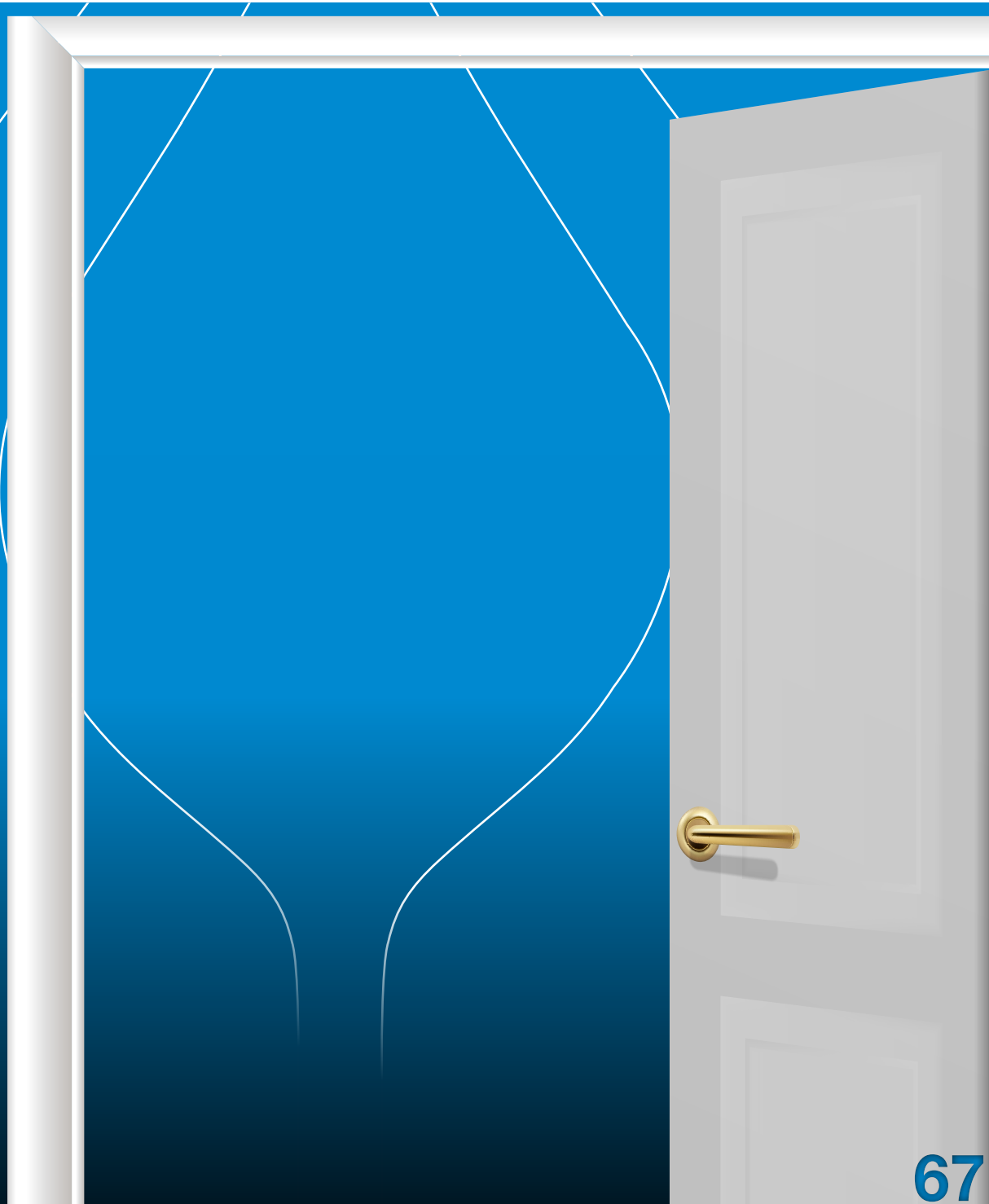




# SUSTAINABILITY IN OUR SOCIETY

**Confidence Rule 64:**

**HOLD THE  
DOOR OPEN  
FOR THOSE  
COMING UP  
BEHIND YOU.**





# THE SANLAM FOUNDATION

The Sanlam Foundation is the functional leader for CSI across the Sanlam Group, including the various operating territories and their foundations, e.g. the Ennajah Foundation.

The Sanlam Foundation's role entails:

- demonstrating Sanlam's commitment to CSI in communities where it operates;
- co-ordinating, supporting and providing oversight of all CSI initiatives in the Group;
- ensuring clear governance in accordance with the trust deed; and
- communicating impact both internally and externally.

## We are transforming the role of the Sanlam Foundation

### Our role as a public benefit organisation:

- Primary focus on South Africa.
- Primary CSI focus on Sanlam Life.
- Limited focus on the rest of Africa.
- Single source of funding.
- Focused on maintaining B-BBEE level 1 and 85% black beneficiaries.

### Our social investment role:

- Proportional CSI focus for the entire Sanlam Group.
- Multiple internal and external sources of funding.

### Our role in facilitating staff volunteerism:

- Focused on social investment initiatives.

## Our funding model

Established in 2011, the Sanlam Foundation is an independently registered trust, non-profit organisation (NPO) and public benefit organisation with oversight by a Board of Trustees.

The Sanlam Foundation has a close empowerment and funding relationship with Ubuntu-Botho Investments (UBI). Sanlam is one of the first major South African financial institutions to conclude an ownership empowerment transaction in 2004 with UBI. Four discretionary trusts were set up as part of the 2004 empowerment deal, including the Sanlam Ubuntu-Botho Community Development Trust (SUBCDT).


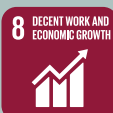


Each of the four UB trusts has a unique mandate and board of directors. Disbursements are made to experienced implementing partners in accordance with the requirements of each trust deed, and on approval from the trustees of the trusts. To efficiently disburse funds, the trusts use two implementing partners to create tangible impact, namely the SUBCDT and Sanlam Foundation.

The Sanlam Foundation matches funding contributions by Sanlam Emerging Markets for its in-country initiatives. The Sanlam Foundation currently receives its funding from SUBCDT, and as per the SUBCDT trust deed, it is obliged to spend 85% of the money received in South Africa.



# Our key programmes

In 2022 Sanlam Foundation had five key programmatic pillars used in the delivery of their mandate. The programmatic pillars are aligned to the SDGs which in turn informs the strategy and initiatives under each pillar.

The problem		Strategy		
<p>South Africa grapples with intractable challenges, including vast inequality, increasing unemployment, the effects of the climate crisis, and poverty experienced by almost half the country's adult population.</p>		<ul style="list-style-type: none"> <li>To bring about a sustainable and measurable impact in Sanlam's communities through programmes that alleviate inequity, stimulate job creation, drive financial inclusion, build social development, and protect the environment.</li> <li>Focus on programmes that create direct and indirect opportunities in communities and sectors of interest to Sanlam.</li> <li>Sanlam Foundation seeks to be the most admired, accountable African Foundation that delivers shared value and meaningful change through quality programmes and partnerships.</li> </ul>		
Our pillars				
Socio-economic development (includes education and the environment)	Consumer financial education	Enterprise and supplier development	Sanlam Africa	Staff volunteerism
Key interventions				
<ul style="list-style-type: none"> <li>Early childhood development (ECD) and foundation phase focus on home language (reading for meaning) as well as nutrition.</li> <li>High school programmes focus on English First Additional Language (FAL) which will support improved performance in science, technology, engineering and maths (STEM).</li> <li>Support is offered to educators in underserved communities.</li> <li>Co-funding with Sanlam Group Sustainability to support WWF-SA's water security efforts.</li> </ul>	<ul style="list-style-type: none"> <li>Financial literacy programmes for blue collar workplaces and associations e.g. trade unions, factories and mines as well as community-based training.</li> <li>Training of Trustees of union retirement funds.</li> <li>Introduce financial literacy in high schools.</li> </ul>	<ul style="list-style-type: none"> <li>Scaling ESD initiatives in communities where Sanlam operates.</li> <li>Enhancing market access for Black-owned SMEs that are aligned with Sanlam's value chain.</li> <li>Prioritise Digi-tech organisations (FinTech, Insuretech and HealthTech).</li> <li>Enhance local content.</li> <li>Include more black, women and youth-owned SMEs, including brokerage firms.</li> <li>Empower black financial advisers.</li> </ul>	<ul style="list-style-type: none"> <li>Infrastructure development in rural regions of Kenya and Uganda to enable an environment of learning.</li> <li>Collaborate with the Ennajah Foundation to deploy digital education interventions.</li> </ul>	<ul style="list-style-type: none"> <li>Better enable staff to positively contribute to broader society.</li> </ul>
Outputs				
<ul style="list-style-type: none"> <li>Ground-breaking education strategy developed.</li> <li>New education partners and schools selected.</li> <li>Phased implementation model.</li> </ul>	<ul style="list-style-type: none"> <li>Additional consumer financial education partners appointed to ensure diversity in programmes.</li> <li>Sites identified in collaboration with business units.</li> </ul>	<ul style="list-style-type: none"> <li>Clear strategy alignment between the Sanlam Foundation and the business units to ensure that enterprises are exposed to business opportunities within Sanlam.</li> </ul>	<ul style="list-style-type: none"> <li>Strategic partners selected with strong alignment with the Sanlam Foundation's strategy.</li> </ul>	<ul style="list-style-type: none"> <li>Staff volunteerism platform designed and promoted internally.</li> </ul>
Outcomes and impacts				
<ul style="list-style-type: none"> <li>Access to quality education.</li> <li>Increased financial literacy.</li> <li>Access to equitable sustainable economic opportunities.</li> <li>Growth in revenue for SMEs that the Sanlam Foundation supports.</li> </ul>	<ul style="list-style-type: none"> <li>Growth in revenue for SMEs supported by the Sanlam Foundation.</li> <li>Job creation via SMEs supported by the Sanlam Foundation.</li> <li>Rejuvenated staff volunteerism.</li> <li>Contribution to SDGs:</li> </ul>	   		



# THE SANLAM FOUNDATION'S WORK IN 2022

## New partnerships

The last funding cycle of the Sanlam Foundation ended in December 2021, and over 90% of its contracts with implementing partners came to an end. 2022 was a partner selection year through which the Sanlam Foundation concluded a robust selection process. In 2022 we onboarded new partners and programmes and conducted baseline assessments as well as needs analyses in target communities, so as to deliver the right types of programmes, in the right places. In the years to come, we will expand education programmes along with appropriate monitoring and evaluation.

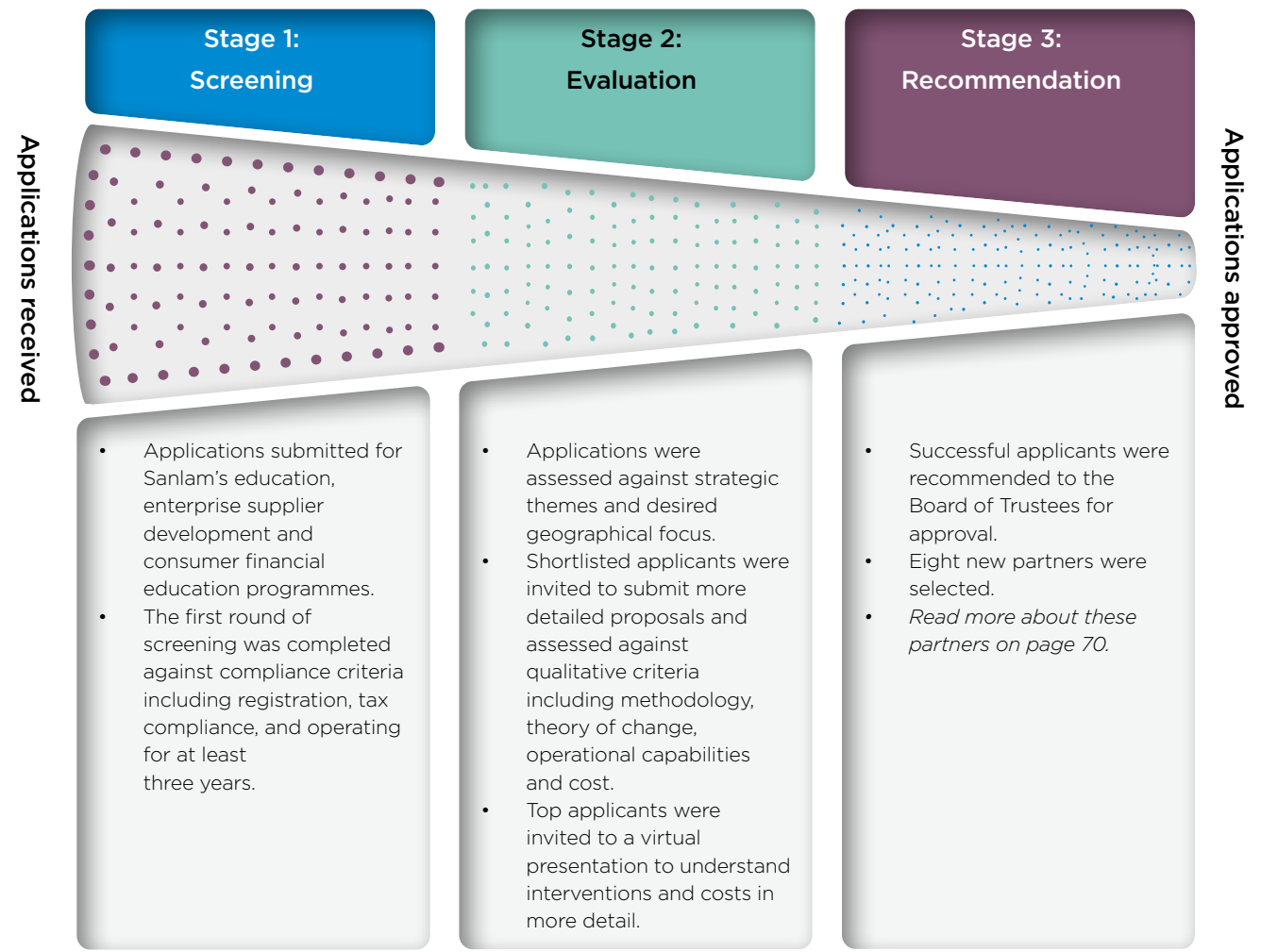
Many of the Sanlam Foundation's programmatic activities only resumed in the final quarter of 2022 once the new implementing partners were approved by the Board of Trustees. The three stages of the partner selection methodology and processes are outlined below. A total of 256 applicants reached phase 1, and 12 reached the final stage.

## Introducing a digitised grant management system

The Sanlam Foundation introduced a new grant management system that allowed us to transition from a manual grant management process to a sophisticated online system. This allows applicants for any programme size to apply and see whether they fit our criteria directly on our website. This tool supports far more granular engagement, meaning we can collect data more accurately, and monitor the performance of programmes more closely.

## Holistic support for children

The Sanlam Foundation shifted its education focus from high schools to ECD and primary school education. The earliest years of a child's development are the most important as they lay the groundwork for their ability to learn in the future. Appropriate cognitive stimulation,





nutrition, care, and health services during a child's early years are linked to enhanced academic performance, lower repetition and dropout rates, reductions in juvenile crime rates, reduced remedial education costs and improved economic and social productivity in adulthood. Recognising the need for earlier intervention, we flipped the investment model, and for the first time, we will focus on ECD and primary school levels.

While our focus is on STEM, we recognise that language is often a barrier to learning, especially for advanced concepts such as science. For this reason, in ECD (ages 3 to 5), Grade reception or Grade R (pre-Grade 1), and foundation phase (Grades 1 to 3), we will focus on home language (including reading) and a nutrition element.

## Relaunch our Staff Volunteerism Programme

An expanded Staff Volunteerism Programme was launched at the Senior Leaders Conference in June 2022. In previous years, we offered employees a single day off to volunteer and the option to make payroll contributions to a cause they believe in. This year we expanded to community-based volunteering and launched an online platform where staff can volunteer for community-based volunteering with a list of pre-approved NGOs either as individuals or as teams. We also introduced match funding for staff's payroll contributions. In 2023, we will take staff volunteering further through a skill-based volunteering system where we match employees who have specific expertise with organisations needing those skills.

### Social impact in India

The Shriram Group's main corporate social responsibility focus areas are education and skills development. The Group's contributions are channelled through the Shriram Foundation, which focuses on building social capital, especially in rural communities. To develop responsible citizenry, the Foundation constantly search for ways to be useful to the largest number of people and empower them to prosperity.

Shriram Foundation runs two schools which provide holistic education to over 1 000 children.

The Shriram Group entities also support 700 single teacher schools that provide supplementary primary education to nearly 21 000 children aged between 5 and 12 in the evenings in rural villages.

The Foundation's Project 'Gift A Smile' provides holistic, value-based, free education to nearly 2 600 underprivileged children in urban slums, rural and tribal areas in the country.

## Social impact for Africa

When Sanlam acquired the first 30% of Saham Finances in Morocco in 2015, it was a step change towards an African goal. After concluding the last phase of the Saham Finances acquisition in 2018, Sanlam became the largest non-banking financial services group on the African continent.

We recognised our responsibility and potential impact as an African champion. During the pandemic, in collaboration with our partner companies, including the Motsepe Foundation and associated companies, Saham Assurance Morocco (now Sanlam Maroc), Shriram and others, Sanlam committed over R1 billion to supporting clients and national imperatives across the countries where we operate, from South Africa to Morocco to Lebanon, India and Malaysia. We donated R45 million to support various SEM initiatives in 30 African countries as well as in other emerging markets in response to the pandemic. Sanlam also supported the African Union with a donation of R50 million to provide relief across the continent focusing on personal protective equipment and food relief.

In 2019, Saham Assurance, now Sanlam Maroc, created the Ennajah Foundation. The Foundation's main vocations are to promote the education of underprivileged children, fight against school dropout, poverty and social exclusion.

### Summary the Ennajah Foundation's social contributions

Aims:	Achievements to date	Outlook for 2023 and 2024
Providing digital devices to promote education	<ul style="list-style-type: none"> <li>31 000 students benefited from computers and digital studios offered to 42 schools in the Casablanca-Settat and Rabat-Salé regions.</li> <li>1 000 digital tablets offered to students through six Provincial Directorates of National Education.</li> </ul>	<ul style="list-style-type: none"> <li>Equip 72 schools with computer devices for the year 2023.</li> <li>Launch digital educational content development project.</li> <li>Launch of a financial education programme.</li> </ul>
Fight against children dropping out of school	<ul style="list-style-type: none"> <li>718 students from seven boarding schools (Dar Attalib) in the provinces of Zagoura, Tinghir, Sefrou, Azilal Taroudant and Temara benefited from a grant which was used for food aid, bedding, hygiene products, stationary and clothing.</li> <li>Sponsored the "Girl CAN 2022" which benefited 240 girls and women as well as 3 000 beneficiaries from the Casablanca-Settat region.</li> </ul>	<ul style="list-style-type: none"> <li>Expansion of the Dar Attalib care programme, through new landlocked areas, with nearly a total of 1 500 students benefiting from the sponsorship programme in new provinces.</li> <li>Providing schools in rural areas with the necessary equipment including sanitary facilities and educational material.</li> <li>Launch of a preschool education development module.</li> </ul>
Address poverty and social exclusion	<ul style="list-style-type: none"> <li>Donated 40 tons of food and hygiene products in 2020 to support 1 500 destitute families, during the Covid-19 pandemic.</li> <li>Distributed 14 tons of food to 500 families across the country as part of the 2021 Solidarity Campaign organised by our partner La Banque Alimentaire.</li> <li>Kimonos offered to 560 children from different Martial Arts associations in Morocco.</li> </ul>	