



INVESTMENT SPRINTS

2-HOUR ONLINE

COURSES

June 2020

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. 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.

The Academy operates at three levels:

1. With those employed in the industry and their stakeholders to ensure that the skills base within our industry allows us to compete with the best in the world.
2. With young people entering or considering a career in the industry to bridge the gap between the theories learned at university and the realities of the work environment so that students can become work-ready while still studying.
3. With retirement fund trustees to raise the levels of their financial literacy.

More than 8,500 people in the Southern African financial services sector have learned with the ASISA Academy since 2008, with over 700 industry presenters involved.

The Academy is accredited as a learning provider with the Quality Council for Trades and Occupations (QCTO).

The ASISA Academy is a **Level 1** B-BBEE provider.

2. WHAT IS A SPRINT?

In the wake of South Africa (and 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 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 5 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 5 participants per Sprint, the fees are R675 (excluding VAT) per person per Sprint.

A discounted fee of R575 (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.

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	<ul style="list-style-type: none"> • Why we save • How we save • Factors driving the markets 	Anton Berkovitz	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	2 hours
3	Investment products and structures	<ul style="list-style-type: none"> • CISs & ETFs • Multi-managers and Fund of Funds • LISPs 	Anton Berkovitz	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 	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	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 	Francois Toerien	2 hours
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 	Anton Berkovitz	2 hours
8	Fundamentals of equities trading	<ul style="list-style-type: none"> • Equity trading process • Corporate actions • Securities lending 	Anton Berkovitz	2 hours
9	Fundamentals of interest-bearing assets	<ul style="list-style-type: none"> • Attributes of the asset class • Capital markets • Money Markets 	Anton Berkovitz	2 hours
10	Fundamentals of other asset classes	<ul style="list-style-type: none"> • Derivatives • Property • Hedge Funds • Commodities • Private Equity and Venture Capital 	Anton Berkovitz	2 hours
11	Fundamentals of pricing and unitisation	<ul style="list-style-type: none"> • Instrument pricing • Unitisation 	Anton Berkovitz	2 hours
12	Investment performance overview	<ul style="list-style-type: none"> • Performance measurement • Performance attribution • Global Investment Performance Standards (GIPS) 	Anton Berkovitz	2 hours
13	Responsible investing	<ul style="list-style-type: none"> • 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	<ul style="list-style-type: none"> • Background and context • Trustee responsibilities re investment fees • Fee types and calculations • Member communication 	David Morris	2 hours
15	Derivatives	<ul style="list-style-type: none"> • Nature and types of derivatives • Uses of derivatives • Managing derivatives risk 	Francois Toerien	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.



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