

Implementing a global investment solution in your practice

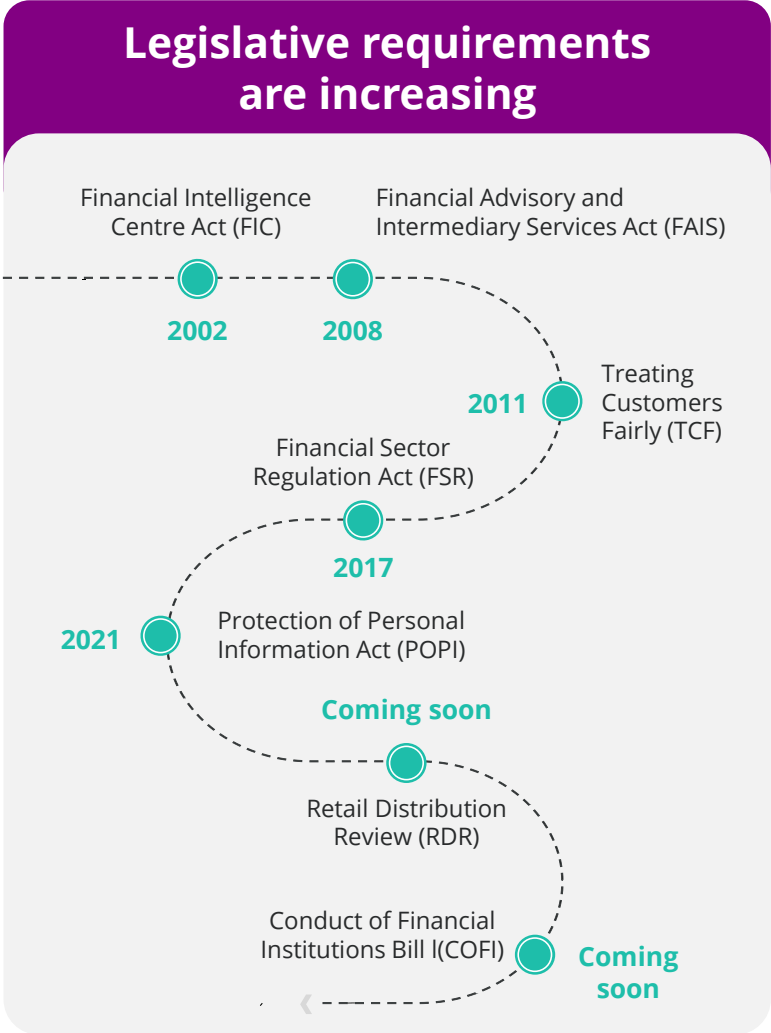
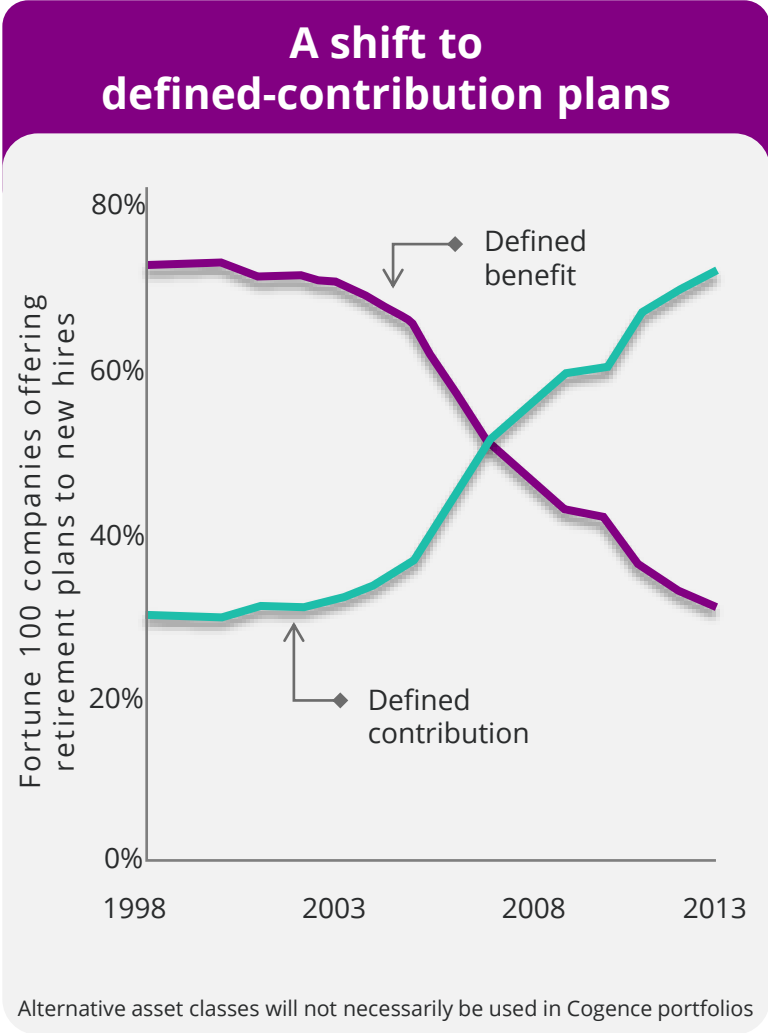
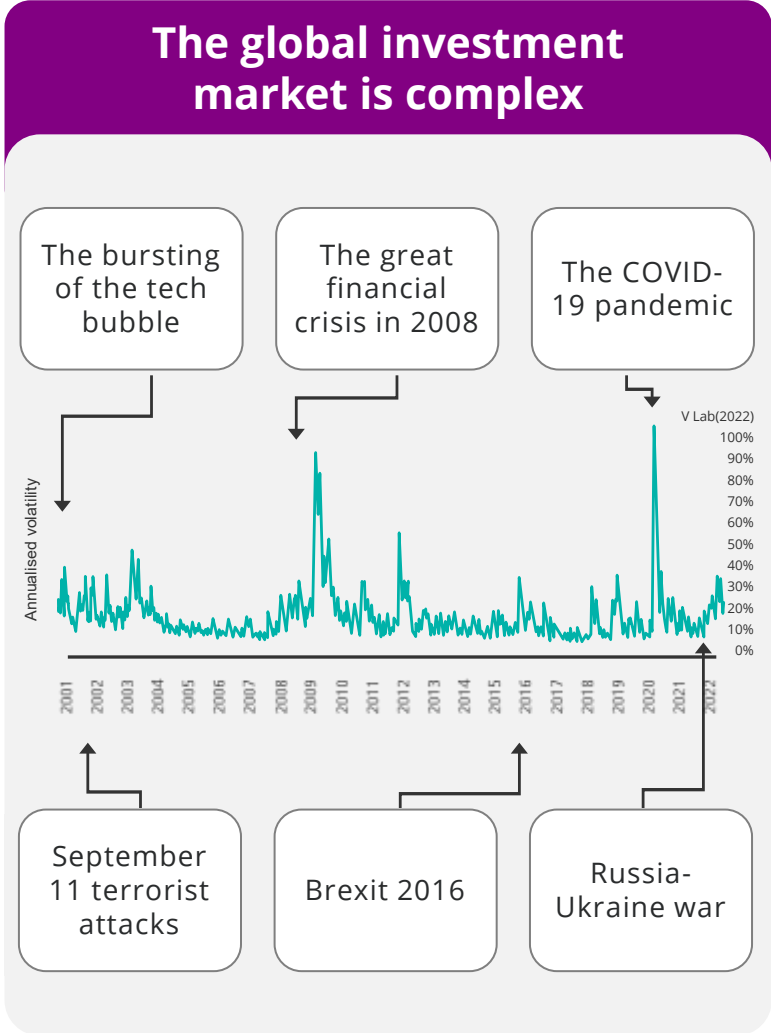
March 2024

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Setting the scene

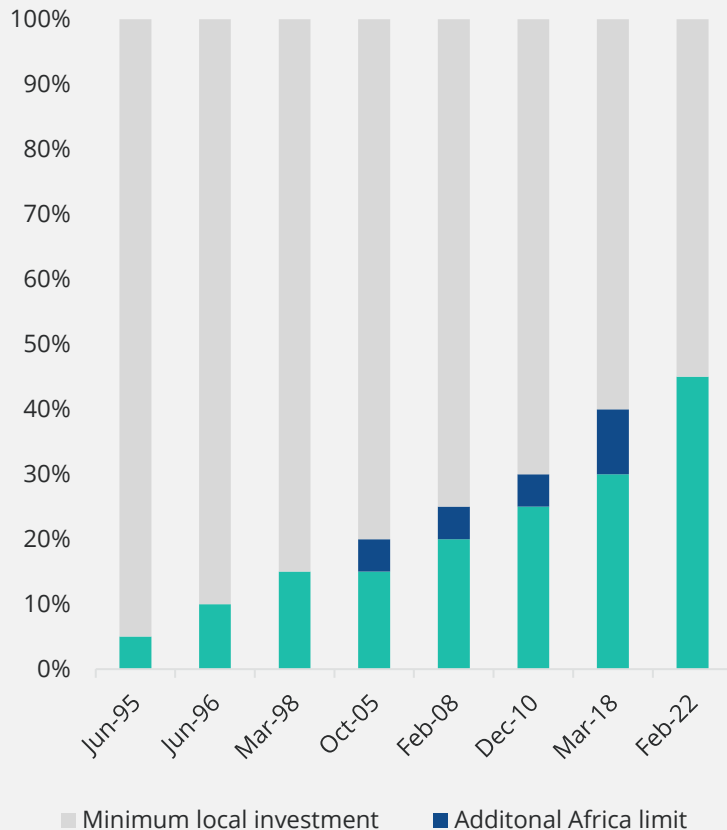
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A complex and volatile investment environment

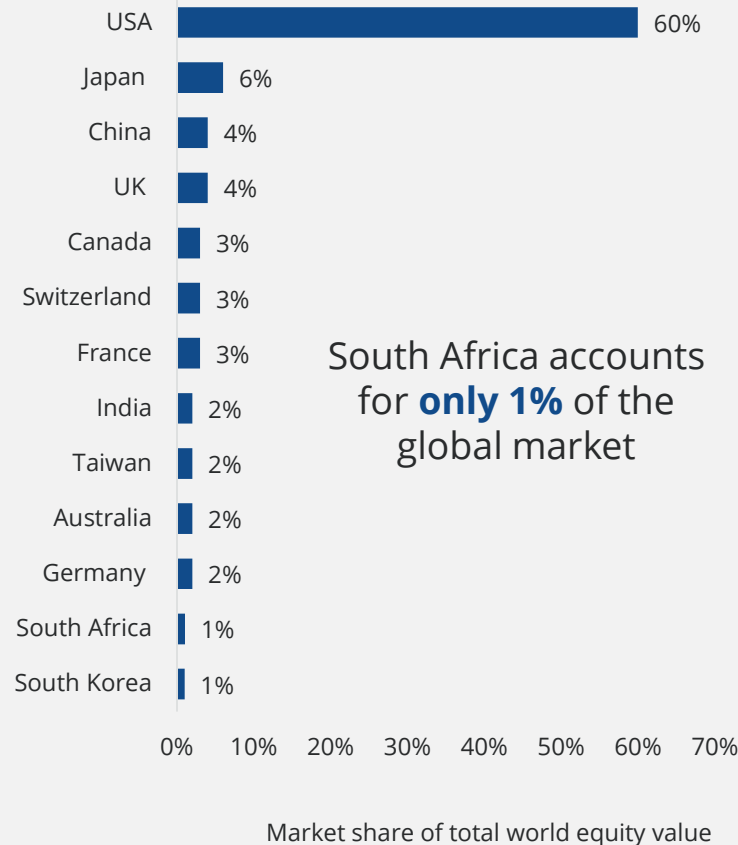


Offshore manager research is more important than ever

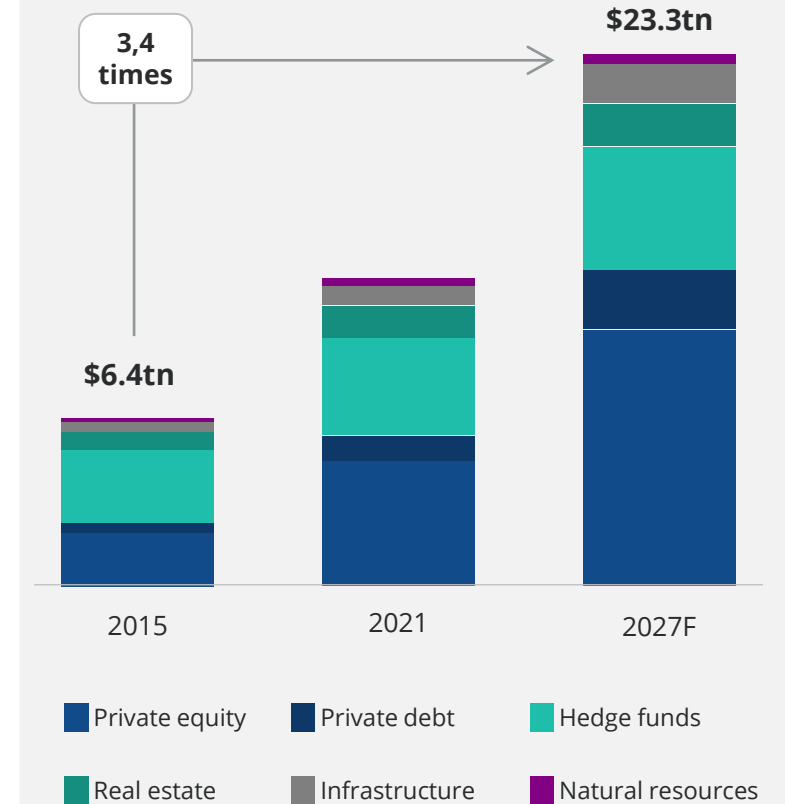
There has been a significant increase in offshore limits over time



South Africa is a small part of the global economy



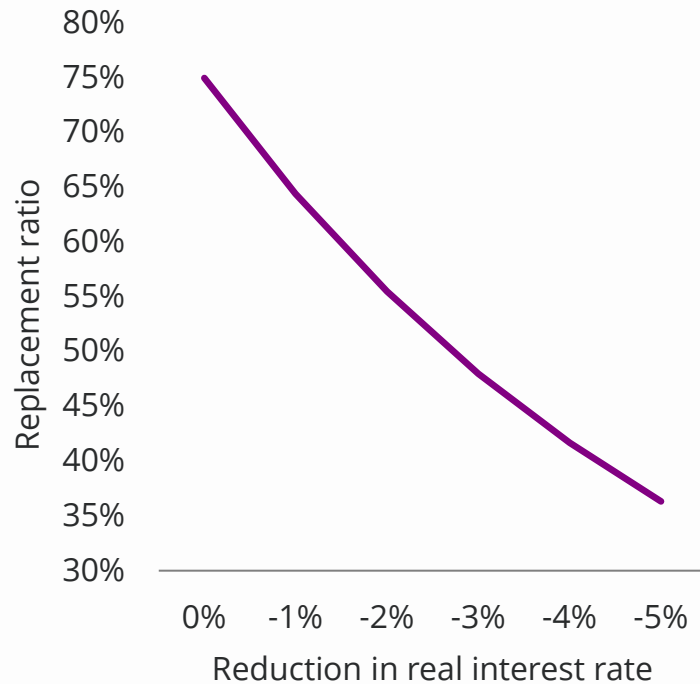
New sources of alpha are being found



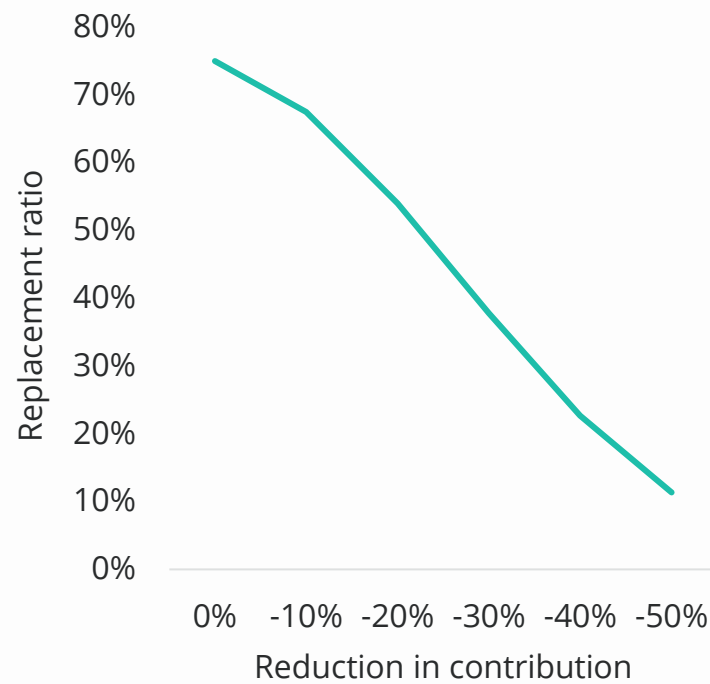
Managing longevity and behaviour is a necessity for financial planning

Health and behavioural factors are crucial but largely ignored

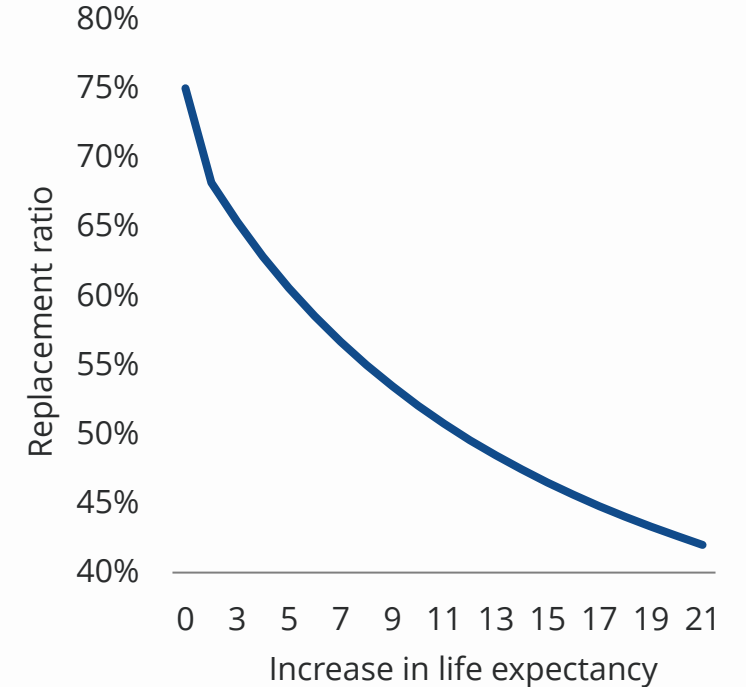
Investment returns



Behaviour



Health & longevity



Income in retirement

$$\text{Income in retirement} \approx \frac{\text{Investment returns} \text{ Growth} + \text{Behaviour} \text{ Savings}}{\text{Life expectancy} \text{ Health and longevity}}$$

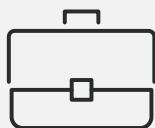


Gaps remain in local DFM solutions

Access to global expertise

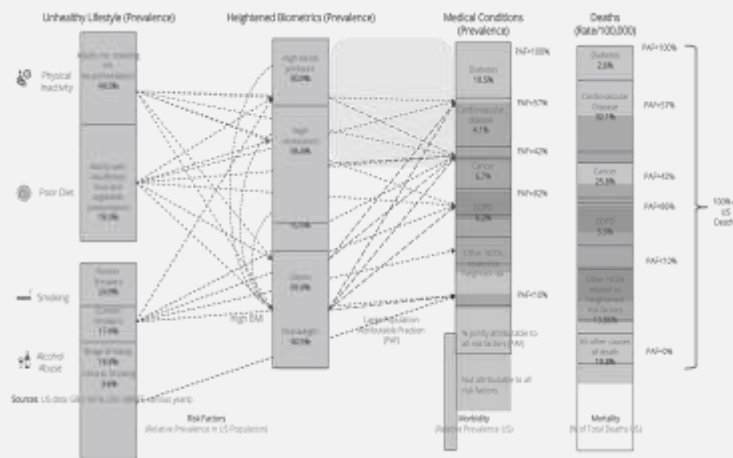
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asset managers on average per DFM



Limited access to non-traditional asset classes and sources of alpha

Longevity and financial planning



Limited understanding of the impact of longevity and wellness on long-term retirement planning

Research and data



Few companies globally have analytic capacity across the entire globe

Who we are

cogence

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Cogence is an independent DFM, operating under our own Category II FSP licence

Cogence is platform agnostic and available on:



Our executive team



Jonel Matthee

CEO & CIO

Jonel comes with almost 20 years of senior management experience in asset management, including more than a decade leading multi-managers.

She joins Cogence from Sanlam Multi-Management and held a similar role at Absa Multi-Management.



Dimitri Theo

Head of Sales

Dimitri comes with more than 20 years' experience in financial services, with previous roles in New York at Goldman Sachs and Ernst & Young, and in South Africa at Aylett & Co. Fund Managers, Absa Wealth, and Rand Merchant Bank.



Marize van der Merwe

Head of Client Strategy & Solutions

Marize served as Head of Client Experience at Graviton Financial Partners, where she also previously headed up Investment Services.

Her career includes roles at Sanlam Investments and Glacier by Sanlam.



Kerri-Ann Sattary

Investment Specialist

Kerri joins Cogence from Ninety One Asset Management in London, where she worked as an investment specialist covering Global and UK Equity strategies.

She also assumed the role of a performance attribution and risk analyst at Ninety One.

What we do

cogence

What is a discretionary fund manager?



Discretionary fund management is a solution where a team of investment professionals (the DFM) take on the role of constructing and managing a range of investment portfolios on behalf of the adviser's clients, within a specified mandate.

Why Cogence?

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Cogence is South Africa's first truly global DFM

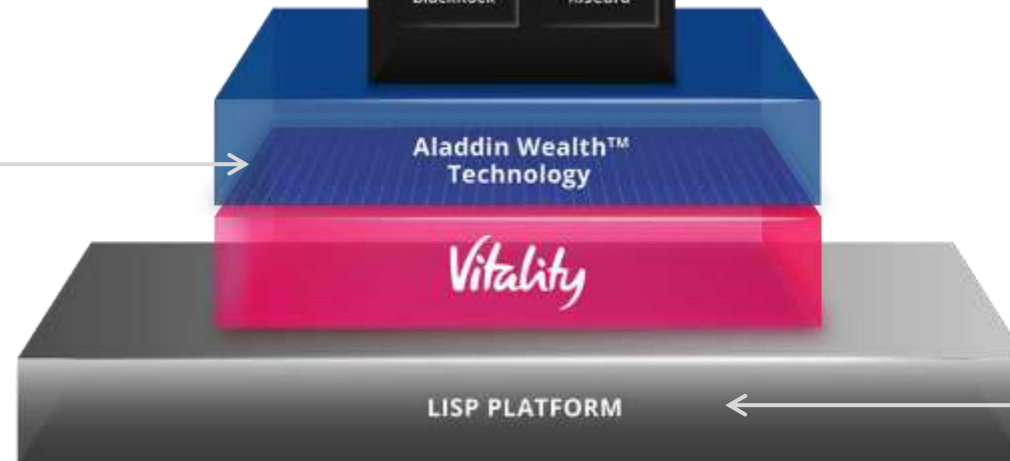
Independent DFM that aims to access the **world's best investment capabilities**



BlackRock is one of the world's leading asset managers

RisCura provides leading local investment expertise

Aladdin Wealth™ and **Vitality** provide advisers the tools to analyse portfolios and create retirement outcomes more aligned to clients' financial goals



Available on multiple platforms. Has negotiated **shared-value benefits** when used with Discovery Invest

Investments

cogence

Our global partner is one of the world's leading asset managers

BlackRock®

\$9,4 tn in AUM

171 investment professionals in their manager research team

100 countries with BlackRock clients

BlackRock is truly global with more than 60 offices in over 36 countries



Leveraging their scale to negotiate investment manager fees and ensure mandates are consistent with client needs and best practices

BlackRock's Cogence team

Dedicated Investment Team



Zoe Reicht

Portfolio Manager



Victor Bozza

Portfolio Manager



Liam Davis

Client CIO



Rajat Pareek

Client CIO



Thomas Nichols

Portfolio Manager



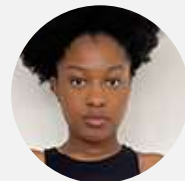
Maria Zdravkova

Client Strategy



Joëlle Soepnel

Wealth Solutions



Manuela Tientcheu Domani

Wealth Solutions

Dedicated Client Managers



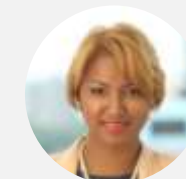
Khoabane Phoofolo

South Africa RM



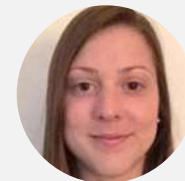
Tamsyn Clark

South Africa RM



Yolanda Walker

South Africa RM



Zoe Ryan

Client Experience



Louise Halliday

Client Experience



Sisipho Mafanya

SA Sales Support

Investment Partners



Stephen Crocombe

Head of MASS EMEA and APAC



Bhavik Patel

CIO of EMEA Wealth Solutions



Daniel Sandersley

Senior Risk Officer



Stephanie Park

Global Head of Manager Research

Commercial & Additional Partners



Grant Aidoo-Nash

Head of EMEA Model Portfolios Business Development

Head of EMEA

Head of MEA

3x Marketing & Comms

3x COO

3x Compliance

Leveraging BlackRock's global investment and risk management platform

Multi-Asset Expertise

Global Investment Teams

Risk & Quantitative Analysis

BlackRock Solutions

BLK Investment Institute

The RisCura investment team

Investment team servicing Cogence



Jarred Glansbeek
Global CIO



Andrew Van Biljon
Head of Investments &
Co-portfolio manager



Alisha Naidoo
Co-portfolio manager



Chad Ward
Head of SA Research

Naledi Gqibela
Portfolio Analyst

Rushil Kalidas
Portfolio Analyst

Raesa Basadien
Portfolio Analyst

Glenn Silverman
Investment Strategist

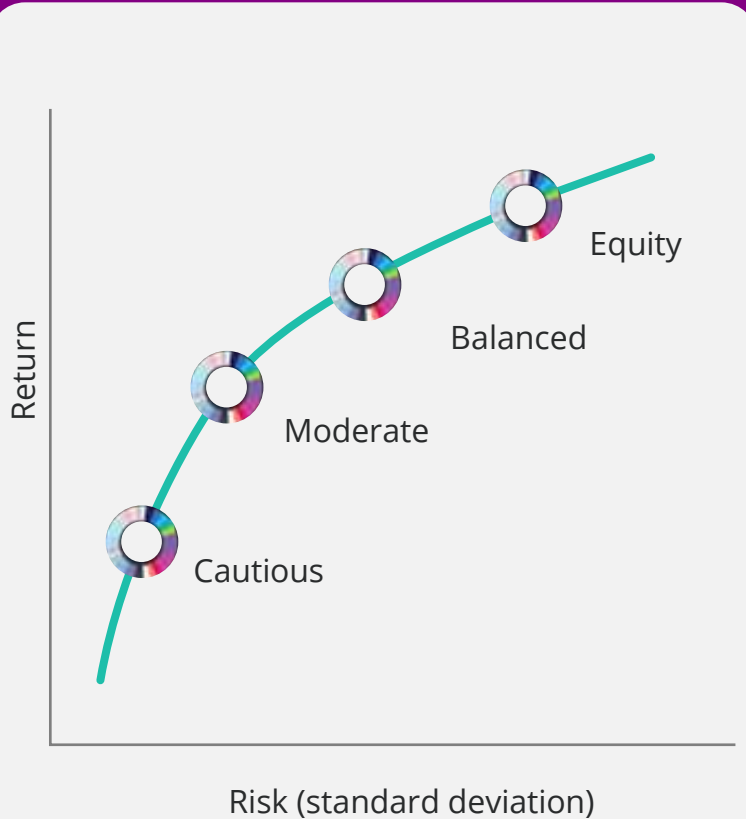
Faisal Rafi
Investment Research

Leveraging on various specialist teams

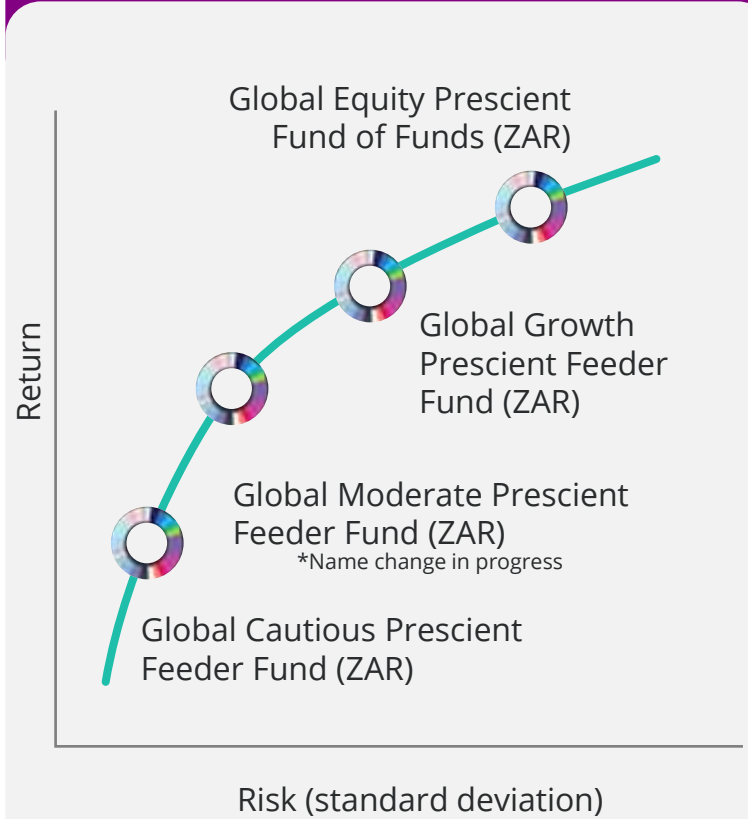
Asset Allocation Team | Investment Manager Research Team | Risk and Performance Team | Proprietary Investment Management Technology

World-class asset management solutions

Local model portfolios



ZAR-denominated global funds



USD-denominated global funds



**Recent name change

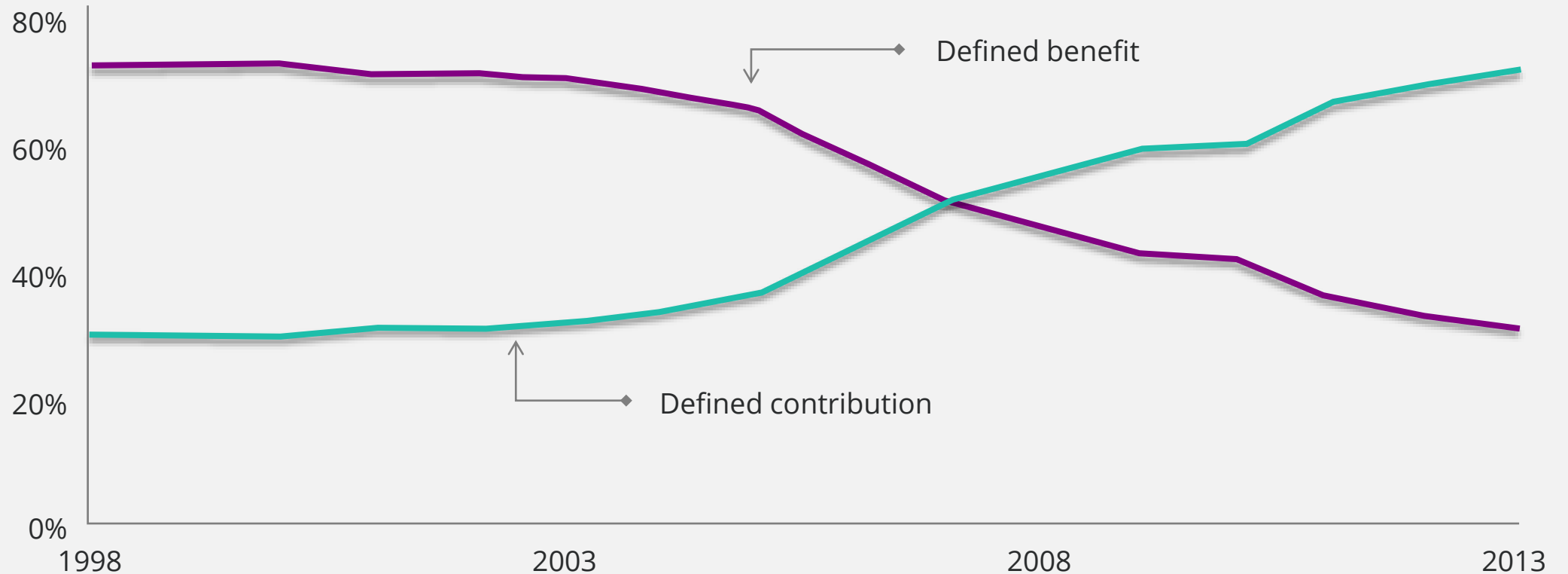
**How technology can enable
your business**

cogence

Financial planning is multi-dimensional

A SHIFT TO DEFINED-CONTRIBUTION PLANS

FORTUNE 100 COMPANIES OFFERING
RETIREMENT PLANS TO NEW HIRES

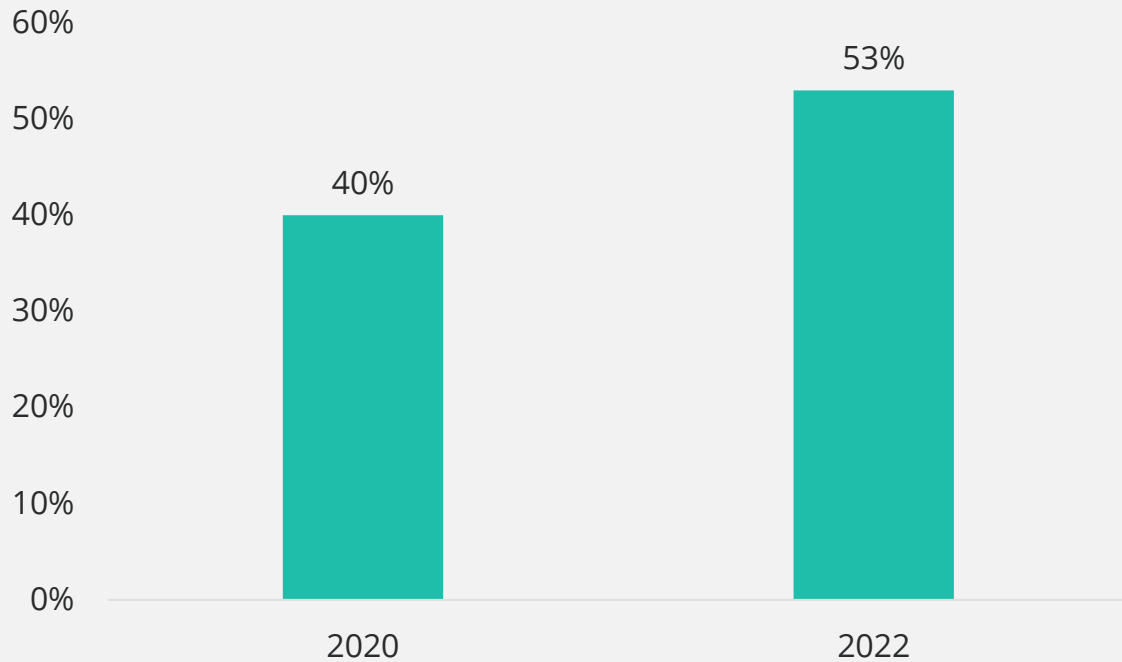


LONGEVITY AND SAVINGS RISKS ARE BEING TRANSFERRED TO INDIVIDUALS

Client demands becoming more complex

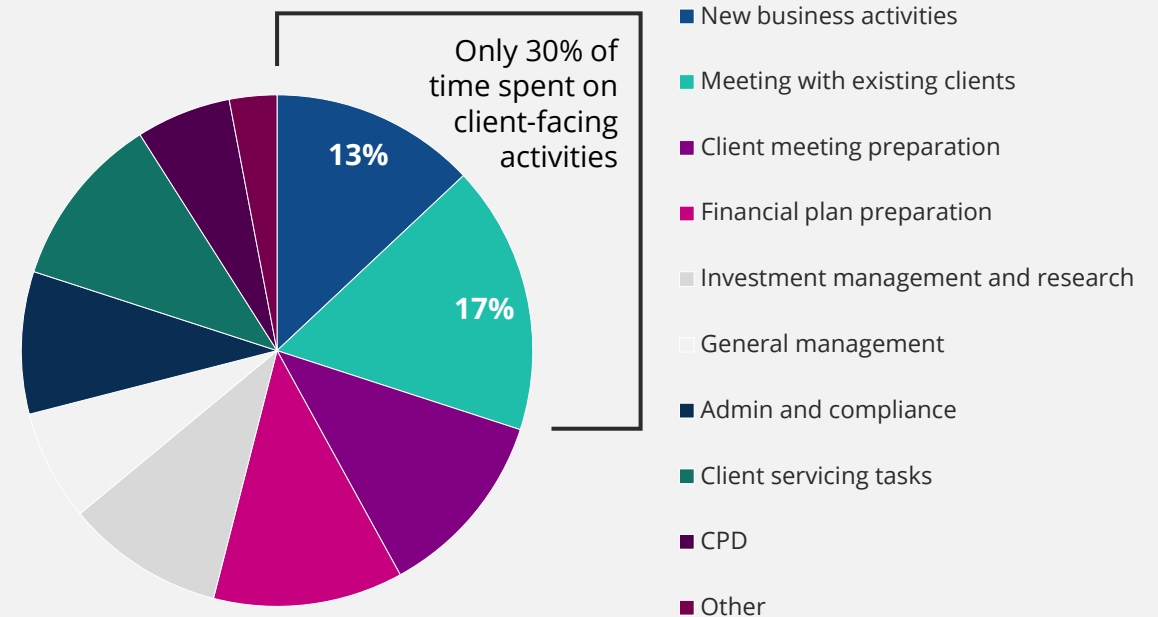
Financial advice and client needs are becoming more complex and require more of the adviser's time

% of advisers including >13 financial topics in a client plan



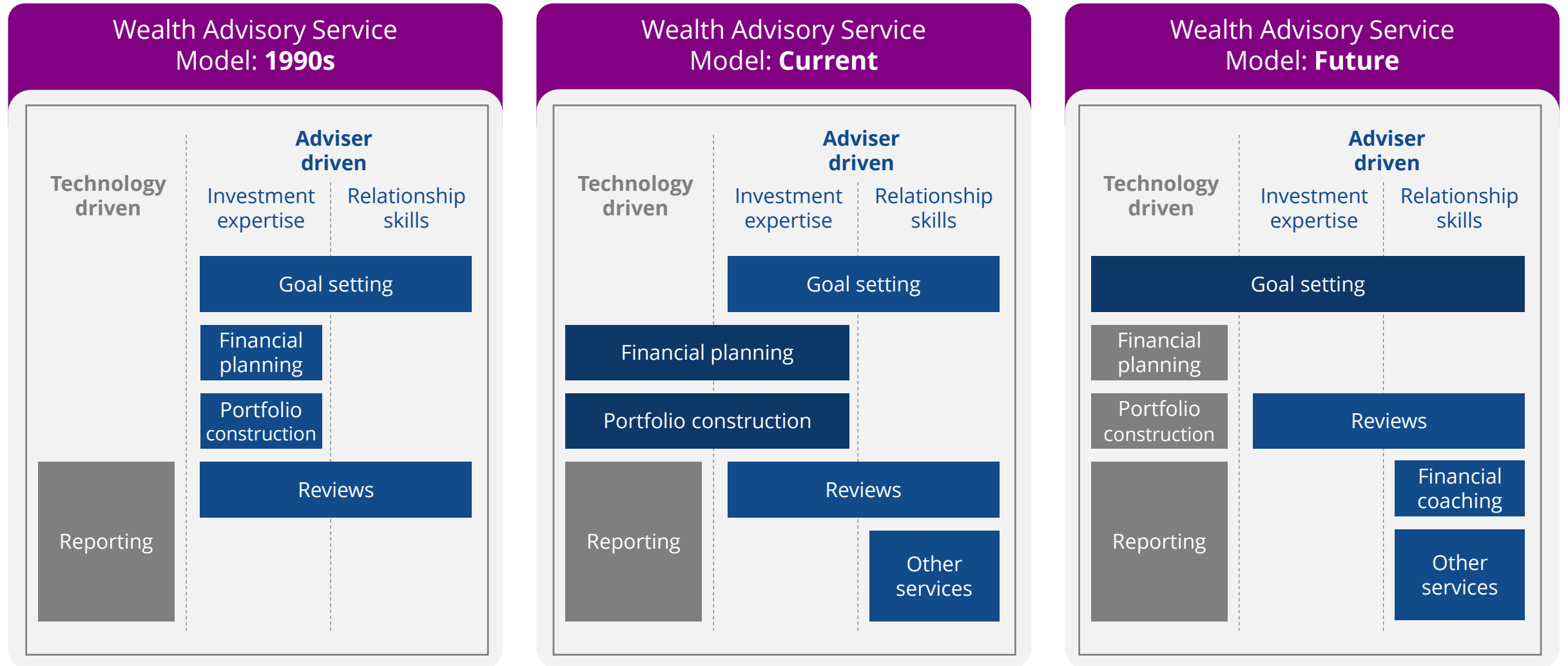
Advisers have limited time to spend with clients and still grow their business

Split of senior adviser's time

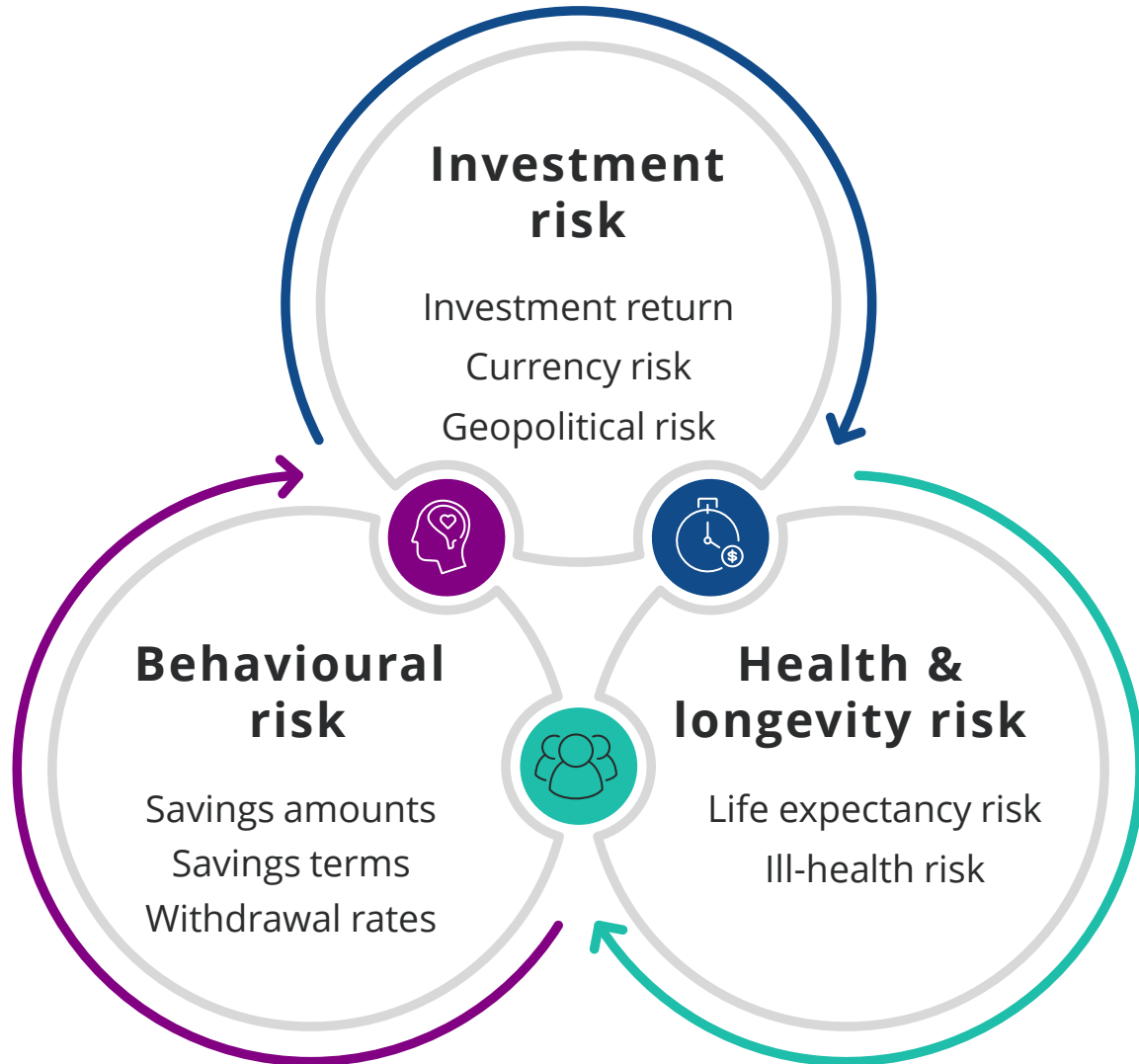


Increasing regulation and compliance requirements are becoming even more of a burden on an adviser's time

Is advanced technology a threat or opportunity?

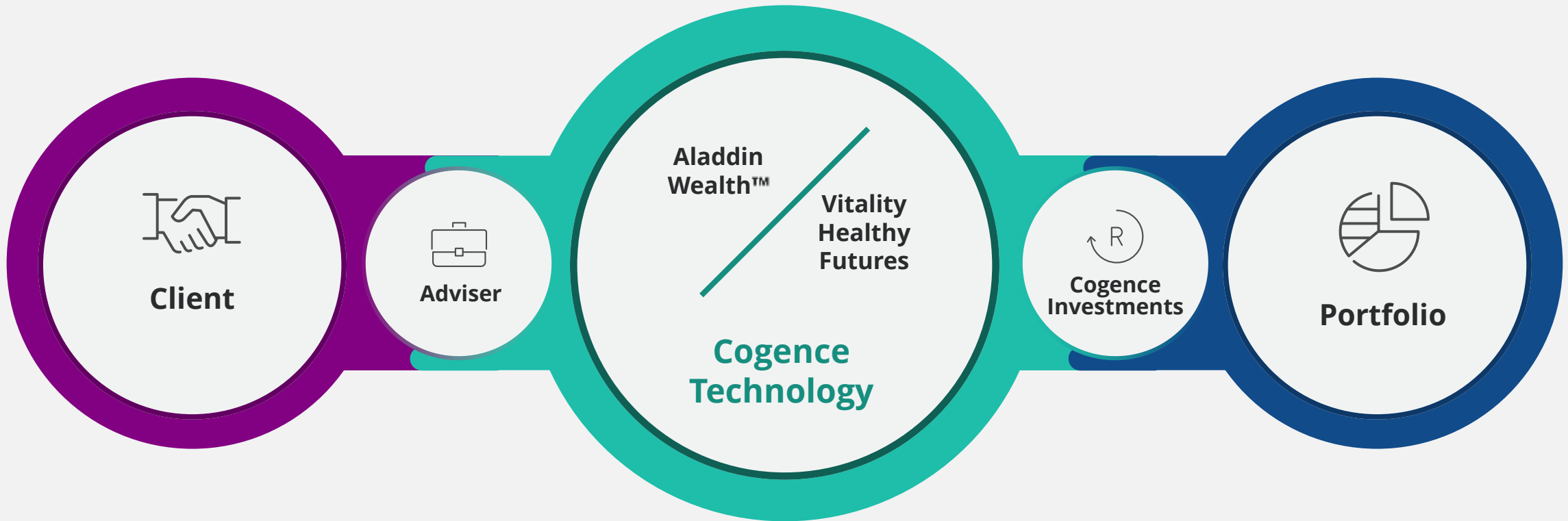


Technology is needed to manage multi-dimensional financial planning



Cogence technology incorporates all risks clients face

Disrupting wealth creation through intelligent analysis of investment, savings and health behaviour



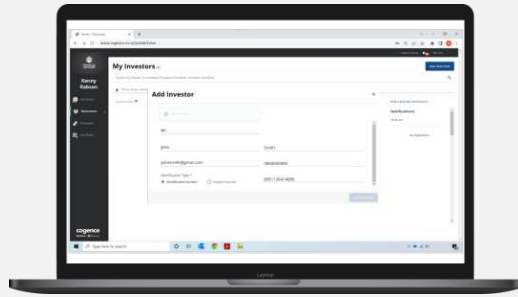
Cogence = Collaborative Intelligence

Technology of the future

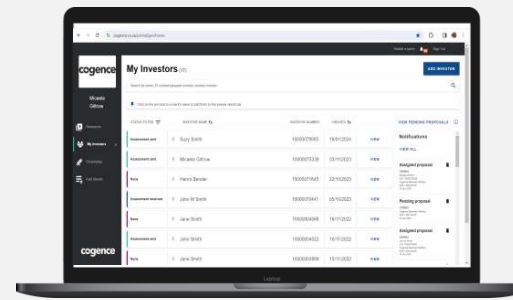
Through Aladdin Wealth™ and Vitality

Intelligent analysis of a client's investment, savings and health behaviour at your fingertips

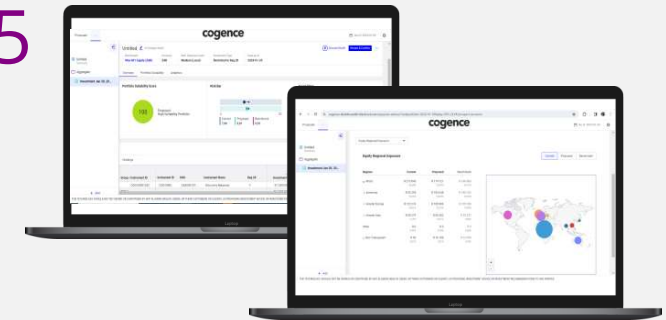
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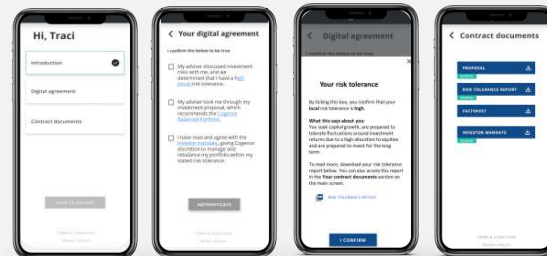
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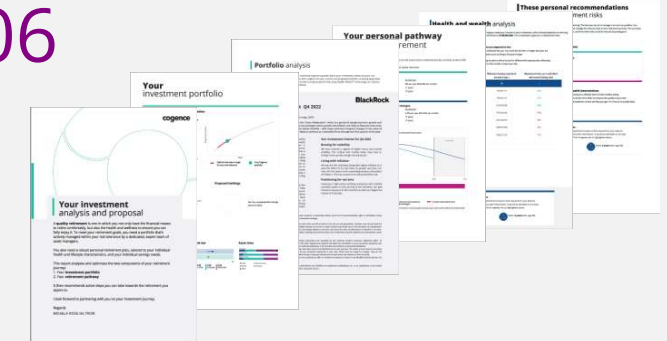
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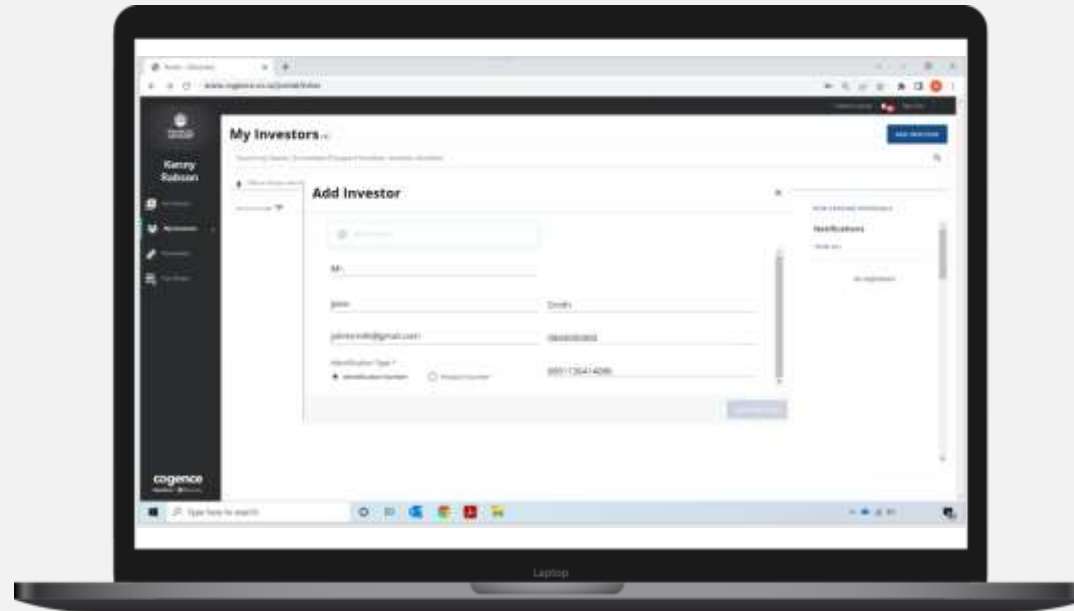


Technology of the future

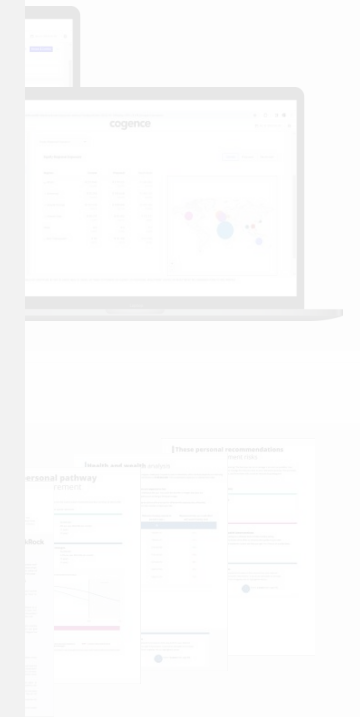
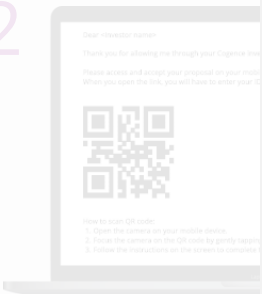
Through Aladdin Wealth™ and Vitality

Add an investor and start the assessment of a client's wealth creation pathway

01



02



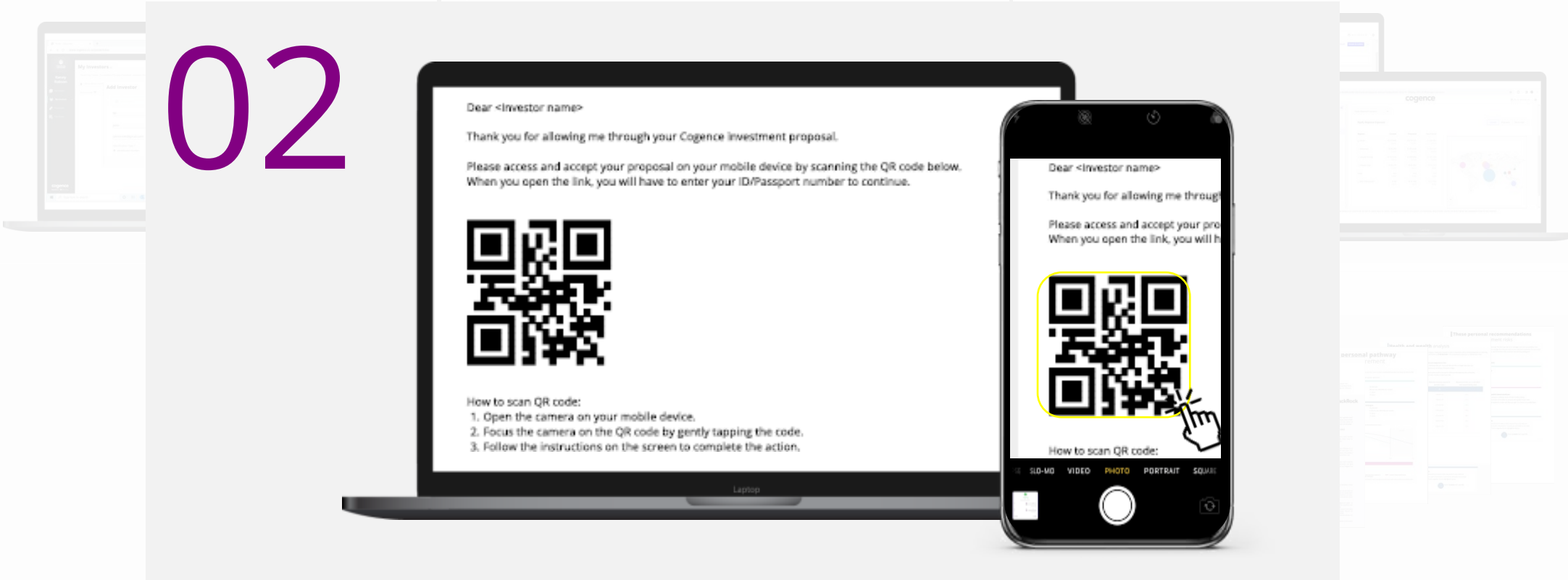
Technology of the future

Through Aladdin Wealth™ and Vitality

Collection of client data is digital and secure – desktop or mobile

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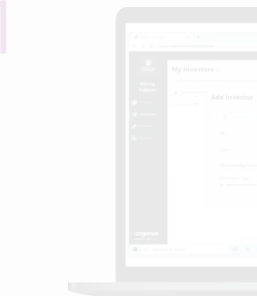


Technology of the future

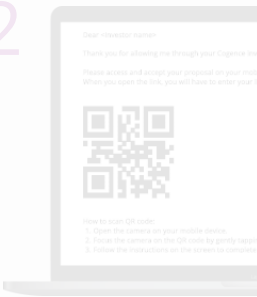
Through Aladdin Wealth™ and Vitality

Digital onboarding streamlines the investment advice compliance process

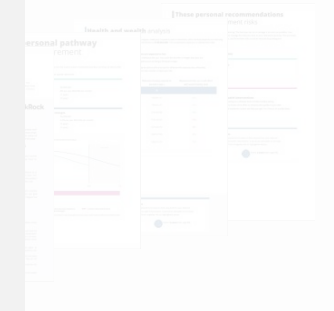
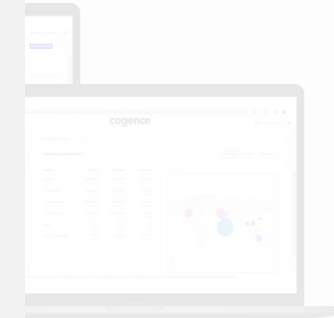
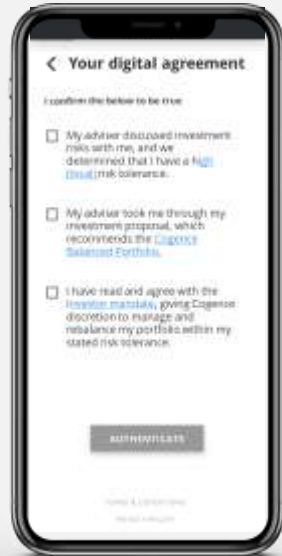
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Technology of the future

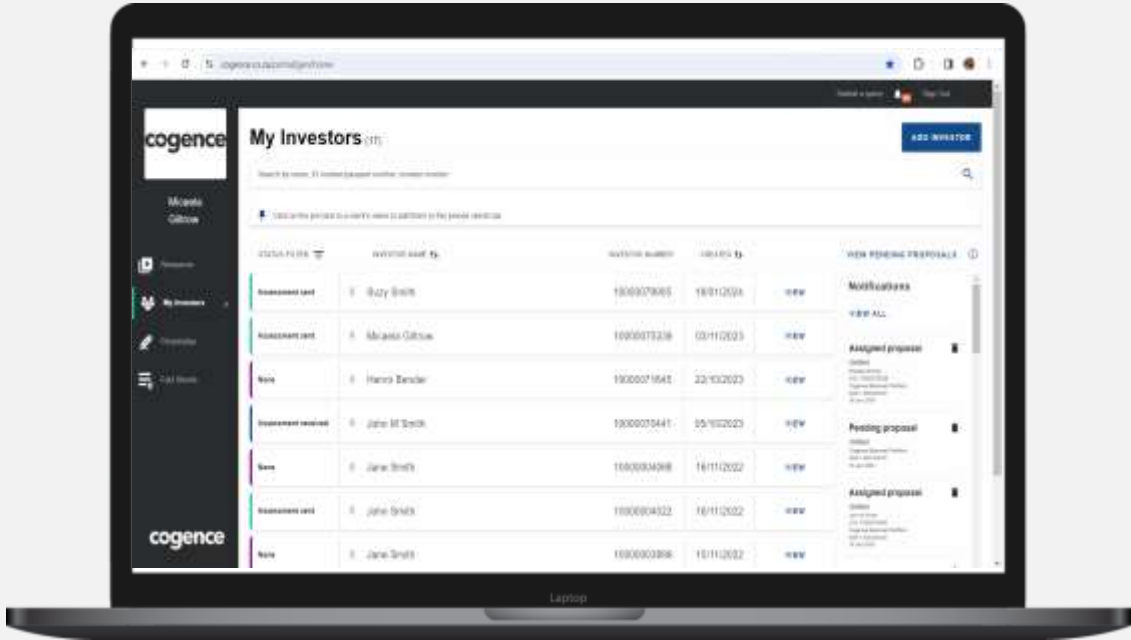
Through Aladdin Wealth™ and Vitality

Streamline your practice to help meet client demands

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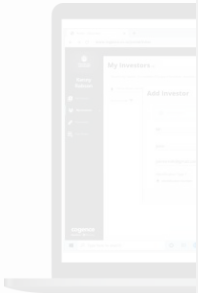


Technology of the future

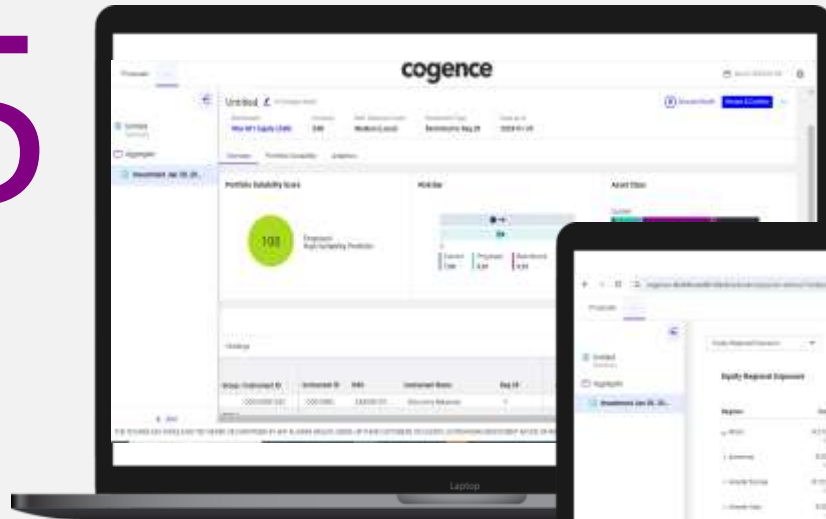
Through Aladdin Wealth™ and Vitality

Intelligent analysis of a client's investments help manage behaviour tax

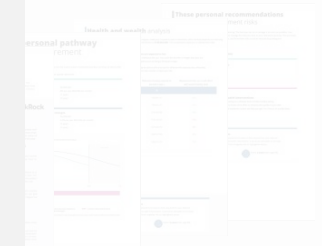
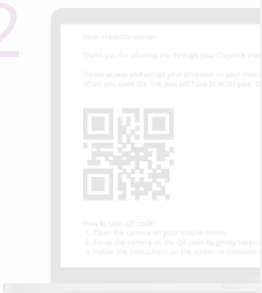
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Technology of the future

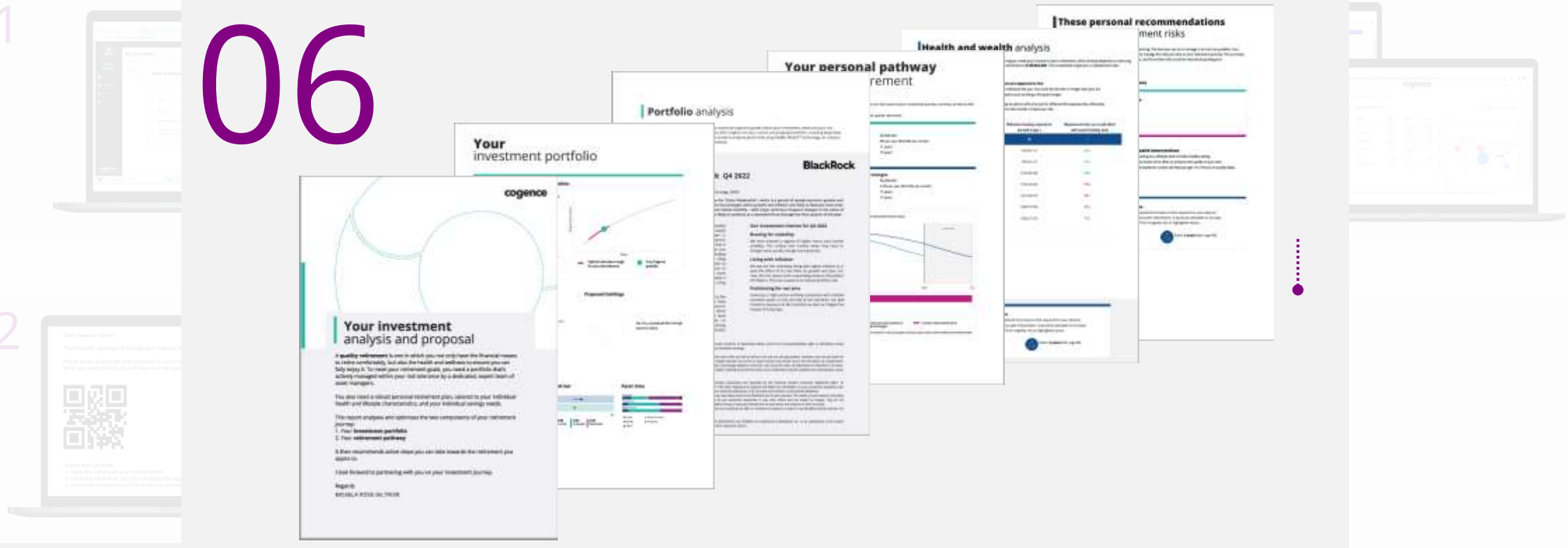
Through Aladdin Wealth™ and Vitality

Professional, co-branded reporting with intelligent analysis of a client's behaviour

01

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Aladdin technology battle-tested by BlackRock

BlackRock’s proprietary platform integrates risk, investment, and operational processes to provide the clarity to act in a complex world.

Understand and manage risk

Operate more efficiently

Make informed investment decisions

1,000+

clients using Aladdin® technology

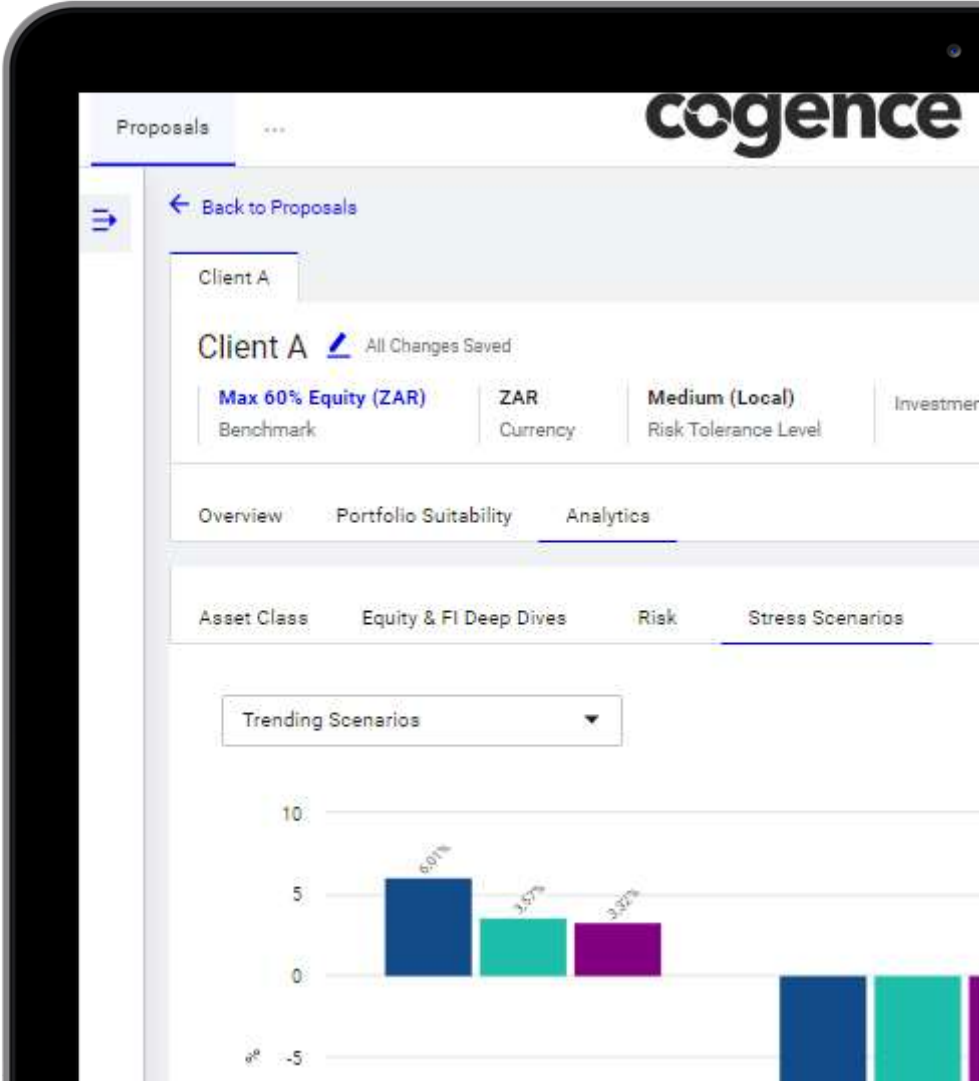
2,100+

developers and product managers dedicated to Aladdin®

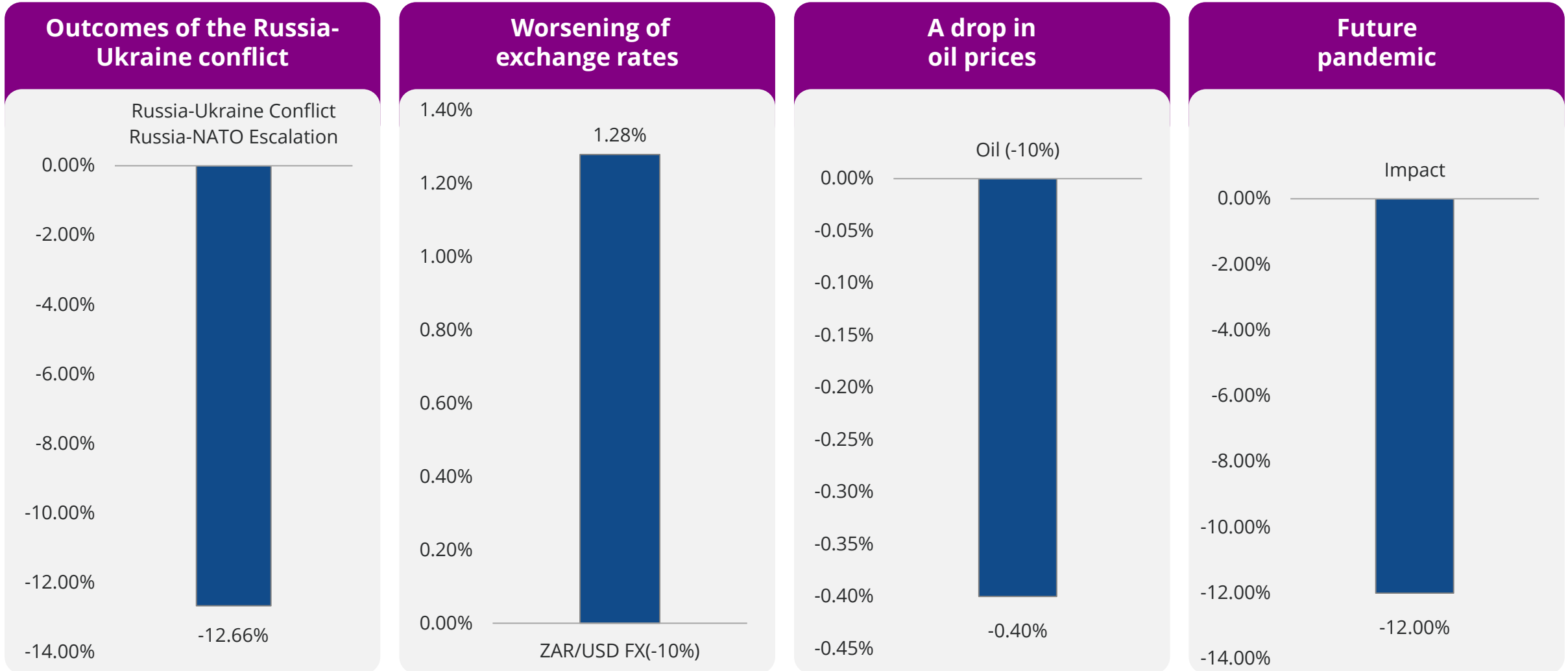
3,000+

risk factors monitored daily by Aladdin®

Source: BlackRock Solutions. Data as of 31 December 2021. Screenshot is for illustrative purposes only. Note: While proprietary technology platforms may help manage risk, risk cannot be eliminated.



Replacing back-testing with *forward-testing*



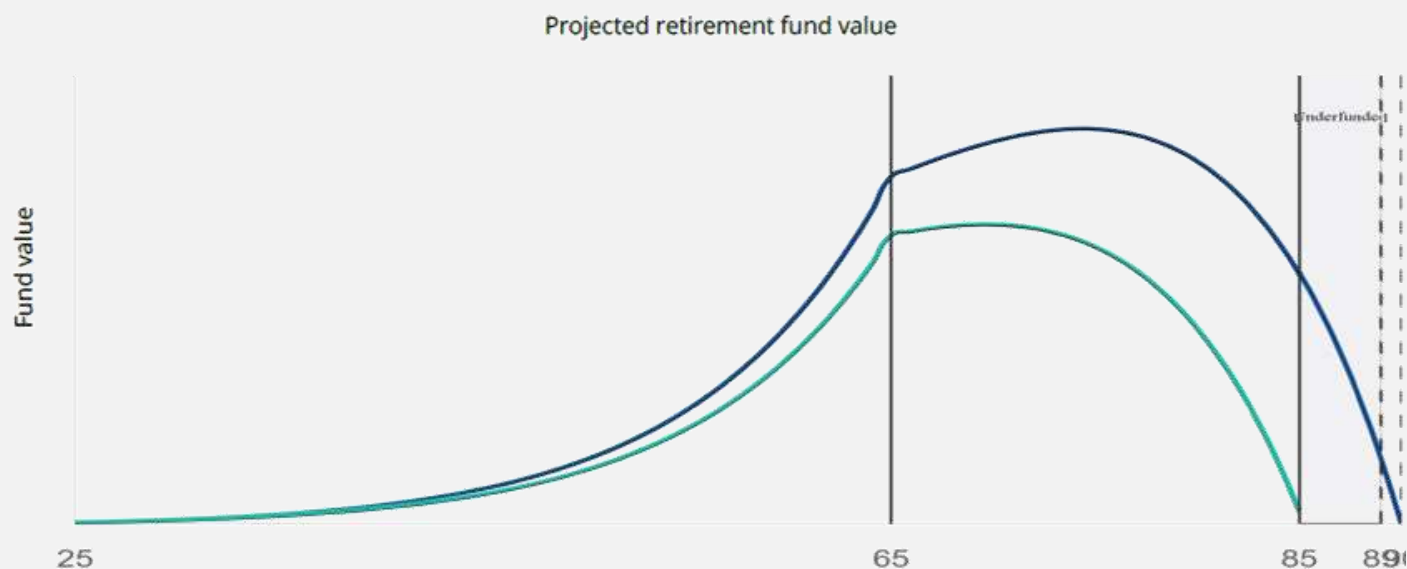
Aladdin Wealth™ can help strengthen the advisory dialogue

- ✓ Transparency into portfolio risks can **help shift the client's mindset to long-term investing**, especially during volatile times
- ✓ Better **understanding** and confirmation of clients' **investment risk tolerance** with stress tests
- ✓ **Customer outcomes** that are more **aligned** with expectations and intended **objectives** as risk drives investment returns



Combining Aladdin Wealth™ and Vitality to disrupt wealth creation

A quality retirement is one in which you can retire comfortably, with the health and wellness to enjoy it






Current health: **24 years (19 in good health)**

With interventions: **25 years (20 in good health)**

— Current investment journey
 — Investment journey based on proposed changes
 — Expected years in retirement

Personalised pathway to a quality retirement

-  Improve replacement ratio
-  Spend extra years in good health
-  Live longer

By adopting the recommendations from Cogence, clients can increase their lifespan and healthspan

Putting it all together

cogence



- We partner with you for growth by becoming an **extension of your investment business**
- We **give you more time to service clients** by enabling your practice
- Improving **quality of financial advisory services** offered
- **Three parts to our solution**

1 **Investments:** We provide you with a global **investment** solution through our partnership with **BlackRock**

2 **Behaviour:** We model our solutions by taking **health experience** and **savings** into account

3 **Technology:** Aladdin Wealth™ - Risk and investment technology platform

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Thank you

cogence