On Point.

Newsletter, Edition 3 - 2025

Merchant West Investments FSP 44508

Merchant West

Finance Invest Insure

Table of Contents

Note from the MD: Enhancing Payers & Growers

Daniel King

Dear Investor,

Fund amalgamations: Strengthening the Payers & Growers Strategy

Merchant West Investments' Payers & Growers (P&G) Funds have been designed to deliver a reliable and growing Rand-denominated income over time. To achieve the income objectives of these Funds, the P&G strategy typically entails a larger property sector exposure than its peers and limits the offshore weighting of the portfolio. However, self-imposed investment constraints can be a double-edged sword. For example, in periods where the Rand is weakening or when zero-income assets rally, the performance of the P&G strategy can be unfairly compared to less constrained strategies.

We have thus initiated a process to amalgamate the Merchant West SCI Managed Payers & Growers Fund into the Merchant West SCI Balanced Plus Fund, and the Merchant West SCI Stable Payers & Growers Fund into the Merchant West SCI Cautious Fund.

These changes are designed to preserve the best features of the P&G philosophy - a steady income with long term growth characteristics - while giving investors access to a broader investment universe. This proposal is about enhancing what works, not replacing it. The essence of Payers & Growers - reliable income, sensible risk management, and a focus on long-term value - remains at the core of the strategy. What changes is the depth and breadth of the resources supporting it.

We believe this amalgamation will thus strengthen the foundation of your investment, reduce risk, and improve return potential over time.

Why We Believe This Is the Right Move

The goal of this amalgamation is simple: to enhance the Payers & Growers strategy while removing constraints that may limit it from time to time. The Balanced Plus and Cautious Funds are structured to deliver the same dependable outcomes that have defined the P&G approach, but with enhanced flexibility and a renewed depth of management.

Therefore, we believe that by combining with the Balanced Plus and Cautious Funds, investors will benefit from:

- A stronger performance foundation: The amalgamated funds will have access to a wider investable universe, which allows for sound risk management and potentially improved expected returns. The enlarged mandate gives the team freedom to invest in global leaders across sectors, from technology to resources, enhancing growth and risk characteristics of the funds while remaining sensitive to the important role of income as a source of portfolio returns.
- A more diversified, multi-perspective investment process. The transition introduces a team-based investment process. This collaborative structure broadens the range of perspectives applied to portfolio construction.
- Targeting a reduced volatility and peer group tracking error: The new structures reduce exposure to domestic property and equity - areas of higher concentration in the P&G funds -and increases exposure to bonds and global equity. This positions the funds for a balanced risk-return profile across market cycles.

Why Now?

Market conditions currently present an ideal opportunity to reposition. Domestic property valuations have risen relative to long-term bond yields, while the Rand has approached a long-term fair value relative to its fundamentals, in our view. These dynamics support a more global, less constrained investment approach - one that the Balanced Plus and Cautious Funds are designed to capture.

Continuity and Care for Our Investors

We are committed to ensuring a seamless transition for all investors, entailing:

- No change in your investment management fee.
- A managed, moderate impact on income yield.
- Preservation of the P&G strategy's strengths. The combined funds will continue to reflect the Payers & Growers philosophy: dependable income and long-term growth through disciplined, diversified investing.

The Team Behind the Transition

Merchant West Investments has built a deep and diverse investment team - spanning income, property, value, and quality strategies. The integration of the P&G funds into our Balanced Plus and Cautious portfolios leverages this collective expertise to deliver consistent, high-quality outcomes for clients.
We thank you for your continued trust and support, and we look forward to discussing any questions you may have about the amalgamation process, which we expect to have completed by no later than Q3 2026.

Warm regards,

Daniel King
Managing Director

Letter from the Chief Investment officer

Holding your verve. The unspoken ingredient of success

Raymond Shapiro

"If you can keep your head when all about you.
Are losing theirs and blaming it on you,
If you can trust yourself when all men doubt you."

- Excerpt from "If—" by Rudyard Kipling (1910)

As we approach the end of 2025 one can only marvel at the many changes and curve balls markets and investors have had to digest this year. From Donald Trump's flip-flopping tariff tactics, to the excitement and panic of AI's potential to make or break fortunes, to the shaking chessboard of geopolitical relations, punctuated by an asymptotic rise in the gold price.

Manic market moves have not been in short supply this year. After falling 19% from February to April the S&P 500 Index staged a powerful recovery, posting a return of almost 18% for the year to October. Not too shabby. Strikingly, US markets have significantly lagged most other markets, with the MSCI World excluding the US returning 27% (total return, USD) year to date, the MSCI Emerging Markets rising 34%, and, drum roll, the JSE All Share producing an eye-popping 46% return in USD (34% in rand). More than half of the JSE All Share's return has been driven by extreme rallies in gold and platinum equities, with the JSE Precious Metals and Mining Index up 163% in rand this year. (South African economy-centric 'SA Inc.' stocks are up a meagre 8% in this year, by our calculations.)

While Trump's policy antics and behaviour are certainly out of the ordinary, deep drawdowns, sharp pullbacks, whipsawing returns and unpredictable short-term volatility are (unfortunately) nothing new to markets. Knowing and accepting this reality is a prerequisite to a successful investment journey.

Famed investor Peter Lynch remarked:

"In the stock market, the most important organ is the stomach. It's not the brain."

Holding one's nerve during bouts of inevitably frequent volatility is the secret sauce of successful investing. The unspoken ingredient of alpha. Easy to say, but rarely easy to do.

As the father of security analysis, Benjamin Graham, emphasised:

"The investor's chief problem – and even his worst enemy – is likely to be himself."

Controlling one's emotions is difficult, especially when money is involved. Preparing one's mind before challenging conditions arrive is key. Reflecting on past situations and the correct or incorrect actions that should (or should not) have been taken is helpful. Quantifying the resultant cost or benefit of an action is a deeply effective learning tool.

Let's look at a real-world scenario to illustrate.

During the COVID crash of 2020 the MSCI All Country World Index fell 34% in USD over less than a month. It recovered all its losses only five months later, finishing the year 14% higher (price only). The JSE All Share Index fell 36% over a similar period and took eight months to recover, ending the year 4% higher. How many people would have predicted these returns at the depths of the various lockdowns? None that I can recall.

Let's examine the cost of not holding your nerve during the COVID crisis. Assume you started 2020 with 100% of your portfolio in equities. You have a global portfolio, represented by the MSCI All Country World Index, and a South African portfolio, represented by the JSE All Share Index. With all the market chaos, lockdowns and doomsayers writing long missives you decide you need to reduce equity exposure before you lose more money. You 'prudently' de-risk by selling half your equities and putting the proceeds safely in cash. After all, what risk management strategy says buy more of what's going down?! Unfortunately, you are not an expert in market timing nor Nostradamus, so you do this switch at the bottom of the market. Write this off to bad luck. You review your portfolio at the end of 2020. The results are as follows. Your global portfolio is down 9% for 2020, despite the market being up 14%! You earned nothing on your offshore cash. You are a hefty 23% shy of the market return. To make matters worse your SA portfolio is down 15% for the year, in spite of the JSE being up 4% over the period. A depressing 19% differential. You feel sick and quickly look to rationalise this misfortune. Someone to blame. Fortunately, lots of people you know did this too. After all, a lot of other folks must have panicked for the market to lose one third of its value! This makes you feel a bit better.

Unfortunately, none of these coping mechanisms will help you recoup losses or forgone gains. Making short-term emotional decisions is a good way to erode a substantial portion of your wealth, quickly. Especially when you panic into 'safe' assets like cash or even bonds. It is very difficult (more like impossible) for these lower risk assets to make up the opportunity cost of missed gains.

This example emphasises the importance of objectively reviewing investment results, acknowledging mistakes and internalising lessons. The aim is to be technically and mentally prepared for the next bout of choppy weather.

In professional sport, mental preparation is well entrenched in training regimens. Approaches such as 'playing the game in your head' help acclimatise to pressure situations in advance, so the ball is not fumbled when it matters. In the field of investing, however, mental preparation is a neglected and often forgotten discipline. Of course, scenario planning is common in business and investing. This is not the same as mental preparation. I like to describe it as 'pre-thinking' what actions you are going to take (or not take) across a range of potential situations, changes or results – and committing to taking those actions. Saying to oneself – IF this happens, this is what we are going to do. This practice is more effectively implemented in a team environment where investments are openly interrogated and debated, than in an individual-centred structure. Having team members to help support, strategise and remind fosters discipline, accountability and implementation. At Merchant West Investments we strive to create such an environment, because we acknowledge that emotional control and mental preparation are difficult but critically important ingredients of success.

Let's face facts though – fear and greed sometimes do get the better of us all. So, what if you do crack and don't hold your nerve? What should you do? Here is my short and simple hack. First, admit you have cracked. Second, remind yourself there is no final for-all-time decision in investing. Third, give yourself permission to change your mind, to rectify a mistake at any time. Call this approach an emotional safety valve – or your slip fielder.

In closing, why do I bring this topic up now? We have had a period of strong markets, which we gladly accept. However, we should not complacently accept there will be no bumps in the road or temptations to panic. Let's mentally prepare for challenges now, in good return times, so we don't lose our nerve when the weather changes.

As we head into the final stretch of the year and beyond, at Merchant West Investments we remain anchored in our fundamental long-term process accompanied by honest post-mortems. We assess objectively and act intentionally, not reactively. We prepare rather than predict; challenge our own convictions and hold our nerve where the evidence – not our emotions – demands it.

Thank you for your continued partnership and trust.

Yours faithfully,

Raymond Shapiro
Chief Investment Officer

S&P Global in Times of Crisis: How Business Evolution Shaped Performance

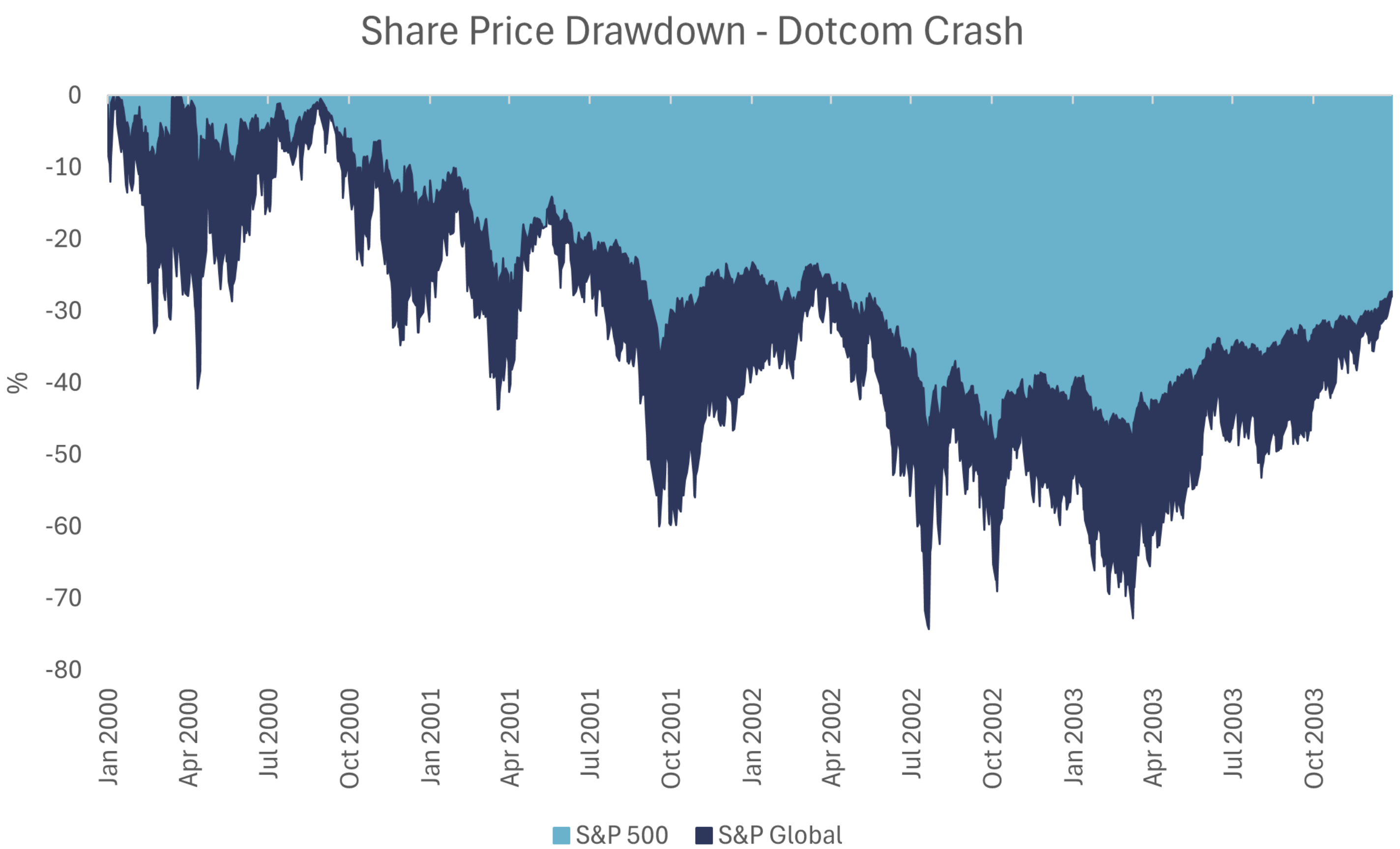
Bianca Lakha

S&P Global (SPGI) is recognised as one of the world's leading financial data and analytics providers, with a resilient business built on recurring revenues. But its performance across past crises reveals an important truth: resilience has not always been guaranteed. The company's business model has changed dramatically over the last two decades and so has the way its stock responds to downturns.

Looking at three periods - the early 2000s' Dotcom crash, the 2008 Global Financial Crisis, and the 2022 inflation shock - we see a clear pattern: SPGI's performance is inseparable from its corporate structure at the time.

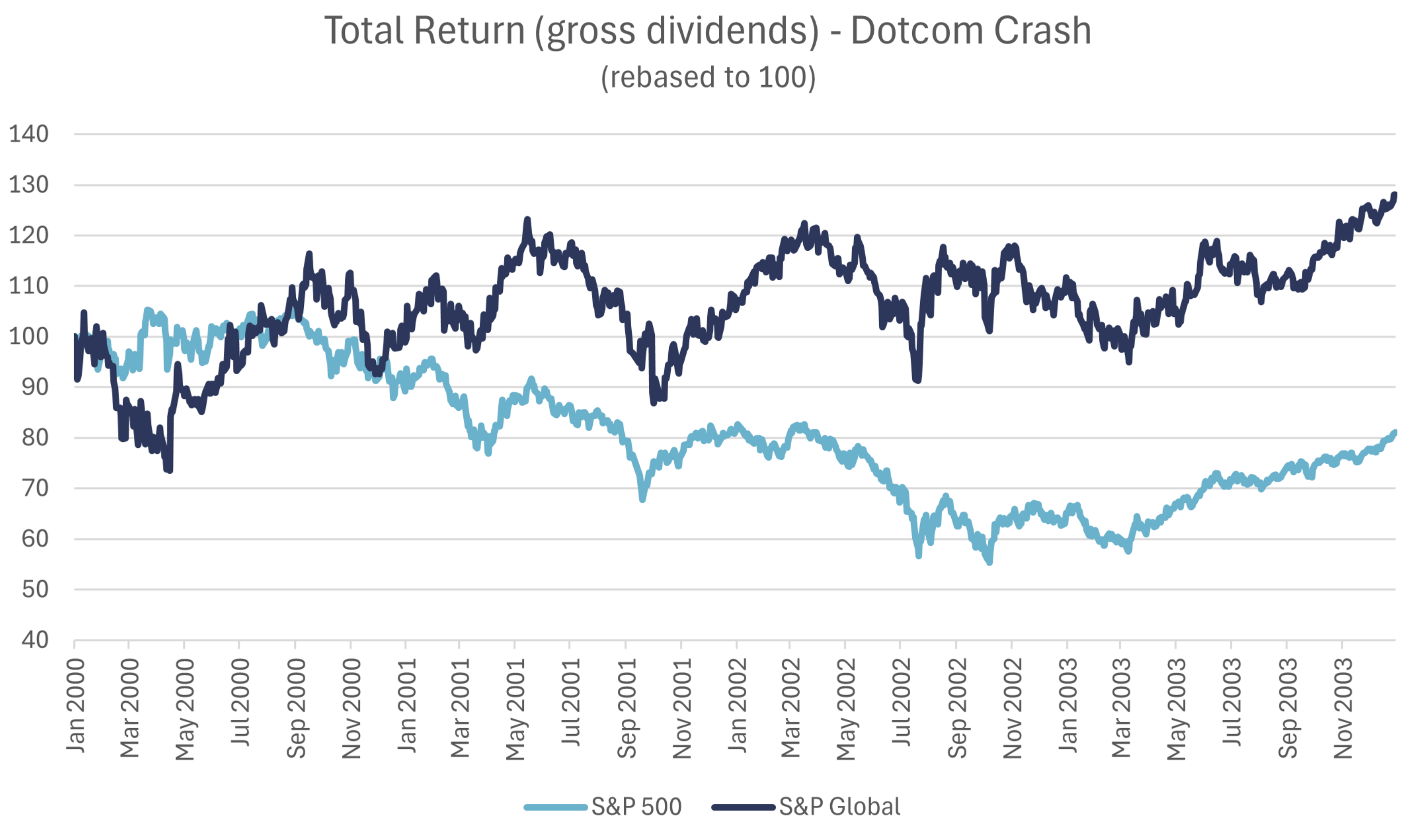
2001: Dot-Com Bust and Recession

The bursting of the tech bubble sent the S&P 500 into a steep decline, erasing nearly half of its value between 2000 and 2003.



Source: Bloomberg

Yet McGraw-Hill, SPGI's corporate parent at the time, held up remarkably well. The chart below shows that while the index trended downward, SPGI shares remained resilient and even staged an earlier recovery.



Source: Bloomberg

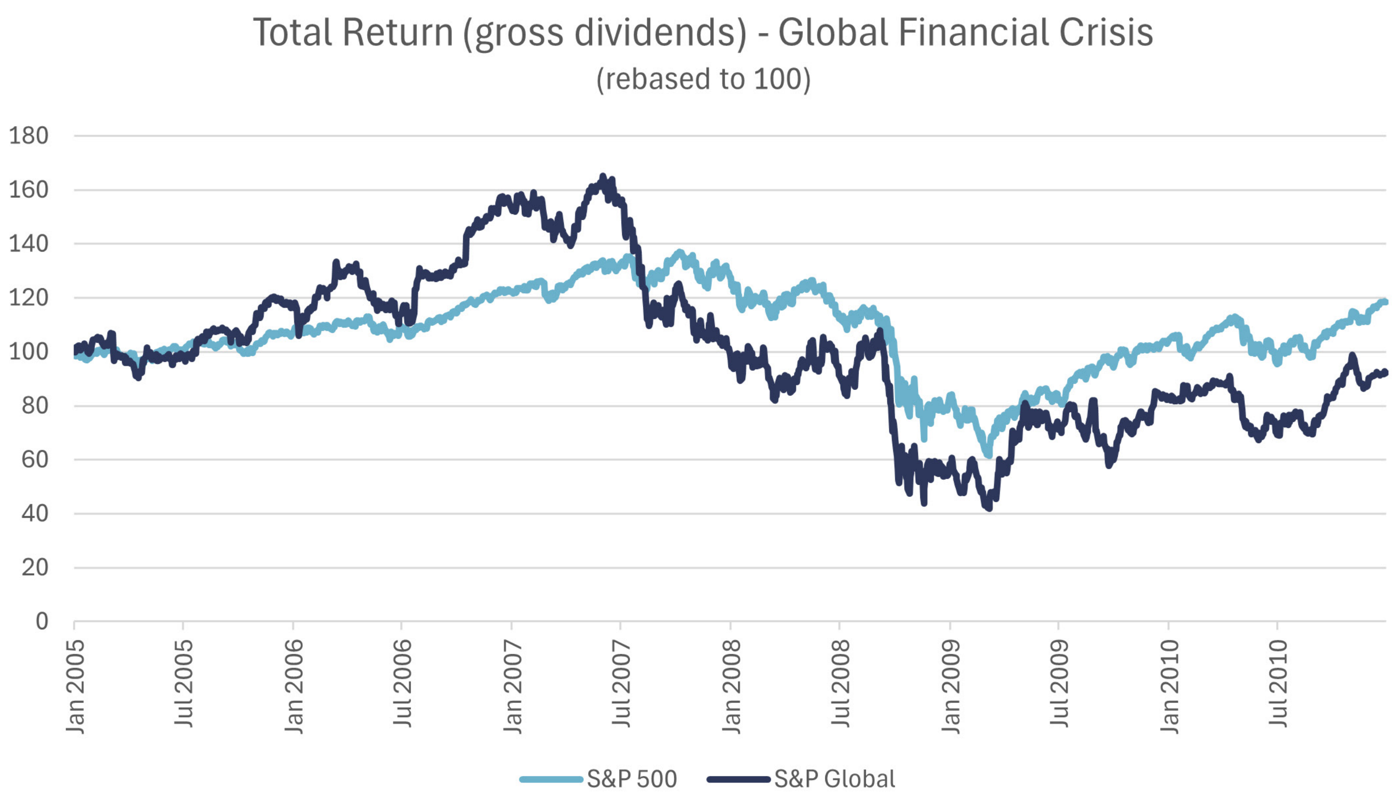
The reason lies in the company's diversified business model. In 2001, SPGI derived most of its revenue from educational material publishing, a relatively defensive, countercyclical business. Alongside this, Standard & Poor's financial services division (ratings, indices, and Platts) contributed steady demand as credit risk monitoring became more important during the slowdown. Together, these divisions provided stability at a time when market valuations collapsed.

This diversification meant that the publishing division within the business acted as a safe harbour. It demonstrates that SPGI's resilience in 2001 was less about markets and more about the ballast of its education segment.

2008: Global Financial Crisis

The stability of 2001 did not carry into 2008. By the time of the financial crisis, SPGI had shifted its focus: financial services represented a far greater share of the company's revenue, while education publishing was losing ground. This change made the company more sensitive to credit cycles.

When structured finance collapsed, S&P Ratings was at the centre of the storm. Not only did issuance volumes evaporate, but the credibility of ratings agencies came under direct fire. Investors punished the stock accordingly: SPGI underperformed the broader S&P 500, falling even more sharply and recovering more slowly.

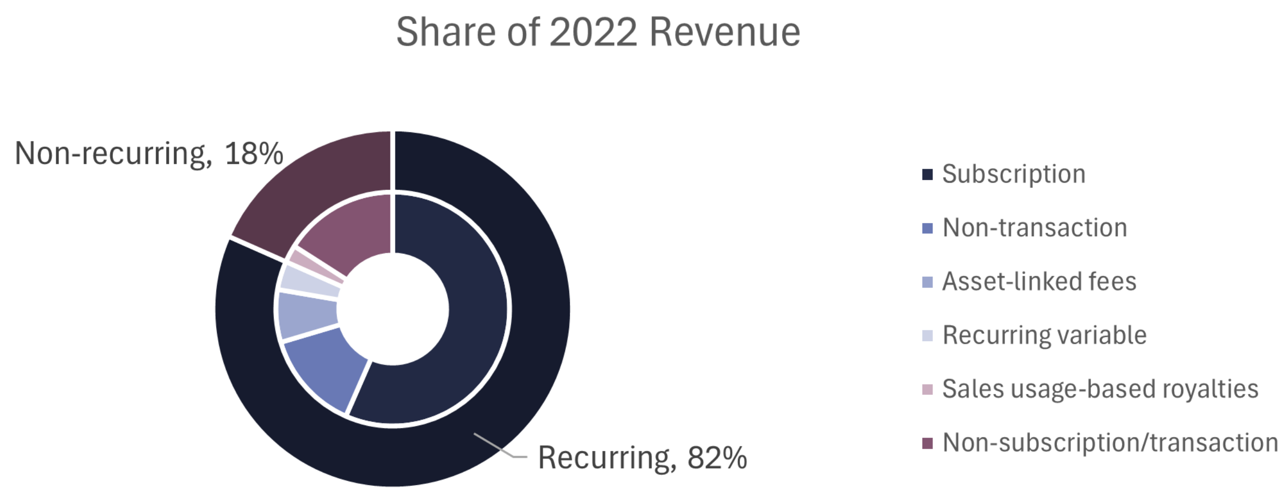


Source: Bloomberg

In short, the business mix that once provided resilience in 2001 had become a source of vulnerability in 2008. Exposure to credit ratings, the very epicentre of the crisis, amplified losses beyond the broader market.

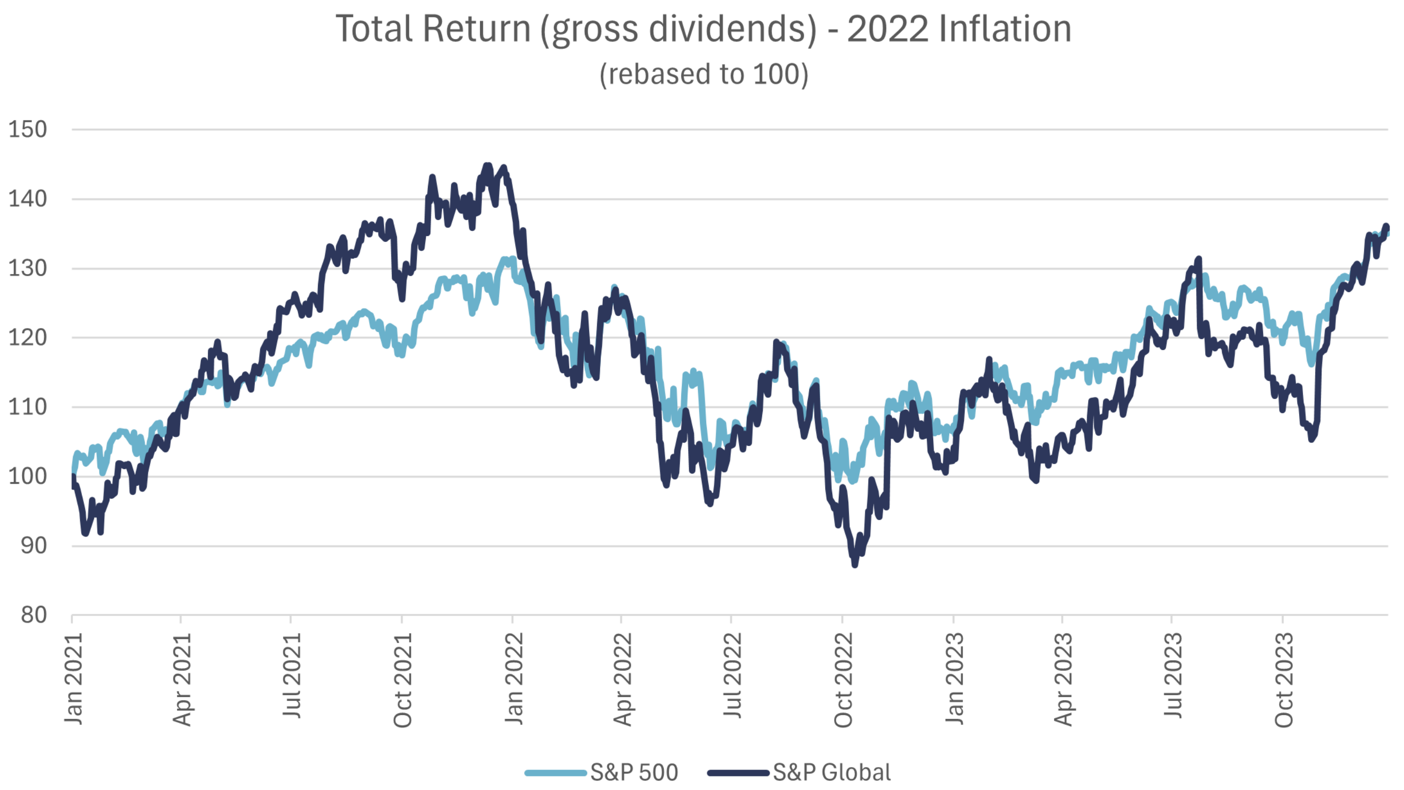
2022: Inflation Shock and Rate Tightening

By 2022, the company had transformed once again. McGraw-Hill Education had been sold in 2012, and in 2016 the firm rebranded as S&P Global, a pure-play financial information provider. The $44 billion merger with IHS Markit in 2022 added vast subscription-driven businesses in ESG, supply chain intelligence, and market analytics. By this point, roughly 82% of revenue was recurring.



Source: S&P Global 2024 Annual Report

This new structure shaped how SPGI moved through the inflation shock of 2022. The company tracked the S&P 500 closely: both fell about 20–25% during the year as inflation and rising interest rates compressed valuations. For SPGI, weaker debt issuance hurt Ratings, and declining assets under management reduced Index-linked revenues. But recurring revenues from Market Intelligence, Platts, and IHS Markit provided a cushion that prevented the deeper underperformance seen in 2008.



Source: Bloomberg

SPGI now behaved more like a high-quality market proxy - sensitive to macro pressures, but no longer structurally exposed to a single segment.

Structure Defines Resilience

Across these three crises, SPGI's story is more about its business mix than it is about markets:

- 2001 - As a diversified conglomerate, with education publishing anchoring the portfolio, SPGI outperformed the S&P 500.
- 2008 - With financial services dominant and ratings at the centre of the crisis, the company underperformed sharply.
- 2022 - As a pure-play financial data firm with diversified recurring revenues, SPGI moved in line with the market.

This trajectory shows that SPGI's resilience depends on where the stress falls. If the crisis targets credit directly, as in 2008, SPGI can underperform. But in broad stagflationary environments like 2022, its subscription-heavy model provides ballast, keeping it closer to the market.

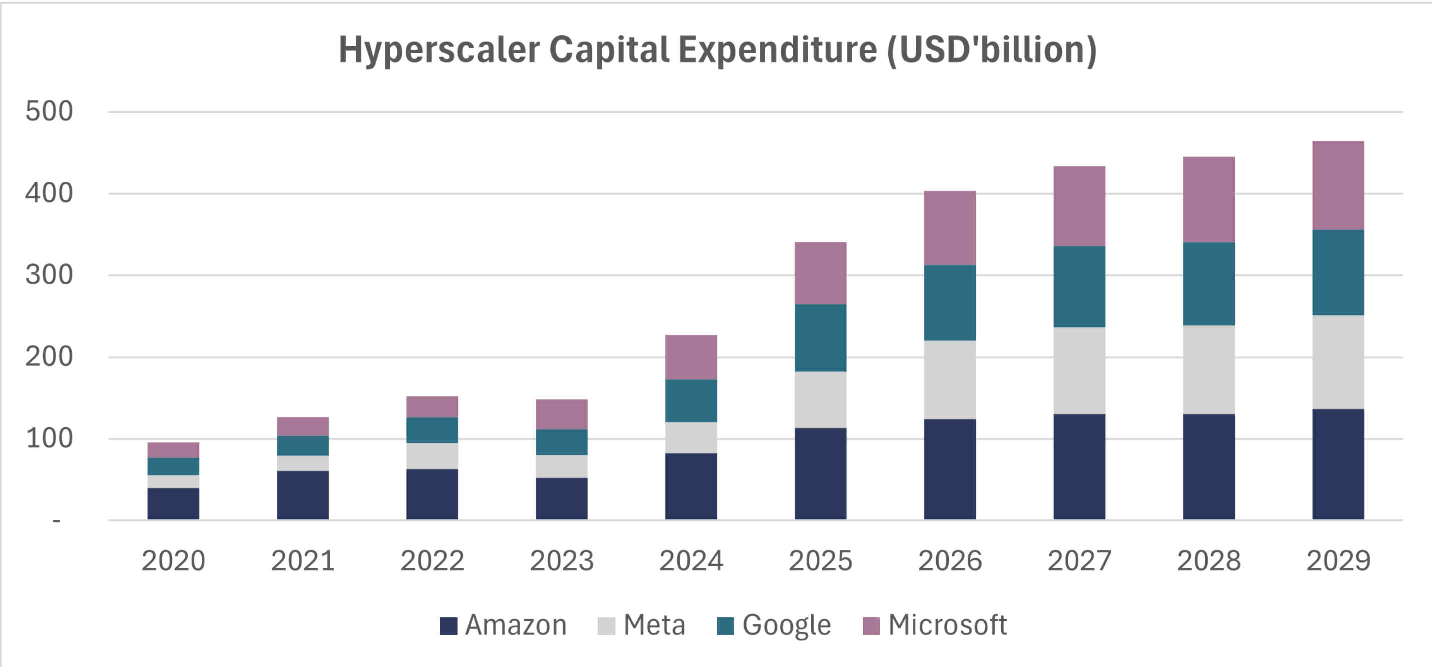
History suggests that in a future stagflation scenario, SPGI will likely remain vulnerable to valuation pressures and cyclical issuance trends, but its diversification into analytics, data, and recurring revenues, strengthened by the acquisition of IHS Markit, should ensure it is more resilient than during the last credit-driven crisis.

Bianca Lakha

The capex carnival and accounting reshuffle

Joshua Viljoen

Artificial intelligence (AI) has been a key investment theme in 2025. The hyperscalers that were once asset-light compounders have shifted to capital-intensive infrastructure owners committing hundreds of billions of dollars collectively to graphics processing units (GPUs), memory and energy infrastructure as an entry ticket to the AI arms race. Amazon, Meta, Google and Microsoft alone are forecast to spend in excess of 400 billion dollars in 2026.



Source: Bloomberg, company data and Merchant West Investments

Depreciation monkey business

What the market doesn't seem to have acknowledged is how this AI capital spend has conveniently coincided with notable changes in accounting estimates. In almost perfect unison the hyperscalers have increased the useful lives of the servers and network equipment. These changes can be summarised as follows:

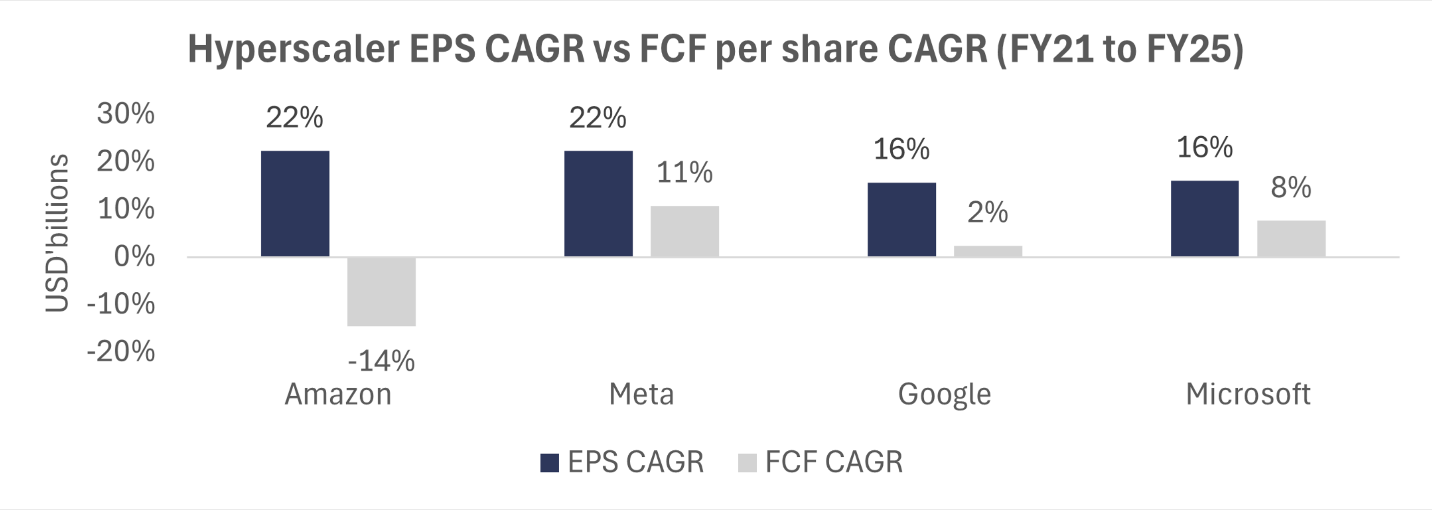
- Amazon: server useful lives increased from three years in 2020 to six years in 2024
- Alphabet: server useful lives increased from three years in 2020 to six years in 2024
- Microsoft: computer equipment useful lives increased from two to four years in 2022 to two to six years in 2025
- Meta: server and network asset useful lives increased from four years in 2021 to five and a half years in 2025

What are the investment implications?

How does this change in accounting estimate impact the financials of these companies? Mechanically the impact is straight forward. Extending the useful life of these assets lowers the annual depreciation expense of the company by spreading it over a longer period and thus boosting the earnings. For example, an asset with a value of $60 depreciated over three years will attract an annual expense of $20. Extending the useful life of the asset from three year to six years lowers the annual depreciation charge to $10, increasing earnings by $10 annually, without changing cash economics.

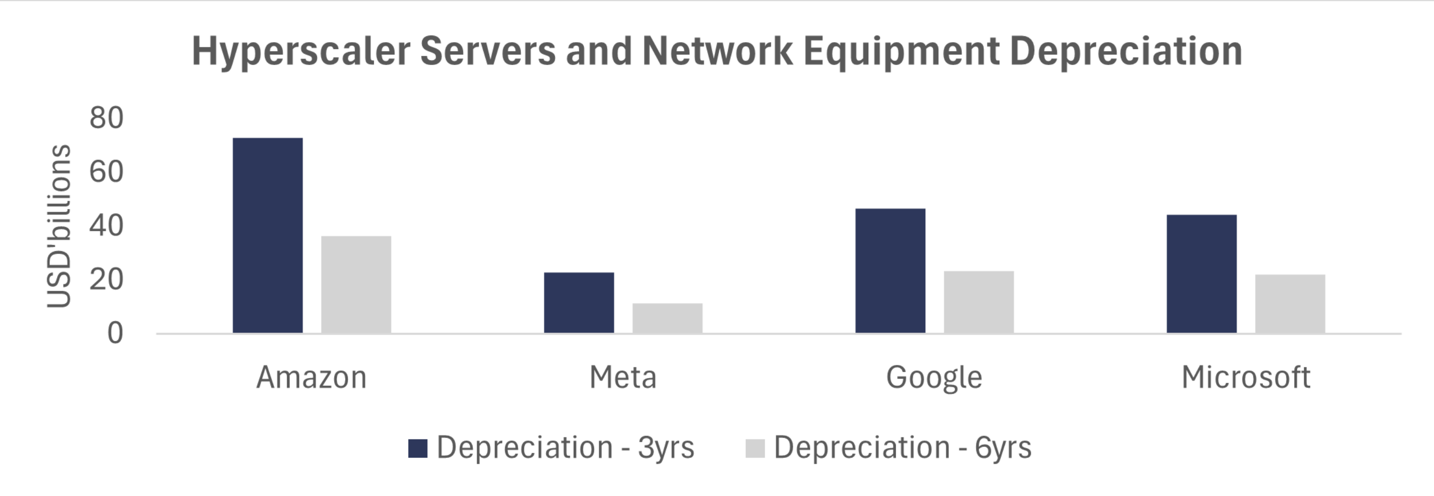
Cash flows tell the harder truth

While depreciation charges can be manipulated by extending asset useful lives, cash flows cannot be restated by accounting policy changes. While depreciation has been reduced, cash capex for GPUs, memory and power infrastructure remains immediate. This has contributed to a divergence between earnings per share (EPS) growth and free cash flow (FCF) per share growth across hyperscalers over the past four years.



Source: Bloomberg, company data and Merchant West Investments

Entities with the largest installed base of servers and networking equipment see the greatest sensitivity to useful-life assumptions, with Amazon most exposed on our estimates, as shown below. The delta between three-year and six-year asset lives is material to earnings quality.

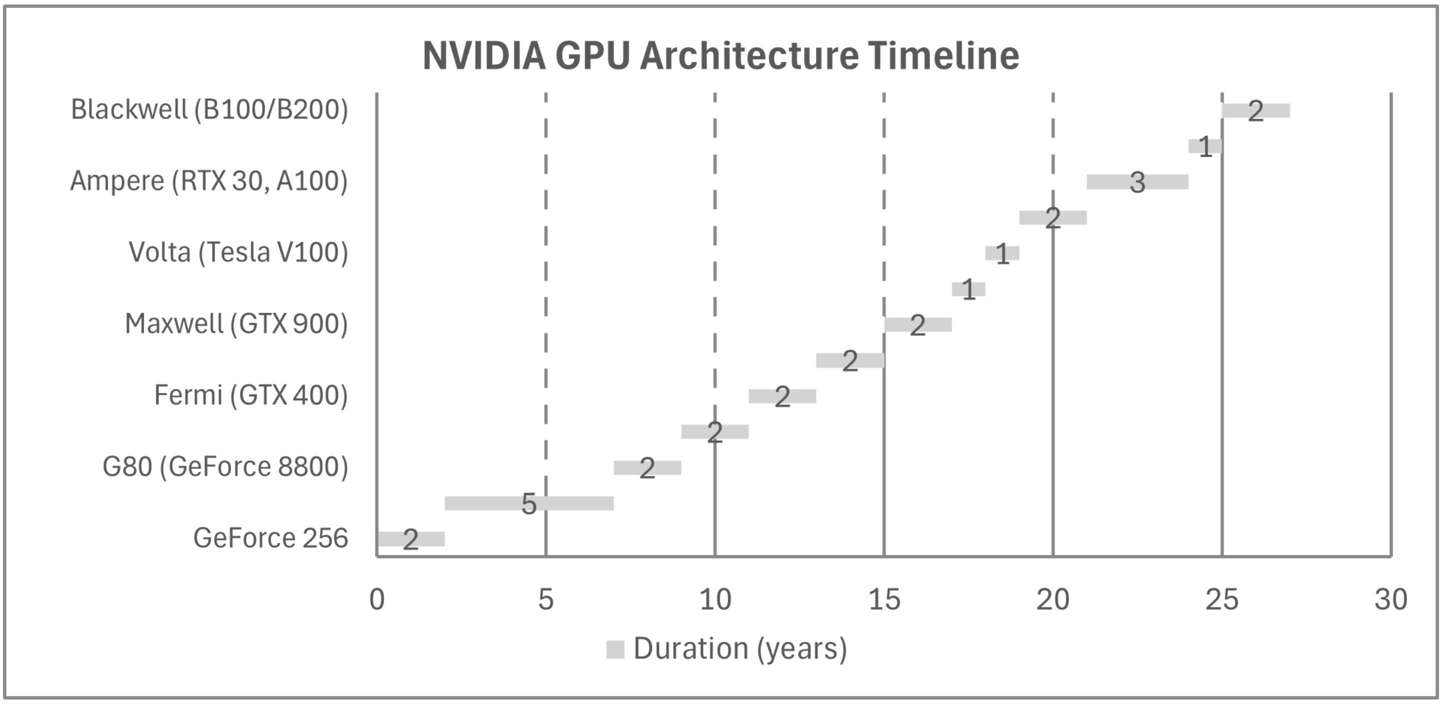


Source: Bloomberg, company data and Merchant West Investments

Physical vs technological obsolescence

Do the extended useful-life assumptions reflect underlying economics, or are they an accounting lever to enhance reported earnings? It is important to differentiate between physical obsolescence and technological obsolescence. The hyperscalers have justified longer useful lives based on increased efficiencies gained in how they operate their server and network equipment. Amazon stated in their June 2024 quarterly earnings report that "The longer useful lives are due to continuous improvements in our hardware, software, and data center designs".

Despite this compelling narrative of improved operational efficiencies, these justifications seem at odds with the current AI hardware landscape where the pace of technological innovation in GPU architecture has only been accelerating. Evidence that these longer useful lives may be at odds with reality are already coming to roost with Amazon stating in their June 2025 earnings report that they have scaled back the useful lives for a subset of their servers and networking equipment from six to five years due to "the increased pace of technological development, particularly in the area of artificial intelligence and machine learning". Nvidia have been operating on an average two-year release cycle between product generations, further evidencing the faster than accounted for pace of technological innovation in AI hardware.



Source: MindOnMap, Merchant West Investments

The performance improvement, between generations of GPUs, has been so vast that these tech companies need to invest in the latest architecture to remain competitive. Thus, economic obsolescence of AI hardware appears to occur long before physical deterioration.

Our funds remain positioned toward companies that are monetising AI by enhancing their core products and services, rather than those whose business models rely on selling AI tools or cloud computing capacity as standalone offerings. We prioritise businesses where AI investment deepens moats, expands usage and pricing power, and converts swiftly into durable revenue and free cash flow. The hurdle is explicit: incremental return on invested capital, adjusted for a normalised depreciation charge, must exceed incremental AI capital spend. Companies that meet this test can compound through cycles without masking economics behind accounting changes.

Joshua Viljoen

On safe havens: It's gold and bonds, right?

Ansonette Neethling

That is often the first thought when investors ask: what will protect my capital during a market downturn? To really answer that, we first need to understand what a safe-haven asset is. The key lies in correlation – how one asset moves in relation to another. Any asset that is imperfectly correlated to another asset, or a portfolio, offers diversification benefits as this reduces the overall risk of the portfolio. Diversifiers do not have the exact same reaction to changing market conditions as the rest of the portfolio. The extent to which this reaction is different, is illustrated in the correlation (ranging from -1 to just below +1).

When perfect negative correlation (-1) exists, this asset is defined as a portfolio hedge. Its reaction to changing conditions is exactly the opposite of the rest of the portfolio. A good example of a hedge is an offsetting futures contract to an existing exposure within a portfolio.

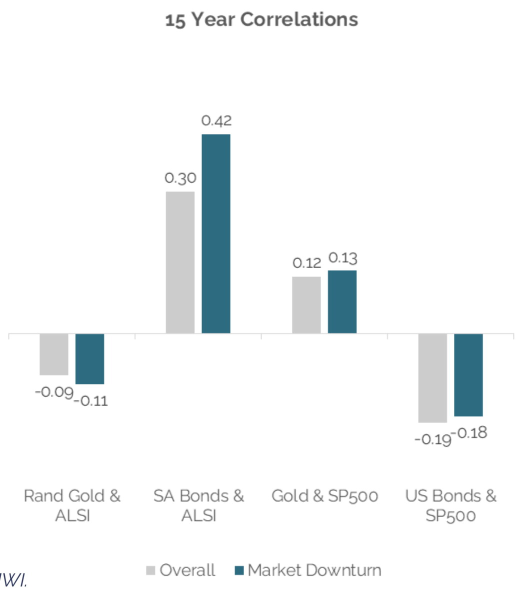
Finally, a safe haven is an asset that is uncorrelated or negatively correlated to a portfolio. But very specifically: during times of market downturn. This means that the overall correlation of the asset can be close to zero, or even positive. Simply put, we are looking for assets that do not fall when the rest of the market does, or even move in the opposite direction when market conditions change.

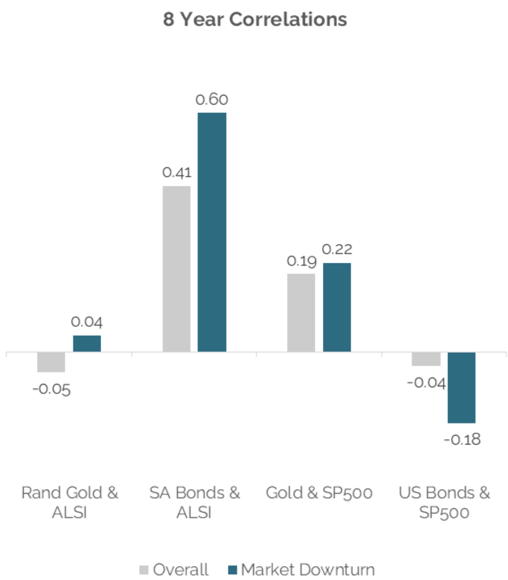
Where hedges and diversifiers are included in portfolios to protect investors from normal risks, safe havens protect investors from market decay.

Analysing traditional safe havens

Gold and bonds have long been a famous flight to safety when there is uncertainty or downturn in the market. However, there are lessons to be learned from how the respective assets behaved historically.

First, when measuring whether an asset is a potential safe haven, the correlation of the asset to the portfolio does not necessarily have to be equal to zero or negative under normal market conditions. Hence, the focus lies on the correlation when the market is in downturn (darker shaded bars). The graphs below clearly illustrate that correlations can change when there is uncertainty in the market. Asset correlations often increase during times of market downturn as there is risk spill-over in the macro factors causing the downturn. Therefore, diversification often fails when investors need it most. Assets generally perceived as safe havens can be deceiving when simply measuring the overall correlations.





Source: Bloomberg, MWI.

Second, it depends on the broader market. In the United States, measuring correlations to the S&P 500 Index, bonds appear to be a good safe haven and gold does not. US Bonds have long been a trusted flight to safety for both local and foreign investors, hence the negative correlation to equity. The recent political sentiment and weakening of the US dollar might threaten this. It would be interesting to closely monitor shorter-term correlations. The low positive correlation between gold and the S&P 500 Index emphasises that although gold is a good store of value, there are some overlapping macro factors that might indicate it is not the best safe haven.

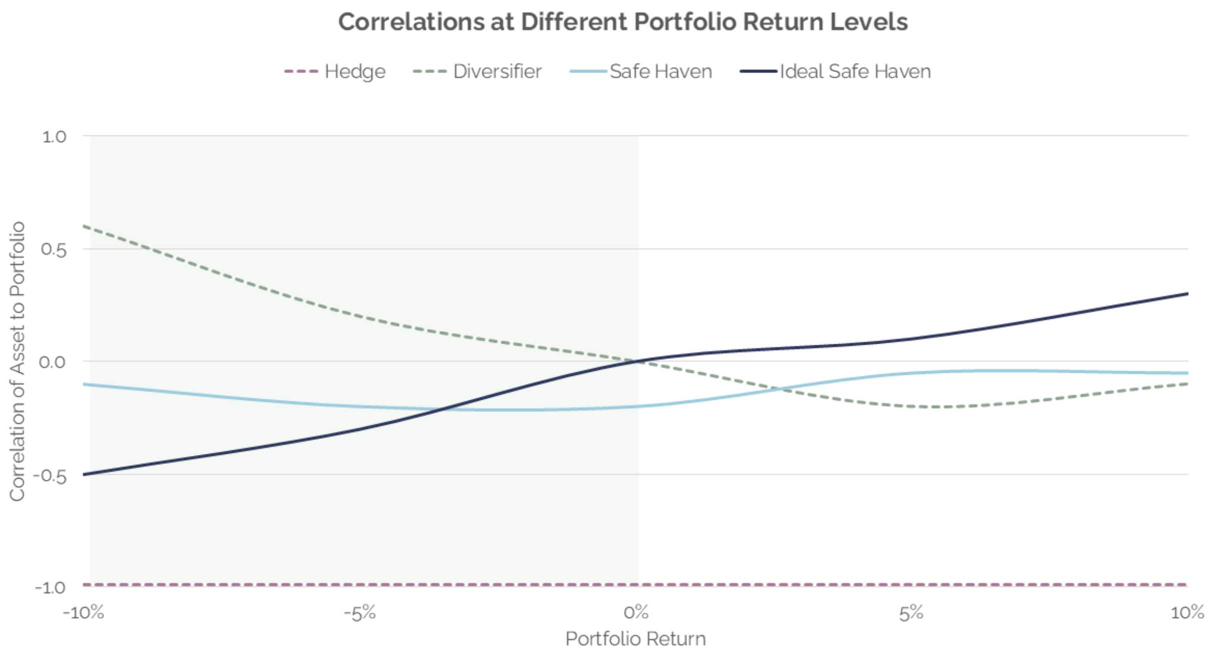
In South Africa, bonds in fact prove not be a safe haven when correlated to the JSE All Share Index. The traditional belief that gold is a safe haven holds. Although bonds generally do exhibit negative correlations to equity, in an emerging market like South Africa, that is often not the case. There is enhanced risk spill over between the asset classes from a foreign investment point of view. When there is negative sentiment around South Africa, it is risk-off for the entire country, not necessarily just one asset class. Gold is interesting. The negative correlation in South Africa is a benefit of exchange rates, more so than the actual correlation to the dollar gold price. The JSE All Share Index has significant exposure to gold miners. The true correlation between the Index and gold spot measured in US dollars is very significant but it can act as a safe haven for local investors as we enjoy the benefit of purchasing gold in rand.

That said, the effectiveness of a safe-haven asset depends on the unique portfolio that an investor is trying to protect. The JSE All Share Index is very broad. A local investor's portfolio might have very high exposure to miners, potentially eroding the low correlation to gold spot. In a portfolio with high exposure to foreign equities, local bonds might act as a good safe haven. A portfolio that is only exposed to traditional asset classes might benefit from adding digital assets. This is a key point: a safe haven does not have to be a risk-free asset. It needs to be an asset with different risk exposures to that of the portfolio it aims to protect. One needs to think beyond the asset and evaluate what the macro factors are that drive the price movements of the assets in a portfolio.

Lastly, safe havens can change over time. Measuring the correlations between asset pairs over different periods (fifteen and eight years in the graphs above) illustrate how dynamic assets and indices are. Correlations are not static. Market conditions change, new assets become available to investors, and the constituents of the index or portfolio can change. When an investor's portfolio changes, it is important to evaluate whether the existing safe havens within that portfolio will continue to protect capital during times of market distress.

Identifying a safe-haven asset in a portfolio

A practical way of evaluating potential safe havens for a unique portfolio, is to measure the correlation of the asset of interest to the rest of the portfolio. This indicates how the return of the asset moves with the return of the overall portfolio. In doing this, investors can identify the role of a specific asset in a portfolio. Demonstrating this with a hypothetical example, the pink dotted line on the chart below illustrates a hedge. The correlation of the asset to the portfolio is equal to -1, regardless of the return of the portfolio. An asset like this will perfectly offset the exposures of the portfolio. The green dotted line can be deceiving – the overall correlation might just be close to zero, or even negative. Analysing the correlation at different levels of return highlights an important phenomenon: correlations often increase when the market (or the rest of the portfolio in this case) goes down. This hypothetical asset will not protect capital during a downturn and is, therefore, simply classified as a *diversifier.*



Source: MWI.

A *safe haven* is illustrated by the light blue line. This asset exhibits a low-negative correlation to the portfolio at all levels of return. However, the correlation when the portfolio return is positive does not matter. The shaded area on the graph emphasis that when identifying a safe-haven asset, we only need to concern ourselves with periods of negative return as safe havens are needed when investors are mostly concerned about avoiding losses in a downturn. The darker blue line is what I like to call the ideal safe haven. Not only does this asset protect capital by having a negative correlation to the portfolio in a downturn, but the correlation also declines as the return become more negative. Simply put, the worse it gets, the better this asset protects capital. As if that is not enough, it also enjoys some of the upside. This is illustrated by the slight positive correlation when the portfolio return is positive.

To conclude

Confirmation bias is when we believe something to be true, and we cling onto it for too long. Assuming that gold and bonds will protect any portfolio under all circumstances is a perfect example of that. I am not saying it cannot be a good safe haven. I am saying we need to understand what makes something a good safe haven to be able to identify it.

The pursuit of safe havens is not about finding the perfect asset, and it is definitely not a one-size-fits-all. It is about understanding the unique risk makeup of the portfolio of assets you are trying to protect in the event of market downturn. The world is changing, markets are dynamic, new assets become available. Perhaps the true safe haven is adaptability.

Ansonette Neethling

"Go Beyond" means more than fund performance

On the 7th of November, Merchant West Investments hosted a 24-hour padel challenge at the Howick Padel Club, just outside Pietermaritzburg. The goal was simple: to bring together the local community around two shared passions — padel and giving back.

The challenge was set: if the people of Howick could keep two courts in play for a full 24 hours, we would make a R10,000 donation to Midlands Hospice. The community rose to the occasion — and they did not disappoint.

Midlands Hospice is a pillar of compassion in the region, supported by over 50 dedicated volunteers. They provide home-based care, education and training, and bereavement support to families facing the most difficult times. Supporting their mission is an honour.

The event exceeded all expectations. Both courts stayed active for the entire 24 hours, but the true triumph lay in the energy and spirit that carried through the night. Some players slept in their cars between matches, others braaied boerewors rolls at 4 a.m. Several individuals contributed additional donations to the hospice. One dedicated group of four gentlemen kept a court alive from midnight until 6 a.m.
Our own team – Mike Botha (Investment Consultant) and analysts Bianca Lakha and Ansonette Neethling (who flew in from Cape Town) – not only stayed awake for most of the 24 hours but played deep into the early morning hours to keep the courts full.

The challenge became more than just a charity event. It was a celebration of community spirit, shared purpose, and what it truly means to go beyond.

Legal Disclaimer

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Glossary

- Annualised Returns - Annualised return is the weighted average compound growth rate over the period measured.
- Asset Allocation - Refers to the mixture of investments and each investment value in an investor's portfolio.
- Asset Class - An investment instrument or category. Asset class types include cash, equity, listed property, and bonds.
- Bonds - A type of financial investment that involves lending money to an institution for a fixed period of time.
- Commodities - Raw materials (wheat, oil, gold) used to create consumer products. Investors monitor these products to predict price changes.
- Cumulative Returns - Cumulative return is the aggregate return of the portfolio for a specified period.
- Diversification - Diversification is a technique that reduces risk by allocating investments among various financial instruments,
- industries, and other categories. It aims to maximize return by investing in different areas that should each react differently to changes in market conditions.
- Dividends - Dividends are how a company rewards or pays out a portion of its profits to shareholders/ investors.
- Equities - Equity is money that is invested in a company by purchasing shares of that company in the stock market. These shares are typically traded on a stock exchange.
- Fund Class - Each class invests in the same portfolio of securities and has the same investment objectives and policies. But each class has different shareholder services and/or distribution arrangements with different fees and expenses.
- GMGF - Merchant West SCI Global Managed Growth Fund
- Inflation - Inflation is the weakening of a currency's purchasing power over a period of time. The rise in prices for goods and services means that a unit of currency effectively purchases less than it did in prior periods with the same value of currency.
- Liquidity - Liquidity refers to the ease with which an asset can be converted into cash without affecting its market price. The most liquid asset of all is cash itself.
- Quality Investing - Quality investing is an investment strategy based on a set of clearly defined Fundamental criteria that seek to identify companies with positive quality characteristics. The quality assessment is made based on soft and hard criteria.
- Quality Investing Criteria - Companies with attractive earnings and dividend growth prospects.
- Shares - Shares are the units of the ownership of a company, usually traded on the stock market. They are also known as stocks, or equities.
- Stocks - A stock (also known as an equity) is a security that represents the ownership of a fraction of a corporation. This entitles the owner of the stock to a proportion of the corporation's assets and profits equal to how much stock they own. Units of stock are called "shares."
- Yield - Yield refers to the earnings gained on an investment over a specific period of time.

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