all involved which is exactly the way we like it!

QACCS GOLF

We continue to be involved with the QACCS golf group as a key sponsor. Conrad has been a member of QACCS KZN for 18 years. The members are predominantly associated with the construction industry where they have opportunities to connect on business and social levels. The monthly golf games are always followed by a light-hearted fines session where all monies collected are donated to a charity of the captain's choosing.

KZN Warwick sponsorhip of QACCS golf

LE DOMAINE BOWLS CLUB

Warwick KZN sponsored the annual and hotly contested North vs South bowls tournament, which took place on Youth Day. Team South won the coveted trophy five years on the trot, but this year saw the North come out with a solid victory.

KZN Warwick sponsorship of Le Domaine North vs South Bowls Tournament

The banter and spirit at this annual event make it a highlight for the Le Domaine members, and thus making it a pleasure for Warwick Wealth to be involved. We look forward to Youth Day 2024 to see whose game can match up to the chirps.

BIRTHDAYS, SERVICE ANNIVERSARIES AND PROMOTIONS

We celebrated the birthdays of Conrad, Johanne, Stuart, Julian and Verusha over the first half of the year. It has become tradition to host a champagne birthday breakfast at the office where some show off exceptional chopping and dicing skills and others their skilful use of pressing buttons on air fryers and electric frying pans – all in great fun and in the spirit of camaraderie.

A special mention also to our teammate, Johanne Somoloo, celebrating seven years at Warwick. Although the number seven symbolises 'completeness' we look forward to many more years of service and excellence with Johanne.

Growing our staff with ambitious new talent is fundamental to success, and promoting internally makes us equally proud. We take this opportunity to welcome Verusha Seeparsad into the open plan office space where she runs the busy administration desk of team McMurtrie. With 14 years already behind her at Warwick, we wish our Vee much learning, success, and fulfilment in her new role as Client Relationship Officer.

We hope to fill the now vacant spot at our reception desk with a friendly face who is also ambitious enough to carry the dual role of assistant admin manager of our KZN office.

Finally, and more importantly from our aspirational region, we extend our gratitude to our clients, networks, and colleagues alike. To all who contribute to our success in being the country's premier wealth management company, we couldn't do it without you!

KZN Team KZN Warwick

Regional update: Eastern Cape

A new year brings new challenges and more importantly, new opportunities! A strategic decision was made to incorporate the Garden Route with the Eastern Cape region, with Knysna office operating as a branch. This grew the Eastern Cape region to seven teams with the opportunity to enhance Warwick Wealth's footprint from Mossel Bay to East London. As Regional Manager for the Eastern Cape, I take this as a great opportunity for us to put our best foot forward and to deliver top wealth management for our clients and results for our Group

The first quarter of 2023 was one of consolidation, but the second quarter is where my team proved that together we all achieve more. The numbers show that we increased our net inflows by 71% compared to the first six months of 2022, with us exceeding our target for the second quarter by 25%. This was mainly due to Annie James and DHA (Justyn Harrison) Mergers conducted in the Gqeberha (Port Elizabeth) area and the Deon Smit Merger in the Garden Route. Craig Holmes and his team was tasked with the mergers in the Eastern Cape, and it was a team effort in the Garden Route, with Jennifer Rengecas, Anthony Walters and Mariza Langeberg ensuring that the Deon Smit Merger runs smoothly.

We were also able to finalise the Robin van den Berg Merger with the Andrew Botha Merger largely completed by the end of June.

Eastern Cape Justyn Harrison Advisory Partner

Eastern Cape RM Rudi Oosthuizen and Annie James

Maintaining our Lifestyle Network in the region is a critical and enjoyable activity. We hosted the Warwick Wealth Summerwood Mixed Fours Classic in May, with the Warwick Pairs and Warwick Ladies Classic kicking off at Western Suburbs Bowling Club and The Woods Bowling Club respectively. These two competitions will conclude in August.

With the DHA Merger we were fortunate that we acquired Amanda Ferreira as part of the deal. Amanda joined Team Holmes as a Client Relationship Officer (CRO) and quickly proved that her attention to detail and incredible work ethic makes her an invaluable asset to the team. We welcome you to our Warwick Family Amanda!

In the Knysna office we appointed Marlene de Jager as Assistant Admin Manager. And what an asset she proved to be! She quickly showed that with her incredible work ethic she should be given more responsibility – and we did just that by promoting her to CRO.

Megan Soanes in the Gqeberha office left Warwick at the end of June. It was with a sad heart that we said goodbye to her, but we wish her well for her future endeavours. Mia Fourie replaces Megan as Assistant Admin Manager.

Oh, but how time flies when you are having fun. Young Jarred Roberts celebrated his five-year work anniversary at Warwick in February. I have seen this young man mature, make a few mistakes (like only the best do), and learn from these to become an asset to my team. Well done Jarred and we know there's so much more to come from you.

Eastern Cape stalwarts Rudi, Erika and Jarred

Erika Kotze, for so long my right hand and our company's stalwart, is continuing her studies to achieve her NQF5 qualification in Financial Planning. She is the epitome of time management and dedication and proves that hard work pays off.

As my team would know, success comes from everyone working towards a common goal. They have also seen that success does not happen overnight, but through consistent effort we overcome obstacles and then harvest the fruit of our labour. To each and every one – "Thank You" and well done! Words cannot describe how proud I am of all of you.

What is our plan for the second half of the year? To be fearless! Fearless in our approach to becoming the number one Private Wealth Company in South Africa. Fearless in our endeavour to broaden our Professional Network Footprint in the region. My team strives to be the best – and it pays to be a winner!

Regional update: Free State

"There is no shortage of remarkable ideas, what is missing is the will to execute them." – **SETH W. GODIN**

What a remarkable H1 we have enjoyed! Here are just a few highlights from one of the fastest growing regions in the entire group.

BUSINESS GROWTH

In the Free State, we celebrated a whopping net assets under management growth of 71% in the first half of 2023.

WARWICK ADVISORY PARTNERS

In January 2023 Cobus van der Walt joined the Warwick family, together with his assistant Wendy de Villiers as Advisory Partner. They adjusted fabulously and are working extremely hard to transfer the client base to Warwick.

Free State welcomes Cobus van der Walt and Wendy de Villiers

Bert van de Venter also signed to join Warwick as an Advisory Partner in May 2023 and we are looking forward to a successful and long-standing partnership with him.

Advisory Partner, Gert Combrinck, who joined us in June 2022, successfully transferred a massive 80% of his book by the end of the first half of the year.

The Capitaux Advisory Partners, Werner Scheepers, Wiann van Zyl and Hoski Linde, who joined us in July 2022, are in the process to transferring their book to Warwick and by end of June, had completed over 60% of the transfer.

Free State RM Wiaan van Zyl welcomes Cobus van der Walt

Free State RM Wiaan van Zyl welcomes Merger Partner Chris de Lange

PROFESSIONAL NETWORK - CELEBRATIONS

In June 2023 we finished the year long successful merger and transfer of Chris de Lange's book. We thank Chris for the vote of confidence and the pleasure of collaborating with him and his clients!

LIFESTYLE NETWORK EVENTS

Warwick Wealth sponsored two bowling events at the University of the Free State's Old Students Club in April and June.

The June event was a typical Free State winter's day, chilly and windy, that greeted the hardy players gathered at the Club. Petrus Coetzer, Warwick Wealth Planner was on hand to support and play in the event and enjoyed spending time and interacting with the club members. The event was topped off with a prizegiving, where the winning team of the day and the lucky draw winner received wine prizes.

NEW STAFF APPOINTMENT

Petrus Coetzer joined the Free State Team as Wealth Planner from May 2023. Petrus is a genuine asset to the team, and we are looking forward to building strong relationships and partnerships with him.

REGIONAL MANAGER, WIANN VAN ZYL'S CONCLUDING COMMENTS

The Free State Team objective is to capitalise on the momentum we built in H1 2023, and to grow the region even further. We have a fantastic team and each one is willing to walk the extra mile to achieve our goals.

I thank the team for their hard work and the people that they are, and we look forward to a great H2!

SPIRIT FOUNDATION

Spirit Foundation

"The best way to predict the future is to create it." . – **PETER DRUCKER**

At Spirit Foundation, we wholeheartedly believe that the best way to predict the future is to create it. As we head towards celebrating 30 years of service to communities, our journey remains one of unwavering commitment to this philosophy, and it's a journey we'd like to share with you.

In this edition of the Spirit Insider, we welcome new partners and celebrate those that we have walked alongside for quite some time. This last quarter we have shifted our focus to address an important need in wildlife and welcomed Wild-LifeVets to the fold alongside CareforWild who continues to work tirelessly at preserving our rhino heritage. On the community side we are pleased to have expanded a partnership with BonniePeople, a non-profit focused on early childhood development and capacitating teenaged pregnant mothers in the town of Bonnievale. We continue our work with Jakes Gerwel Technical School, as well as Bonnievale 418 in employment readiness and have witnessed 21 youth employed in seasonal or full-time work this quarter. The Upper Liesbeek River Garden project has managed to ensure access to the river during the peak floods, while the League of Friends of the Blind provided support to 45 blind children and upskilled 121 community-based workers in this period. HearInAfrica has extended their services to ensure we were able to provide 127 hearing

Spirit Community Foundation for LOFOB

screening tests, identifying 100 people with hearing loss, and supplied 11 with free hearing aids. All these partnerships are a testimony to our dedication to building a better future.

But for this edition of the Insider, I would specifically like to focus on Spirit Education Foundation (SEF). In H1, SEF celebrated the graduation of scholars, our annual Feet4Fees campaign and scholar camp. Our recruitment process was also in full swing with over 300 applications and only 30 places available as we look forward to presenting the new Grade Eights at the annual registration day in December. Our mentorship programme now includes an individualised enrichment programme for Maths and English. We've also improved our monitoring and evaluation of scholars and are forging stronger, broader and deeper networks of connections between scholars, staff, donors and Alumni.

In particular, we celebrate the achievements of Mymoena Davids (2014) graduated as a first-generation university attendee with a master's degree in chemistry (Cum Laude) from UWC and has joined a research team at UCT to further her studies. Saarah Abrahams (2019), graduated with a BA Humanities from UWC and has been accepted to do her Post Graduate Certificate in Education through the

Spirit Education Foundation scholars' camp

Jakes Gerwel Scholarship organisation. Dr. Anees Esau (2015) graduated with his PhD from University of Stellenbosch and is doing his community service in Kimberly. Ted Tarasenga (Grade 12, 2015) is studying his master's degree in Energy for Society in Groningen, Netherlands and Lutho Gwandiso (2019), completed his Architecture degree and is doing his practical internship this year. Lutho Mlunguza (2017) was interviewed by Cape Town Daily about his successful soccer career and new clothing brand he has established in the US!

Feet4Fees has gained much traction (excuse the pun) over the past three years and was hosted this year at the lovely Groot Constantia. We raised over R23 000 and wish to thank all those that participated, supported and donated. The Deputy Mayor of Cape Town, Mr Eddie Andrews, started off the iconic morning in his unique fashion and we thank him for his fantastic support! A special thank you to Jake Pienaar, Lauren Hean and Leigh Le Riche from the broader Spirit family for setting the tone for the in-house competition. A particular highlight this year was hosting 140 scholars for three nights in Tulbagh for our scholar camp. The theme was VOICE and how our scholars can use their voice to bring about positive impact. The iconic bonfire night had everyone jumping, drumming, dancing and singing. It certainly was a memorable night of bonding and uniting the family of Spirit.

Through our scholarships, mentorship programmes, community and wildlife initiatives, we've witnessed countless success stories. From scholars who have risen to become doctors, teachers, engineers, and CEOs, to young advocates who are driving social change - Spirit Foundation has been the catalyst for their dreams. As we reflect on our journey, we

Spirit Wildlife Foundation Family

remain resolutely committed to our vision. Our work is not for today alone; it's for the future. The architects of this brighter future are not just us; they are the scholars, the educators, the volunteers, the donors, and the advocates, all united under the Spirit Foundation banner.

We invite you to be a part of this incredible journey. Together, we can create a future that's filled with hope, opportunity, and positive change. Your support, whether through donations, mentorship, or advocacy, is a vital step towards shaping a world we can all be proud of.

At Spirit Foundation, success is not just measured in numbers; it's measured in the lives we touch, the dreams we nurture, and the future we collectively create. Join us in our mission, and let's build a brighter tomorrow, together.

Visit us at **www.spiritf.org** to learn more about our impact and how you can be a part of this transformative journey.

Dr Armand Bam, Managing Director
Spirit Foundation

SPIRIT

THE INSIDER

BACK TO **HOME**