SPIRIT

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THE INSIDER

DIGITAL ISSUE 07 | August 2022

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WARWICK WEALTH
The Investment Specialists

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An owner of Authorised Financial Services Providers in South Africa.

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Chairman and CEO, Ian Kilbride

FROM THE DESK OF THE CHAIRMAN AND CEO

Like many of you who have travelled far with me over many years, even decades, you know that "I was born for a storm and a calm does not suit me", just as I know that a calm does not suit you either.

As a Group, we want to build, we need to take care of our clients and colleagues and we fight through adversity to reach the opportunities, even when decisions and battles are sometimes a little tough. Because anything worth doing, is worth doing well and anything worth fighting for demands commitment, determination and repetition. So, let me commence by commending you all for your commitment and achievements in H1 2022.

Warwick MD Marc Wiese has continued to bring his energy and intelligence to bear on the Company and this has borne fruit in a healthy flow of Merger and Advisory deals. I wish to take this opportunity to welcome all our new Merger and Advisory partners across the country. Gauteng region in particular has demonstrated clearly just how good the Warwick succession plans are and I now look forward to ALL other regions stepping up and achieving their vast potential. We have invested heavily in new offices, systems, software and national marketing. It is now time to see a full return on this investment in H2.

I will never stop beating the drum regarding the importance of Client Care. This must always be a core focus of all of our endeavours, but during times of market uncertainty, our clients need us more than ever. In this regard, we need to recruit more top professional Client Relationship Specialists and train them to our very own exacting requirements and standards.

I have every confidence that Warwick can and will make the next six months our best ever.

The Cadiz fixed income team has more than held its own in H1 and it is a source of pride to be able to be associated with the top-performing fixed income funds in South Africa. I thank Adrian and Sidney for their work in the first six months, despite market volatility and rising interest rates. We are currently in the process of addressing the Cadiz equity funds' management under the brand of Orion Investment Managers and will be making some exciting announcements in this regard in the coming weeks.

Appleton provides a highly personalised and unique portfolio of services to clients and heirs that is unlike anything else in South Africa. Strategic planning resulted in a restructuring of the Appleton board, with Lauren being promoted to Managing Director and Tim taking over as Chairman. The strategic restructuring also brings the working relationship between Warwick and Appleton closer under Orion Wealth Mangers which is already paying dividends for OWM.
Pulling all of this together in the background is Group Finance and Operations. Credit to Tiaan and his team that all deadlines are always met, with the very highest quality and diligence. Great progress is being made Warwick Client Communication System and I am sure everyone is going to be impressed by the fantastic enhancements being made to our client electronic 'paperwork'.

I thank Wendy as GM marketing and Chelsea as Marketing Manager for their creativity and marketing impact. Given the size and profile of our Group, in H1 I asked Tim to take on the role of Director of Communications. We now produce high-quality internal publications and look forward to the public profile of all entities within the Group being raised in H2.

For the Spirit Foundation, H1 has been another six months of improving the lives of scholars, communities and endangered wildlife. Dr Armand Bam continues to oversee the entire SF portfolio. Saskia (welcome back from maternity leave) and Nzele have set a high standard of commitment, care and effectiveness within the Spirit Education Foundation.

Finally, on key appointments and promotions, a note of congratulations to our stalwart, Christiaan Le Grange, on his promotion to Director of Client Administration. Congratulate to Mr Werner Scheepers on his appointment as Group Key Individual. Werner brings years of experience to the Group which will further strengthen our compliance across all regulated companies.

So, that's all from me for this H1 edition of the ***Spirit Insider***. Thank you to you all for your kind wishes marking my special birthday (albeit officially in H2) and for your unique contributions to our Group.

Enjoy the read and together, let's make H2 2022 the best ever!

HEAD OFFICE: FINANCE DEPARTMENT

As we head into the second half of 2022, and one reflects on the first half of the year it is difficult to comprehend that COVID-19 and our local 'hard' lockdown were more than two years ago.

Chief Financial Officer,
Tiaan Meyer

Just when we were expecting some normality locally as well as globally, Russia makes the decision to invade Ukraine. Who would have predicted that our lives would be affected so much, first by a global pandemic and then a war! This while we have all become so used to the dreaded notification from ESKOMSEPUSH by now…

On the financial front, global markets have posted their worst first-half performance in decades. Combine this with inflation reaching record highs across the world and rising fuel prices and it was all fun and games in the Finance Department when predicting financial models and forecasts and budgeting for the second half of 2022.

Despite these trying conditions, Leo, Liezl and Johan all put in stellar work during the first half of 2022 by ensuring that the annual Group Audits were signed off in record time and completing all the relevant statutory returns. Finance ensured that all relevant financial reports were accurately completed and submitted for the various group companies throughout H1 in all relevant Board meetings, as well as the quarterly EXCO meetings.

In an important systems enhancement, Finance moved over to new cloud-based accounting software – XERO, the transition to which has been relatively smooth with no major hiccups. This now allows for more automation and less time spent on manual capturing and more time on analysing and problem solving by the team.

Budgets for the second half of the year have been approved by the Board and all companies are already hard at work to achieve their targets\numbers set out for them by year-end. The second half of the year promises to be very exciting with the ongoing implementation of the 'new structure' for the group.

A big thank you needs to go to the Finance team for their ongoing commitment and whose work is sometimes taken for granted in the background. They are the guys that work tirelessly to ensure we all receive that golden 'SMS' from our banks to confirm our salary has been received.

Thank you, Finance Team!

HEAD OFFICE: OPERATIONS

It's hard to believe we're already into the second half of 2022! With this realisation in mind, it's always a good idea to take stock of what has transpired in H1 and look back at our successes and achievements from an Operations perspective. As such, the below are just some of the main highlights and achievements for the various business units within Operations:

Chief Operating Officer,
Ryan Magee

Business Intelligence

A number of system and reporting updates have been conducted, such as the refreshed roll-out of the Spirit Database (SDB) via the Microsoft Dynamics CRM platform. I have also, personally, been working on the research, investigation and now project rollout of the Warwick Client Communication System (CSS) which encompasses, amongst other components, a consolidated client statement and review document which will contain Warwick client's investment and cash portfolio data as well as estate value information from Appleton. This is an exciting and work intensive project, form which our clients as well as staff will benefit. The initial CSS rollout is planned for January 2023, so stay tuned for further updates!

Information Technology and Services

We continue to monitor and strengthen our IT infrastructure wherever possible, with loadshedding and upstream internet providers making this acutely challenging at times. Be assured, however, that we have and will continue to put solutions in place to ensure all staff are operational, at all times, wherever possible.

Compliance

Compliance continues provide monitoring and oversight across the Group in the form of Working Group, Credit Committee and Cat I & II Compliance Committee Meetings. In line with the CSS project mentioned above, a massive amount work has been done in order to drastically reduce deal packs, as well as to allow for digital signing capabilities and secure document sharing with clients. Rollout of the above is anticipated to take place in Q4 2022.

Human Resources

HR continues to support relevant companies and assist in hiring of vacant positions across the Group. I look forward to seeing you all, either via Teams or face-to-face, to assist wherever possible and look forward to providing you with the systems and solutions we have worked tirelessly to achieve in H2 and beyond.

WARWICK WEALTH
The Investment Specialists

INSIDE WARWICK

Show me someone who has achieved something worthwhile and I will show you someone who has overcome adversity.

Managing Director – Warwick Wealth,
Marc Wiese

It is a cliché to say that there is no education like adversity, but we have all paid our school fees this year. But what a six months of persistent professional achievement in the face of adversity!

The markets have been brutal. Inflation is eroding wealth. Investors have been nervous and political events across the globe sometimes beggar belief. Yet, amidst all of this turbulence, Warwick has enhanced its client base, increased the number of Merger and Advisory Partners and grown its assets under management. This is a great tribute to the quality of our professional staff and that of our business partners.

The bottom line is that despite market corrections, rampant inflation and the outbreak of war in Europe, Warwick boosted its assets under management by more than R731 million.

What has become clear during all my regular trips around the country, is that the Warwick succession plans are, to borrow the words of Tina Turner, "simply the best". Paradoxically perhaps, recent market turbulence and forthcoming tighter industry regulation provide even greater motivation for quality IFAs and practices to join Warwick. We continue to demonstrate that not only does the Warwick succession plan make financial sense and provides the IFA with long-term peace of mind, but Warwick's client care and compliance are both industry leading features that are huge value adds. In this regard, we welcome the appointment of Werner Scheepers as Group Key Individual and Christiaan's promotion to Director.

It has also been particularly pleasing to see our Regional Managers and their respective professionals melding and maturing into highly-effective teams that are the match of any in the wealth management industry in South Africa.

The company has invested in new offices in Gauteng and the Eastern Cape and I know we can expect to see a healthy return on this in the coming weeks and months. We have also invested considerably in marketing and I can honestly say that the Warwick name is now well-recognised and respected across the country. The head office team is currently working hard on the development of the Warwick Client Communication System and I am sure you will all be delighted with the outcome once launched.

With respect to group structure, Warwick now operates under the aegis of Orion Wealth Managers and this brings us closer to our fiduciary specialists Appleton. There are great untapped opportunities from this closer working relationship that I am working on with Lauren as the new Appleton MD and these will be rolled out in H2.

It has been a character-building six months for asset managers and I know that Adrian and his team have been working diligently to ensure portfolio and fund performance and we are appreciative of the fact amongst our comprehensive suite of funds, we are able to offer the top-performing fixed income funds in the entire country. We look forward to promising developments in the equity space in H2.

There are far too many outstanding Warwick staff to mention each by name, but it would be remiss of me not to give a special mention to my Personal Assistant, Bianca Vetsos, who runs my life during office hours and provides the type of support that allows me to focus on growing the Warwick business. Thank you B.

With that said, I thank you all across the country for your professionalism, for providing best wealth management, remarkable client care and total dedication to making Warwick the best in the industry.

Here's to a great H2 2022!

Invest For The Future

INSIDE CADIZ ASSET MANAGEMENT

On behalf of the entire Cadiz Team, I would like to thank Warwick for the business you invested with us during the first half of 2022, and we look forward to your continued support in H2 2022.

Managing Director – Cadiz, Adrian Meager

We have had another volatile six months with the South African rand initially strengthening from ZAR 15.95 on 31 December 2021 to ZAR 14.61 in March and then weakening back to ZAR 17.31 in May, while closing June 2022 at ZAR 16.32.

The JSE All-Share index was not spared the volatility and ended the period down 8.3%, led by the Industrials 25 index down 16.1%, Resources 10 index down 7.7%, while the Financial 15 index finished H1 up 1.4%.

The first half of 2022 has been a turbulent period for both local and offshore investors, the MSCI World Index was down 21.21% in USD, which has meant that there have been very few places to hide, particularly as local bonds were also down 1.9%.

There are still significant risks to the global market due to the impact of rising inflation across the globe, the continued war in Ukraine and China's zero Covid policy impacting supply chains and we anticipate that the volatility will continue into the second half of 2022.

During this uncertain period, 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.

On the personnel front, we are pleased to announce that the fixed income team was further strengthened this year with the appointment of Wynand Kok in February as a fixed income analyst. Wynand brings a wealth of experience to Cadiz, and we welcome you the Cadiz Team. I would also like to thank Sidney and Hope, for the continued benchmark outperformance of all our fixed income funds.

Please join me in wishing both Eileen Burger, Portfolio Analyst at Accorn, soon to be re-named Starfunds.Ai, and Tiaan Scholtz, Portfolio Analyst and Cadiz, soon to be called Orion Investment Managers, a warm welcome to the Team.

Our CPD sessions continued in February, April and June and they were well supported by the Warwick Wealth Teams and our supporting external IFA's. I would like to thank both Tim Hughes and Sidney for the work they put into building the presentations and for helping me make them such a success. We are currently hard at work putting together the presentation for the next CPD session to be held on 22 August 2022.

On a closing note, it will take more time than initially expected for interest rates to normalise as Central Banks around the world raise rates to bring inflation back under control and for global equity prices to rally. So, in the interim, remember that markets can be very volatile over the short-term, but history has shown that those that are willing to be patient and invest for the long-term will be handsomely rewarded.

APPLETON
The Fiduciary Specialists

INSIDE APPLETON

What a six-months! Nobody can ever accuse fiduciary services of being boring, particularly not Appleton.

Managing Director – Appleton, Lauren Hean

Firstly, we wish to thank everyone in the Warwick group for entrusting us with the fiduciary services of your valued clients. The quality and value of the Wills produced continues to improve and this is a credit to your hard work, dedication and professionalism.

The regular meetings between the newly-promoted Appleton Managing Director, Lauren Hean and the Regional Administration Managers has proved valuable in improving communication, co-operation and quality.

We wish to thank Warwick M.D. Marc Wiese for our regular meetings too, which have enhanced the professional working relationship between our two companies.

During the course of the first six months of the year, Appleton undertook a number of important transformations, designed to position the company at the upper tier of fiduciary services in South Africa. The most important development is setting a threshold of R3 million estate value for any Will to be accepted by the company. Exceptions can be made (with formal approval) for relatives of client with Warwick investments.

The company also took the decision to no longer market its services directly, but rather to focus on servicing Warwick, Advisory Partners and its own existing IFA network.

This was all capped off with Appleton moving into its new classic offices upstairs in the Maturation Cellar.

As part of our restructuring, Appleton has established a service provider relationship with long-established legal firm of De Klerk and Van Gend, who, in accordance with a service level agreement, will be administering a number of our selected smaller estates that no longer qualify to meet our thresholds.

In addition to congratulating Lauren on her promotion to the position of Managing Director, we wish to congratulate Vannessa Nicholas on her role as Head of Estate Administration.

This reporting period was capped off with the company spending a memorable day at the League of the Friends of the Blind on Mandela Day. It was at once a humbling and uplifting experience and one that none of us will forget and commit to remain supportive of LOFOB henceforth.

Until we speak again, keep on setting the standard in fiduciary services!

REGIONAL UPDATE: CAPE TOWN

With the busy Festive Season done and dusted… and the welcoming of the New Year, we arrived back in office rested, rejuvenated and ready to get going. 'Crunch time' had commenced… no time for excuses, no time for delays!

With goals set in place, the race had begun.

ON THE LIFESTYLE NETWORK FRONT, WE KICKED OFF THE YEAR AS FOLLOWS:

- **Edgemead Bowls Club:** Classic Event – held on the 8th and 9th January
- **Westlake Golf Club:** Triangular Event – held on the 8th February
- **Milnerton Golf Club:** Seniors Event – held on the 14th March
- **Erinvale Golf Club:** Members Par 3 Challenge – held on the 8th April
- **Constantia Bowls Club:** Mid-Week Competition 25th May to 22 June
- **Westlake Golf Club:** WAGS Event – 19th July
- **Erinvale Golf Club:** Members Day Event – 28th July ▶

Here are a few highlights from these events

Westlake Triangular – Winners of the 4 ball

Erinvale golf event – Members Par 3 Challenge

Westlake golf event – WAGS – 19th July winners

Erinvale golf club – Members Event – 28th July

Erinvale golf club – Members Event – 28th July

Under our Professional Network banner, we welcomed Mr Piet Swart of Groenland Insurance Brokers CC together with his assistant, Elize Beukes as WC's new Advisory Office. The Team kicked off in April from their offices at the Elgin Fruit Growers Business Park in Grabouw situated in the Overberg District. Mr Swart has already been an IA partner of ours for a period of nine years.

Mr Swart's professionalism, client care commitment, humour, and good old-fashioned values been welcome value-adds to us all.

More news will follow in the next edition of the Spirit Insider where we will be welcoming two new Merger Partners, Lisa Searle of LS Brokers who is an existing IA partner of ours for the past nine years, as well as Lisa Ridout of Plan4Ever CC. Excitement reigns supreme for the Region and we look forward to working with both our new MP's in the coming months.

Within the sales office we welcomed back our professional stalwart Jill Seale, who re-joined us full time. We hasten to add that Jill came back to us out of her well-deserved retirement and we believe she could not be happier. Jill has taken on the role as CRS for both Teams Feinberg and Loots. Jill continues to amaze us all and is a true inspiration.

When we focus on the positive growth we have achieved during the first half of 2022, Nett AUM was recorded at R 272 747 775 with upfronts amounting to R 319 031. The Teams are focussing hard on securing new PN members to come on board and we already see our figures soaring as we move into H2.

With the above said, it has been an extremely busy first half of 2022 for WC, and our hard work is most certainly paying off.

And finally, to the Team, your hard work, focus and dedication is paying off and our accomplishments as a group do not go unnoticed.

'Always remember, your focus determines your reality'.

A glorious day of golf at Erinvale

WARWICK WEALTH
The Investment Specialists

REGIONAL UPDATE: GAUTENG

As 2022 kicked off, Gauteng region has exceeded all expectations as well as forecasts. This was largely made possible by our exceptional professional network.

We are proud to share that we signed and opened two Advisory Offices, Epsilon Financial Planning Consultants, with Wealth Advisor - Leon Louw and Specialized Wealth Services, with Wealth Advisor

– WESSEL ROSSOUW

Our new Merger Partners have been strategically paired with our Gauteng Regional Teams: Colin Bernic and Sam Singer with Team Wood. David Beard and Ian Muller with Team Pellatt. Friedel Koch is being managed with Team Hitchcock, while Rob Vincer and Gregg Carr are partnered with Team Thom. Last, but certainly note least John Bland is teamed with Team Murray.

Our staff complement has been enriched with the following staff members:

Izelle Marais has joined as our new Assistant RAM, Pieter Crous as PNM, Sinead Farrell and David Gerrard as CRS's in team Pellatt. Tiaan Beukes has joined as CRS in team Thom and Brendan Murray as Wealth Planner. Welcome to all new team members!

Congratulations go to our captain, Deon Myburgh, who was made Director at the Chairman's party in January. In other good and deserving news, Mathew Pellatt was promoted to Senior Wealth Specialist.

Gauteng Senior Wealth Specialist Natalie Wood - Estate Presentation - San Sereno

Our Gauteng team had the privilege and pleasure of moving into a new office space in the Melrose Arch Precinct. Our new office is already home and is an amazing space to welcome our clients.

In the Lifestyle Network event space, Warwick Wealth contributed and was part of a golf day in Secunda, the Annual Fund Raiser at Meyers Park Bowling Club and a Wimbledon Tennis Day at Dainfern Tennis Club. We also conducted an Estate Presentation at San Sereno for members.

Our team spent a day at Old Town Italy restaurant making Gnocci for team building with lots of laughter, great food and wine.

Looking forward to the next six months, Gauteng Region will be completing the second half of the year with each team on a merger agreement and opening two Advisory offices.

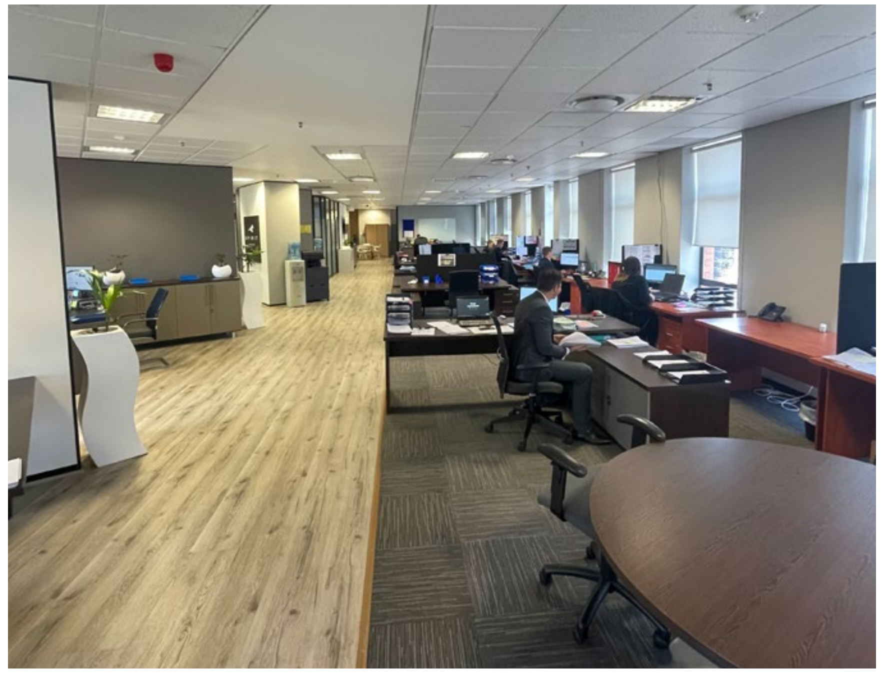
We look forward to the second stretch of the year and to finish our yearly race with an exceptional team. We are making waves and breaking our own records!

FOR OUR TEAM

"If everyone is moving forward together, then success takes care of itself"

– HENRY FORD

Gauteng Merger Partner - Ian Muller and Mathew Pellatt



Gauteng new offices

Gauteng Gregg Carr & Lisa Pires - Merger Partner Signing

REGIONAL UPDATE:
KWAZULU-NATAL

They say, 'failure and setbacks are ingredients for a great success story'. Who are they exactly? They are quite simply US – a team of individuals determined to move forward, rise-up and be reminded instead of being defined by our setbacks. We say, 'we didn't come this far to only come this far'!

Our performance in the first half of 2022 is a gross AUM of R50 772 671. Team Durban faced many challenges, most notably by untamed weather and internal disruptions. All things now having settled, we look forward to forging ahead in our usual style of undisputed teamwork, wit, and energy.

We take this opportunity to congratulate our Julian Stephen on his promotion from CRS to Wealth Planner in June. The transition has been seamless. With only a few weeks into his new role, Julian won over a tough client closing a R3.2m deal and received R10m in leads from his newly signed intermediary partner, Jerome Stevens. We are certainly excited to see what the future holds for Julian.

Team McMurtrie has found itself in unusual circumstances having to cope without a CRO or CRS. It takes the stuff only legends are made of to navigate both sales and administration in a fast paced and demanding daily schedule! The search continues to find that exceptional individual the team so requires.

We also take a moment to acknowledge the passing of our region's merger partner, Peter Constantine Morris who joined Warwick in 2009. Peter is sorely missed and will forever be remembered as a founding partner in establishing our merger footprint.

Without straying away from finding merger partners, we have however set our sights on activating several new intermediary members in the next half of the year and are geared towards achieving our NPN target.

With respect to our Lifestyle Network engagements, promotions, and sponsorships, we held the following in H1:

- HNWC, KZN SENIORS GOLF – Monthly Sponsored Events
- UMHLANGA Bowls Club
- UMHLALI Country Club
- ZIMBALI Country Club
- LE DOMAINE Bowls Club
- ALEXANDER MEMORIAL Bowls Club

At the helm of every Warwick KN workday, we have at heart the best interests of our clients. This continues to be the commitment seen, respected, and sincerely appreciated!

And finally, it can be said that resistance is a necessary element to growth as it forces one to catapult into a future position of strength and become refined as diamonds exposed to extreme pressure. Team KZN have endured this process. I assure you we are still in the merger focused arena, 'marred by dust and sweat and blood, striving valiantly' – *to paraphrase Teddy Roosevelt.*

KZN WS Stuart McMurtrie with Club Chairman Alex Cameron at the Annual Warwick Skins Tournament 2022

REGIONAL UPDATE:
EASTERN CAPE

The start of 2022 brought about significant, but exciting changes to the Warwick Office in the Eastern Cape.

Firstly, Gqeberha rolls off the tongue a little bit smoother than before! I took over the reigns from Cheslyn as Regional Manager and quickly realised what the position entails. An 'old' Warwick family member returned to the fold as a Wealth Specialist in Craig Holmes and then to cap it all, the branch found a new, modern home in the Waterfront Business Park as we said goodbye to 150 Cape Road.

In April we had our new office opening where we invited clients and our professional network partners. In this regard, I truly believe that the new office represents our vision as the top Private Wealth company in South Africa.

When staff relocate or leave it brings about some administrative, somewhat disruptive and time -consuming challenges. In this regard, all my staff should be commended for their efforts to make these transitions as smooth as possible. The smooth transition from four teams to two teams is indicative of their dedication and commitment to our clients and the branch.

Our performance to June as a branch was unfortunately very much like the markets – volatile! With client hand-overs now done, however, a renewed focus on the Professional Network and streamlined wealth teams our general performance trend is upwards.

Indeed, the focus on the Professional Network culminated in signing Albert Sweetnam as our first Advisory Partner with the collegial help of Deon 'Merger' Myburgh. I believe this is an important stepping stone to making the Eastern Cape a strong contributor to the greater Warwick Wealth business again.

Eastern Cape Regional Manager Rudi Oosthuizen signing Advisory Albert Sweetnam

Despite the greater focus on the Professional Network, we have continued to nurture our Lifestyle Network. In this regard, we hosted a number of bowls and golf events and recently co-sponsored the Jeffrey's Bay Angling club for their annual Rock and Surf competition. We continue to look for Lifestyle Network opportunities to increase our footprint in the Eastern Cape.

In honour of Nelson Mandela, we contributed our 67 minutes by painting and fixing facilities at our local Animal Welfare Society. This area will enable AWS to educate underprivileged children through their learnership program within the community. In supporting this, we were highly mindful of Madiba's injunction that, "Education is the most powerful weapon which you can use to change the world."

Eastern Cape Jeffrey's Bay Angling club event

In closing, I would like to thank my team for their efforts to make my job easier. Your commitment to the task at hand is always noted and greatly appreciated.

REGIONAL UPDATE: GARDEN ROUTE

With Covid continuously haunting and re-visiting our region at the start of the year, it was difficult to gain momentum, but despite this, onwards and upwards we went!

With local and global markets under pressure due to rising inflation, recession risks and the Russian invasion of Ukraine, our clients were understandably somewhat nervous and uncertain of their financial security. To provide the optimal client care, we have been calling them more than usual to assure them of our commitment and to give them comfort that we are doing our absolute best to keep their investments safe and secure.

Our teams

At the end of 2021, we welcomed Jennifer Rengecas to the Garden Route Team. 'Jenny', as most call her, has been in the industry since 1998 and brings with her 24 years of experience and is very passionate about what she does. Jenny found her ultimate passion in helping individuals plan for their retirement, their estate planning and assist with offshore and local investing.

As prices goes up and loadshedding increases, clients can become more reluctant to invest, and they sometimes tend to turn back to the banks. To allay these concerns, Anthony spent a lot of his time visiting clients, from Plettenberg Bay to George and Mossel Bay, reasoning and debating and trying to reassure them.

As always, Brett has been the rock of the Garden Route. His positivity and energetic approach to anything in life, inspires all of us. He dives in deep and works from dawn till dusk, to keep our clients happy and content and no client leaves our Warwick office without a smile.

Profesional network

This first half of the year we have been concentrating and working hard on building the Professional Network. We have been revisiting the professionals in the Garden Route with a slightly different approach where we focus more on relationship building. This approach is starting to pay off and a good transfer deal has been signed where a new Wealth Planner will be joining us in H2 and will be bringing over her own book.

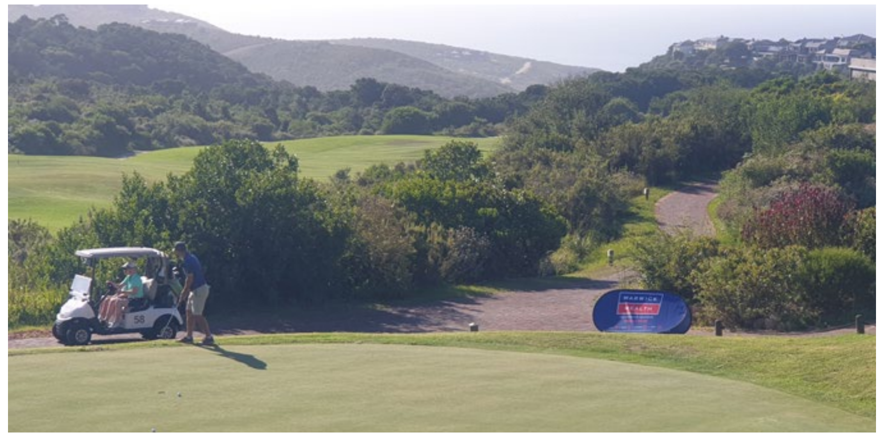
Lifestyle network

Despite focusing much of our time on the Professional Network, we have maintained our Lifestyle Network and held a great event at Pezula in February which was well received by locals and visitors alike. There were approximately 80 attendees, and the event ran the entire weekend. Brett played in the event, but of course, blamed his poor score on the weather…

Celebrations

We celebrated Brett's Birthday on the 11 January, which was soon followed by Colin, our Merger Partner on the 23 January.
In anniversaries of note, both Brett and Frezel celebrated their 5th year at Warwick on the 1 July.

As a branch, we look forward to the next six months of growth, client satisfaction and considerable progress in the beautiful Garden Route.



Garden Route Pegula golf club event

REGIONAL UPDATE: FREE STATE

"Do not despise the day of small beginnings" – A futurist

2022 started with a clear and precise plan of what we wanted to achieve and in reviewing the halfway mark, we have lots to celebrate!

Business highlights

We celebrate that after only 10 months since opening, the Bloemfontein branch was promoted to Region in July. In this regard, AUM submitted for the Bloemfontein Branch in H1 was just over R 51 million.

Mergers and Advisory deals

We are delighted to have signed our first Intermediary Agreement with Newtons Chartered Accountants in February.

Adding to the achievements, we signed our first Advisory Partner with Gert Combrinck from Gert Combrinck Makelaars, which commenced in June.

More good news is that our first Merger Partner was signed with Chris De Lange from CJ De Lange Makelaars and launches in July for Team van Zyl.

We also signed our biggest Advisory Partner with Capitaux Financial Services with a team of three advisors and an AUM of over R850 million that also starts in July.

Key events

Congratulations to Werner Scheepers (PND) who celebrated his birthday in February and Wiann van Zyl (RM) in May!

July was an eventful month, with Wiann and Loubé van Zyl who gave birth to another beautiful baby girl, Anna, and our Wealth Advisory Partner and PND, Werner Scheepers, who got engaged to Mariza Spangenberg.

On the Lifestyle Network front, Warwick Wealth sponsored two golf days at the Bloemfontein Golf Club.

We also sponsored a water hole at the Woodlands Hills Golf Day at the Schoeman Park Golf Club and entered a Warwick Team.

Shifting codes, we also sponsored three bowls events at the Bloemfontein Oud Studente Bowling Club.

For our Mandela Day initiative the branch employees and Capitaux Advisory Team contributed to assisting Tswellang Special School with the maintenance and painting of the school's playground equipment.

The Free State Team

So, to the rest of the Warwick team across the country, we say, "We might be starting small, but watch this space!"

Regional Manager Wiann van Zyl signing Merger Partner Chris de Lange

Regional Manager Wiann van Zyl signing Advisory Partner Gert Combrinck

SPIRIT

EDUCATION FOUNDATION

SPIRIT FOUNDATION

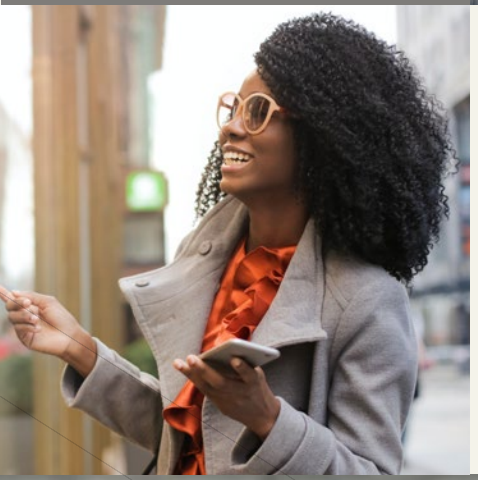
Spirit Foundation continues to develop as a leading nonprofit organization. Our reach into the education sector, community development and wildlife show our commitment to giving back.

The Spirit Education Foundation is growing in leaps and bounds. This year we have 123 scholars on scholarships at various schools. Through our mentorship programme each scholar receives a face-to-face and one-on-one visit in order to mentor, motivate and assist scholars reach their potential. The Spirit Education Foundation Feet4Fees annual youth day run was once again a roaring success. With entrants doubling, the team ran past 10 of the official partnership High Schools, starting at Pinelands High School and ending at the picturesque Cape Academy of Maths Science and Technology. The proceeds from the run are used to enrich the mentorship programme, providing necessary workshops and skills development sessions to ensure a more employable youth.

The annual Spirit Education Foundation Camp was hosted in June in the Tulbagh mountains at the foot of an incredible waterfall. The scholars were exposed to group problem-solving activities, marshmallows around a bonfire, sharing talents and lastly, a reflective hike that required true bravery and teamwork. The camp is always a highlight of the year and the family values of the organization are embedded in all our hearts.

The Spirit Community Foundation, together with our partners, have changed lives of those most in need. Partnering with the Jakes Gerwel Technical School, we have assisted 16 students as part of a driver's license programme this past quarter. Two students have passed and are now mobile within their communities. The job readiness programme facilitated by Bonnivale 418 has provided opportunity for 173 unemployed people to participate, of which 164 have gained employment. At LOFOB we have assisted 54 blind children and parents in a centre-based programme and 108 in a home-based independence development programme. Our partnership with the Upper Liesbeek River Garden has enabled two full-time staff members to maintain a crucial river resource within the Mother City. Our most recent community part-nership with HearInAfrica has enabled 89 people to access audiology screening of which 49 were identified with hearing loss, with SCF funding four new hearing aids.

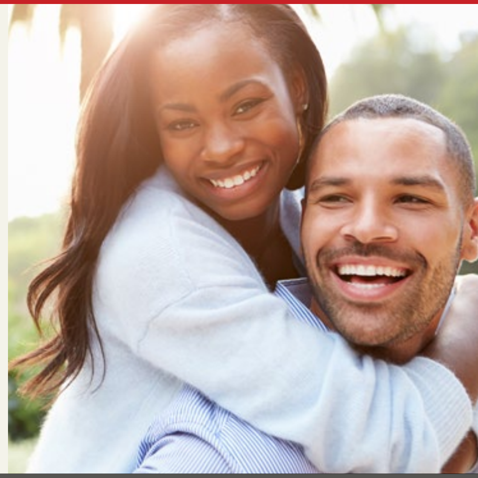
The Spirit Wildlife Foundation, in partnership with Care for Wild, has recently witnessed the birth by Olive of a new baby rhino. The SWF partnership ensures that 9 rhino and other species are cared for daily. More recently, SWF has welcomed two more amazing partnerships. The first is the Global White Lion Trust, championing the conservation and protection of the endangered white lion in their natural habitat in the Timbavati and Kruger regions. Our support ensures that Assegai "the shield of stars that protects Mother Earth" is able to roam freely in the endemic bushveld. Elephants Alive is our most recent partnership which has been studying and protecting southern Africa's elephants. Their research contributes toward ensuring the survival of elephants, their habitats and the harmonious coexistence between elephants and people. Five elephants (Intwandemela, Swazi, Trailblazer, Lotter and Summer) are supported by SWF.



SPIRIT

SPIRIT THE INSIDER

BACK TO HOME



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