



# IP Advisor Forum 2024

From Darkness to Dawn: Navigating opportunities in a recovering South Africa

Day 1 | Thursday, 31 October 2024

09:30

**Arrival and registration**

10:00

**Welcome**

**Simone Arnold**, Head of Sales, Ninety One IP

10:05

**Business and advisor industry insights**

- **David Stronach**, Managing Director, Ninety One IP
- **Jaco van Tonder**, Advisor Services Director, Ninety One IP
- **Daryll Welsh**, Head of Product, Ninety One IP
- **Simone Arnold**, Head of Sales, Ninety One IP

11:00

**What a difference a year makes: setting the scene**

A year ago, South Africa faced unprecedented challenges which impacted not only the mood in the country but also the appetite to invest. Today, the landscape has shifted. The Best of Breed Portfolio Managers discuss what they see as the catalysts to unlocking value in the SA market and how investors can take advantage of these opportunities.

**Tumisho Grater**, Investment Analyst, Nedgroup Investments in conversation with:

- **Lara Dalmeyer**, Portfolio Manager, ABAX Investments
- **Omri Thomas**, Portfolio Manager, ABAX Investments
- **Iain Power**, Portfolio Manager, Truffle Asset Management

11:40

**Why we believe South African equities are still cheap**

The post-election/GNU equity rally has led scarred South African investors to question its longevity, given the 'Ramaphoria' experience of 2018. In this session, PSG Asset Management demonstrates the upside that is potentially still available to equity investors, and why this may be more than just another Ramaphoria dream.

**Mikhail Motala**, Fund Manager, PSG Asset Management

12:15

**Lunch (1hr)**

13:15

### **The new dawn of active equity investing**

Information is the lifeblood of investment management, and available data is growing exponentially. Fund managers worldwide are in a race to extract valuable insights from this data to achieve superior outcomes. Those who outperform in the future will be the ones leveraging technology and efficient processes today.

How are forward-thinking active managers blending fundamental investment principles with a process-driven mindset to identify top-performing stocks and manage risk, ultimately building equity portfolios that consistently outperform benchmarks?

**Rademeyer Vermaak**, Head of STANLIB Systematic Solutions and  
**Chetan Ramlall**, Head: Quantitative Research, STANLIB

13:50

### **Staying the course: the role of investment style**

Different investment styles have distinctive features, helping investors align their strategies with their desired investment approach. Advisors and consultants have various tools to analyse funds. A well-diversified investment portfolio provides investors with the opportunity to reach their retirement goals while maintaining an acceptable level of risk-adjusted potential returns.

**Rob Forsyth**, Quality Analyst, Ninety One

14:25

### **New government... new opportunity... volatility ahead**

Join Peregrine Capital as they dive into reasons to be optimistic... with a healthy dose of downside protection.

While there are many reasons to believe the future looks much brighter than it did a year ago, there are still plenty of missteps to come. We'll explore ways to counter them. Giving your clients the best of both worlds – solid returns, without the sleepless nights.

**Alan Yates**, Head of Distribution, Peregrine Capital

15:00

**Refreshment break**

15:20

### Chasing the sun: weighing South Africa's appeal in a world of choices

As South Africa emerges from years of uncertainty, a new sense of optimism is shining on its investment landscape. Yet, while the outlook for local assets has improved, global markets continue to offer a variety of prospects. Join us as we weigh up the investment opportunity set in SA against what is on offer abroad and provide insights into how we use our proprietary research to assess the relative value when constructing multi-asset portfolios.

**Nishan Maharaj**, Head of Fixed Income and **Pallavi Ambekar**, Head of Absolute Returns, Coronation Fund Managers

15:55

### Looking at global shares through a South African lens

With the increased offshore limits, we believe it is important that the 45% managed offshore considers the makeup of the 55% managed locally to produce the best risk adjusted returns for investors in asset allocation funds. The South African equity market could be described as a cyclical value emerging market with an above average Chinese risk exposure. We take a closer look at how specific international shares can improve the quality and risk return profiles of our funds. We also highlight some of the learnings we can take from comparing local companies to similar ones listed offshore.

**Duncan Artus**, Chief Investment Officer, Allan Gray

16:30

### Global uncertainty: investment implications for South Africa

Join our expert panel as they discuss the intersection of global trends - including a preview of the US election, US-China tensions, escalating Middle East conflict, and European economic instability - with South Africa's local challenges. Gain valuable insights into the opportunities and risks facing investors in an increasingly interconnected and unpredictable world.

**Morkel Kincaid**, Sales Manager, Ninety One in conversation with:

- **Kevin Lings**, Chief Economist, STANLIB
- **Nkhumeleni Thavhiwa**, Managing Director, Emerging Marketing Fixed Income, Ninety One

17:15

### Closing remarks | Day 1

18:00 -  
22:30

### Drinks reception followed by dinner

Join us at the Avenue at Two Oceans Aquarium, Dock Road, V&A Waterfront



# IP Advisor Forum 2024

From Darkness to Dawn: Navigating opportunities in a recovering South Africa

Day 2 | Friday, 1 November 2024

08:30

**Arrival**

08:55

**Welcome**

**Simone Arnold**, Head of Sales, Ninety One IP

09:00

**Don't forget about the (human) intelligence in AI**

As AI transforms investing, understanding its impact on processes and professionals is crucial. While AI excels in many areas, human intelligence remains vital in guiding AI model development for robust outcomes.

M&G Investments will demonstrate how we've integrated AI into traditional stock picking, focusing on our Global Equity Fund. Our AI process identifies patterns in financial data to predict outperformance, often detecting trends before humans.

We'll explore how this human-machine collaboration enhances our investment process and delivers superior performance in an uncertain global equity landscape.

**Gautam Samarth**, Fund Manager and **Michael Cook**, Deputy Fund Manager, M&G Global Equity Fund, M&G Investments UK

09:35

**Going global, yet trusting local**

In today's volatile and interconnected markets, the reliance on global fund managers is being increasingly questioned. Despite the promise of global expertise, many of these managers underperform their benchmarks, leaving local allocators of assets to reconsider their strategies. We will delve into the growing need to shift away from underperforming strategies toward a more dynamic asset allocation model. By focusing on a more agile, client-centered approach, investment advisors can better align with the evolving needs of their clients, mitigate risks, and enhance the required outcome.

**Bastian Teichgreber**, Chief Investment Officer, Prescient Investment Management

## 10:10 **Understanding the world of fixed income hedge funds**

In this informative panel discussion with expert portfolio managers, hosted by Amplify Investment Partners, we will delve into the mechanics of retail fixed income hedge funds. How they operate, their different strategies, and their role in modern portfolio management. It will explore how these funds can be used to achieve diversification, enhance yields, and mitigate risks in different market environments, especially during periods of market volatility or economic uncertainty.

**Nico Janse van Rensburg**, Head of Retail Distribution, Amplify Investment Partners, in conversation with:

- **Erik Nel**, Chief Investment Officer, Terebinth Capital
- **Lourens Pretorius**, Co-CIO and Head of Fixed Income, Matrix Fund Mangers
- **Malcolm Charles**, Portfolio Manager, Ninety One

## 10:45 **Refreshment break**

## 11:00 **Revolutionising wealth management and advisor services**

Explore how AI-powered chatbots, virtual assistants, and predictive analytics can enhance client engagement, personalise financial planning, and streamline communication.

Join **Khadeeja Bassier**, Chief Operating Officer at Ninety One, and **Dr Mark Nasila**, Chief Data and Analytics Officer at First National Bank, as they discuss these transformative technologies in financial advisory services.

## 11:45 **Navigating market highs: preserving capital and achieving sustainable gains**

Since October 2023, equity markets have surged, with many major indices hitting record highs despite a challenging macroeconomic environment.

Investors face concerns about slowing growth, diverging central bank policies, and geopolitical tensions, raising questions about whether current valuations reflect the risks and rewards.

For bottom-up investors like 36ONE, this climate presents unique opportunities. We look forward to discussing how we navigate this evolving landscape, targeting long-term outperformance through disciplined risk management.

**Zandile Nkwanyana**, Investment Analyst, 36ONE

## 12:20 **From Darkness to Dawn: Navigating opportunities in a recovering South Africa**

**Jeremy Gardiner**, Director, Ninety One, in conversation with **Rebecca Davis**, investigative journalist at Daily Maverick

## 13:00 **Closing remarks | Day 2 followed by lunch**