

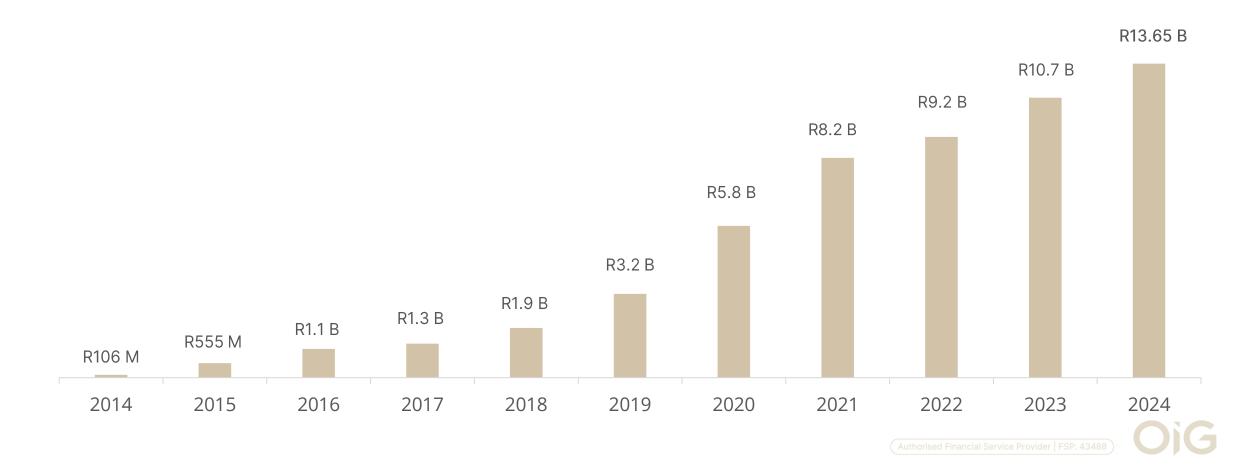


# Business Overview



## Assets Under Management (AUM)

**AUM GROWTH** 



### Our Team - OIG



**Eugene Visagie** Head of Strategy and Distribution



François Botha Chief Investment Officer



**Enrico February Chief Operating** Officer



Anika Theron Head of Marketing



Marilize van Zyl Portfolio Specialist



Anton van Niekerk Portfolio Manager



Lu-Jean Mostert **Operations Analyst** 

Keisha Wehr

Marketing Intern





Christelle van

Niekerk

Advisor Consultant

Marko Ras

**Equity Analyst** 

**Kerstin Matthews Junior Operations** Analyst



**Liesel Pretorius Advisor Consultant** 



Bianca Triebel Junior Equity Analyst



Rotondwa Rambauli Risk Analyst



Su-Ané Kasselman **Business Development** Manager



Jo Streicher Junior Equity Analyst



Olivia Dirks Officer Manager



**Estian Storm Business Development** Manager

Matlhatsi Kaloe

Junior Analyst



Lusu Mpafa **Investment Analyst** 



Zimasa Mbanga Client Service Analyst



## OIG: What sets us apart?



- Active Management
- Actively managed investment solutions



- Hedge Funds
- Differentiated from peers with allocation to hedge funds.



- Thematic Investments
- Key themes that shape markets





### A Future Shaped by Change

- Demographics: The global population of people aged 60+ is projected to more than double from 962 million in 2017 to 2.1 billion by 2050 and triple to 3.1 billion by 2100. This aging trend will reshape economies, driving demand for healthcare, retirement solutions, and automation.
- **Technology:** All and automation are projected to add \$15.7 trillion to the global economy by 2030, disrupting industries and transforming the work force.
- **Sustainability:** Global ESG investments have surpassed \$35 trillion, and the transition to a green economy is no longer optional but essential.

# Thematic Examples



## John Deere – History & Evolution

- Started making ploughs in 1837, has never seen a tractor in his life.
- Began tractor production in 1918, 32 years after John Deere's death.
- Manufactured bicycles in the 1890s during the cycling boom.
- Entered the snowmobile business in the 1970s and supplied the 1980 Winter Olympics.
- The phrase "Nothing Runs Like A Deere" originated from snowmobile marketing.







### John Deere & The Power of Data-Driven Agriculture

- From farming equipment company to technology and data powerhouse
- Al & Data-Driven Innovations:
  - Precision Agriculture
  - Autonomous Machinery
  - Pest & Disease Detection
  - Yield Prediction
  - Robot Sprayers
- Impact of John Deere's AI-powered technologies:
  - Optimizes resource allocation & reduces waste
  - Maximizes yields & profitability
  - Minimizes environmental impact
  - Increases operational efficiency & lowers labour costs





## Novo Nordisk - Ozempic

Revolutionized diabetes treatment and reshaped industries by expanding into weight management due to its appetite-suppressing effects.

- Consumer Goods: Lower demand for fast food & alcohol.
- Healthcare: A redefined approach to obesity treatment, reducing long-term medical costs and reshaping insurance models.
- Retail & Lifestyle: Fitness and wellness industries are experiencing increased demand
- Supply Chain Disruptions: High demand has led to supply shortages, driving innovation in drug manufacturing and distribution.







## OIG's Differentiation: Investing with Purpose

- Commitment to responsible investing extends beyond financial markets.
- Our partnership with Contemplate Wild, a South African non-profit, exemplifies our dedication to conservation and technological innovation.









## Contemplate Wild













Species	Toggod
Species	Tagged
White rhino	66 99
Black rhino	<b>66 99</b>
_ion	33
Spotted hyaena	65
Cheetah	9
African wild dog	50+
Giraffe	39
Buffalo	92
Sable	18
Naterbuck	62

86

74

95

101

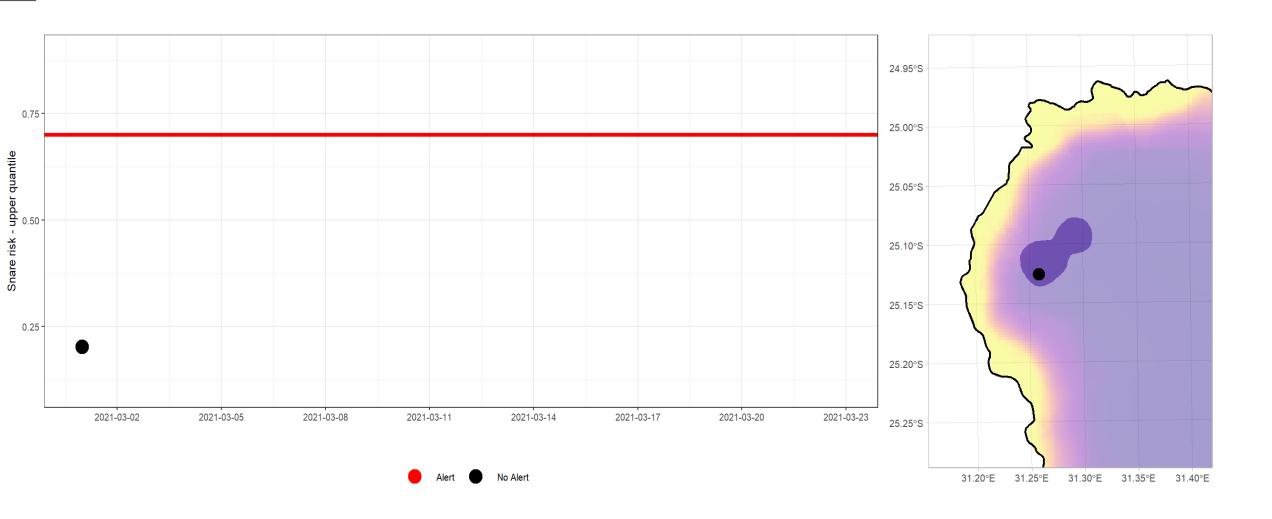
Wildebeest

Kudu

Zebra

Impala

## Real-time Risk Profiling



## Ranger Monitoring Platform

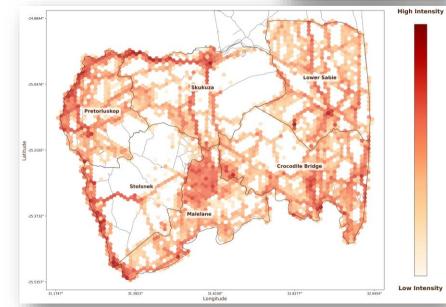
- Ranger panic button & GPS tracker
  - Ranger welfare
  - Situational awareness
  - Hierarchical panic message distribution with intelligent dissemination
  - Patrol coverage/effort quantification
- Kruger NP Deployments
  - ~270 units southern half of Park
    - ~250x rangers & ops; ~10x K9; 8x Aircraft
- Panics
  - True ~ 2 alerts
    - 2024-01-11 provided location, 22min response (helicopter + doctor on board)
    - 2024-08-14 provided location, 20min response (helicopter + doctor on board)
- Other Deployments
  - Private reserves adjoining Kruger NP
  - Galapagos island



Personnel Alert - PANIC
Callsign - 80-EP
Timestamp - 2024-10-13 16:28 SAST
Location - Will be sent when one becomes available.
Note - Please acknowledge this alert below if you are following up

Acknowledge

Personnel Alert - PANIC - LOCATION
Callsign - 80-EP
Timestamp - 2024-10-13 16:29 SAST
Location - www.google.co.za/maps/place/-24.376212023270853,31.160393426441743
Note - This is a follow up location for a previous panic alert



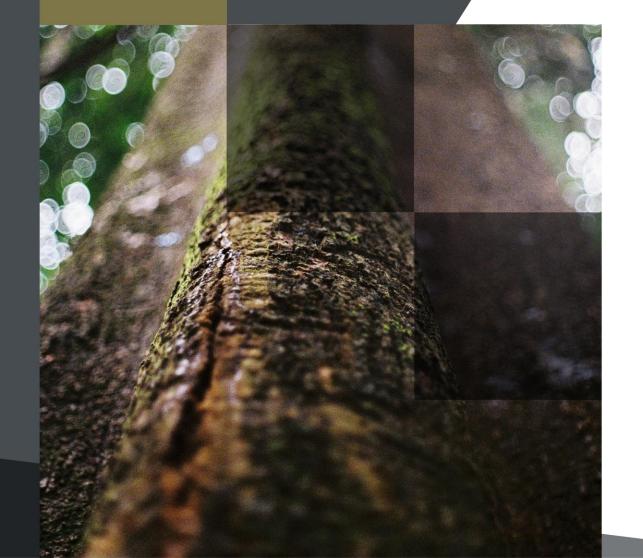
## Key takeaways

- Thematic investing looks ahead at long-term structural trends
- Aligns portfolios with future megatrends like
  - demographics,
  - technology, and
  - sustainability
- Investing in these trends presents opportunities for sustainable, risk-adjusted growth.
- OIG's active management approach ensures investments remain forward-looking and adaptable.
- The world is changing—your investments should too
- Let's shape tomorrow together!



Join us in shaping tomorrow through smart, forward-thinking, responsible investments.

The world is changing — OIG ensures your investments evolve with it.



## Any questions?





## Thank you for your time

Email address: oig-invest.com

Telephone: +27 21 879 3630

Location: Unit 209, 2<sup>nd</sup> Floor, The Cliffs Office Block 2, Niagara Way, Tyger

Falls, Carl Cronje Drive, Tygervalley, 1530



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## SOUTHCHESTER

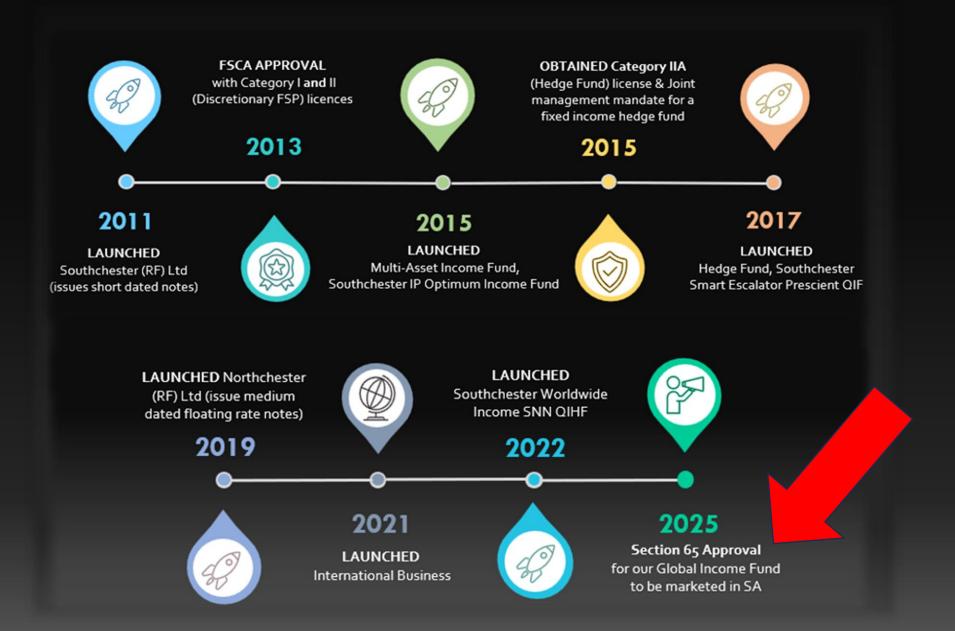
AUTHENTIC INSPIRING INTEGRITY

Data to 28 February 2025

### AGENDA

- Southchester Investment Managers Who Are We
- Focus on:
  - Southchester Global USD Income Segregated Portfolio
    - Southchester Worldwide Income FR QIF sneak peak into the future
  - Southchester IP Optimum Income Fund

#### **COMPANY HISTORY**



### KEY INDIVIDUALS / PORTFOLIO MANAGERS

#### ANDRA GREYLING



#### **CHAIRPERSON**

Co-founded Southchester in 2011.
Financial market experience
specialising in fixed income
investments and trading since 1988.

(B.Comm Business Economics; B.Comm Honours in Investment Management)

#### **GREGG BAYLY**



#### **CEO**

Co-founded Southchester in 2011. Financial market experience specialising in fixed income and structured solutions since 1995.

(B.Comm Honours in Accounting; associate member of the British Chartered Institute of Management Accountants; LLB)

#### **JELEZE HATTINGH**



#### CIO

Joined Southchester in 2020. Financial market experience specialising in fixed income and alternative investments, with a focus on risk management since 2002.

(M.Sc. (Cum Laude) in Business

Mathematics and Information Science;

CFA; CMT)

### BUSINESS STRUCTURE: MEET THE TEAM

**Andra Greyling** 

Chairperson Portfolio Manager Trader Credit & risk Committee



**Gregg Bayly** 

CEO Portfolio Manager Legal & Compliance Credit & risk Committee



Head of Credit & risk Committee





Debbie Eksteen Operations Specialist



Catharina Stone CFO



Marlie Koch



Tasneem Edwards Senior Financial Accountant



Wayne Africa Operations specialist



Kai Greyling Administration & trading support



Financial Accountant

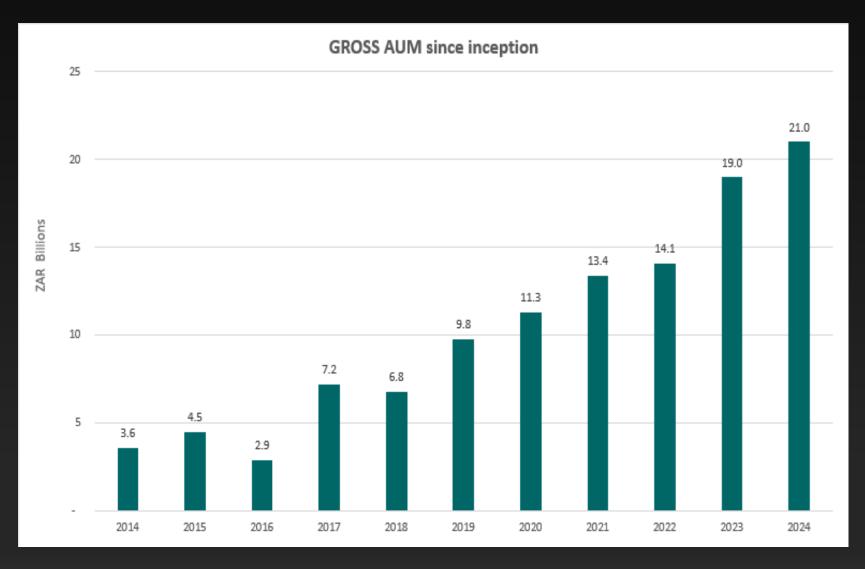


Bertus Enslin Distribution Specialist

#### INVESTMENT PHILOSOPHY

- Southchester Investment Managers (Pty) Limited ("SCIM") is a **niche fixed income asset manager** specializing in creating and managing short term liquid portfolios and alternative fixed income asset classes, headquartered in South Africa.
- SCIM Focus Areas / Target Market:
  - Specialist securitisation vehicles developed and offered to the institutional FI market
  - Specialist fixed income hedge funds for the institutional and qualified retail market
  - Other specialist fixed income strategies (eg dividend income offerings) for institutional clients who then market to retail
- We **do not want to compete** with our institutional fixed income clients and will therefore not manage traditional long only fixed income CIS portfolios / funds we choose to rather offer securitisations.

### **GROSS ASSETS UNDER MANAGEMENT**



Source: Southchester Investment Managers, Peresec, Apex Fund Services, Prescient Fund Services

 $<sup>^{\</sup>star}$  Includes execution only mandates, excludes inter-fund crossholdings

### SUMMARY OF OUR PRODUCTS – USD FUNDS

	Southchester Global Income Segregated Portfolio	
<b>S</b> INDICATIVE RATE	SOFR + 3%	
WHY UNIQUE	USD Specialist Fixed Income Strategy	
RISK	Medium	
WHO CAN INVEST	Qualified investors	
NET ASSET VALUE	USD 33M	
INCEPTION	JANUARY 2022	
MANDATE	High Quality fixed income	
ISSUANCE	Shares	
LEGAL ENTITY	Segregated Portfolio (Hedge fund) Domiciled in Cayman Islands	

Source: Southchester Investment Managers, Apex Fund Services

28 February 2025

Disclosure: The Scheme is approved by the FSCA under Section 65 of the Collective Investment Scheme Control Act 2002 and has been categorised as a Collective Investment Scheme in Qualified Investor Hedge Fund for public sale in South Africa.

### SUMMARY OF OUR PRODUCTS – ZAR FUNDS

		SOUTHCHESTER SMART ESCALATOR PRESCIENT QIF	SOUTHCHESTER WORLDWIDE INCOME FR QIF	SOUTHCHESTER IP OPTIMUM INCOME FUND
<b>6</b>	INDICATIVE RATE	REPO + 4%	90% SOFR (in ZAR) + 10% STEFI	Outperform the average after-tax return of comparable low risk interest yielding investments
	WHY UNIQUE	Specialist Fixed Income Strategy	ZAR Specialist Fixed Income Strategy	Tax-efficient income fund
<b>4. 4</b>	RISK	Medium	Medium	Low
	WHO CAN INVEST	QIF; HNW and Corporates	QIF; HNW and Corporates	QIF; HNW and Corporates
<u>.III</u> 6	GROSS AUM	R6.4bn	R73mn	R2.7bn
	INCEPTION	NOVEMBER 2017	AUGUST 2022	APRIL 2015
<u>=</u>	MANDATE	High Quality fixed income	High Quality fixed income	High Quality fixed income
	ISSUANCE	CIS units	CIS units	CIS units
血	LEGAL ENTITY	CIS - QIF	CIS - QIF	CIS - Multi-Asset Incor

Source: Southchester Investment Managers, Apex Fund Services, Prescient Fund Services

# OVERVIEW OF SOUTHCHESTER GLOBAL INCOME SEGREGATED PORTFOLIO



#### SOUTHCHESTER GLOBAL INCOME SEGREGATED HEDGE FUND

LAUNCH DATE

January 2022 (Class A)

SIZE (Net) SIZE (Gross) \$ 34.1 million \$170 million

TARGET RETURN
SOFR + 3%

**STRUCTURE** 

Segregated Portfolio Company – low volatility fixed income hedge fund (S65 approved)

FREQUENCY OF TRADING

Monthly subscriptions, 2 Month notice for redemptions

INVESTMENT ADVISOR Southchester Investment Managers

INVESTMENT MANAGER South Africa Alpha Capital Management Limited

PRIME BROKER Absa Capital Securities, a division of Absa Bank Limited

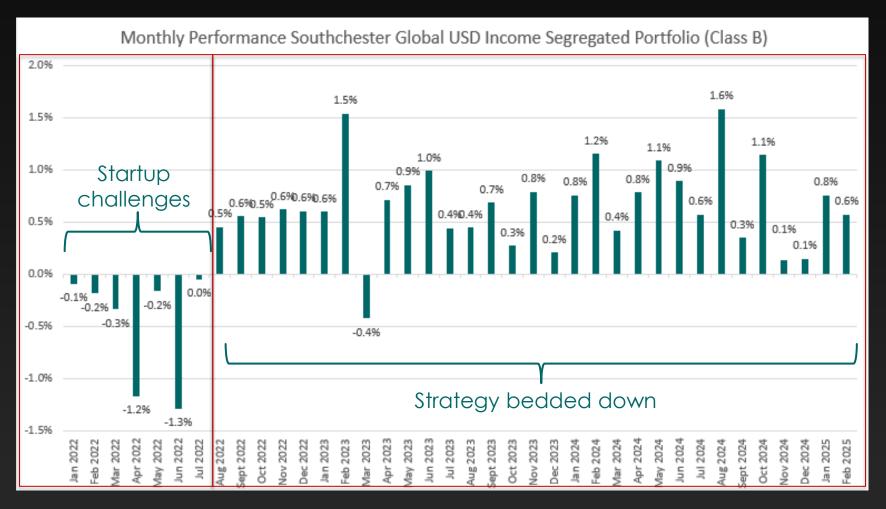
ADMINISTRATOR Apex Fund Services

LOCAL MANAGER Fundrock Management Company (RF) (Pty) Ltd

28 February 2025

Source: Southchester Investment Managers, Apex Fund Services

### SC-GLOBAL – MONTHLY PERFORMANCE (CLASS B)



Source: Southchester Investment Managers, Apex Fund Services. (Simulated performance since January 2022 until April 2024. Class B launched in May 2024, with 1.25% management fees and 15% performance fees above benchmark).

### SC-GLOBAL – PERFORMANCE SUMMARY (CLASS B)

Performance to February 2025 (Since inception May 2024)	Fund Class B (after fees)	Benchmark (SOFR + 3%)
Year to Date 2025 to February 2025	1.3%	1.2%
Last 3 months rolling to February 2025	1.5%	1.8%
Last 6 months rolling to February 2025	3.1%	3.7%
Last 12 months rolling to February 2025	8.8%	8.0%
Annualised Since Inception	5.5%	6.9%
Calendar year 2024: Inception May – Dec 2024	6.1%	5.3%
Fund Total: Number of participatory interests	285,557.05	
Worst monthly drawdown – June 2022	Class B: No negative months since launch. Class A: -1.2% in June 2022	
Best monthly performance – August 2024	1.6%	
% Positive return months	100% (10/10)	

Source: Southchester Investment Managers, Apex Fund Services. (Class B launched in May 2024, with 1.25% management fees and 15% performance fees above benchmark).

The Scheme is approved by the FSCA under Section 65 of the Collective Investment Scheme Control Act 2002 and has been categorised as a Collective Investment Scheme in Qualified Investor Hedge Fund for public sale in South Africa.

Benchmark was changed effective November 2022 from fixed 4% to SOFR+3%

#### 28 February 2025

Note that past performance is not indicative of future performance. The value of your investment may go down as well as up.

#### SC-GLOBAL – INVESTMENT STRATEGY

- The Portfolio aims to deliver steady returns, capital stability and adequate liquidity
- Conservative, low-volatility active strategy
  - Transparent, geared fixed interest strategy
  - Performance is linked to active trading of spreads between fixed and floating products, not dependent on underlying emotional and directional trading
  - Derivatives to hedge risk
- Focus on liquidity risk management
  - Most of the interest rate risks are hedged out, resulting in relatively low volatility
  - High quality credit exposure International banks as well as limited SA Government and South African banks.
    - Investment Grade (BBB- or better), no subordinated debt

### **SC-GLOBAL MANDATE - INVESTMENTS**

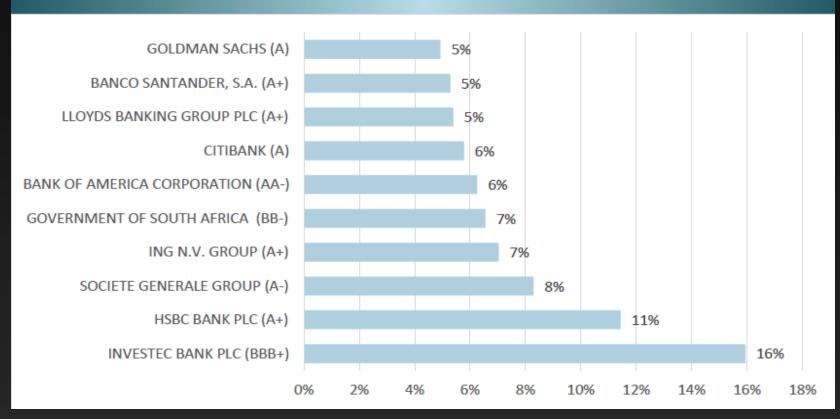
- Funding Counterparties
  - International and local banks
- Income instruments
  - Money Market Instruments
  - Call instruments
  - High quality corporate and government bonds

Mandate Specific				
Asset and Counterparty Exposure Limits				
Min Rating BB- (International rating)*	Min%	85	100	
Rating below BB- or unrated (no collateral provide	Max %	15	0	
Prime Broker	Max%	100	0	
Other Collective Investment Schemes	Max%	50	0	
Derivative Contract Counterpart	Min CR	BB-	BB-	
Repurchase Agreement Counterparty	Min CR	BB-	BB	
Securities Lending Counterparty	Min CR	BB-		
VAR				
99% 10 day VAR	Max %	20	0.6	

Source: Southchester Investment Managers

### **SC-GLOBAL - CREDIT EXPOSURE**

#### **CREDIT EXPOSURE**



Source: Southchester Investment Managers, Apex Fund Services

## SNEAK PEAK INTO THE FUTURE...DIFFERENT WAY OF INVESTING

- Product development in process
- Invest in SC-Global via a ZAR QIF (SC-WORLDWIDE FUND)
- Potential benefits:
  - Tax efficiency vs other ZAR QIFs
  - Exposure to diversified USD high quality asset base
  - FX risk hedged out

2025/01/30	SC-Worldwide	SC-Global	SC-NCRF 5y	SC-SCRF
2023/01/30	Fund	Fund	Note	Call Note
Weight	100.00%	80.00%	19.00%	1.00%
Look-through Tax	Distributions of interest income in nature. Sale of unit to trigger CGT	Capital Gains Only	Interest Income Only	Interest Income Only
Target rate of return		SOFR + 2% + 5y CCY Swap	Repo + 2.7%	Repo + 0.35%
Target return using latest rates (NACA)	10.29%	10.28%	10.45%	8.10%

# OVERVIEW OF SOUTHCHESTER IP OPTIMUM INCOME FUND



#### SOUTHCHESTER IP OPTIMUM INCOME FUND ("SCOIF")

LAUNCH DATE
April 2015

SIZE

ZAR 2.7 billion

**TARGET RETURN** 

75% of STEFI (to outperform the average after-tax return of comparable low risk interest yielding investments)

**STRUCTURE** 

Collective Investment Scheme – South African Multi-Asset Income Fund

FREQUENCY OF TRADING

Daily at a target price of R1,00

INVESTMENT MANAGER Southchester Investment Managers ("SCIM")

SUB-INVESTMENT ADVISOR Sanlam Multi-Manager International ("SMMI")

ADMINISTRATOR Apex Fund Services (ex Maitland)

MANCO Boutique Collective Investments (ex IP Management Company)

28 February 2025

## **FUND AUM**



Source: Southchester Investment Managers, IP Management Company

#### SCOIF – DIFFERENT CLASSES AND FEES

#### Southchester IP Optimum Income Fund - Income Returns

Class	NACA	Adv Fee (VAT INCL)	Total Annual Fee (VAT INCL)	Interest %
Α	6.80%	0.29%	1.09%	24%
В	6.92%	0.17%	0.98%	26%
С	6.92%	0.46%	1.26%	22%

#### Disclaimer:

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Information does not comply with Board Notice 92 of 2014.

<sup>\*</sup> This is the current 30 day average yield. The yield of the classes is Net of the Annual Management Fee. The Advisor Fee is included in the Annual Management Fee.

## SCOIF – RELATIVE AFTER-TAX RETURNS

Annualised After Tax Yield Calculations		<u>Corporate</u>	Ind & Trusts
SC Optimum Income Fund		6.92%	6.92%
Dividend Return		5.12%	5.12%
Interest	26%	1.80%	1.80%
Dividends Withholding Tax		0.00%	20.00%
Tax on Interest		27.00%	45.00%
Net after-tax return		6.43%	5.09%
Pre Tax Equivalent Yield Calculations		<u>Corporate</u>	Ind & Trusts
Net after-tax return		6.43%	5.09%
Marginal Tax Rate		27.00%	45.00%
Pre Tax Equivalent Yield		8.81%	9.25%
Net Des Teu Cein en Interest comine incident		0.000/	1.430/
Net Pre-Tax Gain vs Interest earning investr	nent	0.99%	1.42%

Highest Individual Tax Rate of 45% and Company Tax Rate of 27% are used for the illustrative benefits. Interest earning investment = average of a basket of Money Market Fund Yields

Source: Southchester Investment Managers. Data to 28 February 2025

Note that past performance is not indicative of future performance. The value of your investment may go down as well as up.

#### **SCOIF - INVESTMENT OBJECTIVE**

- The Fund's objective is to offer a competitive dividend yielding investment
- The Fund aims to consistently outperform the average after-tax return of comparable low risk interest yielding investments.

#### Who should invest?

- Investors seeking secure investment
- Companies with cash holdings seeking optimal after-tax investment returns
- High net-worth individuals / trusts seeking enhanced returns that will outperform short-term interest returns on an after-tax basis.

#### WHY INVEST IN SOUTHCHESTER IP OPTIMUM INCOME FUND?

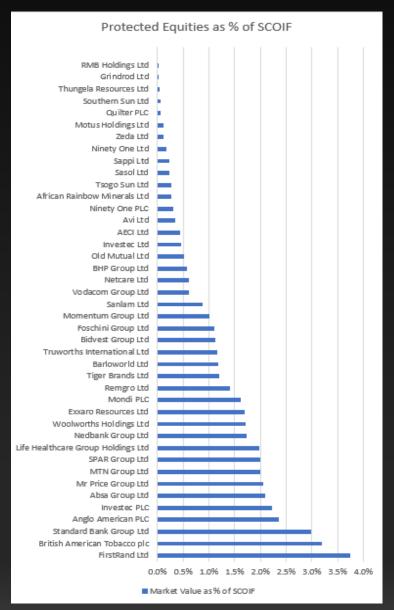
- We have stood the test of the Perfect Storm in 2020/2021
  - Capital Protected
  - Liquidity
  - Yield
  - Interest rate
- Conservative, capital secure and liquid CIS investment
  - Same day liquidity if instructions are received before Manco cut-off
- Consistent returns since inception in 2017, with annual returns exceeding the targetthrough the cycle
  - Regular monthly income distributions primarily in the form of tax-exempt dividends
  - The targeted unit price is R1,00 and has remained so since inception
  - There are no performance fees charged

#### PORTFOLIO REVIEW- INVESTMENTS - PROTECTED EQUITIES

- The equities are protected by means of put options issued by leading financial institutions / banks
  - Put options provide capital protection
  - Fully collateralised with quality assets
- Current Put Option Providers
  - Peresec
  - Velocity Trade
- In the process of adding Protected Equity trades via Nedbank, StandardBank as well as Investec

#### PORTFOLIO ATTRIBUTION – PROTECTED EQUITIES

Rank	Protected Equities	Amount	45.9%
	FirstRand Ltd	102 369 580	3.7%
2	British American Tobacco plc	87 328 359	3.2%
	Standard Bank Group Ltd	81 811 689	3.0%
	Anglo American PLC	64 381 403	2.3%
	Investec PLC	60 712 954	2.2%
	Absa Group Ltd	57 223 438	2.1%
7	Mr Price Group Ltd	56 424 314	2.1%
	MTN Group Ltd	54 902 405	2.0%
	SPAR Group Ltd	54 780 914	2.0%
10	Life Healthcare Group Holdings Ltd	54 342 602	2.0%
11	Nedbank Group Ltd	47 377 961	1.7%
12	Woolworths Holdings Ltd	46 861 612	1.7%
13	Exxaro Resources Ltd	46 405 597	1.7%
14	Mondi PLC	44 254 629	1.6%
15	Remgro Ltd	38 713 346	1.4%
16	Tiger Brands Ltd	32 690 552	1.2%
17	Barloworld Ltd	32 284 268	1.2%
18	Truworths International Ltd	31 650 850	1.2%
19	Bidvest Group Ltd	30 641 326	1.1%
	Foschini Group Ltd	30 273 483	1.1%
21	Momentum Group Ltd	27 717 450	1.0%
	Sanlam Ltd	23 799 449	0.9%
23	Vodacom Group Ltd	16 643 595	0.6%
24	Netcare Ltd	16 521 336	0.6%
25	BHP Group Ltd	15 909 798	0.6%
26	Old Mutual Ltd	14 238 532	0.5%
27	Investec Ltd	12 733 143	0.5%
28	AECI Ltd	12 235 279	0.4%
	Avi Ltd	9 695 746	0.4%
	Ninety One PLC	8 300 677	0.3%
31	African Rainbow Minerals Ltd	7 314 619	0.3%
32	Tsogo Sun Ltd	7 239 788	0.3%
33	Sasol Ltd	6 176 603	0.2%
34	Sappi Ltd	6 160 860	0.2%
	Ninety One Ltd	4 574 631	0.2%
	Zeda Ltd	3 492 252	0.1%
37	Motus Holdings Ltd	3 022 571	0.1%
	Quilter PLC	1 849 259	0.1%
39	Southern Sun Ltd	1 607 199	0.1%
40	Thungela Resources Ltd	1 323 239	0.0%
	Grindrod Ltd	459 968	0.0%
42	RMB Holdings Ltd	75 787	0.0%



# PORTFOLIO ATTRIBUTION – REDEEMABLE PREFS AND OTHER

Rank	Preference share + Other notes	Amount	20.0%
1	Nedbank Ltd - Group Prefs	205 869 343	7.5%
2	Barclays Luxembourgh	151 007 045	5.5%
3	Grayston Prefco - Investec Ltd	103 063 858	3.8%
4	Nedbank Ltd - Hybrid Notes	54 629 862	2.0%
5	Green Investment Trust	24 051 350	0.9%
6	Nedbank Ltd - CLN (SA Gov)	10 349 961	0.4%

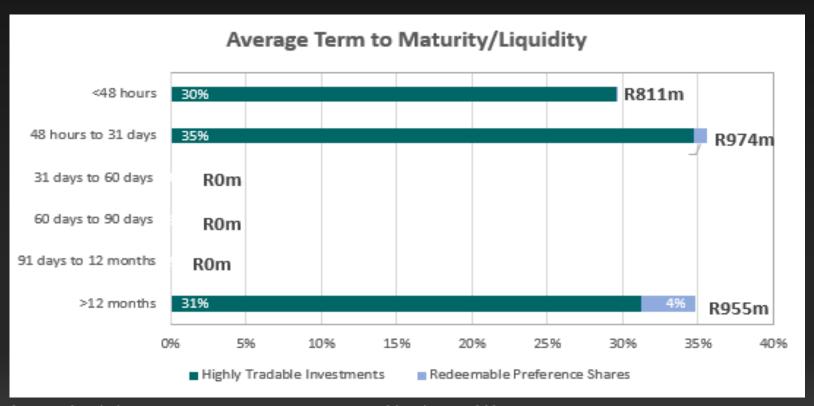
#### SCOIF Holdings in Cash and Other Liquid Investments as at 31 January 2025:

Rank	Cash and other liquid investments	Amount	34.0%
1	NGI Corp Money Market Fund	369 350 000	13.5%
2	NGI Money Market Fund	188 300 000	6.9%
3	Northchester RF	120 000 000	4.4%
4	Nedbank Group Ltd	91 000 000	3.3%
5	Southchester RF Call Bonds	70 000 000	2.6%
6	OLD MUTUAL INS MON M F M3	50 000 000	1.8%
7	Investec Ltd	22 340 216	0.8%
8	Standard Bank Group Ltd	20 979 760	0.8%

<sup>\*</sup> Note that data from the listed MoneyMarket Funds are lagged by 1 month as it is sourced from the respective Funds' MDDs

#### **SCOIF - LIQUIDITY**

- Standard CIS liquidity
- >34% of Fund held in liquid /cash investments
- Majority of the Fund's investments are collateralized with highly tradeable debt and equity investments that further enhance the Fund's liquidity profile.



## **CONCLUSION**

- We specialise in innovative and tailored fixed income solutions
- Our focus is on income solutions with
  - Consistent cash plus returns
  - Low volatility
  - High liquidity

Most importantly, we are proud of what we're offering to our clients and managing on their behalf!



"The pessimist complains about the wind; the optimist expects it to change; the realist adjusts the sails."

~ William Arthur Ward

# Thank you



#### **DISCLAIMER**

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