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collective investments

A member of MMI Holdings

Growing Tomorrow's Leaders Today™

MET Collective Investments
2014 Boutique Investment Manager Conference

MET Premium Partners™ brings together select boutique and specialist investment managers to offer financial advisers and investors access to diversified and unconstrained sources of alpha.

Our new value proposition gives investment managers unrivalled reach and distribution throughout the MMI and Momentum Group and across multiple investment platforms in South Africa. Financial advisers and investors benefit from ease of doing business and being able to incorporate investment managers into existing portfolios seamlessly through their platform of choice.

Successful investing requires looking beyond the expected to capture early-stage growth and investment innovation.

Welcome

Welcome to the 2014 Boutique Investment Manager Conference and thank you for registering for this event. We trust you will find the content insightful and thought-provoking and you will walk away with many new ideas that will assist you in advising clients.

There are a few things we would like to highlight, namely:

- MET Premium Partners™ is a unique range of boutique investment managers. These managers have gone through a rigorous due-dilgence process by Momentum Manager of Managers to ensure they have all the skills, processes and requirements to meet investor needs. This means they meet all the requirements that institutional clients demand and that Manager of Managers will use them in retirement fund portfolios as well as any Momentum-branded retail investment solutions where a multi-manager portfolio is designed.
- All portfolios included as MET Premium Partner™ portfolios will enjoy "core" status pricing on the Momentum Wealth investment platform. These benefits are material in reducing the costs of investment for consumers. MET Premium Partners™ will, however, remain "platform agnostic" and we will aim to include these portfolios on the large investment platforms in South Africa.
- All the presentations from this conference will be made available on the new MetCI Internet site about three working days after the conference. Please visit our new website at www.metci.co.za to download these and, while you are there, review our detailed content on our MET Premium Partners™.
- While Perpetua Investment Managers and Metope Investment Managers do not yet have a retail investment offering, MET Collective Investments is in the process of submitting an application to the Financial Services Board to launch co-branded investment portfolios. We believe these managers have unique and compelling skills to offer investors and we will be sure to let you know the moment they have an approved retail portfolio.
- We are also in the process of engaging with other potential partners and we will keep you appraised of these developments.

Today, an increasing number of institutional investors are seeking non-traditional sources of alpha. This is leading to a two-tiered marketplace, with large multi-service investment managers controlling the lion's share of activity and the remainder going to niche players, including independent boutiques.

Kind regards

Kevin Hinton

Kevin Hinton
Head: Distribution and Client Services

MET Premium Partners™

36ONE Asset Management
36ONE Asset Management is a specialist investment manager managing a range of local and global portfolios investing predominantly in South African equities.

BlueAlpha Investment Management
BlueAlpha Investment Management is a boutique investment manager delivering reliable risk-adjusted returns across a range of local and global equity-based portfolios.

Contego Asset Management
Contego Asset Management is a specialist independent investment manager with key expertise in protected portfolios.

Counterpoint Boutique
Counterpoint Asset Management is a boutique investment manager managing a select range of multi-asset class, equity and fixed interest portfolios.

Fairtree Capital
Fairtree is firmly rooted as a leading African investment manager and offers retail and institutional investments in hedge funds and long-only portfolios across multiple asset classes and geographies.

First Avenue Investment Management
First Avenue Investment Management is an independent equity specialist that manages a range of equity-based portfolios.

Imara Asset Management SA
Imara Asset Management is a specialist investment manager with key expertise in African investing and a presence across the African continent, including Zimbabwe, South Africa, Zambia and Mauritius.

Metope Investment Managers
Metope is an independent financial services group specialising in investment management and direct property portfolios.

Northstar Asset Management
Northstar Asset Management is a specialist investment manager managing predominantly equity-based portfolios.

Perpetua Investment Managers
Perpetua Investment Managers is a privately-owned investment management business specialising in equity and multi-asset portfolios.

Saffron Wealth
Saffron Wealth is a boutique investment manager with experitise in traditional and hedge fund management.

Seed Investment Consultants
Seed Investments is a specialist investment manager offering a select range of professionally-managed local and global portfolios.

Truffle Asset Management
Truffle Asset Management is a boutique investment manager offering a focused range of traditional, alternative and segregated investment solutions to individual and institutional investors.

MET Premium Partners™ within each category

Category	Partners
Active Equity Value	BlueAlpha Investment Management (subject to FSB approval) Fairtree Capital (subject to FSB approval) Perpetua Investment Managers (subject to FSB approval) Truffle Asset Management (subject to FSB approval)
Active Equity Quality	360NE Asset Management First Avenue Investment Management Imara Asset Management SA
Passive Equity	Seed Investment Consultants
Balanced – Flexible Asset Allocation	360NE Asset Management BlueAlpha Investment Management Truffle Asset Management (subject to FSB approval)
Balanced – High Equity	Contego Asset Management Counterpoint Boutique Northstar Asset Management Perpetua Investment Managers (subject to FSB approval)
Balanced – Medium Equity	Seed Investment Consultants Counterpoint Boutique
Balanced – Low Equity	Contego Asset Management Counterpoint Boutique
Balanced – Income	Contego Asset Management Counterpoint Boutique
Fixed Interest – Flexible	Fairtree Capital (subject to FSB approval) Saffron Wealth Truffle Asset Management (subject to FSB approval)
Fixed Interest – Bonds	Saffron Wealth
Property Local	Metope Investment Managers (subject to FSB approval)

Speaker profiles

Alec Hogg

Alec Hogg is the founder and publisher of Biznews.com. A writer, broadcaster and media entrepreneur, he was the overall winner of the Sanlam Financial Reporter of the Year in 1982 at age 23. Thirty years later he was honoured by the Sanlam competition judges with a Lifetime Achiever's Award for his introduction of business radio to SA and his creation in 1997 of Moneyweb, an online publishing pioneer. He left Moneyweb in October 2012. Apart from his full-time focus on Biznews and regular keynote business speaking engagements, Hogg anchors Power Lunch on CNBC Africa.

Cy Jacobs
36ONE Asset Management

Cy is a co-founder of 36ONE Asset Management and is head of the investment team. Before 36ONE, he was a senior portfolio manager at Investec Securities, where he was head of the Opportunities Mandate. Before that, Cy was a director at HSBC, where he jointly managed the Nedbank Entrepreneur Fund. Cy completed his accounting articles at Kessel Feinstein (later acquired by Grant Thornton).

Gary Quinn
BlueAlpha Investment Management

Before joining BlueAlpha in August 2013, Gary was the head of equities and the portfolio manager of the specialist resource mandates and core institutional equity funds at Prudential. As head of equities, Gary was responsible for R75 billion in the equity mandates managed with Prudential. The Prudential Equity Fund has a track record lasting over 10 years and is one of the top two-performing funds for this period. Before this, Gary worked at Norwich and RMB Asset Management in Cape Town. He joined the financial markets in 1993, starting a specialist bond and derivative asset manager. From 1988 to 1993 Gary worked in the mining industry at Impala Platinum Mine. Gary has more than 20 years of experience in the financial services industry.

Kobus Louw

Contego Asset Management

Kobus was the head of portfolio management at Sanlam Investments and left in 1998. He was one of the founding members of Cadiz and played a significant role in starting Cadiz Asset Management. He was the CIO of Cadiz Asset Management when he left in 2004. Kobus joined the Contego Group at the beginning 2005 and has been instrumental in starting up the company's five unit trusts, leveraging on his experience and client base. He manages the Contego B1, B2 and B3 portfolios. He was one of the pioneers of the startup and development of the bond derivatives market and later equities (Safex) and is recognised as one of the leading experts in this field.

Steve Mills

Counterpoint Boutique

Steve started his investment career at Old Mutual in 1988 as an equity analyst. He was a founder member of Investec Asset Management and thereafter spent most of his career in the position of chief investment officer in companies including Norwich Investments and Fleming Martin Asset Management. Steve was also the managing director of Capital Alliance Asset Management during its founding years. More recently, Steve headed the Absolute Return Boutique at Sanlam Investment Management, which grew from a fledgling business to a leader in its category with over R15 billion in assets under management. During this period, Steve was awarded the coveted Raging Bull Award for the Balanced Fund Category for five-year investment returns.

Hlelo (Lo) Giyose

First Avenue Investment Management

Lo has worked in the investment management industry for 17 years in various roles that span the investment research and portfolio management functions. He has worked for STANLIB, the IDC, Investec Asset Management and HSBC (USA). Most recently, at STANLIB and the IDC, Lo headed up core investment propositions and served in senior management roles. He also gained valuable exposure to corporate governance and strategic decision making when serving as a director on the board of various IDC-held investments. Lo earned an MSc in investment management from the Cass Business School in London and a BSc in business administration (majoring in finance and economics) from the University of New Hampshire in the United States. Lo founded First Avenue in 2010.

Chris Botha
Imara Asset Management SA
Chris has worked on the buy and sell sides of the investment industry, working as an analyst, stockbroker and portfolio manager at many of the well-known investment and life companies. His first position was at First National Trust (FNT) where he gained experience in managing unit trusts, pension funds and private client portfolios at FNT, Kagiso Securities, Tlotlisa Securities, SG Securities, Fedsure Asset Management and African Life Asset Management. His most recent work experience has been at Afrifocus Stockbrokers, where he has worked closely with Imara Asset Management.

Leon Greyling
MET Collective Investments
Leon has extensive experience in the investment-management and retirement-fund landscape. He headed Alexander Forbes Asset Consultants in the late 1990s and following that, was a director of Investment Solutions and a member of the company's executive and investment committees. He left Investment Solutions in 2008 after serving a little over 13 years with the Alexander Forbes Group. Before joining Momentum, he was the deputy CEO of Sygnia Asset Management. Leon is the head of Momentum Manager of Managers, which houses Momentum Investments' multi-management and portfolio administration capabilities. He brings a strong client-focused background and an excellent knowledge of the needs of financial advisers, trustees and consultants.

Kevin Hinton
MET Collective Investments
Kevin is well known and respected in the retail adviser market, having served in the industry for 25 years. He joined the Momentum Group in 2000 and has held various positions, including CEO of RMB Unit Trusts, head of marketing for Momentum Wealth and, more recently, head of investment distribution for Momentum Distribution Services. Kevin has extensive investment industry experience across the collective investments and linked platform industry as well as comprehensive knowledge of the financial adviser distribution landscape.

Liliane Barnard
Metope Investment Managers
Liliane is the CEO of the Group and is the listed property portfolio manager. Liliane has more than 25 years' experience in listed property and investment management. Liliane was previously the head of asset management at Old Mutual Properties (Pty) Ltd and was also head of listed property and a retail investment analyst at Old Mutual Asset Managers (now OMIGSA) for 15 years. Liliane brings local and international insight to the Metope Group. She spent 11 years independently managing institutional retirement fund money and was also involved in establishing British Capital, a joint-venture UK property company. Liliane served as an independent non-executive director of JSE listed property companies Emira, Redefine and ex-Pangbourne Properties Ltd.

David O'Leary
Morningstar
David joined Morningstar in 2003 and has been Director of manager research since 2005. David relocated from Canada to Cape Town to build Morningstar's manager research presence in South Africa. While in Canada David spent nine years building the Canadian manager research team and headed a team of six analysts who authored research reports on hundreds of Canadian fund strategies. He was previously Chair of the Canadian Investment Funds Standards Committee and was a member of Morningstar Canada's Investment Committee. Prior to joining Morningstar Canada, David was a financial adviser with TD Canada Trust. David is frequently quoted in the media for his expertise on unit trusts. He's been a regular guest on the Canadian Broadcast Corporation (CBC), the Business News Network (BNN) and currently CNBC Africa.

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Adrian Clayton
Northstar Asset Management
Adrian launched Alphen Asset Management in 2002 with three close friends, growing it into a successful boutique investment manager. He was the co-manager of the PSG Balanced Fund, which he launched 14 years ago. The PSG Balanced Fund enjoys the reputation of being the only unit trust in South Africa with the same manager for its full life span. He also functioned as the CEO of PSG Asset Management and was a director of various PSG companies. In December 2012, Adrian took over Northstar Asset Management and the company has grown exceptionally quickly over the past few months.

Delphine Govender
Perpetua Investment Managers
Delphine has over 17 years' financial services experience, 14 of which are in investment management. She gained most of her investment experience (11 years) at Allan Gray. Delphine joined Allan Gray in July 2001 as an investment analyst before being appointed as a portfolio manager and executive director in 2005 and 2006 respectively. In addition to these positions, she served as a trustee on the Allan Gray Orbis Foundation Africa Endowment and was also a director on the board of JSE-listed Allan Gray Property Unit Trust. Delphine plays an active role in regulatory changes, industry developments, mentorships, advancing diversity and thought leadership as a member of various investment industry bodies.

Brandon Quinn
Saffron Wealth
Brandon has 17 years investment experience. He started his finance career at NBS Bank where he established and developed the market research and planning function. Brandon then moved to BoE Bank Treasury, where he initially focused on forex exchange trading and interest rate and currency arbitrage. He was Global Treasurer of Seaboard Overseas Limited, a NYSE-listed multi-national commodity-trading company before joining Metropolitan Asset Managers. At Metropolitan, he was head of the Hybrid & Structured Investments unit, was the chairman of the Alternative Strategies Investment Committee and managed an enhanced income fund focusing on alternative asset application and multi-strategy fund management. In early 2012, Brandon, Deon van Zyl and a group of investors founded Saffron Wealth.

Ian De Lange
Seed Investment Consultants
As a qualified Chartered Accountant, Ian became actively involved in the financial markets when he joined Sharenet as a director and shareholder in the late 1990s. While there, he completed a BCom (Hons – Financial and Portfolio Management) at the University of Cape Town and gained valuable investment advisory experience. Ian started Exsequor Investments, an independent investment advisor to high net worth clients in 2002 as the forerunner to Seed Investments. Ian co-founded Seed Investments in 2007 with Vincent Heys. He is the managing director, chief investment officer and sits on the investment committee.

Sebastian Dovey
The Scorpio Partnership
As managing partner of Scorpio Partnership, Sebastian manages the development and execution of strategic recommendations. Sebastian has completed assignments around the globe for private banks, global banks, asset managers, family offices, technology firms, service providers, aggregators and start-up wealth management initiatives. He is also involved in creating and building education-based solutions for a number of clients. The Swiss Finance Institute (formerly the Swiss Banking School) for its executive MBA programme. He serves on the editorial board of WealthBriefing and is chairman of the advisory board of B-Hive, a network for global private client investors.

Louis Van Der Merwe
Truffle Asset Management
Louis joined Rand Merchant Bank (RMB) in 1988. He started trading in the fledgling equity derivatives markets in 1989 and found his niche in arbitrage and structuring activities in the equity market. He was head of the equities division of RMB until 2002 and served on the management board of RMB, as well as executive committee of the Johannesburg Stock Exchange and SAFEX. Louis left RMB in 2002 to take up the position of CEO of RMB Asset Management, one of the largest asset managers in South Africa managing assets of more than R 200 billion. Louis left RMB Asset Management in 2008 to start up Truffle with friend and ex-colleague Hannes van der Westhuyzen.

Charles Booth
Truffle Asset Management
Charles graduated as a chemical engineer from the University of Cape Town in 1973. Having worked in the oil industry for five years and after completing an MBA in 1979, Charles began his career in financial services with Allan Gray Investment Council as an equity analyst. After three years, Charles entered stock broking and for the next 12 years was head of research and a director of Simpson McKie Inc. (now HSBC) and JD Anderson (now UBS). In 1993, he joined RMB Asset Management (RMBAM) at the time of the RMBAM/Momentum merger. Charles built the research team and the investment process progressing to the position of CIO in 2002. Charles became a director of RMBAM in 1997 and retired from RMBAM in 2008 after 15 years of service. After a short sabbatical, Charles joined Truffle in January 2009 to develop the traditional asset management capability and to add value on the alternative investments side.

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MET Collective Investments (RF) (Pty) Ltd
Registration number 1991/003741/07
The portfolios are registered with the FSB as part of the MET Collective Investments Scheme (CIS number 20).

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