



Live with confidence

# UBS SA financial services conference

Powering resilience

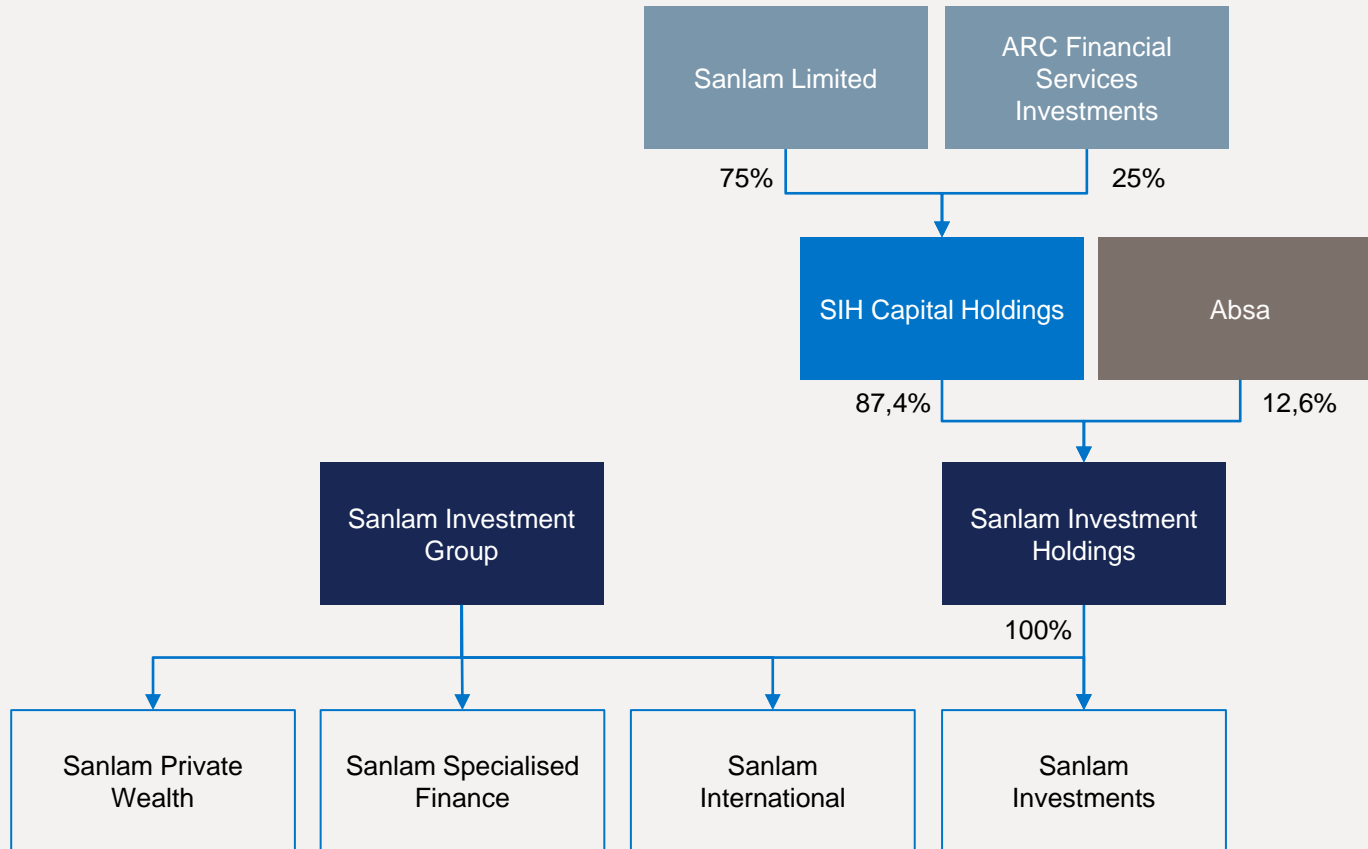
Sanlam Investment Group, Carl Roothman



# Sanlam Investment Group



The investment and financing business within the Sanlam Group – one of the largest, most diversified financial services and investment firms in South Africa

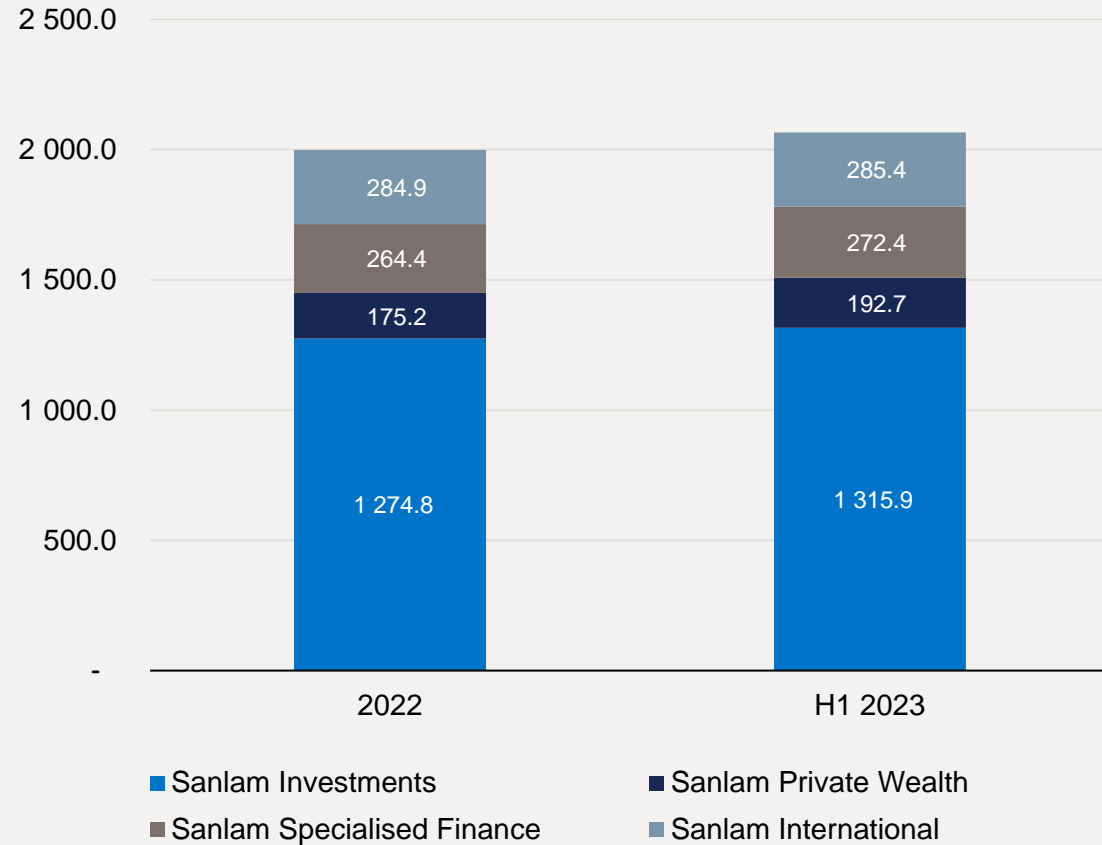


- **Key enabler of Sanlam's purpose** – one of the largest, most diversified financial services and investment firms in SA with assets under management and administration of more than R1.2 trillion
- **Leading product capabilities** – active, passive, multi-management, alternatives, international, specialised finance and private wealth
- **Competitive market positioning** – one of the largest black-owned asset managers in SA
- **Transforming the industry in South Africa** – driving financial inclusion through cost effective solutions, driving social and economic change through ESG and impact investing across Africa
- **Supported by the Sanlam Group's distribution network** – one of the largest distribution channels in SA with capabilities that include advice, administration and solutions
- **An established business and market leader in SA**

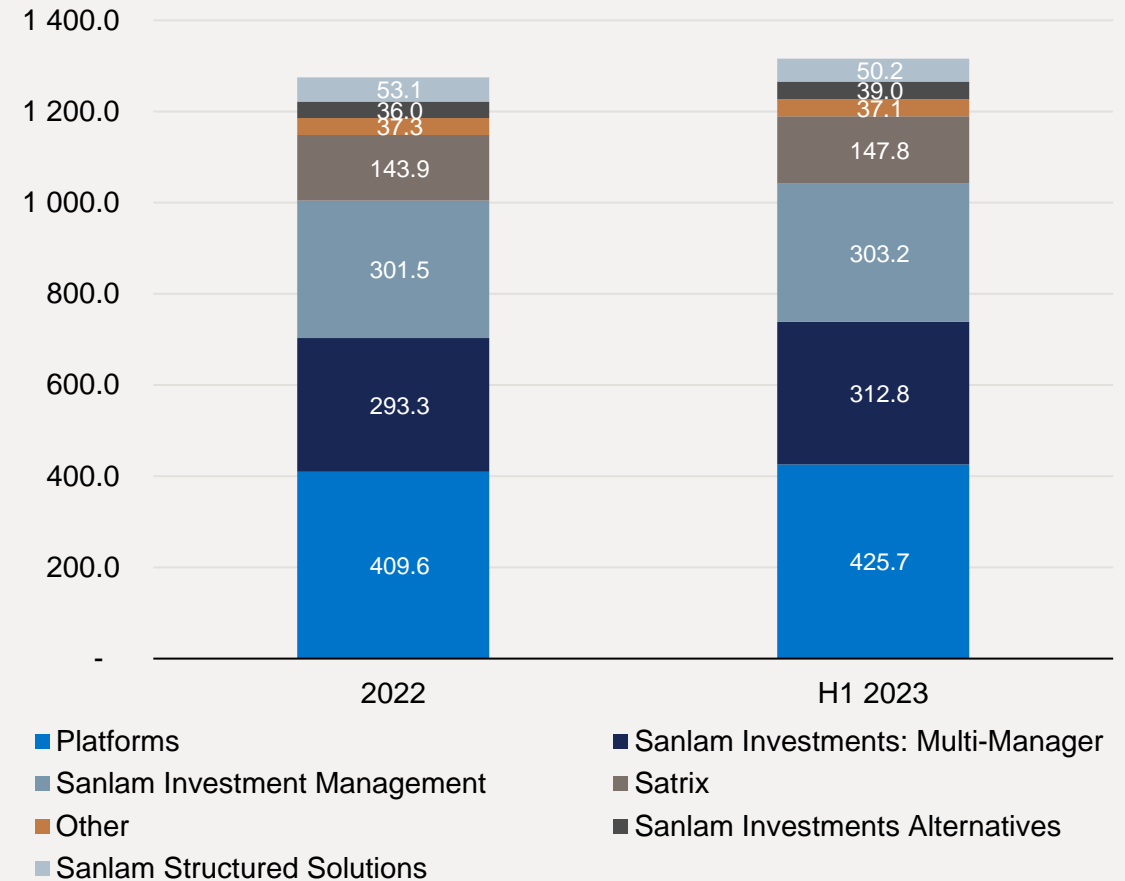
# Assets under management, administration and advice



## Sanlam Investment Group (R'bn)



## Sanlam Investments (R'bn)



# Leading capabilities across a diverse range of asset classes



Our vision is to become the preferred investment partner for individuals and institutions in South Africa and Africa – and create a lasting, positive impact while doing so

## CAPABILITIES ACROSS THE BUSINESS

### Active management

- Fixed interest
- Absolute return
- Balanced
- Equities

### Passive management

- Index-tracking
- Factor-based portfolios (smart beta)

### Multi-management

- Discretionary fund manager
- Networks
- Best-of-breed boutiques
- Fit-for-purpose investment solutions

### Alternatives investment management

- Private equity
- Private debt
- Infrastructure
- Real estate
- Partnerships

### International investment management

- Global equity
- Regional equity
- Fixed interest
- Alternatives
- Multi-management

### Specialised finance

- Balance sheet management
- Structured solutions
- Credit origination and management
- Equity financing
- Portfolio management and asset allocation

### Private wealth management

- Investment management
- Fiduciary and tax
- Equity-backed finance
- Stockbroking and derivatives trading

SUPPORTED BY

The Sanlam Group's distribution network is one of the largest distribution channels in SA with capabilities that include advice, administration and solutions.

# What sets us apart?



Scale



Depth and breadth  
of offering



Customisation/  
fit for purpose



Backed by  
Sanlam's  
balance sheet



Commitment  
to diversity



We make a real,  
sustainable difference  
to people and planet



**As stewards of capital, we have a duty to manage the money that is entrusted to us in a responsible manner. Our duty extends beyond our mandates to deliver positive investment outcomes – it also requires us to make a real, sustainable difference to people and planet.**

# Leaders in sustainability for our clients



ESG in our investment process

More than R35bn committed towards UN SDGs across infrastructure, property, private debt, private equity, partnerships

→ 52% of total AUM invested in impact strategies addressing 15 UN SDGs

SME debt – over R2.5bn in assets and commitments, decade long track record

Climate Fund Managers – raised >USD1.7bn to date

Stewardship through proxy voting and engagement

Sustainable Infrastructure Fund – R7bn across >25 assets over recent years, committed a further R6bn to new assets

Mid-market fund launched in response to Covid – expected to exceed its R3bn target

Supports black asset managers

→ Transformation credentials a key consideration in our multi-manager research and selection process

→ 73% of total AUM allocated to BEE level 1 managers

Democratising investing through Satrrix and EasyEquities

Property Impact Fund – investible opportunity to exceed R2.5tn

Investors Legacy range expected to impact over 27 000 lives

# Pioneers in climate change



Raising and deploying innovative investment vehicles to mitigate and adapt to climate change

- Highlighted by Climate Fund Managers (CFM) – a strategic partnership with FMO, the Dutch Development Bank
- CFM is responding to the climate crisis by structuring and managing a series of blended finance\* vehicles, each focused on key thematic areas of climate change mitigation and adaptation.
- **Climate Investor One** – renewable energy projects in the wind, solar and run-of-river hydro sectors
  - Final close USD950m (30% above target)
- **Climate Investor Two** – projects in the water, sanitation and ocean sectors
  - >USD750m raised to date, final close 2024 (USD1bn target)
- **Climate Investor Three** – energy transition focused on green hydrogen
  - **SDG Namibia One** – recently launched USD1bn Namibia fund
  - **SA-H2 Fund** – imminently launched USD1bn South Africa fund

## Donors: Climate Investor One and Climate Investor Two



■ Investor countries ■ Investment countries

\* Blended finance is the tactical use of public finance to mobilise large scale private capital flows to emerging and frontier markets

<b>MITIGATION</b>	<b>ADAPTATION</b>	<b>IMPACT MEASURES</b>	Avoidance of GHG emissions
			Number of people with improved access to drinking water and sanitation
			Hectares of marine and wetland ecosystems restored
			Private capital catalysed to emerging markets
			Number of new jobs created by our projects



# Global themes driving change in the asset management industry continue to highlight the importance of scale



## Global themes driving change in the industry



Active asset management under pressure

A mix of market volatility, high interest rates and pressure on fees driving consolidation in the industry

Customised solutions and strategies driving growth

Enhancing capabilities in passive, alternative and solution strategies

The rise of ESG and focus on sustainability

Disruptive technologies

## Industry response



**Add scale**

**Consolidation**

**Product diversification**

**Provider of solutions**

**Expansion of distribution reach**

## The Sanlam Investment Group response to date



- Merged with Absa Financial services
- Satrix – leading index house locally and expanding offshore
- Alternative investments business with additional revenue streams
- Leading DFM via our multi-manager in a JV with Glacier and the establishment of Graviton
- Best-of-breed capability, Amplify
- Structured solutions
- Market and credit solutions business
- Second largest wealth manager in SA
- Successful partnerships to drive growth in its underlying businesses
- One of the largest retail distribution networks in SA

**Strong profit contribution and assets under management growth over the past few years**

# Focus areas to continue to grow our business



**Satrix:**  
Dominant position in  
index-tracking

**Sanlam Investments  
Alternatives:**  
Market leading alternatives  
business in Africa and  
selected emerging markets

**Sanlam Investments: Multi-  
Manager:**  
Build on our successful  
solutions and DFM  
capability

**Sanlam Investment  
Management:**  
Global active management  
offering

**Strong distribution  
network to grow our retail  
and institutional footprint**

**Sanlam Specialised  
Finance:**  
Custodian and balance  
sheet optimisation partner  
for Sanlam

**Enable Sanlam Private  
Wealth for future growth**



**Thank you**

