INVESTMENT SPRINTS

2-HOUR ONLINE COURSES

March 2021

1. ASISA ACADEMY VISION, TRACK RECORD & ACCREDITATION

The ASISA Academy creates and delivers high quality solutions to meet the skills development needs of South African Savings, Life Assurance and Investment Management organisations. The Academy resulted from the need for a fresh approach to developing savings and investment management skills and achieving broader, more rapid transformation of the industry using an approach that responds to industry realities and is delivered by industry experts in an academically sound manner.

More than 9,500 people in the Southern African financial services sector have learned with the ASISA Academy since 2008 with over 700 industry presenters keeping the learning rooted in reality. The Academy has a **Level 1 B-BBEE rating**. The ASISA Academy creates and delivers high quality solutions to meet the skills development needs of South African Savings, Life Assurance and Investment Management organisations. Our learning solutions are informed by and responsive to industry realities, delivered in an academically sound and practitioner-led manner. The Academy resulted from the need for a fresh approach to developing investment management and life insurance skills and achieving broader, more rapid transformation of the industry.

2. WHAT IS A SPRINT?

In the wake of the world experiencing its first lockdown during the Coronavirus pandemic, the team at the ASISA Academy reflected on how we could make the learning from our typical 5-day, 1-day and ½-day courses accessible online in live 2-hour sessions via video-conference.

The concept of a Sprint was born! We now offer online Sprints on combinations of topic that are covered in all of our courses at the Academy. We will easily tailor the content to suit your needs so if there is a specific topic you would like to spend longer on, or even the full 2 hours on, just let us know.

Sprints are live sessions hosted by our existing team of expert presenters using online meeting software, preferably Zoom but we are also able to use MS Teams.

3. MINIMUM NUMBERS AND SPRINT FEES

Until now, our minimum number to run a physical course has been 10 people. With the Sprints we have reduced that minimum number to 6 to make it very easy for you to gather a group of colleagues interested in a particular topic and take control of your learning with the Academy.

Subject to a minimum of 6 participants per Sprint, the fees are R715 (excluding VAT) per person per Sprint.

A discounted fee of R615 (ex VAT) per person per Sprint is available should your organisation wish to enrol at least 5 staff in 3 or more different Sprints. For in-house Sprints a discounted fee is also available on request.

The following Sprints have been accredited by the Financial Planning Institute of Southern Africa (FPI) as verifiable CPD activities:

- Introduction to the SA savings and investment sector (earn 1.5 FAIS CPD points per hour | FPI21030132)
- Investment management business overview (earn 2 FAIS CPD points per hour | FPI21030127)
- Fundamentals of pricing and unitisation (earn 1.5 FAIS CPD points per hour | FPI21030125)

4. THE INVESTMENT SPRINTS

The Investment Sprints series covers the following topics:

#	SPRINT NAME	TOPICS TO BE COVERED	PRESENTER	DURATION
1	*****Introduction to the SA savings and investment sector	• Why we save • How we save • Factors driving the markets	Anton Berkovitz	2 hours
2	*****Investment management business overview	• Typical corporate structures • Key teams in an investment manager • Outsourcing • Fees and benchmarks	Anton Berkovitz	2 hours
3	Investment products and structures	• CISs & ETFs • Multi-managers and Fund of Funds • LISPs	Anton Berkovitz	2 hours
4	Fundamentals of retirement funds and life insurance	• Pension Funds and Provident Funds • Life Insurance products and companies	David Morris	2 hours
5	The investments governance landscape	• Financial services landscape • Legal landscape • Key legislation and regulation	Anton Berkovitz	2 hours
6	Investment management ethics	• Common ethical dilemmas and conflicts of interest • Investment business code of conduct and key policies	Francois Toerien	2 hours
7	Fundamentals of equities portfolio management	• History of the markets • Attributes of the asset class • Investment philosophy • Active vs passive • Investment process	Anton Berkovitz	2 hours
8	Fundamentals of equity operations	• Equity trading process • Corporate actions • Securities lending	Anton Berkovitz	2 hours
9	Fundamentals of interest-bearing assets	• Attributes of the asset class • Capital markets • Money Markets	Anton Berkovitz	2 hours
10	Fundamentals of other asset classes	• Derivatives • Property • Hedge Funds • Commodities • Private Equity and Venture Capital	Anton Berkovitz	2 hours
11	*****Fundamentals of pricing and unitisation	• Instrument pricing • Unitisation	Anton Berkovitz	2 hours
12	Investment performance overview	• Performance measurement • Performance attribution • Global Investment Performance Standards (GIPS)	Anton Berkovitz	2 hours
13	Responsible investing	• Introduction and definitions • Regulatory and risk environment • International and local practice • Practical implementation	David Morris	2 hours
14	Investment management fees and costs in the context of Retirement Funds	• Background and context • Trustee responsibilities re investment fees • Fee types and calculations • Member communication	David Morris	2 hours
15	Derivatives	• Nature and types of derivatives • Uses of derivatives • Managing derivatives risk	Francois Toerien	2 hours

#	SPRINT NAME	TOPICS TO BE COVERED	PRESENTER	DURATION
16	Compliance - Prudential Investment Guidelines	• Pensions Fund Act and Medical Schemes Council purpose, requirements and responsibilities • PFA Reg 28 investment limits, asset allocation and reporting • MSC Reg 29 and Reg 30 investment limits, asset allocation and reporting	Russell du Bois	2 hours
17	Compliance - CISCA	• CISCA's purpose, requirements, responsibilities • CISCA BN90 investment limits, asset allocation and reporting • Minimum Disclosure Documents	Russell du Bois	2 hours

5. OUR PRESENTERS

ANTON BERKOVITZ
BBusSci Finance (UCT), PGDA, CA(SA),
Investment Foundations Certificate (CFA Institute)

Anton has worked in financial services for almost 30 years including 19 years at Metropolitan Asset Management in various capacities ranging from Head of Operations to Head of Investment Services to Head of Business Strategy. He is the Academy's Programme Champion for our Investment Management courses ranging from introductory courses for undergraduate students to more highly specialised investment courses for people who are already working in the industry.

DAVID MORRIS
B Comm, CA (SA)

David has more than 24 years' experience of working in financial services in South Africa and the UK. After completing his articles with Price Waterhouse, he worked as credit analyst and member of Nedbank's structured finance team. As the ASISA Academy Retirement Fund Trustee Education Programme Champion, David engages with stakeholders, develops workshop curricula and presents Trustee Education workshops. He is an independent trustee to the Nedgroup Beneficiary Fund and the Liberty Corporate Selection Suite of Umbrella Funds.

FRANCOIS TOERIEN
PhD (Chemistry), MBA, CFA

Francois is an associate professor in finance in the Department of Tax and Finance at the University of Cape Town where he also serves as Finance Section Head. He teaches third and fourth year BBusSci, B Comm and Economics students. Prior to joining UCT he worked as an equity analyst for Allan Gray. Francois has been presenting on the Academy's Trustee Education programme since its inception.

RUSSELL DU BOIS
Member South African Institute of Financial Markets (MSAIFM)

Russell is a member of the core team of ASISA Academy Programme Champions where he anchors the Collective Investment Schemes (CIS) short course and the graduate development programmes for the investments and Independent Financial Advisor industries. He has worked in the financial services industry for over thirty years in banking, stockbroking, investment management and collective investments including roles as head of Sales and Marketing and Operations for Nedbank Unit Trusts. Russell's experience in the industry includes specialist IT work across Africa for unit trust registry and the fund accounting systems.

6. REFERENCES

MICHAEL BRAND
Sanlam Investments Group
Head of Learning & Development
Email MichaelBra@sanlaminvestments.com
Phone +27 21 950 2842

NATALIE ZSCHOKKE
Ninety-One
Head of Recruitment - Africa
Email Natalie.Zschokke@investecmail.com
Phone +27 21 416 1727

7. CONTACT INFORMATION

For more information contact via:

Email: LEARN@asisaacademy.org.za
Website: www.asisaacademy.org.za