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Investing for a
world of change

Global Investment Conference

Investing for a world of change

12 - 13 June 2024

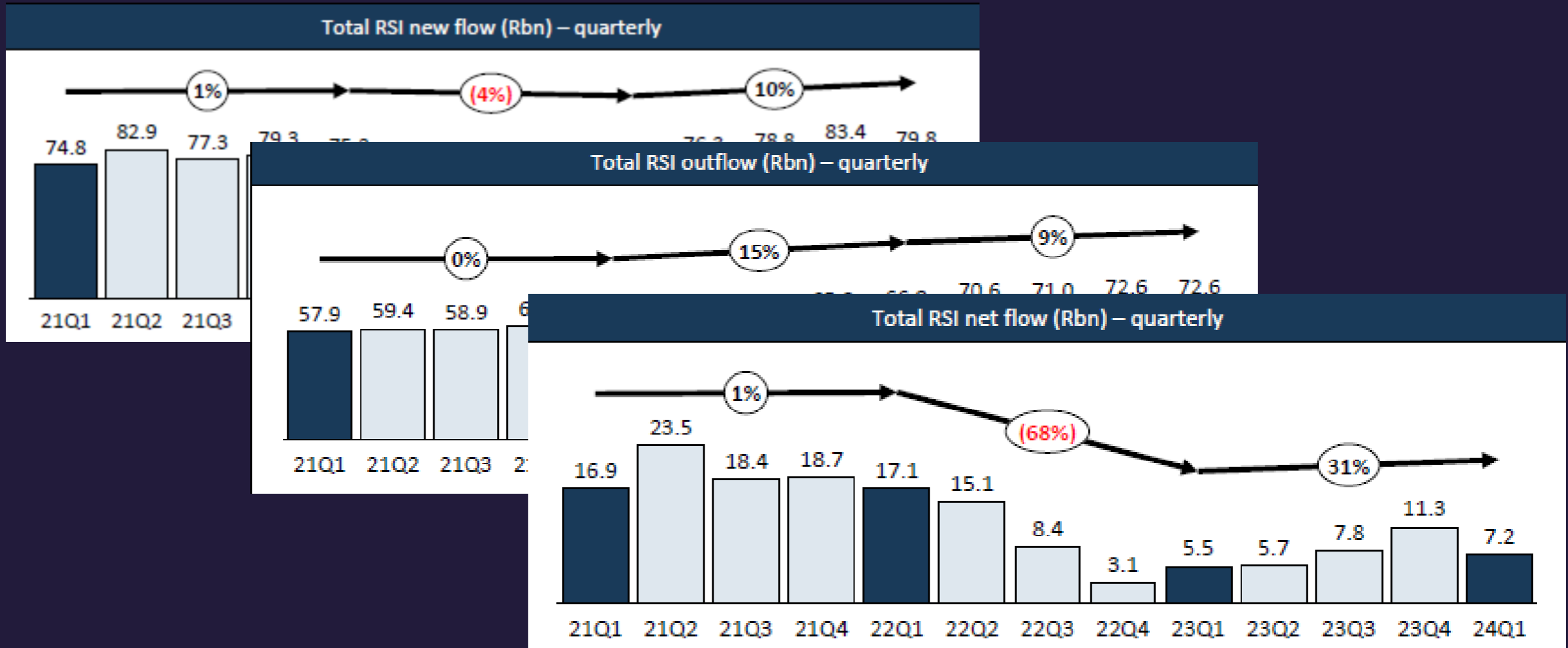


Looks can be deceiving





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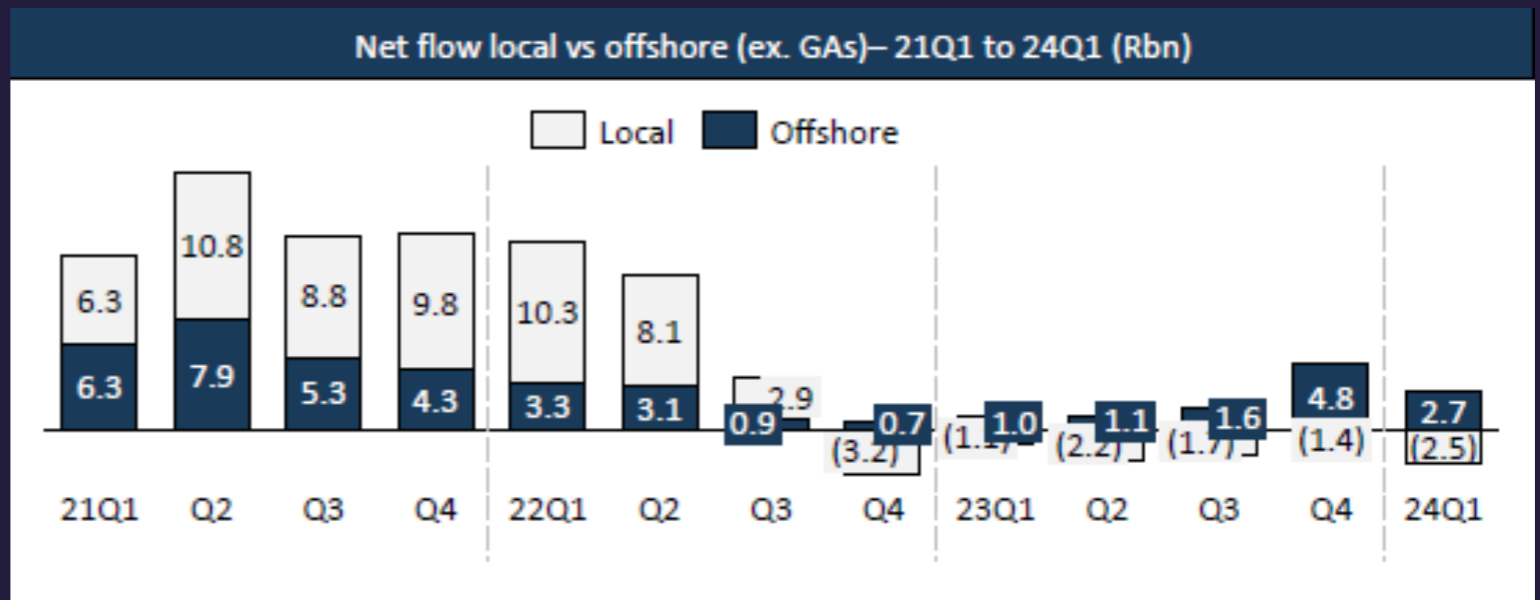
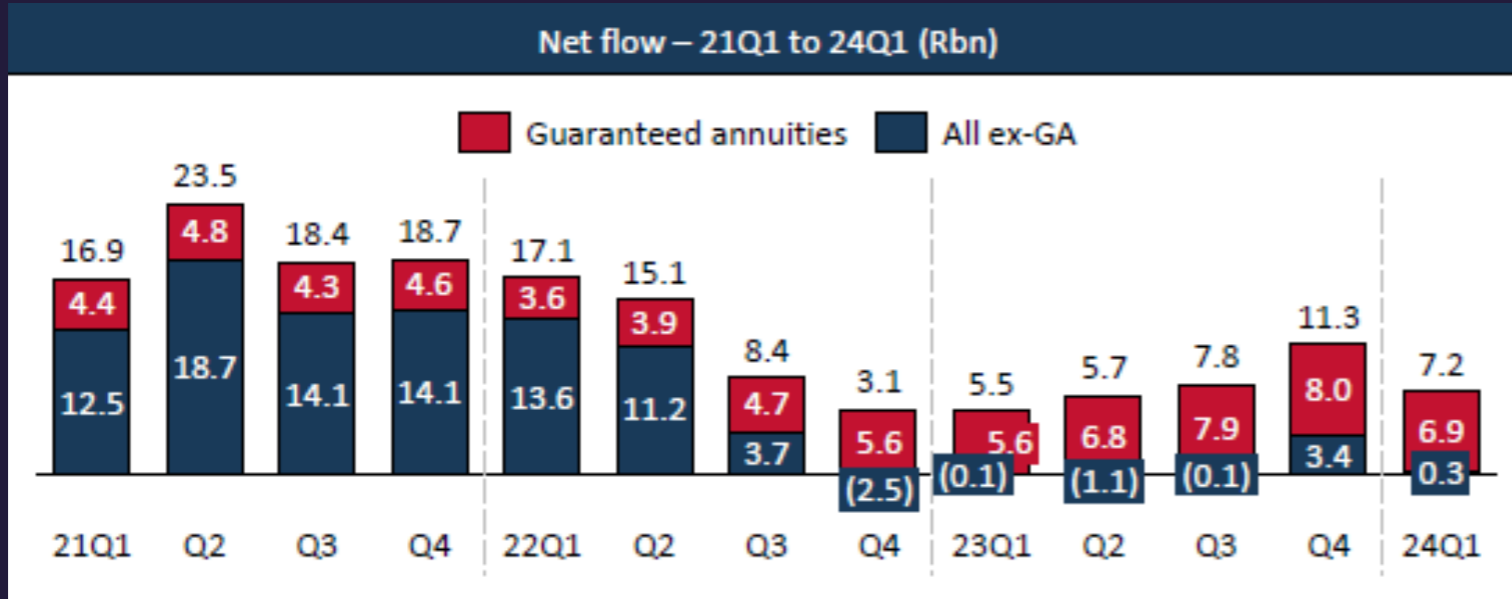


Net flows increasing but...



Looks *are* deceiving

If you exclude GA's and Offshore

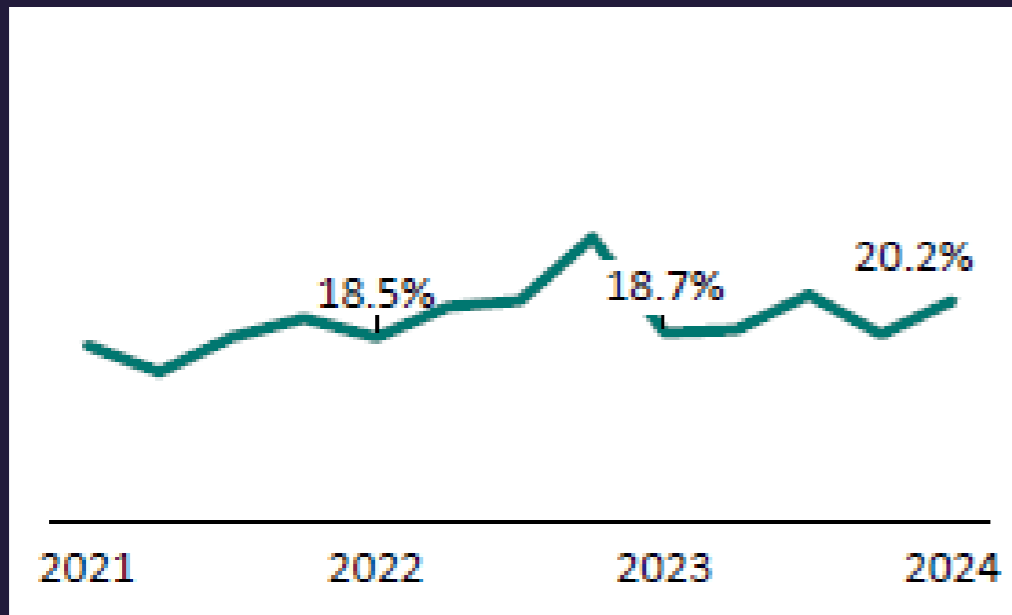




Our Investment Platform has done well

Thanks to the support of a quality advisor base

Client share of new flow – non-tied (Q1)



Client share of net flow – non-tied (Q1)





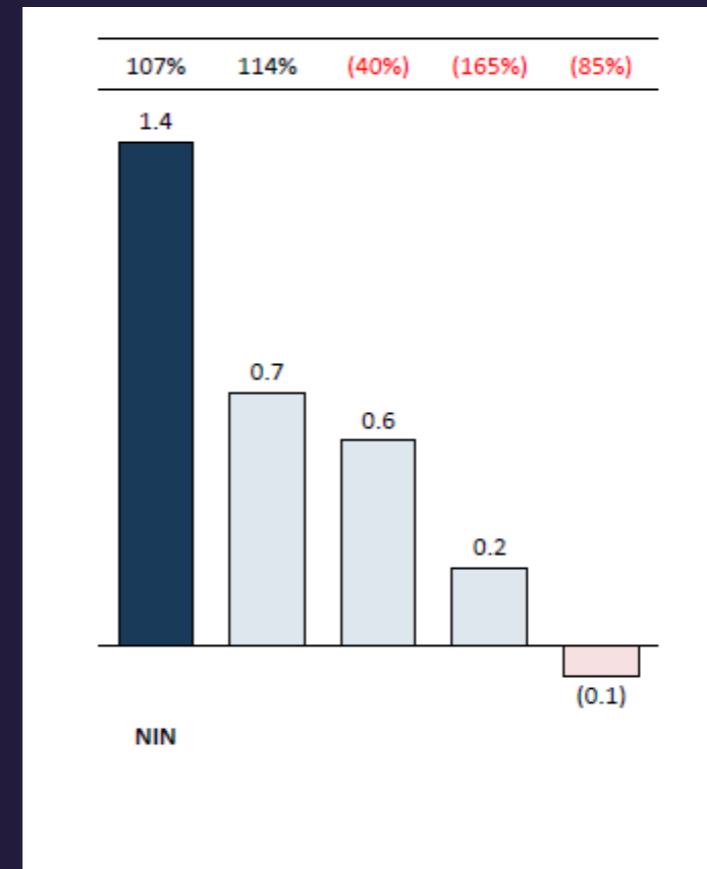
Our offshore products are also doing relatively better

No, it's not just the sales team!

CY23 – 40% of net flow

Q1 – 52% of net flow

Net flow (R'billion, 2024 Q1)





Why are our offshore products doing relatively better?

No, it's not just the sales team!

CY23 – 40% of net flow

Q1 – 52% of net flow

Relevant products – International Investment Portfolio delivered, Family Office

Helping advisors consolidate offshore investments

Large deal flow – Masterclass



A broad investment offering

250 Funds

55 Mancos

Top 10 Funds = 47% AUM

Top 10 Manco's = 77% of AUM

Bottom 176 funds = 10% AUM

Bottom 10 Manco's = < 1% AUM

Passive = 11% AUM

6 of the top 10 Manco's have ties to SA



To conclude

- We are in a good position
- We continue to look for ways to further improve our product
 - Re-assessing our underlying custody arrangements
 - Exploring improved share portfolio functionality
- Continue to invest in tech for mutual benefit



Thank you

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