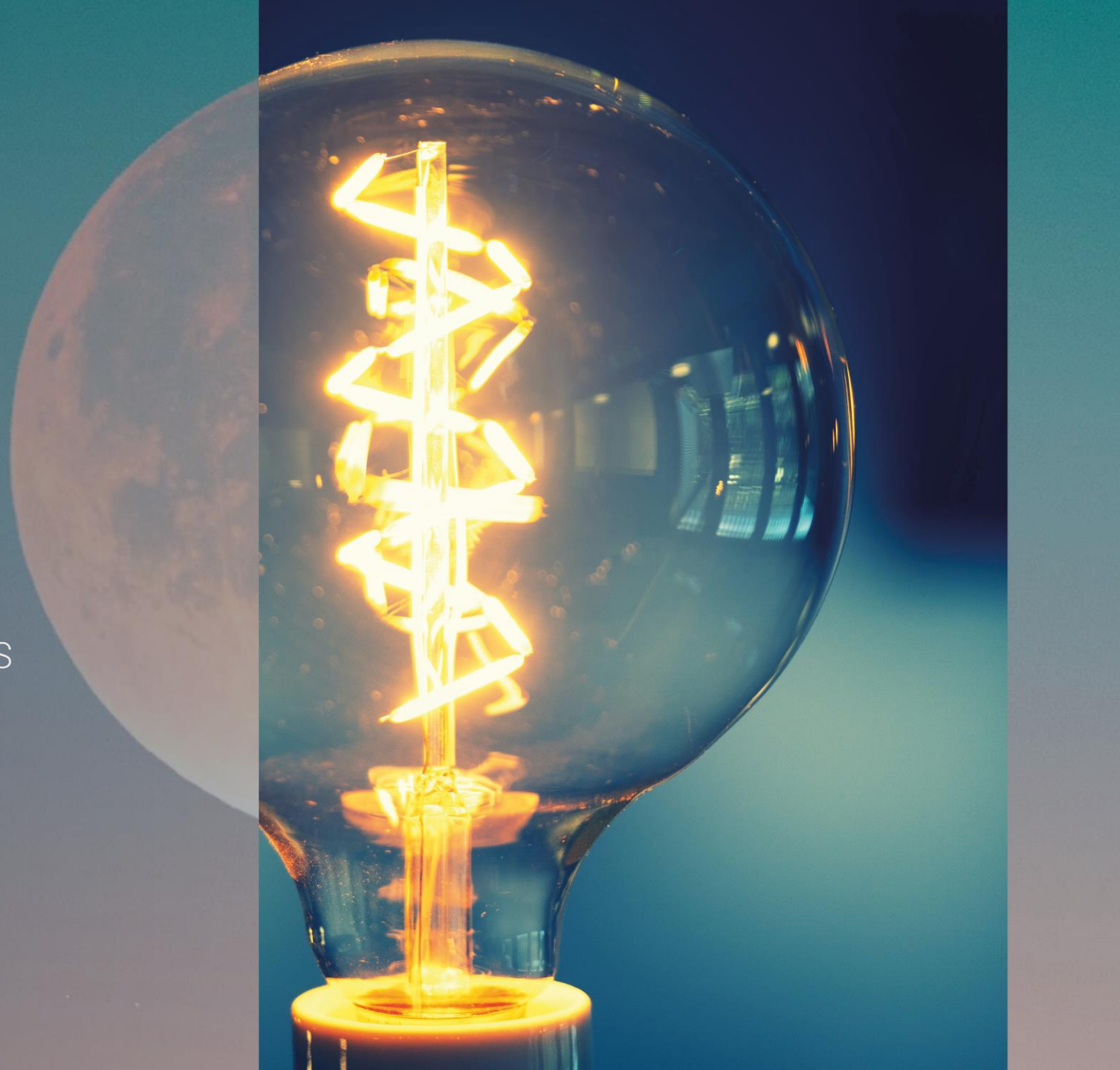




THINK INDEXING
CONVENTION 2022

EFFICIENT PORTFOLIO SOLUTIONS

CHRIS RULE, CFA, CAIA



Efficient portfolio solutions

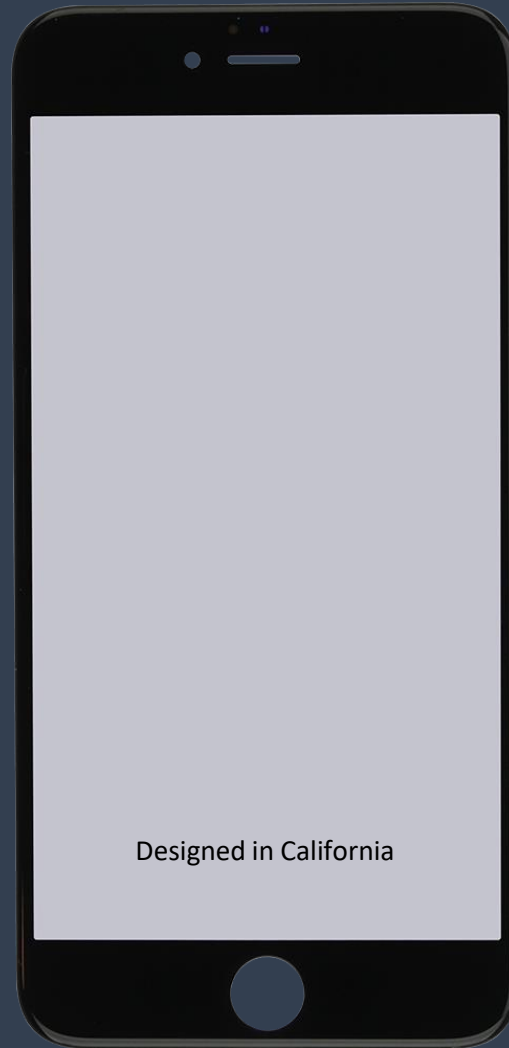


iPhone success

> 2 billion iPhones sold

One of the most valuable brands in the world

+/- 15% smart phone market share



+/- 49% of Apple revenue

USD 2.6 trn
Market Cap

Largest company globally

What's their edge ?

Know your client

Product and
innovation
strategy

Marketing and
branding

The execution

 LG Innotek

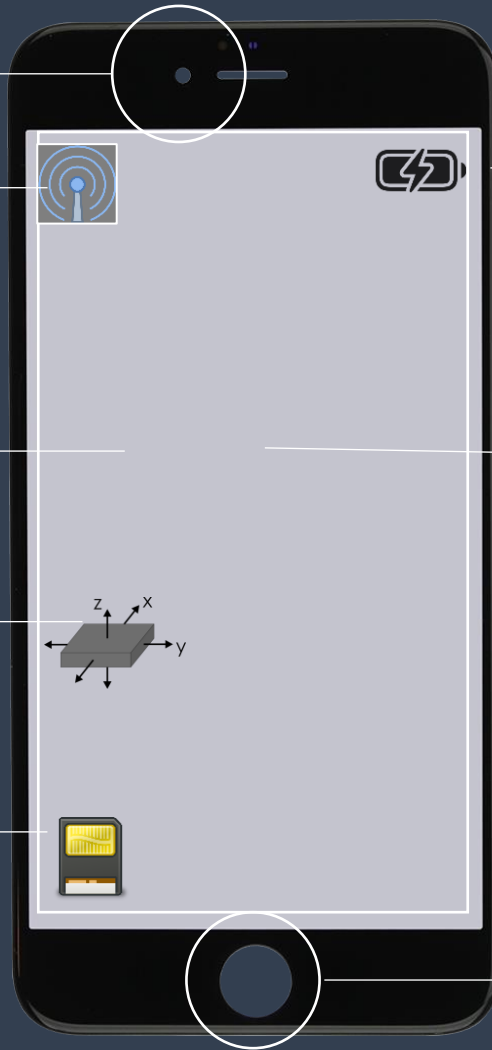


QUALCOMM
POWERED

 BROADCOM

 **BOSCH**
Invented for life

TOSHIBA
Leading Innovation >>>



SAMSUNG

SHARP



Designed by



Assembled by

FOXCONN

 **CORESHARES™**

Why outsource?

**Cost and
efficiency**

**Retain design
control**

**Focus on R&D,
branding and
marketing**

Efficient Portfolio Solutions

What are efficient potfolio solutions?

Simple building block

- Beta building block
- Different asset class exposure
- Available in all vehicles
- Low cost and efficient tracking

Turnkey solution

- Full solution
- Access to multiple building blocks
- Investment vehicle available
- Close collaboration



Why are portfolio solutions different ?

Relationship-led



Designed in collaboration with understanding of client objective

Leveraging of scale & capability



Leveraging sunk infrastructure in automated environment

Targeted solution



Build fit for purpose portfolios with specific client objective

What are portfolio solutions ?

Investment
Solution

Client-owned
design



Solution design/asset allocation



Asset class design and
implementation



Project management



Structure (CIS/ETF/Seg)



Additional



Case Study: BCI Select Enhanced Core Series

Custom built core

Asset allocation streamlined with inhouse view. Portfolios used as core allocation

Flexibility

Execute across various product types.
Specific asset class exposures outsourced

Unique end solution

Low touch fit-for-purpose end solution at cost competitive all in fees

Case Study: BCI Select Enhanced Core Series

Client driven asset allocation

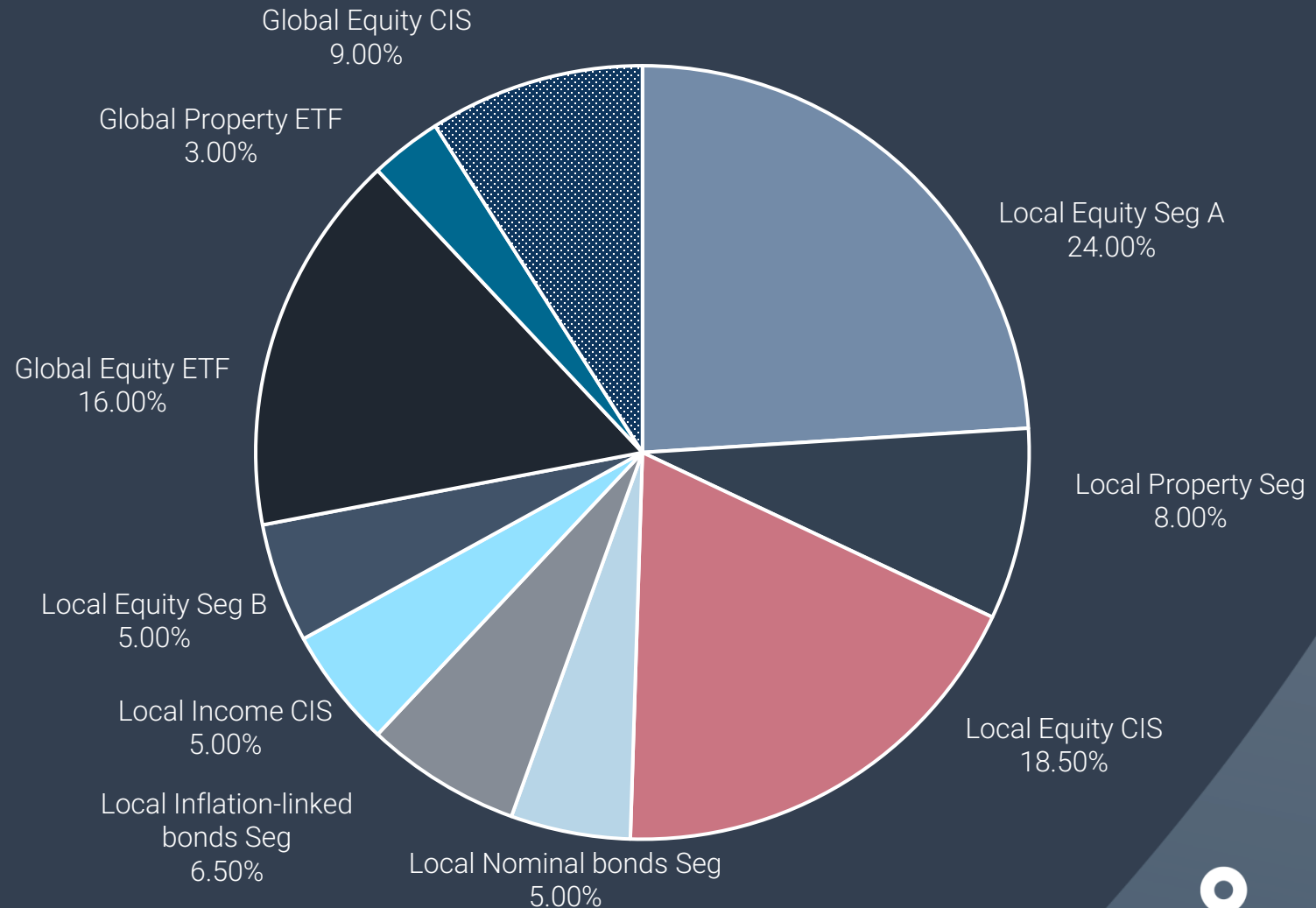
Project manage 100%

Listed and unlisted exposure

Client selected Man Co

Seg mandate = 48.5%

AuM ZAR 1.3bn



Case Study: OUT Series

Custom risk gearbox

Asset Allocation designed with advice outcomes across the risk return spectrum

Efficiency

Hyper efficient index of indices approach

“Turnkey” solution

Access to full infrastructure stack



Case Study: OUT Series

Client driven asset allocation
CS advisory capacity

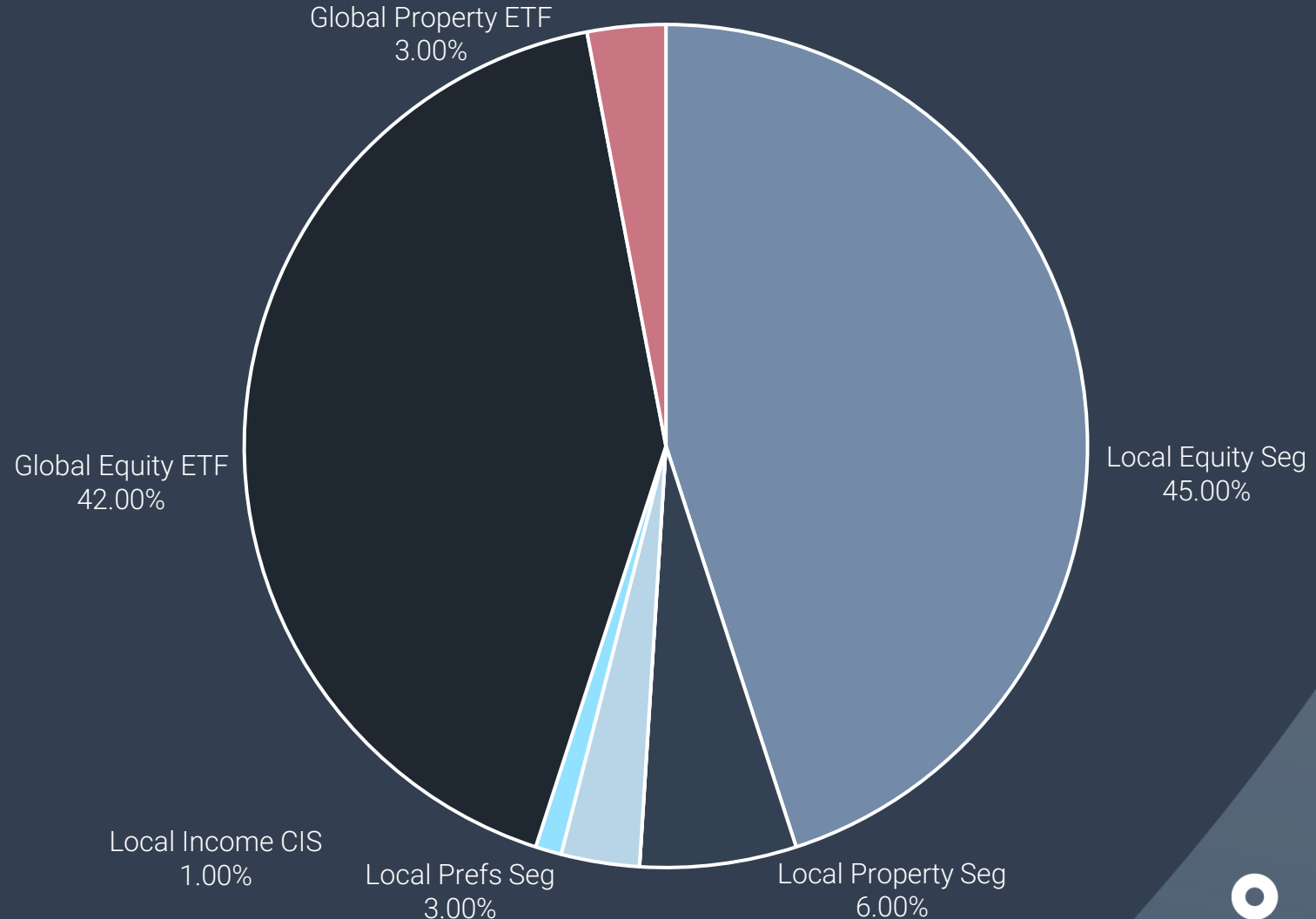
Project manage 100%

Access to man co

Performance and reporting

Multi seg approach

Aum ZAR 1.1bn



Case Study: Genera Capital Multi Asset

Custom design

Custom exposure designed in collaboration to meet specific requirements

Unique exposures

Exposure to broad spectrum of asset classes globally with inhouse asset allocation

Low-touch

Full project management outsourced

Case Study: Genera Capital Multi Asset

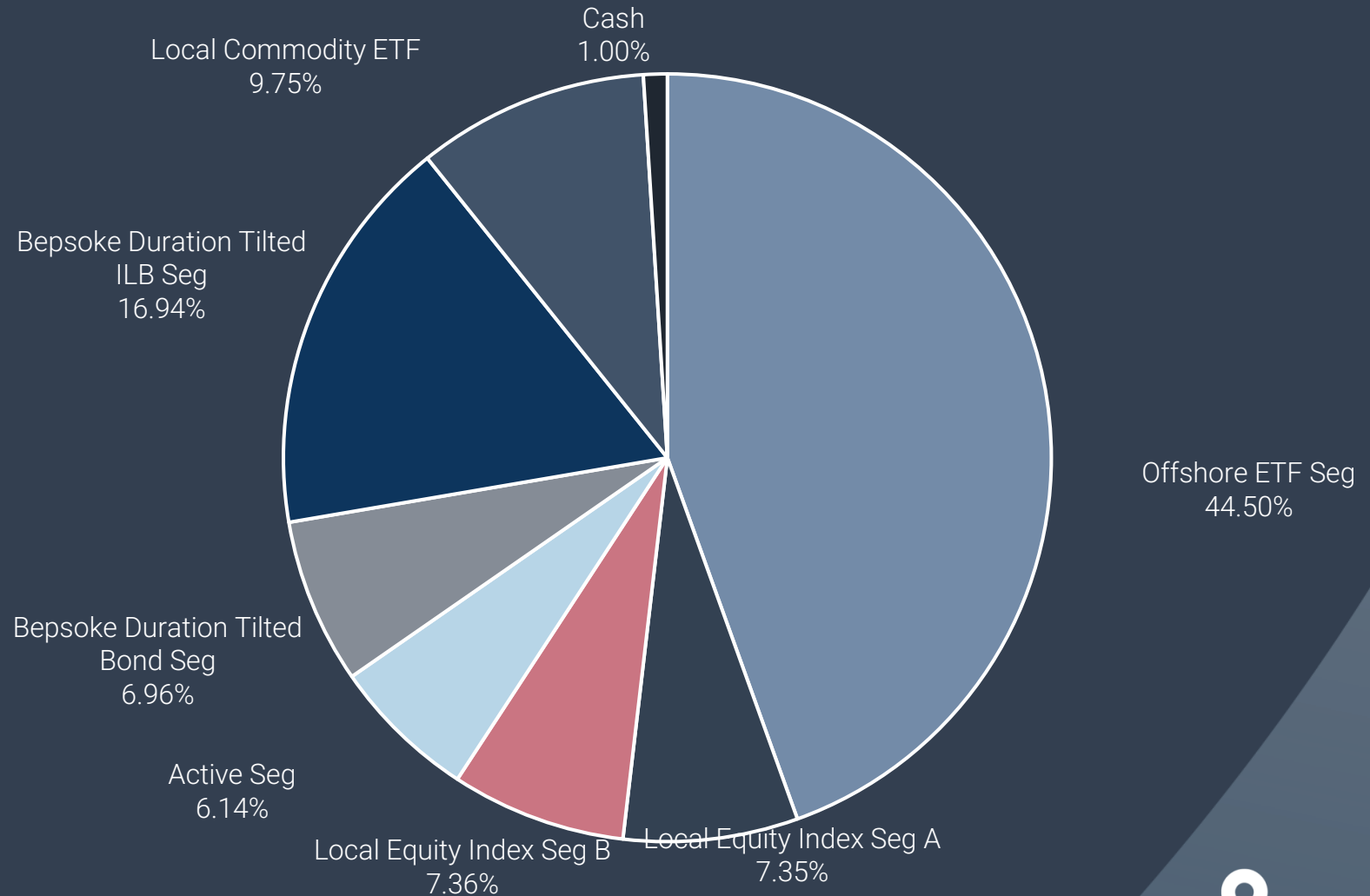
Client driven Asset Allocation

Project Manage 100%

Custom Index Design

Multi Seg Approach

AuM ZAR 365m



GENERA
CAPITAL

 **CORESHARES™**

Why us ?

Independent

Leading index
implementers

Partner ethos

Flexibility

Track record

DISCLAIMER

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