ASISA ACADEMY FINANCIAL SERVICES INDUSTRY OVERVIEW BLITZCAMP BROCHURE

OCTOBER 2023

1. ASISA ACADEMY VISION, TRACK RECORD

The ASISA Academy creates and delivers high quality solutions to meet the skills development needs of South African Savings, Life Assurance and Investment Management organisations. The Academy resulted from the need for a fresh approach to developing savings and investment management skills and achieving broader, more rapid transformation of the industry using an approach that responds to industry realities and is delivered by industry experts in an academically sound manner.

More than 16,000 people in the Southern African financial services sector have learned with the ASISA Academy since 2008 with over 1000 industry presenters keeping the learning rooted in reality. The Academy has a Level 1 B-BBEE rating. The ASISA Academy creates and delivers high quality solutions to meet the skills development needs of South African Savings, Life Assurance and Investment Management organisations. Our learning solutions are informed by and responsive to industry realities, delivered in an academically sound and practitioner-led manner. The Academy resulted from the need for a fresh approach to developing investment management and life insurance skills and achieving broader, more rapid transformation of the industry.

2. THE PURPOSE OF THE BLITZCAMP

An introduction to the financial services industry painting the big picture of how the industry fits together, describing the main role players, showing the flow of funds through the industry as well as the typical products offered by the various businesses.

An additional one-on-one Industry Overview is available for newly appointed Senior Executives with little or no investment or insurance industry experience. The intention is to provide a safe, independent space for a new executive or company board member to get to grips rapidly with the nuances of the industry. The overview will be facilitated by a highly experienced practitioner with prior experience at the highest levels in the industry.

3. BLITZCAMP LEARNING OUTCOMES

TOPIC	LEARNING OUTCOMES By the end of the course successful delegates will be able to…
How the industry fits together - investors & products	• Define the different types of investors and their needs. • Contrast the different savings and investment vehicles available.
Investment philosophies	• Show why there are so many fund managers. • Contrast and critique different investment philosophies.
Financial landscape - role players	• List the role players in the financial services sector showing how they interact and depend on each other. • Position ASISA and define its role in the landscape.

Financial markets	• Introduction to financial markets:
	  o Concept of a financial market, and its history
	  o Getting used to the terminology

Product channels - Overview	• Define the concepts of financial products and product channels.
Product channels - CIS, FoF, MM and LISP	• Contrast the workings of a CIS, fund of funds, multi-manager and a LISP
Product channels - Life insurance & pension funds	• Demonstrate how life offices and pension funds work and distinguish between the different savings and investment needs they meet.
Governance - Legislation	• Provide an overview of the web of South African financial services legislation.
Governance - Ethics	• Define ethics. • Discern between practices that are legal but unethical. • Critically analyse case studies of common market practices and judge which are unethical
Risk and Return	• Contrast the returns over time on each market. • Calculate typical return measures. • Explain why risk should always be considered in conjunction with return.

4. OUR PRESENTERS

DOUGLAS DAVIDS
B Comm, B.Compt (Hons), MBA, MPHIL in Dev. Finance

Douglas is an experienced investment professional having worked in the investment industry in South Africa for over 25 years, of which the last 12 years have been with a focus on environmental, social and governance (ESG) investing. Douglas has worked for several large investment houses including Old Mutual and Sanlam managing both institutional and retail funds. Previously Douglas was the managing director of Community Growth Management Company, before becoming an independent ESG investment advisor.

GRANT CLOETE
Bachelor of Commerce (BCom) Honours, Financial Analysis and Portfolio Management

Grant started his financial services career in 1998 at Old Mutual, where he worked in various roles across the organisation, eventually growing into the role of portfolio manager within an investment boutique at the Old Mutual Investment Group. In 2007, he joined Investec Asset Managers (now Ninety One). He joined Afena Capital in 2014 as a client manager, and in 2016, he became the CEO. Today, Grant is the founder of startup investment firm, Grand Canid – a firm that aims to make a significant and positive impact on the lives of the underserved.

ANTON BERKOVITZ
BBusSci Finance (UCT), PGDA, CA(SA), Investment Foundations Certificate (CFA Institute)

Anton has worked in financial services for almost 30 years including 19 years at Metropolitan Asset Management in various capacities ranging from Head of Operations to Head of Investment Services to Head of Business Strategy. He is the Academy's Programme Champion for our Investment Management courses ranging from introductory courses for undergraduate students to more highly specialised investment courses for people who are already working in the industry.

DAVID MORRIS
BComm, CA(SA)

David has more than 24 years' experience of working in financial services in South Africa and the UK. After completing his articles with Price Waterhouse, he worked as credit analyst and member of Nedbank's structured finance team. As the ASISA Academy Retirement Fund Trustee Education Programme Champion, David engages with stakeholders, develops workshop curricula and presents Trustee Education workshops. He is an independent trustee to the Nedgroup Beneficiary Fund and the Liberty Corporate Selection Suite of Umbrella Funds.

FRANCOIS TOERIEN
PhD (Chemistry), MBA, CFA

Francois is an associate professor in finance in the Department of Tax and Finance at the University of Cape Town where he also serves as Finance Section Head. He teaches third and fourth year BBusSci, B Comm and Economics students. Prior to joining UCT he worked as an equity analyst for Allan Gray. Francois has been presenting on the Academy's Trustee Education programme since its inception.

RUSSELL DU BOIS

Member South African Institute of Financial Markets (MSAIFM)

Russell is a member of the core team of ASISA Academy Programme Champions where he anchors the Collective Investment Schemes (CIS) short course and the graduate development programmes for the investments and Independent Financial Advisor industries. He has worked in the financial services industry for over thirty years in banking, stockbroking, investment management and collective investments including roles as head of Sales and Marketing and Operations for Nedbank Unit Trusts. Russell's experience in the industry includes specialist IT work across Africa for unit trust registry and the fund accounting systems.

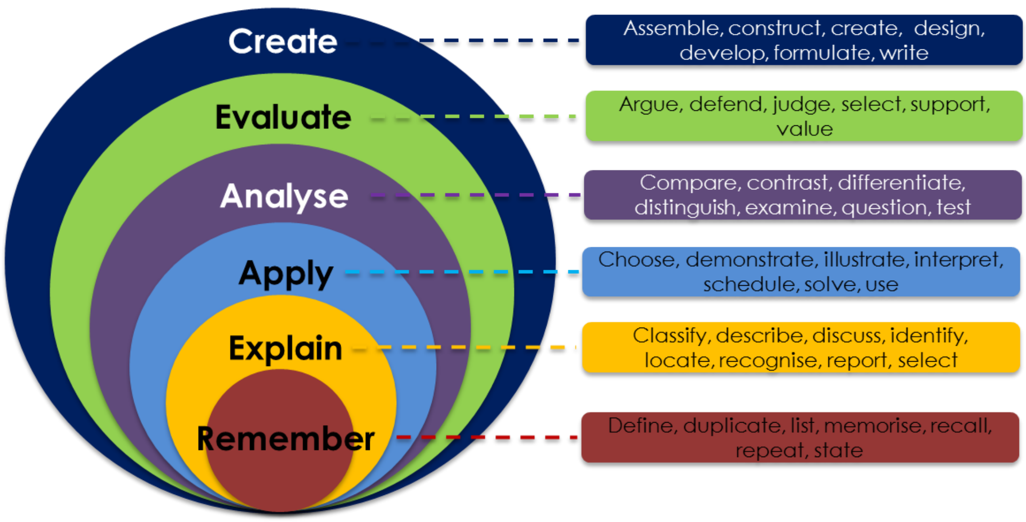
ANEL BODILL

BCom, BCom (Hons) Investment Management, Post-graduate Diploma in Financial Planning, Masters in Investment Management

Anel is an investment professional with 17 years of financial services experience of which 10 years are specifically in the Investment Management and Financial Planning education and training environment. Anel started her career in the financial services industry where she worked for ABSA Consultants and Actuaries, amongst others. Thereafter she became a lecturer at the University of Johannesburg where she was the Programme Manager for the Investment Management study field. Later on, she undertook part-time lecturing, curriculum development and training for various academic institutions and training providers. Anel is currently the ASISA Academy Programme Champion for Retirement Fund Trustee Education.

5. APPROACH TO LEARNING

We work hard at the ASISA Academy to ensure every learning experience is as interactive as possible. To achieve this, we draw on the expertise of some of the most experienced and specialised professionals in the industry and we limit the size of our groups. The following diagram captures the Academy approach to learning. We aim to achieve the bulk of our learning in the biggest circles.



Class sizes are limited to enable a supportive learning environment in which no committed participant gets left behind. Delegates will be required to bring a laptop or tablet in order to make full use of the online learning environment during the sessions.

6. FEEDBACK FROM PAST DELEGATES

Some comments from Academy delegates about their experience on our programmes…

“Today's session meant that I could consolidate everything that I had learnt over the days of the course. It has been very valuable. I am very excited about the knowledge I have gained. Great course!”

“This is much more (content wise and experience) than I expected. The enthusiasm of the lecturing/organising team is infectious.”

“In a nutshell, the investment industry summed up in a week and getting top industry professionals to simplify complexity in our working environment was one of the most fulfilling things in my career. I am ready to apply all the concepts learned and continue to question status quo.”

“What an educational and enjoyable week! I've learned a lot and can't wait for the next week to begin! Everything is run well from the time set aside for presentations to the contents of presentations.”

“I think, for me anyway, that a huge part of the value of the course lies in the contacts made through the course – with leaders in the industry as well as colleagues grappling with the same issues.”

“Great course, thank you for this wonderful opportunity! Can't wait for next course.”

“The presenters were all extremely well prepared. It was fantastic to get the insights from all of the experienced individuals!”

7. CONTACT INFORMATION

For more information please contact the Academy via:

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