

MEET THE TEAM THAT GAINS MOMENTUM

Momentum Investments constitutes a specialist investment team that partners with business on investment management needs, and with individuals on investment management solutions and products.

Momentum Investments is a values-based organisation and its culture sets the foundation of its decision-making process. Our values of integrity, diversity, accountability, innovation, excellence and, most fundamentally, teamwork, serves as our guiding principles in everything we do.

We recognise that the investment journey for clients is a personal one and therefore requires a multitude of different investment skills to create outcomes that are relevant and competitive for different client needs.

Momentum Investments, therefore, is a multi-faceted and multi-philosophy investment business spanning different investment licences and tribes that requires significant levels of integration and coordination across multiple investment capabilities. The complexity of the investment management capability requires a chief investment officer (CIO) that can operate across multiple investment domains and function at a more strategic and holistic level.

The CIO has the role of unifying the different investing skills and philosophies, giving strategic direction for how the capabilities should be managed and acts as a custodian for the investment IP, process and belief system. The CIO plays a strong coordination role, and manages the daily investment decision-making, investment strategy and research focus as well as the strategic internal and external clients and stakeholder relationships.

At Momentum Investments we offer a hybrid of various traditional investment management skills and approaches in the market. We believe we have superior skill in specific capabilities where we opted to specialise given the nature of our business and balance sheet. Where clients prefer multi-management, we have a full suite of products to offer and where they would prefer accessing more of our asset management skillsets (fixed interest, smart beta, passive, listed

and direct property management, etc), we have portfolios, building blocks and mandates available. We also offer non-traditional asset classes (credit, private equity, hedge funds and impact portfolios) under our alternative investment division. And we offer world-class global expertise operating from our London office.

RESPONSIBLE INVESTMENT TEAM

Environmental, social and governance or ESG goals are about more than just ticking boxes. They are woven into the very fabric of how we work, how we invest and how we want our investment professionals to think, because what is good for the world is good for our business and our clients.

With so many pressing issues surrounding ESG having a direct effect not only on our planet and our resources, but also on each one of us, we must understand how our actions today and our vision for the future can affect our tomorrow. That is what investing is all about – building a better tomorrow.

Our dedicated responsible investment team works closely with our investment team to support the integration of ESG, promote active ownership and facilitate research and learning. The team has over 30 years of combined responsible investing experience. They refine, own and champion our responsible investing philosophy and facilitate the integration of responsible investments into our portfolios.



Jana van Rooijen

Our responsible investment specialist, **Jana van Rooijen**, focuses on the overall responsible investment approach, structure frameworks and policies as well as research. Our two ESG analysts are a direct support function for the investment team and its committees, focusing on proxy-voting activities and supporting the strategic engagements with investee companies.

Sonja Saunderson is the Chief Investment Officer of Momentum Investments, responsible for ensuring the outcome-based investing philosophy and overall group investment processes and functions work well. Sonja has 21 years' of experience in the industry and joined the group in 1999. She has extensive experience in constructing goal-based outcomes for clients as well as portfolio construction, risk management and portfolio management in general.



Mike Adsetts is the Deputy Chief Investment Officer. His role is multi-faceted and covers general investment oversight, fulfilling the role of an ambassador for the investing philosophy incorporating aspects of alignment and integration across the investment capabilities (governance and decision-making, strategy support, general management and sustainability/ESG) as well as specific focus areas in alternative investments (including direct property) and direct asset management.



Our senior ESG analyst, **Piet van der Merwe**, has extensive stewardship experience, specialist knowledge in the credit and private markets, and serves on the Association for Savings and Investment South Africa (ASISA) Responsible Investment Committee. **Luvuyo Mdingi** was recently appointed as an ESG analyst and will work closely with Van der Merwe to focus on our company's stewardship responsibilities.



Piet van der Merwe



Luvuyo Mdingi

SMART BETA AND PASSIVES

Wayne Dennehy is the head of systematic strategies and the institutional distribution team.

Loftie Botha is a portfolio manager and responsible for a range of funds that follow systematic strategies, including index tracking and smart beta funds.

Stanley Bisho recently joined Momentum Investments as a portfolio manager (Systematic Strategies).



Wayne Dennehy



Loftie Botha



Stanley Bisho

Index tracker funds

With clients becoming increasingly more aware of the negative impact of fees in the long run and of the risk of their investment manager severely underperforming the market, the spectacular growth of tracker funds is set to continue. Momentum Investments' index funds are suitable for clients who want low-cost exposure to the local equity and listed property markets as well as certainty that returns would be in line with the benchmark.

The **Momentum Capped SWIX Index Fund** gives clients exposure to the FTSE/JSE Capped Shareholder Weighted All Share Index, the de facto South African equity market benchmark. We also offer passive exposure to the listed property market through the Momentum Real Growth Property Index Fund, which tracks the broad-based FTSE/JSE All Property Index.

ASSET ALLOCATION AND ECONOMIC RESEARCH

Herman van Papendorp heads up the Momentum Investments investment research and asset allocation team and takes ultimate responsibility for macro research, manager research and asset allocation. **Sanisha Packirisamy**, Momentum Investments economist, is responsible for providing a macro-economic framework to define investment fundamentals. Together, the macro team undertakes relevant macro-economic and asset class research to generate investment views, which are required to create and effectively manage outcome-based investment portfolios.

An integral part of the economic and asset allocation research process is to assess the likely prospects for the global and local economies. The team continually determines the extent to which these economic prospects are priced into the different local and global asset classes. When divergences between asset prices and fundamentals are identified, these provide opportunities to generate asset allocation alpha for our portfolios.

Scenario analysis is a cornerstone of both our longer-term strategic asset allocation and shorter-term tactical asset allocation methodologies to determine a realistic range of possible future outcomes. In this way, we try to future-proof investment decisions as much as is practically possible against uncertain and unexpected outcomes. This also helps us compile a risk-reward matrix for all asset classes, so that the team can make a probability-based allocation to each asset class, incorporating at least parts of each of the envisaged scenario outcomes. In essence, we invest for the central, most probable scenario and take cognisance of the positive and negative tail risks incorporated in two possible alternative scenarios, a best case and worst case on each side of a base-case scenario.



Herman van Papendorp



Sanisha Packirisamy

Smart beta funds

Our smart beta funds offer the benefits of both traditional and index investing. These funds aim to achieve benchmark-beating returns at lower fees than what is associated with traditional portfolios. Investment decisions are based on objective fundamental and market data that can be easily quantified, and hence subjectivity is kept to a minimum.

The **Momentum Trending Equity Fund** follows a momentum strategy. The roots of momentum investing are found in the well-known truisms "the trend is your friend" and "cut your losses and let your profits run".

The **Momentum Value Equity Fund** aims to "buy low and sell high". Opportunities often arise due to excessive negative (or positive) sentiment that creates opportunities for buying (or selling) shares when share prices are temporarily out of line with valuations.

The **Momentum Quality Equity Fund** prefers to invest in highly profitable and stable companies. It also favours companies that follow a conservative approach when reporting earnings.

The Momentum Trending Equity Fund and the Momentum Value Equity Fund were launched in April 2017 and delivered benchmark-beating returns since inception over a challenging period in the market. We are confident that the performance of the Momentum Quality Equity Fund, launched in August 2021, will follow suit.

Value, momentum and quality styles are cyclical and often outperform at different points in time. With us, investing is personal. We therefore encourage clients to blend multiple investment styles to reduce volatility of their investments without sacrificing long-term performance.

FIXED INCOME

Ian Scott is the head of fixed income in the Momentum Investments team. He is the portfolio manager on bond, inflation-linked bond and flexible income mandates. He also takes overall responsibility for performance and management of the team of six investment professionals.

Zisanda Gila is a senior money market portfolio manager at Momentum Investments. She manages over R50-billion in assets within the fixed income team across the various money market strategies. Her various roles in the industry over the years have equipped her with an in-depth understanding of financial markets coupled with the desire to be the best at her craft, client focus and maintaining strong relations with institutional clients. She and the fixed income team bagged multiple Raging Bull Awards for the Momentum Enhanced Yield Money Market Fund as the "Best South African interest-bearing short-term fund on a risk-adjusted basis" over a five-year period.

The fixed income team manages core mandates for clients across five of the seven yield curves in South Africa. We manage client assets from short-dated money market funds all the way up the duration curve to inflation-linked bond funds.

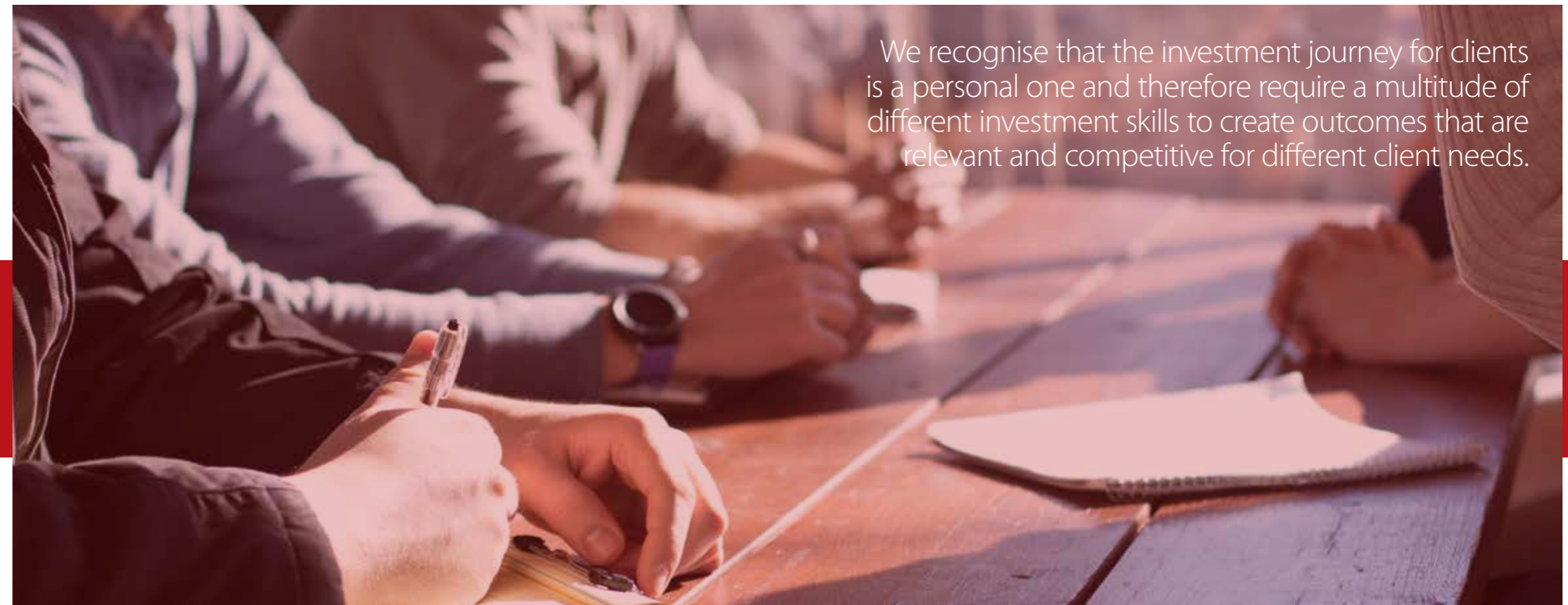
With us, investing is personal and core to our investment approach is understanding clients' investment objectives. Our main goal is to keep clients fully invested and earn real yields through market cycles and deliver investment returns that meet their objectives on a risk-adjusted basis.



Ian Scott



Zisanda Gila



We recognise that the investment journey for clients is a personal one and therefore require a multitude of different investment skills to create outcomes that are relevant and competitive for different client needs.



That is what investing is all about – building a better tomorrow.

One of the most important ways of adding value to clients is through our asset allocation and portfolio construction process. As a core fixed income manager, we firstly want to answer the question we always seem to get from clients: Should I be invested in cash, bonds or inflation-linked bonds?

We believe we have, through time, built a skillset in firstly allocating to the correct fixed income asset class, but secondly also in allocating assets to the correct points on the various yield curves. Selecting the correct points on the yield curve is as important as selecting the correct fixed income asset class. It is no easy task, and the team is always trying to improve and refine our allocation process.

LISTED PROPERTY

Our listed property capability is an active equity manager with a primary focus on investing client capital in JSE-listed property companies and real estate investment trusts (REITs). Our listed property team manages capital of approximately R2 billion on behalf of South African retail and institutional clients.

Our investment process is overseen by a talented and experienced team of real estate investment professionals with diverse industry-specific backgrounds including fund management, private equity real estate and direct property investment research and analysis.

Pelo Manyeneng is head of property and also a portfolio manager. In his previous role, Manyeneng worked as a co-portfolio manager and equity analyst for the listed property team within Momentum Asset Management beginning in 2011. Before joining Momentum Asset Management, he worked at one of the leading development finance institutions in South Africa.

Lawrence Koikoi is a co-portfolio manager in the listed property team. Before joining Momentum Investments, Koikoi worked at Stanlib Asset Management as a portfolio manager and equity analyst within the listed property business. Koikoi began his career at Standard Bank Corporate and Investment Banking where he spent time in private equity real estate.

Madibana Letsoalo is an equity analyst and assistant portfolio manager in the team. Prior to joining the team, Letsoalo worked as a research analyst for JLL, a leading commercial real estate services company. Letsoalo began her career in the construction industry.

Our people are our greatest assets and together the team is responsible for the overall management of the portfolios.



Pelo Manyeneng



Lawrence Koikoi



Madibana Letsoalo

Core to the team's existence is a focus on being a responsible manager in how we look after client assets and being a trusted advisor to clients. We do this by investing client capital for the long term and having a clear focus on managing portfolios to deliver on clients' investment outcomes. This outcome is underpinned by following a disciplined investment process that is anchored on investing in attractively valued businesses with great qualities, and which are expected to benefit from a combination of high-conviction company and industry specific themes.

We also believe in the practical integration of ESG processes into our investment process by taking a proactive stance on ESG. We believe this approach is vital for the creation of sustainable long-term value for shareholders, while simultaneously having an immediate and long-term impact on the society and the environment in which our portfolio companies operate – all this for the benefit of future generations.

RESEARCH HUB

We believe in an evidence-based approach to investing. Sound and thorough investment research, coupled with detailed analytical evidence, goes a long way in finding unique investment opportunities and assist with risk management processes.

Eugene Botha, deputy chief investment officer, oversees the strategic direction and construction of outcome-based investing (OBI) client portfolios and manages and sets the investment research agenda for our dedicated Investment Research and Innovation Hub, while making sure the research analysis, innovation and insights are incorporated into the design and development of world-class industry-relevant portfolio solutions. Botha holds a BSc (Honours) Actuarial Science degree as well as an MSc Quantitative Risk Management degree. With more than 16 years of industry experience, all spent at Momentum, Botha has been instrumental in developing the outcome-based investing philosophy.

The Investment Research and Innovation Hub provides subject-matter expertise on technology trends, knowledge and strategic innovation management, and industry-specific insights for the investment management business to the benefit of clients.

Our research effort is widely entrenched in the business. However, the dedicated research team consists of two members, Professor Evan Gilbert and Hamza Moosa.

Professor Evan Gilbert holds a PhD in Finance from the University of Cambridge. He has worked in both academia and investment management over the past 20 years. As the research strategist of the research hub, he is responsible for initiating and managing diverse research projects.

Hamza Moosa holds a BSc (Mathematical Sciences) degree and has 13 years of industry-related experience. He is senior

quantitative research analyst and co-portfolio manager, jointly responsible for setting the strategic asset allocation of portfolios. He is also responsible for quantitative and statistical support and evidence to enhance investment decision-making in the multi-asset portfolio solutions team and co-manages the Momentum Shariah Fund.

The three key areas of focus of research that we deem important to clients and our business are as follows:

Firstly, the broad investment management pillar, which includes portfolio construction in an evolving world, innovative investment ideas, responsible investing practices as well as alternative investment strategies.

The second pillar covers clients, including understanding the psychological behaviour of clients and the impact on investment decisions to ultimately nudge them to make better decisions.

The third pillar covers technology, specifically the application thereof in either of the other pillars. This would include the use of Big Data and machine learning techniques to further enhance the investment research effort and ultimately improve the investment outcomes.

The focus of the research effort is very much premised on clients, because with us, investing is personal.



Eugene Botha

Evan Gilbert

Hamza Moosa

CORPORATE PORTFOLIO SOLUTIONS

Nina Saad is head of institutional portfolio solutions and has 23 years of experience.

Mohammed Sibda is a senior portfolio manager in the institutional portfolio solutions team.

The Corporate Portfolio Solutions team at Momentum Investments creates and manages institutional outcome-based investment portfolios aligned to an investing philosophy that is anchored in a detailed portfolio construction process.

This is underpinned by a thorough analysis of asset classes, a smart investment strategy, an identification of risk premia as well as an effective execution of our mandate.

The team is responsible for our comprehensive factor range of risk-profiled portfolios and solutions for corporate clients. These portfolios are tailor-made for clients' specific outcomes.

Client goals are at the heart of building a portfolio in an outcome-based philosophy.



Nina Saad



Mohammed Sibda

The portfolio construction process has three steps:

Firstly, multi-asset class for risk management at a total portfolio level. This step revolves around setting the ideal asset allocation on a risk-calibrated basis. We define the asset classes,

typically traditional listed asset classes, both local and global. It is vital here to gauge and understand the volatility and interdependencies among asset classes and the expected returns through different market cycles on a forward-looking basis.

The second step is multi-strategy for consistent returns in dynamic market conditions. Naturally, there will be periods in which the asset class will not deliver on the required outcome. As such, it is necessary to find alternative strategies to include to improve the certainty of achieving the objective. This increases the robustness of the portfolio and the probability of delivering on the outcome. Examples of the different strategies include risk premia within listed equities, including quality, value and momentum, and within a fixed interest duration, credit and yield curve.

The third step involves mandate selection. Mandate selection is for specialists and can significantly add or destroy value within a portfolio. It is vital to understand investment manager philosophies in depth to know the potential outcome in various markets. We typically focus on early-stage investment managers with great track records and low assets under management. We prefer to appoint investment managers that integrate ESG factors in their processes. We only use active mandates where there are specific and demonstrable net of fee skills; otherwise, we use passive mandates.

With us, investing is personal, as the focus shifts dramatically when you invest based on achieving a specific goal. The key lies in constructing the portfolio in the best way to deliver on the chosen objective.

RETAIL PORTFOLIO SOLUTIONS



Jako de Jager



Ronnie Bornman

The Momentum Retail Portfolio Solutions team consists of five investment professionals with more than 80 years of collective experience in financial markets. The team is headed by **Jako de Jager**, who has been with the company for more than 20 years. After

completing his post-graduate studies, he learned and applied his trade in the traditional multi-management and solution construction disciplines. He has been instrumental in developing and implementing new and exciting local and global investment strategies forming part of our outcome-based solutions.

Ronnie Bornman is the appointed joint portfolio manager responsible for the range of Momentum retail outcome-based

solutions. These include the Momentum Focus and Target Fund of Funds and asset-class-specific funds such as the Momentum Equity and Momentum Core Equity unit trusts. Bornman has been with the group for 10 years. Up to 2016, he was in an integral part of the advice and wealth management team. He holds a BSc in Mathematical Statistics and Operations Research and the CFA designation.

The team manages solutions totalling R80 billion of client assets across a range of investment products and platforms, including assets housed on the Momentum Metropolitan Holdings balance sheet. The range of retail-focused fund of funds and unit trusts account for R18 billion of the total and spans no less than 13 funds. The team follows an outcome-based investing philosophy. Our portfolios are constructed and managed based on the client objective, which is built on the following pillars:

- A pre-determined time horizon
- A fund-specific risk budget where we determine an acceptable level of risk, which indicates how much capital may be placed at risk in adverse market conditions. This is usually stipulated over a rolling 12-month period
- A return objective that we believe is reasonable given the risk taken and considering market conditions.

Once we have defined the client objective, we apply our three-step portfolio construction process. This process consists of selecting the optimal strategic asset allocation where we carefully combine diversified and differentiated asset classes for optimum risk management; choosing the most appropriate investment strategies within each asset class to enable consistent returns in dynamic market conditions; and focusing on mandate or manager selection and the optimal combination of these together with investment mandates.

Our solutions can incorporate passive, active and smart-beta strategies across multiple investment strategies. These can be combinations of local and global asset classes and incorporate local and global currencies. The result is the delivery of a holistic value proposition. ■



We believe in giving our clients and our planet a bright, secure future. **Because with us, investing is personal.**

Responsible Investing is one of our core beliefs. Responsible investment practices resonate directly with our outcome-based investing philosophy, and they are aligned with our clients' long-term goals to positively influence the world they will retire to. We uphold responsible investing principles by consistently reporting back to our clients and seeking disclosure and transparency from the companies we invest in. There is no better time than now to secure a brighter tomorrow.

Because with us, responsible investing is personal.

Speak to your Momentum Consultant or visit momentum.co.za

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