SPIRIT

SPIRIT

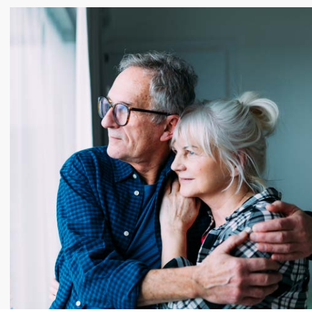
THE INSIDER

FEBRUARY 2024

ENTER

TABLE OF **CONTENTS**

BACK TO **HOME**



From the desk of the Chairman and CEO

Well-done Team Spirit on a brilliant H2 2023!

'Proud' is the word I would use to capture my reflections over the past six months.

I am immensely proud of everyone who is employed by, contributes to and supports the Spirit Group across the length and breadth of South Africa. H2 2023 was our best six-month period and not just financially, but also in terms of our wealth management, asset management, administration and marketing. Beyond our commercial performance, the Spirit Foundation enjoyed a bumper H2 in 2023 which will be discussed more fully in the forthcoming Full Circle publication. Remember too, that 2024 marks the thirtieth anniversary of the founding of the Spirit Foundation, about which more will be said later.

Where to begin? Let's start with Orion Wealth Managers and Warwick Wealth. This is the engine room of the Spirit Group and the source of much of the funds we manage and the Wills and Estates we administer. When Warwick grows, we all grow. So, a special word of appreciation to the Warwick Wealth Managing Director, Marc Wiese, and his entire team. Gentlemen and ladies, take a bow, it was an excellent final six months of 2023 and we now need to push on to even higher achievements in 2024. The unique Warwick Merger and Advisory models are now achieving the recognition they deserve in the marketplace and attracting professional supporters of the highest calibre. I wish to thank all our professional partners who placed their faith in Warwick and for your continued support. Keep building and filling that business pipeline Deon Myburgh and congratulations on your marriage too!

Taking on this amount of business smoothly requires a phenomenal team of expert administrators, particularly in these days of enhanced due diligence, compliance and governance. So, to Christiaan and all the administrative staff, well done. You continue to maintain the highest standards which not only keeps clients, Wealth Specialists and our professional partners happy, it also brings assurance and peace of mind.

In Appleton, we have a gem of a fiduciary business and an incredibly dedicated and hard-working team led by its Managing Director, Lauren. Yes, our services are bespoke and we service a niche market, but that's exactly what we want Appleton to be – the country's most aspirational and admired fiduciary services company. Well done ladies, you are simply the best.

As Chairman of the Spirit Group, I interact with all the MDs and senior management and it has been gratifying to see just how far our asset management capability has developed under the leadership of the Orion Investment Managers MD, Adrian Meager. Under Adrian, we have grown our range of asset managers, now offering a remarkable portfolio of specialisations, all with their unique style, philosophy and disciplines. In turn, we have also significantly expanded the number of funds offered to our clients. It is now difficult to think of a style of asset management, or fund type not offered by OIM. To you Adrian and Sidney, well done on your H2 2023 achievements and we all look forward to even better performance in 2024.

All of the ever-growing diversity of the Spirit Group needs to be tightly held together at the finance and operations level. In our Chief Financial Officer, Tiaan Meyer, we have a chartered accountant who not only loves his job, and the people who work for him, but someone I have to come to know who is totally dedicated to making the Spirit Group the best privately owned financial services group in South Africa. Tiaan, your professionalism and that of your finance team is not always 'seen', but I assure you it is greatly appreciated. Working close by in the Spirit head office, Ryan Magee has made the position of Director of Operations his own. Perhaps this position is the least visible of all in the Group, but Ryan is the Adrian Newey (chief engineer of the F1 Red Bull team for those who don't follow the sport) of the Spirit Group and by so doing, you keep us one lap ahead of the opposition.

As you are all aware, following sales, my passion is marketing and as a Group we invest considerable creative time and capital in developing our brands, our name recognition and market awareness. I know for some the desire is for a direct and linear correlation between marketing and sales. Wouldn't that be easy?! But like all things in life and particularly in business, there is no substitute for hard work, innovation and investment and that is exactly what we do in the Group marketing division. So, after years of working closely with me and taking increasingly responsibility for the Group's marketing, I was delighted to appoint Wendy de Sousa as Director of Marketing from the beginning of 2024. This promotion is richly deserved - well-done Wendy.

On the issue of marketing, including social media, this is a message to each and every one of you: use your own social media platforms and handles to promote our Group. You have a rich, interesting and informative resource of material on each of our company's websites and other platforms, so use it, that's what it's there for!

When you click on the Spirit Invest website, you will see that the strapline is that we are investors in intellect. But reading a bit further down you will see mention of the Spirit Foundation. For me, the two are intrinsically linked. I view the Spirit Foundation as fundamental to me as a businessman and as a citizen. So, it was particularly rewarding to see the Foundation reach new heights in H2 2023. I was proud to be able to speak to the new Spirit scholars and hand out a number of awards to some truly inspirational young people in December and was left with the belief that, with the calibre of our Foundation scholars, our country will be in safe hands.

I wish to extend my thanks to Dr Armand Bam, Managing Director of the Spirit Foundation, and his brilliant team for the absolutely unique work they do every day to make South Africa a better place for our youth, our communities and our wildlife. For those of you who do not yet support the Foundation, make 2024 the year you too make a difference and pledge your support.
In closing, I want you to reflect on the role each of you plays in making the Spirit Group the expanding national success that it is. You are each special to the Group. For my part, as the Chairman of a private financial services group, I give you my categorical assurance that I will continue to believe in you, to invest in you, and to strive every day for us to achieve greatness together.

Now, all that is left for me to say (and you ***MAY*** have heard this before?), "Onward and upward" to a record-breaking H1 2024!

Ian Kilbride
Chairman and CEO

Head Office: Finance Department

Group Chief Financial Officer, Tiaan Meyer, reviews a memorable H2 2023. While 2024 started off like Max Verstappen in his RB19, it is important to reflect on the very successful year the Group achieved in 2023. As the Chief Financial Officer of the Spirit Group, I would like to take this opportunity to congratulate each Managing Director and their respective staff on an exceptional year. I can truly say that each company within this Group showed a lot of commitment and hard work during 2023 and well and truly deserved the successes and achievements across the board. Each staff member can be very proud of their respective company's achieved goals in 2023.

Chief Financial Officer,
Tiaan Meyer

As a Finance team every new year brings a new audit. With our Group having a December year-end we are always 'welcomed' by the auditors when we come back from our December break. I would like to thank my 'Super Team' for their hard work during these busy times in ensuring we achieve our deadlines with regards to the annual audit. They will be spending a few late nights and most weekends in front of their computer screens during the coming four months.

As mentioned, 2024 started with a real 'bang' and the Finance team has been hard at work ensuring the 2024 budgets are rolled out successfully within the Group as well as ensuring all the day-to-day finance tasks are taken care off with accuracy and efficiency.

We are very much looking forward to having a very positive 2024 year, even in these uncertain times with the ongoing Russia\Ukraine war and the more recent escalation of the Gaza conflict.

On a more positive note, while the experience of watching the Springboks doing our country proud in 2023 in Paris is still fresh in our minds, we have the Summer Olympics to look forward to in France during the latter part of 2024. This is always one of my highlights as I get to be 'introduced' to a new South African Sports Star. In 2020 it was Tatjana Schoenmaker, and I can't wait to see which South African will put our beloved country on the forefront of the world stage. Remember: "Hulle weet nie wat ons weet nie"

We wish all Group Companies the very best in achieving their targets and budget numbers for the year ahead and rest assured the Finance Team will always be there to assist wherever and whenever required.

Head Office: Operations

Our Director of Operations, Ryan Magee, reviews a busy and action-packed second half of 2023

Director of Operations,
Ryan Magee

WARWICK CLIENT COMMUNICATION SYSTEM (CCS)

As the CCS solution nears its first 12 months since rollout, we continue the development of this bespoke solution for Warwick and its private clients. Development and testing of Financial Longevity Reporting has progressed well and we are in a position to roll this out in April of this year for Seed based Review Statements. As part of this project, we undertook an extensive reconciliation of clients' income requirements, which are now reflected under your client's Xplan pro files on a granular account level. Thank you to all Investment Teams that provided feedback in terms of their client bases. Be on the lookout for internal communications in relation to the final look and feel of this implementation in terms of the Review Statement.

Further to this, we have also started precursor work in relation to reporting a client's Estate Summary in the Seed Review Statement, with the ability to easily capture and discuss estate changes with clients, while Investment Specialists are meeting with them. A special thank you to the Warwick Administration staff assisting with the capturing of granular estate summary data of the next five months. The go-live date for this development is projected to be in July, internal communications in relation to the specifics of this Estate Summary Reporting will follow in due course.

COMPLIANCE

We continue to monitor all grey listing developments and the impacts this may have on the Group and our clients. To date, there has not been any significant developments in terms of additional KYC/DD requirements. We are, however, fully in line with FIC best governance practices having implemented and rolled out sanctions, adverse media and politically exposed/influential screening for all new and existing clients, staff and advisory partners.

Thank you to the Compliance Committee for their unwavering commitment in relation to all compliance related matters. A special thank you for Fatima Davids for her continued assistance and support at a Group compliance level.

FUND ADMINISTRATION UPDATES

Several developments have taken place in terms of Fund and Manager changes:

- Starfunds.ai BCI Stable Fund of Funds launched in August 2023.
- Palmyra BCI Equity Fund underwent a Manager and Name change to Capita BCI Equity Fund in September 2023.
- Palmyra BCI SA Equity Fund launched in October 2023.
- Capita BCI Real Income Fund underwent a Manager, Name and Investment Policy change to Cadiz BCI Bond Fund.
- The Group anticipates receiving FSCA approval for Investin Asset Management, its latest addition to the Orion Investment Management Asset Management stable.

HUMAN RESOURCES

A number of well qualified and experienced individuals were appointed in H2 2023 and we welcome you all to the Spirit Group!

BUSINESS INTELLIGENCE

Many developments and improvements made across all reporting systems and solutions that the Group makes use of, with a particular focus and emphasis on aligning and enriching Xplan client data with Seed Client Reporting data now available to us. Thank you to Carlos Orizaba and Michael Wilkinson for their continued work and effort build and develop efficient and accurate systems that meet the Group's business reporting needs.

IT INFRASTRUCTURE, SECURITY AND SERVICES

Ongoing improvement and monitoring in terms of our infrastructural health, with a continued focus on email and firewall security as the Group continues to grow. Thank you to Jevon Roman for all that he does in the IT space.

Inside Marketing

Our newly appointed Spirit Director of Marketing, Wendy de Sousa, reports an exciting and eventful H2 2023

Director of Marketing,
Wendy De Sousa

What a great H2 2023! I am pleased to report that marketing continues to punch way above its weight and is the match of any financial services company in the country.

As you all know, one of our priorities is to stay connected to our brands and we have greatly enjoyed being the gatekeepers sharing beautiful stories with our team and extending them to our external followers and friends.

We continued to captivate audiences with unique stories, all the while pushing the boundaries with innovative channels. We have pioneered new ground with our WhatsApp for Business platform, a first for our organisation, which will be live and arriving on your mobile in March.

Our social media was on point as we continued to improve our digital brand presence across the entire Spirit Group by connecting with our online audiences. We are incredibly proud to report that our efforts paid off, with a combined reach of six million impressions!

Our team is always striving to stay ahead of the curve, and we are constantly exploring new ways to engage with our followers and build meaningful relationships. As we move fully into 2024 and the remainder of the year, we are excited to see how we can continue to leverage our social media reach in connecting with our audience and drive excellent results.

Wealth Matters, Optimum, Spirit Insider, Spirit Full Circle and Appleton News were all successfully distributed in the second half of 2023 and we can all be proud of their phenomenal quality. I would like to thank Tayler Brandsma for the quality and creative innovation she has brought to the Group Marketing division.

The marketing team is committed to further strengthening the Spirit brands across the entire group and we look forward to bringing you all new and exciting developments, so watch this space.

ORION WEALTH MANAGERS

Inside

WARWICK WEALTH
The Investment Specialists

Orion Wealth Managers Managing Director, Marc Wiese, provides an update on a brilliant H2 2023.

Managing Director –
Orion Wealth Managers Marc Wiese

Dear Team Spirit

As we step into the pages of our first newsletter of 2024, I am filled with pride and excitement to share the remarkable journey we undertook during the second half of 2023 and the promising ventures awaiting us in the first half of this new year. It's a privilege to welcome you all, our valued team, to the Spirit Insider, where we illuminate the vibrant spirit that propels Warwick Wealth forward.

Reflecting on the past six months, our company has achieved significant milestones across various fronts. Warwick has again expanded significantly, as we have successfully opened five new offices across South Africa. I am particularly pleased to welcome our new professional partners to the Warwick family, namely: Barry Van Vuren, Charles Lord, Howard McArthur, Richard Rheeder, Robert Hurst and Robin McArthur.

Our collective dedication has not only bolstered our position in the market, but also reaffirmed our ethos of integrity, reliability, and client-centricity.

As we set our sights on the horizon of 2024, the spirit of innovation continues to drive our aspirations. Building upon the successes of the past, we are poised to embark on new ventures and initiatives that will further propel Warwick Wealth to the forefront of the industry.

In the coming months, we are excited to unveil a host of initiatives aimed at enhancing our service offerings and fortifying our relationships with clients. Through strategic partnerships, technological advancements, and a relentless pursuit of excellence, we are committed to exceeding expectations and delivering unparalleled value to our stakeholders.

Moreover, as we navigate the ever-evolving landscape of investments, we remain steadfast in our commitment to ethical conduct, transparency, and client satisfaction. These principles serve as the bedrock of our operations and guide us in every decision we make, ensuring that integrity remains at the heart of everything we do.

In closing, I extend my heartfelt gratitude to each member of the Warwick Wealth family—our clients, partners, and employees—for their unwavering support and dedication. Together, we have achieved remarkable feats, and together, we will continue to write the next chapter of our success story.

ORION WEALTH MANAGERS

Inside

APPLETON
The Fiduciary Specialists

Appleton fiduciary services Managing Director, Lauren Hean, highlights a very successful H2 2023 for the company

Managing Director – Appleton, Lauren Hean

We had a very busy and productive H2 2023 and wish to thank all our colleagues in the Spirit Group for their assistance and support.

We are grateful to our colleagues at Warwick Wealth for continuing to focus on high-net-worth individuals for their Wills and trust that our back-office guidance is assisting you with providing the best possible advice to your clients. The more we assist our clients with planning for their passing, the easier the administration process is on death. We need to reduce the emotional burden on the family who are already suffering the loss of a loved one.

We are still wading through the small, legacy Wills which are becoming estates and understand the frustration in assisting with documentation for an estate that will be renounced or outsourced. We appreciate the team effort. We are almost at the end of our Will Only Client clean-up project, which has been a great success, and we appreciate all involved in this project. This is not a once off project and we look forward to the continued contact with all clients to ensure that our database remains accurate and up to date.

We are particularly looking forward to the inclusion of the Estate Summary in the Seed Statements to be reviewed with your clients when reviewing their investments annually. We have commenced the capturing of assets on Xplan and are excited about the future inclusion of estate information in the review process.

To my team, I wish to thank our head of estate administration, Vannessa Nicholas, for her professional work and support. I also wish to congratulate Aaishah Daniels on her promotion to Administrator. Aaishah assisted Nerisha Radhella, who resigned at the beginning of December 2023. Aaishah has stepped up and took the proverbial “bull by the horns”. I wish you all the best success in your new role Aaishah.

I can’t thank my entire team enough for their hard work and dedication. Professional and skilled Will drafting and efficient Estate administration is an intensive, time-consuming undertaking and I am grateful to each and every one of you for continuing to give of your best at all times.

I expect to travel around the country in Q2 of 2024 to provide some further in-depth training on the take in of estates and the importance of the initial meeting with the family of a deceased person. We cannot stress the importance of the information provided at the outset.

To end off, I will share my favourite quote from Marc Anthony, “If you do what you love, you’ll never work a day in your life.”

May 2024 be a great year for all in the Spirit Group!

ORION
INVESTMENT MANAGERS

Inside Orion Investment Managers

Orion Investment Managers Managing Director, Adrian Meager, takes us through the great developments of H2 2023

Managing Director – Orion Investment Managers, Adrian Meager

Dear Readers,

Welcome to the H2 review of Orion Investment Managers, during which the company has experienced very considerable and encouraging growth. On behalf of the Orion Investment Managers Team, I would like to thank Warwick for the business invested in our funds during the second half of 2023 and we look forward to your continued support in 2024.

The local asset and investment management companies owned by Orion are:

Cadiz Asset Management, which is a specialist local fixed-income manager.
Palmyra Asset Management is focussed on local equity and multi-asset funds.
Capita Asset Management, which is a multi-manager.
Accorn Investment Management is a long-only equity and multi-asset manager.
Starfunds.ai, which is a unique, rule-based quantitative manager.

We now provide a market overview for 2023.

International markets continued the trend set throughout 2023 by ending a year characterised by geopolitical events (Ukraine and Palestine) and economic concerns (continued high inflation and recession fears) on a firmer note. US markets extended their gains throughout December with the S&P 500 rising by 4.4% (24.2% for the year), the Dow Jones by 4.8% (13.7% for the year), and the Nasdaq up by 5.5% (43.4% for the year). These gains were driven largely by the 'magnificent seven' tech

counters, namely: Alphabet (Google), Amazon, Apple, Meta (Facebook), Microsoft, Nvidia and Tesla.

On the economic front, the US November inflation number measured by CPI printed at 3.1% YoY which was in line with market expectations, while core CPI, which excludes the volatile food and energy sectors, remained unchanged at 4.0%. This raised hopes of the Fed achieving an economic soft landing with inflation and recessionary fears easing.

European markets powered ahead in a similar vein, with the UK FTSE 100 closing the month firmer by 3.7%, and the year by 3.8%. UK inflation for the month of November printed at 4.3%, vs the 4.6% YoY print in October. European counterparts, the German Dax and French Cac closed the month up by 3.3% and 3.2% and the year by 20.3% and 16.5% respectively.

Asian markets were hampered by the performance of China, as concerns regarding the country's economic recovery continued to weigh on sentiment. Added to this, the clamp-down by the Chinese government on excessive borrowing by property developers has also contributed to the huge housing malaise. The Hang Seng ended the month up 0.16%, but down over 21% for the year with the Shanghai Composite lower by 1.8% for the month and 3.7% for the year.

The South African market also ended 2023 on the front foot, with the ALSI up 1.8% for the month and up 5.3% for the year, with the property sector being the standout sector for the month, ascending 9.3%. Financials also strengthened by 5.3% for the month, with industrials rising marginally by 0.2%, yet local resources were weaker by 1.3%. Annual performance saw property higher by 2.5%, financials rising 15.1%, industrials by 14.8%, but resources down by 18.7%.

On the local economic front, headline CPI surprised the market to the upside slowing to 5.5%, vs the October print of 5.9% YoY, with the decline mainly due to a drop in the petrol price, with resultant lower transport costs declining to 4.3% from a previous 7.4%.

From a strategic asset allocation perspective, we maintained our relative overweight exposure to South African nominal bonds due to the attractive real yields available, while maintaining a marginally longer modified duration than the JSE All Bond Index (ALBI). We have moved to a neutral exposure to local property.

During the second half of 2023 we upgraded our foreign equity exposure to neutral, from underweight. Although we believe that SA equities look attractive relative to developed market equities from a valuation perspective, we remain concerned to the potential downside risks to SA earnings caused by the continued costs of load shedding, low economic growth, and higher interest rates.

The Rand was mostly rangebound during the second half of last year, starting Q3 at 18.85/US$ and finishing the year firmer at 18.21/UD$.

There are still significant risks to global markets due to the impact of the continued war in Ukraine, the conflict in Palestine together with China's economic slowdown. We anticipate that this volatility will continue into 2024.

During uncertain periods, we remain focused on protecting our clients from permanent capital loss, by investing in good quality businesses with strong cash-flow generation and low leverage as the cost of capital rises, combined with more reasonably valued structural growth stories.

It will no doubt take more time than initially expected for interest rates to reduce as Central Banks continue to get inflation back within target ranges. So, in the interim, remember that markets can be very volatile over the short-term, but history has shown that those who are willing to be patient and invest for the long-term will be handsomely rewarded.

In the meantime, I wish everyone in the Group a highly successful 2024 and look forward to speaking to you in the coming weeks.

Regional update: Western Cape

H2 2023 witnessed the Western Cape laying down robust plans to expand its Professional Network within the region. With teams working tirelessly, the focus intensified as 2023 drew to a close.

The region experienced respectable growth of 28%, comparing Nett AUM ACH in H1 to Nett AUM ACH in H2. Mark Naldrett, a new Merger Partner, joined forces with Warwick, his client book allocated to both Teams Loots and Team Ingram. Mark brings with him many years of experience as a quality advisor and we welcome him to the Warwick family.

Additionally, Western Cape expanded its presence with a new Advisory office and partners in Hermanus, Barry Van Vuren and his son Louis, under the Finanz banner. The team is dedicated to providing professional advice with service excellence and have been doing so for decades, we warmly welcome the team to the Warwick family.

On the Lifestyle Network front, the region launched the prestigious 'Warwick Wednesdays' golf competition in partnership with the prestigious Steenberg Golf Club. These competitions will be held on the last Wednesday of each month, with the first official event commencing on October 25th, where the inaugural Warwick four-ball was awarded to Professional Network partner, Colin Smith. The series will continue monthly until September 2024.

In addition, Warwick & Finanz will be hosting Hermanus Golf Club events every month, which began in November 2023 running through to the end of 2024.

On the personnel front, we congratulate Paisley McDermott on her promotion to

Paisley McDermott, Client Relationship Officer, Team Milford

Janke Beunink, new Wealth Planner

Client Relationship Officer within Team Milford. With this change, Shelley Grey assumes the role of Assistant RAM in WC, and Janke Beunink joins as the new Wealth Planner, reflecting growth within the team.

For those who know us Warwick Wealth Western Cape believes in fun and so the Sales and Administration Teams jointly ventured to Food Jams for our Regional Year End party in December. It was a day loaded with fun and delicious dishes prepared by all.

As you will read in the next Spirit Insider, Western Cape is set for a very healthy H1 2024 and we look forward to reporting fully in this later in the year. The region is poised for an exciting year ahead, with a focus on surpassing previous accomplishments and embracing new developments.

Western Cape served up a cooking sensation at Food Jams for our Regional Year End party!

WARWICK WEALTH

The Investment Specialists

Regional update: Gauteng

It is with great pleasure that we bring you the latest and exciting news and noteworthy achievements from Gauteng in H2 2023. We are thrilled to share that our company has experienced an outstanding growth of 48% in the Gauteng region compared to the previous half of the year. This incredible achievement is a testament to the hard work and dedication of each and every member of the team.

Gauteng Region Advisory Partner & Wife - Robert & Paula Hurst, Warwick MD & Director Marc Wiese & Deon Myburgh

We would like to take this opportunity to extend our heartfelt congratulations and a special honorary tribute to our 'former' esteemed Regional Manager and Director, Deon Myburgh. Under his exceptional leadership, our company and region has witnessed

unprecedented success, Deon will be heading up the new division of Spirit Group and Warwick Wealth Specialists as the Director of Mergers and Advisory. His vision and strategic direction have been instrumental in elevating our region to the most successful it has been. Join us in celebrating Deon's outstanding accomplishments, and we look forward to achieving even greater heights in 2024.

We are thrilled to announce the well-deserved internal promotion of Charles Hitchcock to the position of Regional Manager. Charles has been an invaluable member of our team and his dedication and expertise will undoubtedly contribute to the continued success of our region.

We also extend a warm welcome to our new Advisory Offices, Robert Hurst and Richard Rheeder, whose wealth of experience and knowledge will undoubtedly enrich our region. We continue to support our existing Lifestyle Partners and Clubs with sponsorship and our distinctive branding and staff are complimented and appreciated by the members.

Gauteng Region Advisory Partner, Richard Rheeder

Furthermore, we are pleased to announce that the Gauteng Region now boasts a full staff complement of six Wealth Teams and office support, further strengthening our operational capabilities and client service delivery.

We are also proud to highlight the exemplary client service provided by Sinéad Farell, who recently received a heartfelt letter of appreciation from a satisfied client. Sinead's commitment to excellence is a true reflection of the dedication and professionalism that defines our company.

As we celebrate the successes of our team, we also take this opportunity to acknowledge the birthdays of our esteemed colleagues. We extend our warmest wishes to David Gerrard, Charles Hitchcock, Samantha Du Piesanie, Naomi Kidson, Marlene Basson, and Natalie Wood. May your birthdays be filled with joy, laughter, and unforgettable moments.

Looking ahead, our objectives for the first half of the year remain centred on keynote consistency and delivering excellent client service. We are committed to maintaining our high standards and providing our clients with unparalleled support and expertise. We would like to express our sincere gratitude to each and every member of our team for your hard work and dedication throughout 2023. Your contributions have been instrumental in our success, and we look forward to achieving even greater milestones together in the coming months.

Thank you for your continued commitment and unwavering dedication to our company. Your passion and expertise are the driving force behind our success, and we are excited to embark on this new chapter together.

Regional update: KwaZulu-Natal

"Through the tapestry of teamwork, threads of excellence defined our shared journey in H2 of 2023. Each keystroke and collaborative effort continues to shape the horizon of possibility."

Against the backdrop of evolving economic and social climates, we have seen expansion and prosperity. We are therefore able to announce an increase in our total AUM book value of 9.3% over the latter six months of the year, showcasing our team's unwavering commitment to growth.

In August, we unveiled our newest office locations by the signing of Advisory partners, Robin McArthur, and his brother Howard McArthur. Our offices are abuzz with crafting a story of collaboration.

We extend a warm welcome to Assistant RAM, Barish Beeput, as our newest addition to the team, bringing a fresh perspective and enthusiasm to our region. Moving on from the ARAM position to fill the role of CRO to Julian Stephen is our Noxolo Xulu. Congratulations from the team!

KZN Advisory Partner, Howard McArthur

With outstanding contributions and promotions well-deserved, we look forward to employing a Client Relationship Specialist to join Stuart McMurtrie, our newly promoted 'Senior Wealth Specialist'. We're certainly delighted for Stuart as his SWS achievement is testament to a wealth of experience and dedication. Team McMurtrie have been the driving force behind our merger with Roland Vancoillie in the second half of the year, and we could not be more excited to witness such growth.

Kudos to our recently promoted Julian Stephen, from Wealth Planner to now Wealth Specialist. Adding another badge to their professional arsenal, Julian is all set to write his CFP board exams soon. All the best and let's make it happen Julian!

We are also proud to announce team Clifford's, Johanne Somoloo, stepping up her game with a recent registration of a higher certificate in wealth management.

LIFESTYLE NETWORK EVENTS

Swinging into action in November were a group of seasoned novice golfers called QACCS. The Warwick sponsored event fulfilled its promise to provide fun and friendly competition amidst stunning scenery and camaraderie.

LET'S BREAK OUT THE CONFETTI & BALLOONS

HAPPY BIRTHDAY

TO OUR FANTASTIC COLLEAGUES
AS THEY CELEBRATE ANOTHER TRIP
AROUND THE SUN!

4 JULY
Noxolo Shezi

9 AUGUST
Barish Beeput

16 NOVEMBER
Janelle Reddy

27 DECEMBER
Christiaan Theron

The KZN team

As we reflect on the growth of the past six months, we are reminded that teamwork is the heartbeat of any organisation. We are those who embrace change, commit to excellence, emerge stronger and keep moving forward!

Our goal for H1 2024 is to ensure our Advisory partners continue building on their nice start. Working closely together with our Director of M&A, we are looking forward to growing the region with even more merger and advisory partners.

Regional update: Eastern Cape

The Eastern Cape and Garden Route Region had a solid start to 2023, but unfortunately could not build on the numbers to end off 2023 on a high note. The second half of the year saw the region achieve lower than the first six months. Truly a difficult period where year on year saw the region not achieving its targets as the result of lack of Professional Network. While we certainly did not cover ourselves in glory, we will!

How are we going to turn this situation around? We signed Charles Lord as an Advisory Partner in Plettenberg Bay. He will certainly contribute to the bottom line to make the second oldest Warwick Region rise phoenix like. In a significant development for the region, towards the end of 2023 a M&A Manager was appointed, a position that will certainly focus on building our Professional Network.

The PE Team

We continued to maintain our relationships with our Lifestyle Network in the second half of 2023. Our events at The Woods, Western Suburbs and Beacon Bay Bowling Clubs were well supported and we invigorated the network in the Garden Route by hosting inaugural events at the George Riding Club and the Leisure Isle Tennis Club.

After 14 years as CRO at Warwick Wealth, Lynne Stephenson, a true stalwart and invaluable member of the team, retired at the end of August. Her attention to detail and interaction with her client made her one of the leading examples of Client Care.

Margaret Botha celebrated her 16th work anniversary while Erika Kotze celebrated her 15-year work anniversary in 2023. The Eastern Cape has been truly blessed to have these ladies form the backbone of the office's administrate section for such a long time. I thank you both!

Mia Fourie was promoted from Assistant RAM to CRO when Lynne retired. She has certainly grown in the role and with her positive attitude has a good report with the clients and colleagues.

We celebrated Margaret's birthday in November and Mia' Birthday in December. The ended with a Christmas Function at Cubata. The Knysna Team and the Port Elizabeth Team joined together in what became a day full of laughs, good food and memorable fun.

In conclusion, I would like to thank every single person in my team, Port Elizabeth and Knysna for their contributions in 2023. It certainly was a difficult year where we learned a lot, faced ups and downs but refused to back down from the job at hand. It speaks to our character and our professionalism. Always remember, difficult times does not build character, it reveals it.

Inaugural events at the George Riding Club and the Leisure Isle Tennis Club.

Regional update: Free State

"The future depends on what you do today." – **MAHATMA GANDHI**

On a further positive note, the Capitaux Advisory Partners —Werner Scheepers, Wiann van Zyl and Hoski Linde— who joined us in July 2022, reached their second transition assistance target in August 2023. We also signed two more Advisory Partners to the Warwick family — Willie Greyling and Hennie Jonker— and they will commence respectively in February and March 2024.

BUSINESS GROWTH

During the second half of 2023, the Free State Region increased our Assets Under Management with a growth of 37%.

ADVISORY PARTNERS

Bert van de Venter joined the Warwick Family and started as an Advisory Partner in July 2023 and we are pleased to announce that in November 2023 he became a Merger Partner and the Wealth team managing the merger is Petrus Coetzer.

Petrus Coetzer and Bert van de Venter

Willie Greyling and Wiann van Zyl

Hennie Jonker, Wiann van Zyl and Mrs Jonker

CELEBRATIONS

1 September 2023 Warwick Free State celebrated our second birthday with a braai, together with all partners. We all got together again to celebrate an exceptional year with each Wealth Advisor and their assistants, at the year-end function at Johny Lucky.

LIFESTYLE NETWORK EVENTS

Warwick Wealth sponsored several events, but two very special events stood out. The PPSI Golf Day in October was a typical Free State winter's day greeting the resilient players gathered at the Club with a chilly and windy day. Wiann van Zyl, Regional Manager, was on hand to support and play in the event and enjoyed spending time and interacting with the club members.

Medics are true life heroes, and so Warwick Wealth was honoured to sponsor the Bloemfontein Medics Golf Day in November 2023. Warwick Free State Regional Manager, Wiann Van Zyl, played in the tournament, well supported by Wealth Planner Petrus Coetzer and Regional Admin Manager Mariaan Murphy. Warwick was able to repay the great work done by the Medics by sponsoring the very challenging 16th hole at the Bloemfontein Golf Club.

***Top:** Die Manne, Birthday Braai, **Bottom:** Free State region Team Year End Function*

Looking forward with our Regional Manager

WIANN VAN ZYL

The Free State Team's objective for 2024 is to keep the momentum built in the last 2 years and to grow from strength to strength. Our region has built a very healthy pipeline together with an exceptionally dedicated team to transfer more businesses and make 2024 another memorable year for us in the Free State and the Group more broadly!

SPIRIT
FOUNDATION

Spirit Foundation

We are delighted to bring you updates and highlights from our valued partners.

We're thrilled to share the latest achievements and developments from our collaborative efforts. While our organisation expands, there are many more stories to be told. In this edition, we focus on some of our existing partnerships and newer ones introduced. Let's dive into the exciting progress made by some of our partners.

Disability sport continues to grow in popularity in South Africa. Together with the Lord's Taverners South Africa and Sporting Chance we have partnered in the growing and developing area of Table Cricket (TC) in SA. In the second half of the year, Spirit Community Foundation actively engaged with current participants, garnering support for the vision of the competition and game development. Notably, a successful TC festival in November saw a doubling of participating teams held at the Newlands Cricket Ground.

Our partnership with The League of Friends of the Blind (LOFOB), providing therapeutic and educational support services, shines through in their recent accomplishments. Together we've extended our reach to 42 visually impaired children, including those with unique needs like deaf-blindness. Through rural outreach initiatives, LOFOB has educated and supported 62 staff members across various organisations, ensuring blindness awareness and education are widespread.

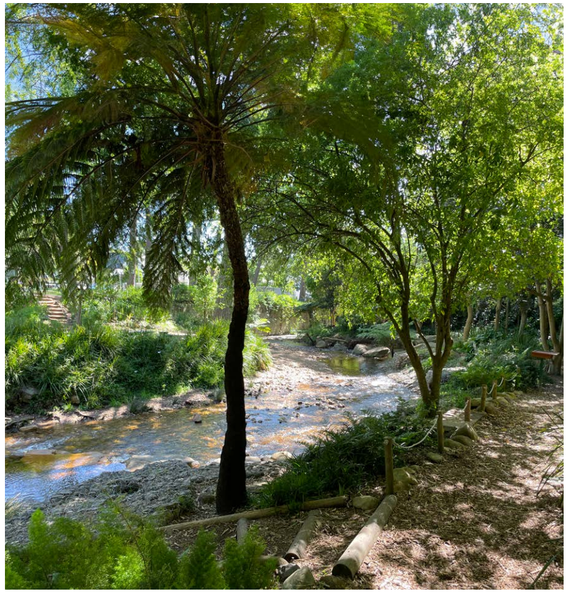
In the realm of hearing health, together with HearinAfrica we continue some impactful work. Noteworthy achievements include setting up a new screening site, assisting the Tin Soldiers organisation with screenings for patients with rare conditions, and providing essential services to individuals concerned about hearing loss. Their dedication is evident in providing free hearing aids, counselling services, and referrals for further medical intervention, thereby positively impacting the lives of many.

Spirit Community Foundation for LOFOB

The Spirit Community Foundation remains deeply involved in multiple projects within the Bonnievale community. From early childhood development to crime prevention and environmental initiatives, each project aims to uplift the community. While facing challenges such as funding and strategic realignments, the Foundation persists in its commitment to sustainable development.

Spirit Community Foundation

Through collaborative efforts and community support, the Upper Liesbeek River Garden continues to flourish. The employment of dedicated staff and funding from various sources ensures the garden's upkeep and conservation efforts, reflecting the Spirit Foundation's commitment to environmental stewardship.



Liesbeek River Garden Project

One of our growing and newer partnerships in wildlife conservation is WildLifeVets. WildLifeVets operational highlights underscore the importance of their facilities in safeguarding wildlife. With continuous monitoring and exceptional care standards, together with the Spirit Wildlife Foundation, they have facilitated the relocation of numerous cheetahs, demonstrating the critical role of such facilities in conservation efforts. Additional infrastructure developments supported by Spirit Wildlife Foundation further enhance their capabilities in providing top-tier care.

Spirit Wildlife Foundation

On the education front, the Spirit Education Foundation has successfully concluded Term Four with enriching events and programmes aimed at fostering academic success, community engagement and mentorship. Throughout the term, SEF's commitment to holistic development and impactful educational experiences remained constant. Financial support offered to scholars went hand-in-hand with holistic development, providing school fees, uniforms, textbooks, further enrichment opportunities, holiday programmes, academic support and social experiences. Programmes such as the Study Hall programme and tutoring enabled scholars to achieve individual goals, while holiday programmes fostered creativity and social interaction. SEF's mentorship programme focuses on guiding scholars through personal growth and decision-making, fostering independence, mastery, belonging and generosity.

Spirit Education Foundation camp

Spirit Education Foundation awards ceremony

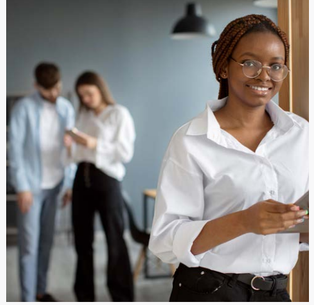
Spirit Education Foundation awards ceremony

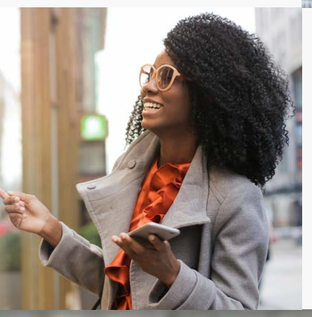
In closing, we extend our gratitude to all our partners, supporters, and contributors for their unwavering dedication to our shared mission. Together, we continue to make meaningful strides towards positive change and community empowerment.

Visit us at **www.spiritf.org** to learn more about our impact and how you can be a part of this transformative journey.

DONATE NOW

Dr Armand Bam, Managing Director
Spirit Foundation





SPIRIT

THE INSIDER

BACK TO **HOME**