



INVESTMENT SPRINTS

2-HOUR ONLINE

COURSES

March 2023

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 14,000 people in the Southern African financial services sector have learned with the ASISA Academy since 2008 with over 1000 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. THE INVESTMENT SPRINTS

Investment 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. 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	<ul style="list-style-type: none"> • Why we save • How we save • Factors driving the markets 	Anel Bodill Anton Berkovitz Douglas Davids Russell du Bois	2 hours
2	Investment management business overview	<ul style="list-style-type: none"> • Typical corporate structures • Key teams in an investment manager • Outsourcing • Fees and benchmarks 	Anton Berkovitz Russell du Bois	2 hours
3	Investment products and structures	<ul style="list-style-type: none"> • CISs & ETFs • Multi-managers and Fund of Funds • LISPs 	Anton Berkovitz Russell du Bois	2 hours
4	Fundamentals of retirement funds and life insurance	<ul style="list-style-type: none"> • Pension Funds and Provident Funds • Life Insurance products and companies 	Anton Berkovitz David Morris	2 hours
5	The investments governance landscape	<ul style="list-style-type: none"> • Financial services landscape • Legal landscape • Key legislation and regulation 	Anton Berkovitz Russell du Bois	2 hours
6	Investment management ethics	<ul style="list-style-type: none"> • Common ethical dilemmas and conflicts of interest • Investment business code of conduct and key policies 	Anton Berkovitz Francois Toerien	2 hours

#	SPRINT NAME	TOPICS TO BE COVERED	PRESENTER	DURATION
7	Fundamentals of equities portfolio management	<ul style="list-style-type: none"> • History of the markets • Attributes of the asset class • Investment philosophy • Active vs passive • Investment process 	Anel Bodill Anton Berkovitz Douglas Davids	2 hours
8	Investment performance overview	<ul style="list-style-type: none"> • Performance measurement • Performance attribution • Global Investment Performance Standards (GIPS) 	Anton Berkovitz	2 hours
9	Responsible investing	<ul style="list-style-type: none"> • Introduction and definitions • Regulatory and risk environment • International and local practice • Practical implementation 	Douglas Davids David Morris	2 hours
10	Investment management fees and costs in the context of Retirement Funds	<ul style="list-style-type: none"> • Background and context • Trustee responsibilities re investment fees • Fee types and calculations • Member communication 	David Morris	2 hours
11	Derivatives	<ul style="list-style-type: none"> • Nature and types of derivatives • Uses of derivatives • Managing derivatives risk 	Francois Toerien Russell du Bois	2 hours
12	Compliance - Prudential Investment Guidelines	<ul style="list-style-type: none"> • 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 	David Morris Russell du Bois	2 hours
13	Compliance - CISCA	<ul style="list-style-type: none"> • CISCA's purpose, requirements, responsibilities • CISCA BN90 investment limits, asset allocation and reporting • Minimum Disclosure Documents 	Russell du Bois	2 hours

Should organisations require tailor-made Sprint content which does not fall into one of the above standard Sprints, we are happy to engage with the organisation to craft Sprint content for those particular needs.

Inhouse Sprints we have presented include:

1. Fundamentals of equities portfolio management
2. Fundamentals of equity operations
3. Fundamentals of interest-bearing assets
4. Fundamentals of other asset classes

3. OUR PRESENTERS



DOUGLAS DAVIDS

B Comm, B.Compt (Hons), MBA, MPHIL in Dev. Finance

Douglas is an experienced investment professional having worked in the investment industry in South Africa for over 25 years, of which the last 12 years have been with a focus on environmental, social and governance (ESG) investing. Douglas has worked for several large investment houses including Old Mutual and Sanlam managing both institutional and retail funds. Previously Douglas was the managing director of Community Growth Management Company, before becoming an independent ESG investment advisor.



GRANT CLOETE

Bachelor of Commerce (BCom) Honours, Financial Analysis and Portfolio Management

Grant started his financial services career in 1998 at Old Mutual, where he worked in various roles across the organisation, eventually growing into the role of portfolio manager within an investment boutique at the Old Mutual Investment Group. In 2007, he joined Investec Asset Managers (now Ninety One). He joined Afena Capital in 2014 as a client manager, and in 2016, he became the CEO. Today, Grant is the founder of startup investment firm, Grand Canid – a firm that aims to make a significant and positive impact on the lives of the underserved.



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

BComm, 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.



ANEL BODILL

BCom, BCom (Hons) Investment Management, Post-graduate Diploma in Financial Planning, Masters in Investment Management

Anel is an investment professional with 17 years of financial services experience of which 10 years are specifically in the Investment Management and Financial Planning education and training environment. Anel started her career in the financial services industry where she worked for ABSA Consultants and Actuaries, amongst others. Thereafter she became a lecturer at the University of Johannesburg where she was the Programme Manager for the Investment Management study field. Later on, she undertook part-time lecturing, curriculum development and training for various academic institutions and training providers. Anel is currently the ASISA Academy Programme Champion for Retirement Fund Trustee Education.

4. MINIMUM NUMBERS AND SPRINT FEES

Subject to a minimum of 10 participants per Sprint, the fees are R820 (excluding VAT) per person per Sprint.

A discounted fee of R720 (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.

5. 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

6. CONTACT INFORMATION

For more information contact via:

Email: LEARN@asisaacademy.org.za

Website: www.asisaacademy.org.za