STAFF MEMBER PROFILE

MARSHALL KANENGEBIZA

By Adrian Clayton (Managing Director & CIO)

When did your interest in financial markets start?

My interest began at high school when I studied economics as one of my commercial subjects.

What did you study and why?

As mentioned above, I'm naturally orientated towards numbers and consequently, I chose to study accounting. I am currently finishing my ACCA (Association of Charted Certified Accountants) accounting program.

What do you think equips you to do this job properly?

I believe "no man is an island", the team I am a member of and the systems we utilise equip us to achieve our goal of caring, high impact service to our clients. Coming from a tax/accounting and hospitality background, helps me look at situations differently and gives me a nice mix of communication and numerical skills – both are needed!

What do you love about investing?

The magic of watching our investment team make rational, well-researched decisions that maintain the purchasing power of our clients' money.

What do you find the most challenging part of your role?

Private client servicing and operations is administratively complex, often clients need unique assistance with little standardisation. Trying to standardise outcomes can make clients feel unloved but non-standardisation can lead to errors – again making clients feel unloved. Unique client requests places our team under pressure. These are our challenges – finding the happy balance of care and standardisation. We set high standard for ourselves!

Why do you think clients will do well under you and your research team?

It's more than just work for us as a client servicing team, there's a level of excellence and ownership in what we do and consequently we always do our very best - our clients will definitely benefit in the long-run.

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Collective investment schemes in securities are generally medium- to long-term investments. The value of participatory interests or the investment may go down as well as up. Past performance is not necessarily a guide to future performance. Sanlam Collective Investments (RF) (Pty) Ltd (the manager) does not provide any guarantee, either with respect to the capital or the return of a portfolio. The manager has the right to close certain portfolios to new investors, in order to manage it more efficiently, in accordance with its mandate. Collective investment schemes are traded at ruling prices and can engage in borrowing and scrip lending. The collective investment scheme may borrow up to 10% of the market value of the portfolio to bridge insufficient liquidity.

Annualised returns are period returns re-scaled to a period of one year. This allows investors to compare returns of different assets that they have owned for different lengths of time. Actual annual figures are available to the investor on request. Income distributions, prior to deduction of applicable taxes, are [included/not included] in the performance calculations. NAV to NAV figures have been used for the performance calculations, as calculated by the manager at the valuation point defined in the deed, over all reporting periods. Investment performance calculations are available for verification upon request by any person. Reinvestment of income is calculated on the actual amount distributed per participatory interest, using the ex-dividend date NAV price of the applicable class of the portfolio, irrespective of the actual reinvestment date. The performance is calculated for the portfolio. The individual investor performance may differ, as a result of initial fees, the actual investment date, the date of reinvestment and dividend withholding tax.

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The terms and conditions, a schedule of fees, charges and maximum commissions, performance fee frequently asked questions as well as the minimum disclosure document (MDD) and quarterly investor report (QIR) for each portfolio are available on Sanlam Collective Investments' website at www.sanlaminvestments.com. Associates of the manager may be invested within certain portfolios and the details thereof are available from the manager.

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