

S P I R I T

THE INSIDER

DIGITAL ISSUE 06 | Quarter4 2021



ENTER





TABLE OF CONTENTS

- PAGE 01 ► From the desk of the Chairman and CEO
- PAGE 03 ► Head Office
- PAGE 05 ► Warwick
- PAGE 06 ► Cadiz
- PAGE 07 ► Appleton
- PAGE 08 ► REGIONAL UPDATE: Cape Town
- PAGE 13 ► REGIONAL UPDATE: Gauteng
- PAGE 15 ► REGIONAL UPDATE: KwaZulu-Natal
- PAGE 18 ► REGIONAL UPDATE: Eastern Cape
- PAGE 21 ► REGIONAL UPDATE: Garden Route
- PAGE 23 ► REGIONAL UPDATE: East London
- PAGE 24 ► REGIONAL UPDATE: Bloemfontein
- PAGE 26 ► Spirit Education Foundation





FROM THE DESK OF THE CHAIRMAN AND CEO

A year of growth, investment and forward planning has left us in a very strong position as we move towards 2022.



Spirit Invest (SI) and its South African companies under Spirit Invest SA (Spirit), has never been in better shape, but before we get into detail, I wish to thank all for each of your personal contributions to what has been a memorable, albeit a challenging, 2021.

All companies have shown solid and significant growth in various areas of their operations and this was

all achieved under trying business conditions, brought about yet again by Covid. In this regard, the difference between our companies and many others is that we have adapted quickly, prioritised client care in all service areas and have performed at higher-than-expected levels. We have not used Covid as a convenient excuse to underperform, in fact, Covid has been a revelation in that it has allowed our high-calibre professionals to lift their game even higher. It has been personally rewarding to see how everyone in Spirit has grown in confidence and taken more responsibility and shown more accountability for delivering everything expected of them as a member of their respective Teams.

Investment continues in each and every company within Spirit and this can be seen in terms of marketing, offices and the general office environments which we intend to constantly improve to ensure that all staff across South Africa enjoy an exceptional working environment. 2021 has been a year of preparation for further growth and we can now be proud of quality offices, quality systems and quality operational support and this will continue to roll out across the group in 2022.

I will now give you a brief review of our South African business areas:

Warwick, under Marc's leadership, has enjoyed a record year. Mergers and Advisory deals showed a significant growth in the professional network and have resulted in impressive nett AUM growth for the year. Equally importantly, 2021 has seen the realisation of our long-held objective to establish an office in Bloemfontein and in this regard we are delighted with the deals concluded to purchase Capita and work with Capitaux. Deon and his Gauteng team continue to grow from strength-to-strength and we hope they continue to build on the success they achieved this year for many years to come. Conrad has strengthened his team in KZN and we can look forward to a good flow of business in 2022. Cheslyn and the P.E. team know what is expected of them and we are optimistic and will support them next year. Brett and his team are building the Garden Route office steadily and are developing a sterling reputation for ►



providing excellent private client financial management. Gerrie knows the East London market better than anyone in the country and we are encouraged by the fact that he has expanded this year and therefore we expect even more business in 2022. I wish to congratulate Michael on his appointment as Regional Manager, as well as Gareth's promotion to Regional Wealth Specialist, I believe that Cape Town is now set for growth over the coming years.

Cadiz has gone through a small reorganisation and we now have Adrian as the MD working with his team of PNMs to push the AUM still higher. Markets are forever contradictory, but that is why we are here and all our clients expect us to be one step ahead and thus take great care of their funds. It is therefore pleasing to see Cadiz holding its own in a volatile and constantly challenging market. Adrian and his team of professionals are a worthy match for any other boutique manager, in the South African market and with Sidney now Head of Fixed Income and Johan appointed as Head of Equity, we have a clear and streamlined asset management structure within Cadiz that is poised for significant growth.

Appleton has shown significant growth of its Wills book and it will continue to expand on this area via its own PNM's and its relationship with Warwick. The executorship side of the business has come through a torrid time since the Masters offices were effectively hacked which brought their operations to virtual standstill.

Working smartly and via its contacts this resourceful company was able to do their very best for their clients and heirs and, as a consequence, ended the year by achieving its 2021 budget. Spirit invested in new offices for the Appleton team and via Tim and Lauren we have seen the appointment of high-calibre staff. 2022 will see the further development of Appleton as South Africa's premier Wills and Estates company, a journey that will be continues for many years to come.

Finance has delivered an exceptional year where many historical audits were required for the last time and new processes, consolidations and systems were adopted. Under Tiaan, the Spirit CFO, I have enjoyed the support of a highly professional and motivated senior director. He has overseen the consolidation of a number of Spirit companies in a highly efficient and professional manner and as a number of finance responsibilities have now been streamlined, I have also asked him as CFO to take Operations under his wing. In terms of Operations, Ryan as our COO wears a number of hats which include BI, HR, Services and Compliance and he and his Team have continued to deliver the required services to each of Spirit's companies. He oversees a small, but dedicated, Team who ensure that our day-to-day business activities run smoothly. We thank them all for keeping the lights on, the systems running and the reports accurately representing all that we achieve.

Spirit Foundation (SF) has undergone a transition in 2021

and this included the appointment of Dr Armand Bam as its MD. Since joining SF Armand has introduced new processes and structures as well as the development of a new website (going live in early 2022) that will enable all areas of the foundation to develop and grow over the years to come. SF continues to develop its three core areas namely, Education (SEF), Community (SCF) and Wildlife (SWF). A great deal more information will be forwarded to everyone in early 2022, but I can assure you that SF has never looked healthier and its various are- as are primed for growth. I would also like to thank Sas- kia for stepping up in SEF and leading the way each day, as well as to wish her well in her maternity leave. For the first time SF and each of its underlying foundations, all of which are non-profit companies, will be funded by each and every Spirit company, as well as by the generosity of individuals within the group who have made their own personal commitments. We thank you all.

Marketing has also developed and Wendy De Sousa has been appointed as the Marketing GM. She now oversees both the traditional and the digital marketing portfolios and both of these areas represent a significant commitment by Spirit to ensure that each and every company has ever-increasing brand and product awareness.

A final point, I would like to make is in terms of Spirit's modus operandi. In 2021 you will have seen the acquisition of Capita Asset Management and the

change in the name SI's offshore asset management companies to Pangbourne Asset Management. In addition, SI has re-launched its offshore MANCO as Fundstore.com and it will continue to commit resources into what is currently known as Accorn Fund Management. These changes are part of SI's development of a continuously growing suite of asset and fund management companies that all have their own unique offering. These boutique asset and fund managers will be made available to all existing and new clients, who either enter them directly or as a client of Warwick. I look forward to telling you much more about this development as we move through 2022.

On a personal note, I wish to extend thanks to my family for their constant support in my life's work to create a unique, bespoke and aspirational financial services group. We are well on track to achieve our goals, but it is only possible as a result of your commitment, integrity, loyalty and hard work.

I look forward to spending more time and in more of our offices in 2022 and I hope that you have a great Christmas and New Year. Stay safe and enjoy the time with your family and friends.



HEAD OFFICE: FINANCE DEPARTMENT

As 2021 draws to an end, one needs to take some time to reflect on the year that has been. Life as we know it has been turned on its head since the Pandemic started almost two years ago.



Chief Financial Officer, Tiaan Meyer

Just when we thought the worst was over a new variant 'Omicron' was discovered in our own country. At the time of writing, the positive cases have picked up dramatically in all provinces in our country, but thankfully we have the vaccine and hospitalisations are comparatively low.

Against this backdrop, Christmas is the time to spend with loved ones and cherish our health and family, something the pandemic has taught us not to take for granted.

Finance had a very busy but productive Q4 where the Group's 2022 budgets were prepared and approved by

the relevant Directors. All numbers have been consolidated and loaded onto our systems to ensure everything is monitored and controlled accurately in 2022. As a Team we are very much looking forward to 2022 to carry on with the momentum that we are ending 2021 with.

The annual audit has already started toward the end of November to ensure we achieve our audit deadlines early in 2022.

The SA Group consists of no less than 19 Companies where each one needs to prepare Annual Financial Statements, and complete an annual audit. We have shown remarkable growth during the last couple of years.

For December the team will continue to put in the long hours in a short month to ensure all staff gets paid on time in time for the festive period!

We wish to thank Leo, Liezl and Johan for their commitment and hard work during 2021 and always assisting the relevant group companies on all levels. All three key members of the team always complete their tasks with a smile on their face and go out of their way to assist immediately when called upon. They are a real "A" Team.

Finance wishes the entire group a blessed festive season and for those who are travelling, please stay safe and we will see you in 2022. ►



HEAD OFFICE: OPERATIONS

Aside from a myriad of back-end and core improvements relating to business analytics, BI continues to focus on Power BI reporting solutions and well as rollout and continued improvement of Dynamics 365 / Azure SQL solution for the Spirit Databases.



Chief Operating Officer, Ryan Magee

A huge thank you to Carlos and Roelof for all their tireless work on all aspects on BI analytics and reporting for the Group.

IT continues to proactively review and implement security solutions relating to our firewall, endpoint protection and email protection solutions.

Compliance continues to monitor, discuss and engage across the Group relating to all applicable legislative and regulatory requirements. Considerable work has been done in terms of the Group and its individual companies in relation to Protection of Personal Information Act (POPIA) and assessment of our processes, this will be seen in early 2022.

Services has been involved in a number of office improvement projects for the Alphen Estate Campus relating to Warwick House and the Great Cellar.

A lot of effort and involvement from myself as COO in terms of Accorn's new Equity and Property Fund of Funds in relation to LISP engagement and getting these Funds on their platforms.

HR continues to monitor the COVID-19 pandemic and will take appropriate working environment action where required.

Overall, a challenging, yet as always, rewarding year! Please stay safe during the Christmas and New Year period and see you all in 2022!



INSIDE WARWICK

As I am sure you all would agree, 2021 has been an exciting rollercoaster year!



Managing Director – Warwick Wealth,
Marc Wiese

As I am sure you all would agree, 2021 has been an exciting rollercoaster year! Covid-19 has taught us that our world and the way we do business, can change in a heartbeat. It has also taught us, however, that perseverance, focus and dedication always yield results.

Many of us had to adapt how we do business, how we deal with clients and their ever-changing plans for the future. I am, however, ecstatic to note that Warwick and the superb people working within this corporate family have demonstrated the ability to adapt, collaborate as a team and achieve our goals.

Despite the unexpected trials and tribulations, 2021 has seen Warwick achieve record growth, never before seen in our 20-year history. This is all the more remarkable in a period where so many of our competitors and other industries have taken steps backwards. Warwick has proven our resilience and determination, despite the economic headwinds that are faced by the South African economy. This can, once again, only be attributed to the exceptional people in our business.

Upon reflecting on this year that has flown by, it is once again clear that the route to achieve the ambitious growth goals that we have as a company, as well as individuals, can only be achieved by our industry-leading professional network offerings. Going into 2022, I know that each individual in the business will make this their foremost priority.

Despite the social and logistical headwinds faced this year, 2021 has had many highlights, which include, but are not limited to, the following:

- Over R1 000 000 000 of new mergers joined Warwick
- Over R1 000 000 000 of new advisors joined Warwick
- Warwick opened a brand new and exciting Warwick Wealth regional office in the Free State in Bloemfontein

- Warwick signed new advisory franchise agreements and we now have Warwick Wealth Advisory offices in East London, Benoni, Langebaan, George, Wilderness, Pretoria and Milnerton.

I would like to extend a personal thank you each and every one of our exceptional staff members, each contributing their part to achieve the bigger picture we are all working towards. As I am sure many of you have heard me say before, we have a great company, the best client service, a phenomenal product offering, HOWEVER, it all comes down to AMAZING PEOPLE.

Lastly, I would like to thank all of other stakeholders within our group, that being Ian as the Chairman, for his unwavering support, Tiaan and Ryan as the CFO and COO and the staff within Spirit Invest, Adrian and Tim as the MD's of Cadiz and Appleton, including their staff.

Together we make an amazing team.

We look forward to 2022 and believe that it will be an even more successful year!

Have a great holiday and relax, enjoy the time off with family. I look forward to seeing you all in the new year.



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 2021 and we look forward to your continued support in 2022.



Managing Director
Cadiz, Adrian Meager

On the markets, we have had another volatile three months with the South African rand weakening from ~ ZAR 14.70 in September to ZAR 16.31 on 26 November, and then back to ZAR 15.88, as I write this article.

The JSE ALSI ended the period up over 11%, led by industrials up 15.43% (Richemont up 43.66%, MTN up 37.72%, while JSE heavyweights Naspers and Prosus were up marginally at 3.18% and 2.97% respectively), resources were a close second, up 11.41% and financials lagging, up only 3.62%.

2021 has been a good year for equity investors who have been rewarded for taking the extra volatility risk, the JSE ALSI is up 21.24% year to date and listed property up 22.25%.

There are still significant risks to the global market recovery, due to the impact that the Covid Omicron variant is having on synchronised growth, together with the more stubborn inflation in the USA, so 2022 is going to be another interesting year for investors.

We are cognisant that the market rally could pause at these levels or pull back, and continue to manage and mitigate these risks, where possible, in the various

portfolios we manage for our clients.

Cadiz has continued to invest in the growth of our investment team with Muofhe Kwindu joining us as an Equity Analyst in September and Michaela Baum joining in October, as a Portfolio Manager Assistant, to take over some of the asset management administration processes.

Please join me in congratulating Sidney McKinnon and Johan Louwrens on their promotion to Head of Fixed Income SA and Head of Equity SA, respectively. A big thanks to Sidney and the fixed income team for the continued benchmark outperformance of the three fixed income funds and to Johan and team who have been instrumental in helping me improve the performance of the equity and multi-asset funds over the past four years. The additional resource will allow Johan to focus more of his time on strengthening our investment processes.

Additional congratulations must go to Hope Sono who was promoted to Fixed Income Portfolio Manager SA. We wish you everything of the best and know you will continue to be an asset to the fixed income team.

Our Professional Network Manager team was also strengthened in October with Warren Tuck joining as PNM of the East Coast Region. In November Allen and Sandy Slee relocated to Cape Town, and we welcomed them both to the Cape.

Despite the challenges the PNM's have faced during this

past year, we have increased our electronic engagement with our multi managers and IFAs, providing them with valuable information on the performance and strategic positioning of our funds. To support their efforts, Cadiz continues to conduct webinars on Friday mornings, CPD sessions every second month and monthly investment presentations to our multi-managers and IFA's. The webinars, CPD sessions and investment presentations will commence once again in February 2022, and we look forward to growing our AUM in the coming months.

In October, Cadiz was appointed as the portfolio manager to the three Capita unit trust funds and in December we launched the new Accorn BCI Equity Fund of Funds and Accorn BCI Property Fund of Funds and have added the two fund of funds to the Warwick and Warwick Advisory Wrap Funds.

It will no doubt take more time than we had initially expected for normality to materialise in the world as well as South Africa, however, we now have vaccines available that are providing protection against the virus and should see the roll-out of additional booster shots early next year. So, hopefully as vaccine rates increase around the world and South Africa, we will slowly start to see our new normal. For the time being, however, it is business as usual for Cadiz, in an unusual world.

We wish you all a peaceful, happy, safe and healthy festive season from the Cadiz Team!



APPLETON

The Fiduciary Specialists

INSIDE APPLETON

What do you do when a global virus brings your business to a grinding halt?



Managing Director,
Tim Hughes

What do you do when virtually all institutions, government and private, close their doors for weeks on end? What do you do when the government department you rely on most goes off-line for two months to a malware hack? What do you do when banks can't provide you with the very basic documents you require to prove and liquidate assets? What do you do when newspapers arbitrarily move dates for advertising estates? What do

you do when the leadership of your key government institution is suspended due to fraud, corruption and maladministration? No. You don't call Ghostbusters, you call Appleton Fiduciary Services!

What a year 2021 has been! We have been tested at every level, but I am proud to say that Appleton has been up to the challenge and met all of its administrative challenges head on and still delivered its renowned service to its clients, heirs and supporters.

Our major supporter is Warwick and we are grateful to Marc, the RMs and all the teams around the country and administrative support for the support you provide to Appleton as well as the faith you have in us. We commit to provide you with the best service in the entire fiduciary industry. Thank you!

In marketing terms, the Appleton brand has become much more recognisable nationally and we thank Ian, Wendy and Chelsea for their great support in this regard. Our PNM, Marlisa Doms, has broken new ground with her drive and professionalism in developing a professional network that now sees Appleton as its number one service provider.

We have strengthened our team by welcoming (back) Vanessa Nichols as deputy head of estate administration as well as admitted attorney Doné Jozeph. We now have the strongest estate administration company ever and are poised for significant growth in the coming months and years. In Lauren Hean, our Director of Operations, we have a trojan, who loves what she does, is incredibly proud of Appleton and runs a team of extraordinary administrators and assistants who are simply the best in the business. Thank you.

As 2021 closes, we commit to provide you, your clients and their heirs the best fiduciary service in South Africa in 2022.

*Please take good care
and have a peaceful,
safe and healthy festive
season.*



REGIONAL UPDATE: CAPE TOWN

When asked to reflect back on 2021 ... when it is near time to refer to it as ‘the Year that was’, we could say, without a doubt, that for the most part the ‘new normal’ was somewhat easier to get through than the previous year.

Although we have become accustomed to wearing masks and buffs, hiding behind protective screens, furiously sanitising left-right & centre we pose the question, when we will be truly out of this mayhem? Will 2022 truly be MANKIND’S YEAR? We wait with bated breath to see what the future holds for us. Nonetheless, we look forward to 2022 with great anticipation and our customary Cape Town flair, energy and determination!

Focussing on the positives of 2021, unlike its predecessor, the year finally allowed for more social interaction in terms of Lifestyle Network events and we are pleased to report that notable mention be made as follows:

1. Westlake Golf Club – 17th Feb. 2021 – represented by Team Rademeyer and CRS Anderson
2. Fresnaye Bowling Club – Twilight Trips – 7th March 2021 – represented by Team Rademeyer
3. Milnerton Golf Club – Seniors Championships – 8th March 2021 – represented by Team Rademeyer
4. Stellenbosch Golf Club – Midweek Competition – 24th March 2021 – represented by Team Rademeyer
5. Steenberg Golf Club – Men’s Wednesday Competition – 31st March 2021 – represented by Teams Rademeyer and Milford

6. Westlake Golf Club – Men’s Competition – 24th April 2021 – represented by WP Anderson
7. Steenberg Golf Club – Men’s Competition – 28th April 2021 – represented by Team Rademeyer
8. Montague Bowling Club – Social Event – 7th May 2021 – represented by Team Feinberg
9. Kelvin Grove Croquet – Championships – 14th to 16th May & 21st to 23rd May – represented by Team Feinberg
10. Constantia Bowling Club – Ladies Day – 18th May 2021 – represented by Team Feinberg
11. Westlake Golf Club – FROGS – 21st May – represented by Team Anderson
12. Erinvale Golf Club – Members Golf Day – 9th September 2021 – represented by Team Anderson
13. Constantia Bowls Club – Opening Day – 23rd October 2021 – represented by Team Feinberg

14. Westlake Golf Club – WAGS 50th Anniversary Celebration 26th October 2021 – represented by Team Anderson
15. Erinvale Golf Club – Members Golf Day – 4th November 2021 – represented by Team Milford
16. Stellenbosch Golf Club – Members Golf Day – 17th November 2021 – no participants, wet hole sponsored by CRS Davids and Ass. RAM
17. Westlake Golf Club – Ladies Classic – 23 November 2021 – represented by Team Anderson
18. Constantia Bowls Club – Monthly League Competition – 24 November 2021 – represented by Team Feinberg
19. Erinvale Golf Club – Members Golf Day – 2nd December 2021 – represented by Team Milford ▶



Westlake February 2021



Westlake Ladies Classic



Westlake Ladies Classic



Westlake Frogs - May 2021



Westlake Ladies Classic



Westlake WAGS - October 2021



Stellenbosch Golf Club



Stellenbosch Golf Club



Steenberg Golf Club



Montague Bowls Club



Stellenbosch Golf Club



Steenberg Golf Club



Montague Bowls Club



Constantia Ladies Bowls May 2021



Constantia Bowls Opening Day



Constantia Bowls Monthly League Competition - 24th Nov. 2021



Erinvale Event 2nd December 2021



Erinvale Event 2nd December 2021



Erinvale Event 2nd December 2021



Erinvale Event 2nd December 2021



In terms of other events to be noted, we conducted our Annual Brokers Lunch at Blanko on Tuesday, 14th December which was hosted by WVC RM, Michael Feinberg and PNM, Len Kok. And on this point, our Advisory offices are growing. We welcomed Vic Hodoul, Darryn Stephen and their Team whose deal commenced in October and we have since signed on BEE All Wealth, welcoming Gareth and Ania Utton and their Team who will join us effective 10th January 2022. On a further note, our existing intermediary advisory partner, Associated Brokers, will be coming over as an Advisory deal under Associated Capital in the New Year and we too look forward to welcoming them to the Warwick Family.

When we evaluate the internal team changes undertaken this year, we welcomed the following staff:

WC’s first ever Assistant RAM, Paisley McDermott, joined the Team. Paisley has excelled in her position and proves to us daily what phenomenal Team support is and there is never a task too challenging for her. Paisley, we take this opportunity to thank you for your outstanding work this year, none of which has gone unnoticed.

With Julie Anderson being promoted from CRS – to WP - to WS, earlier this year, we warmly congratulate Julie. We also welcomed James Munro to the Team, joining Team Anderson as CRS. James, you are excelling in your new role and we know you will grow from strength-to-strength – it’s great to have you onboard.

You will remember too that Jill Seale was leaving us to

enjoy her well-deserved retirement and as such, Russell Davids, joined the Team as CRS for Team Rademeyer. Although Russell has experienced changes within his role, his dedication to the Team and willingness to offer assistance and improvement where required does not go unnoticed.

And last but not least, we welcomed our new Professional Network Manager, Len Kok, to the Team. An energetic and proactive Team player who is already kicking off new deals come the start of the New Year.

Further achievements must be noted for Gareth Milford, WC’s first RWS. We are thrilled for you Gareth your new role is well deserved and a special mention goes to CRS, Deon Loots, who together with his beautiful wife Erlise, welcomed their first born, a darling daughter, Mila. Deon, may you continue to savour each moment with your little angel and may your memories be treasured forever.

We bid farewell to Rayvin Rademeyer, who leaves us at the close of the work year 2021 to embark on a new role and adventure. We thank Rayvin for his continued support to the Team. On a celebratory note, we congratulate Michael Feinberg, who has taken the reigns as the newly appointed Regional Manager in WVC. Michael, we are thrilled to have you as our ‘chief’ and know you will grow from strength-to-strength in your new role. Cheers to you, Magic Mike!

When we look at all the positives achieved this year, and we peek at our figures, year to date. We are proud to confirm that our Net AUM recorded in the amount of R 246 000 000 as a Region. The Teams are focussing hard on securing new PN members to come on board and we see these figures increasing drastically in the coming year.

And to the Team, your hard work, focus and dedication

does not go unnoticed, a thank you to each and every one of you for all your accomplishments this year.

With the above said, it has been an extremely busy but rewarding year for the Team and we look forward to winding down and celebrating together on Friday, 17th December at the gorgeous Simon’s restaurant situated at Groot Constantia, where we celebrate not only each other as colleagues, but as a family. One can only imagine what their work day, week, month and year would be like without the Team we are blessed to be working with. What a dreadful thought!

In closing, we must remember, “Life is a series of natural and spontaneous changes. Don’t resist them; that only creates sorrow. Let reality be reality. Let things flow naturally, forward, in whatever way they like.

Wishing you and your loved ones a blessed and safe festive season and an incredible New Year.



Welcome Paisley McDermott



Welcome Russell Davids



Welcome Len Kok



REGIONAL UPDATE: GAUTENG

The year 2021 started with a clear and precise strategy plan of what we wanted to achieve for our Region and we did it!

Adaptability and embracing change have proved to be key with the way that we do business and service our valued clients, refining our online skills and presentations. We cannot be prouder of the Warwick Gauteng Region Team.

Our dedicated Wealth Planners continued conducting Annual Reviews virtually with clients that are high-risk via Video Call. Office support staff continued to call clients on a quarterly basis to make sure that they are doing well and if there was anything that we could assist them with and making sure their needs are met.

With the high benchmarks and deliverables set, this resulted in Warwick Wealth reaching record months of business written and keeping true to our set out mission that we deliver world-beating client service during the worldwide pandemic.

Gauteng region completed five successful Merger Agreements, serviced seven Mergers, and signed an additional four Merger Agreements and two Advisory Offices in 2021. The Warwick Wealth Flagship Advisory office in well underway and gained momentum during 2021.

On the professional development front, Wealth Planner, Francois de Jager, completed his B. Comm Degree and enrolled for his CFP for 2022.

Bravo Francois, we are proud of you for always pushing yourself and setting personal development goals.

Our continued internal mentorship programme has proved to be absolutely key. Deon Myburgh, our captain and Regional Manager, has taken our newest Wealth Planner, Jaco Thom under his wing of expertise. Natalie Wood our Regional Wealth Specialist is mentoring Francois de Jager and Senior Wealth Specialist Mathew Pellatt working closely with Charles Hitchcock.

Our objectives for the year 2022 are to continue building on the exceptional achievements and carry the momentum through into the new year.

Our aim is to continue achieving and striving towards consistent, high-quality growth in the professional network space. Set to kick off in January 2022 Merger Agreement that has been signed in the history of Warwick Wealth in Secunda increasing our national footprint in the Northern Region. Our two Advisory offices will start operating in February and March 2022.

We also aim to continue adding immense value and outstanding service to our existing professional network partners and clients with the objective to grow our client base through referrals, but also to protect what we have worked so hard to build over the past year.

In the lifestyle network space, we will pursue greater exposure and develop stronger relationships with higher



Centurion Golf Day Finals - Deon Myburgh & Charles Hitchcock



Centurion Country Club Prize Giving - Charles Hitchcock



net worth clubs that we introduced in 2021 with great success. Centurion Country Club is a great example of what can be achieved with our Lifestyle Networks.

The staff at Warwick are our most valuable assets and their wellbeing is the most important to us. In this regard, as we grow as a business, we are in the process of securing new office space for the Johannesburg region and the staff and region are elated with news and ecstatic with the new office space.

We would like to extend our deepest sympathy and condolences to all Spirit employees that have been affected by the Covid pandemic. This glass dome has changed everything, daily routines, weekends, leisure, travel. We encourage safety, distance and regular sanitizing, coupled with empathy, understanding and being receptive to our colleagues and clients’ emotions and circumstances.

On a happier note, the festive season is a time for family and friends, a time for switching our thinking caps off and relaxing, enjoying the simple pleasures of soaking up the sun and having fun.

So, here’s looking forward to the same time same place on the 10th of January for another Warwick Wealth Year!

And never forget: “I am the master of my fate: I am the captain of my soul.” Nelson Mandela



End of year function - Francois de Jager & Duncan Armstrong



Marc Wiese & Deon Myburgh



Michelle Pretorius & Charlten Oever



Natalie Wood, Zanne Clark & Madriaan van den Berg



Wiann van Zyl & Mathew Pellatt



The Warwick Gauteng Team!



REGIONAL UPDATE: KWAZULU-NATAL

As 2021 draws to a close, we emerge collectively stronger, wiser, and more motivated to take on 2022.

Whether the goal is to find and close investment deals or to provide exceptional client care and administrative support, teams at Warwick KwaZulu-Natal showed up and made us proud. To close off another challenging year, we achieved a Net YTD AUM of R120 million at the time of writing our report. But before the countdown begins, let us review the second half of the year.

In August Team McMurtrie received a much-anticipated CRS to join the team in the form of Julian Stephen. Julian brings with him a ton of ambition, a BCom degree majoring in strategic management and a Post Grad Diploma in Financial Planning. We are always excited to grow our in-house wealth of knowledge and expertise. Julian joins us with an impressive Facebook lead generator and a modest book of clients who are happy to move across to Warwick under our transfer agreement.

Not to be eclipsed by the gents, the ladies too have an addition to the office. Emerita (Rita) Cristaudi was recruited as Wealth Planner in October. Having relocated from a banking arena in Gauteng, with a family of three young and vibrant children, Rita has embraced her new role in investments with a BA in

Political Science and is currently studying for a Master of Business Administration qualification. Despite the radical life and career change at the drop of a hat, Rita is gaining popularity at our Lifestyle events and with intermediary partner, Robin McArthur. We wish you well as you gain momentum and expand your network. Congratulations once again to both Rita and Julian as you take your seat at Warwick's investment table. It is certainly exclusive in terms of hard work, diligence, and drive.

STAFF BIRTHDAYS!

Congratulations and birthday wishes go out to our Janelle Reddy for the 16th of November and to our Christiaan Theron for 27th December. May the year ahead be awe-inspiring and your best one ever 😊 !

LIFESTYLE NETWORK EVENTS

Over the last quarter, we expanded our Lifestyle Network into golf and enjoyed meeting competitive men and women at our sponsored tournaments. Four of which are mentioned below.

CAPTAIN'S CUP

4-5 December
Umhlali Golf Club

An absolutely stunning golf course and event that was only slightly hampered by the rain. Approximately 100 players playing 18 holes for the Captains Cup. The players were friendly and in good spirits despite the wet

weather. Organisation on the Saturday was fantastic and, as ever, Warwick's sponsorship was well received.



Umhlali Country Club - Captain's Cup Event

QACCS YEAR-END GAME AND DINNER 25 November Durban Royal Club

The year-end game was held at the Durban Royal Golf Club on 25th November. Fortunately, the dark clouds held off until we had all finished our round. The golf was followed by a dinner which was sponsored by Warwick Wealth. Many trophies and awards were handed out as part of the year-end programme. As always, the sponsors were highlighted and thanked for their generous contributions to the club. Winning the Qaclectic and also the captain for 2022 is Eduard Bisschoff. We would like to wish all the members a fantastic holiday and Christmas and look forward to another successful year in 2022. ►



Winning the Qaccllectic award and captain for 2022 is Eduard Bisschoff

DOUG WATSON MEMORIAL BOWLS EVENT 31 October Margate Bowls Club



Margate Bowling Club Event

All three greens were full as teams played over a three-day period. Bowlers welcomed the day and came from as far as Klerksdorp and many Durban teams attended from Umhlanga, Umhlali and Empangeni up north of the coast and inland reaching as far as Kokstad. Singles, doubles, trips, and fours were played over the three days, culminating with the eventual winners being the team from Klerksdorp. Winners pictured below: Warwick's Stuart McMurtrie, (Centre - Club President) Lance Marshall with the winning team called "The Boogers" from Klerksdorp, (3rd) Errol Booth, (2nd) Jillian Booth, (Lead) Rene de Jager and (Skip) Colin de Jager.

UMKOMAAS INTERCLUB LADIES GOLF TOURNAMENT 28-30 October Umkomaas Golf Club

Umkomaas Golf Club hosted the interclub ladies golf tournament from the 28th of October 2021 to the 30th of October 2021. There were about 160 golf players. Rita Cristaudi, Stuart McMurtrie and Christiaan Theron engaged with players in a fun "Chip the Marshmallow" competition.

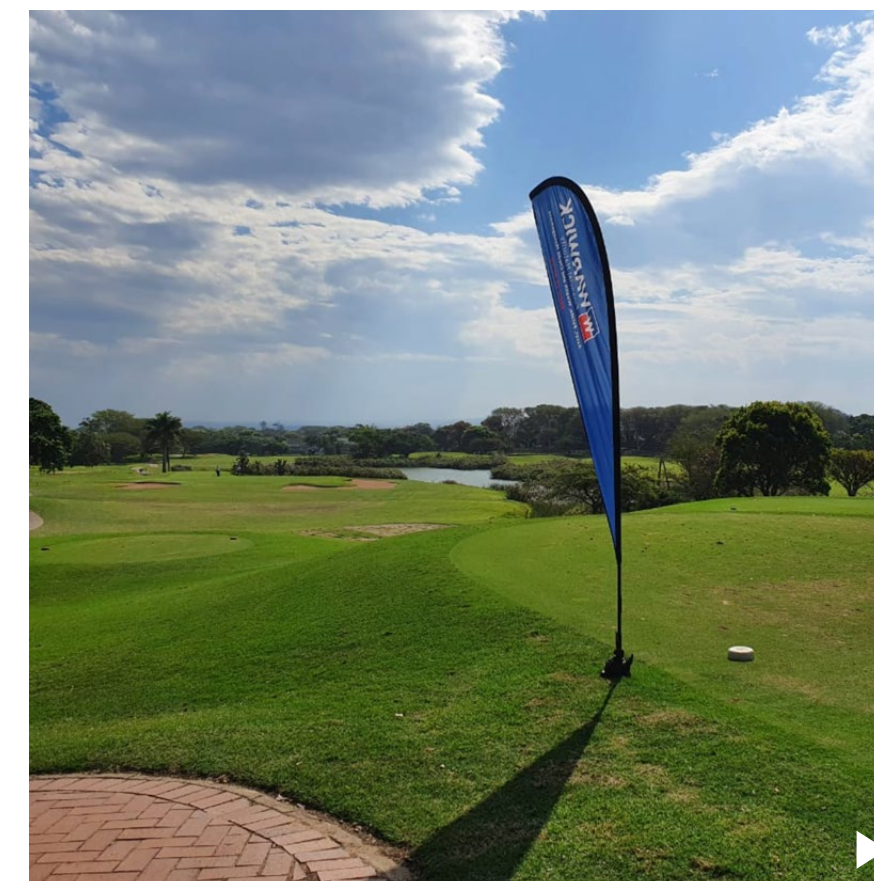


Umkomaas Ladies Golf - Chip the marshmallow winner, Melissa Palmer

BLACKMORE GOLF DAY 22 October Mount Edgecome Golf Club

DHS hosted the Blackmore golf day at Mt Edgecombe

country club on the 22nd of October 2021. There were about 92 golf players that attended the golf day. We at Warwick had the opportunity to sponsor the short par three third hole. We had a variety of drinks to offer the golfers as the day had started a bit overcast, but as lunch time approached the sun came out and ended up being the perfect day for golfing. We had a raffle/lucky draw for the golfers to enter their names and contact details and stand a chance to win a bottle of Glenfiddich Whisky. Sincere thanks to Mr Andrew Shedlock for extending an invitation to Warwick, KZN!



Blackmore Golf Day at Mt Edgecome



Blackmore Lucky draw winner - Mr Tony Wright



Blackmore Golf Day

SEZELA SPRING DAY 1 September Sezela Bowling Club

The mark of Spring began as a slightly rainy day for bowls. The attendance thus was not as expected, however, 20-30 bowlers made for an exciting time regardless. The bowlers ended play at around 12h00 when Julian Stephen gave a brief talk on the importance of proper investment and estate planning. A lucky draw comprising of bowling shirts was won by Mike Helfrich and Diane Douglas with a bottle of red Warwick wine going to Mike Carr. Sezela's Fun Spring Day was a great success with the bowlers enjoying themselves to a well-earned braai with much jovial banter.

WHERE'S THE PARTY AT?

The team headed for our luncheon at the beautiful Grimaldi's restaurant on the 8th of December. Views of a crystal blue ocean were spectacular even though becoming hazy towards the end of lunch! We had a fun time out in the company of our MD and enjoyed a shared passion for great food.



Year end lunch at Grimaldi's

DREAM BIG, SET GOALS, TAKE ACTION:

Our objectives for 2022 lie in building our incredible team with the addition of a second Wealth Planner. We aim to secure three mergers, conclude an advisory deal with the company Synergy in February and continue to grow our client referrals being the cornerstone of service excellence and the recognition thereof. We now move decisively forward.

Thank you to our Professional Network members. We received sterling feedback when birthday gifts were delivered by Nefflorist. We trust the same as we hand deliver Christmas wishes and branded gifts to end on an appreciative high.

Thank you to each member of Team KN for your many sacrifices, putting in those extra hours, maintaining high standards of professionalism, meeting demands and expectations from our valued clients and for all efforts that go above and beyond the call of duty. As always, you have our full support.

*And a final comment, we raise a toast to yesterday's achievements and to tomorrow's bright future.
Happy Holidays Warwick Family!*



REGIONAL UPDATE: EASTERN CAPE

It's almost time to bid farewell to 2021, but before we do, we are grateful to be able to look back on a year that was filled with memorable moments and lessons.

2021 was a year filled with challenges as every year is, but with Covid lurking about we experienced some days being tougher than other days. The Eastern Cape team continues to amaze and inspire me with their work ethic and camaraderie. In hard trying times it is an absolute pleasure to be surrounded by this team as well as being part of a company that cares about the employees.

Team PE has certainly been busy over the last few months. We submitted R 58 397 429 over four months. A large portion of the business will clear in early 2022 which will kickstart the new year in the right direction. It's also that time of the year where the most heard phrase is "Contact me next year for an appointment." So the early 2022 appointments are already in our diaries.

The first ever WADS sessions were held and I am proud to announce that Jarred Roberts and I walked off as the winners of the regional session. The best way to improve skills is to learn from each other and from those who have walked this road and gained the know-how. Thank you, Adrian, for taking the time to share your valuable knowledge with us.



Ches & Jarred



Erika Kotze celebrated 13 years at Warwick in October and earned a well-deserved promotion from CRO to CRS. We are thrilled for her and excited about this promotion.



WARWICK WEALTH
ERIKA KOTZE
CRS Eastern Cape

Margaret (14 years) and Lynne (12 years) also celebrated their work anniversaries.

On a sad note, our hearts were broken in 2021 when we learned of the passing of two of our Merger Partners; Roy Honeyborne and Burke Williams. They were two of the first Merger Partners signed up at Warwick and held a strong presence in the office even long after they had moved onto full retirement. We think of their family and close friends as Christmas time draws near.

On the Lifestyle front, 2021 saw us sponsoring both the Business League at Walmer Golf Course and the Warwick Sponsored Day at St Francis Links.



Victoria Park Tennis Club event

Both courses are in pristine condition making the time spent on the course a pleasure. Rudi and I have spent many hours there building relationships and promoting Warwick.

December also saw us sponsoring VP Oval Tie Breaker Bonanza at the Victoria Park Oval Tennis Club. The members were not deterred by the overcast and rainy weather, with many attending the prize-giving dressed up in Hawaiian inspired attire. The competition in the double's tournament was intense with every point counting. Once the competition and formalities were concluded, we were all treated to a delicious spit braai.



Victoria Park Tennis Club event



Victoria Park Tennis Club event



Instead of participating in Secret Santa this year, we opted to bless those who are not as fortunate as we are over Christmas by collecting cash donations for the Buckets of Blessing project run by Love Story. This non-profit organization does phenomenal work in and around Gqerberha.

We spent our Year End lunch cooking up a storm. The Knysna office joined us for a MasterChef style competition at The Kelway Hotel with breathtaking views of the ocean. The competition was exciting and had every team creating unique dishes. Once the competition was done, we enjoyed each other's meals as the starter. The 5 Hippies walked away as the winners.

In concluding, as the great Enzo Ferrari once said, "What's behind you doesn't matter". Let's keep this in mind as we move into 2022.

May you all have a wonderful festive season with family and friends.



Masterchef Marc



The 5 Hippies (winning team)



The Team



Masterchef



The winning dish



REGIONAL UPDATE: GARDEN ROUTE

The year 2021 came and we were all hoping to move away from Covid19 and return to what we know as normal, but Covid19 decided otherwise with a third and now a fourth wave. So, with the Covid19 cloud hanging over us, we dressed up and set the stage for another great performance.

We had our highs, lows, and everything in-between, but still managed to offer our clients the best possible service and products this industry can offer. 2021 saw a few staff changes in the Garden Route.

We bade farewell to Gerhardt, having him for a short year with us and wished him all the best on his new venture. We also welcomed Jennifer in November and she took the bull by the horns and hosted no less than two events at Pinnacle Point Golf Estate within two weeks as the newest Warwick Warrior. Jennifer has a wealth of financial planning experience, having worked with high-net-worth clients in her previous endeavors and we are looking forward to some new energy in our office. She was just in time for Ethel's Birthday which we celebrated with some of Knysna's famous carrot cake. Thanks to Ethel our office is always sparkling clean and fresh, and our clients regularly compliment us on our neat looking premises.

Due to the Covid19 restrictions, we could not host too many LN events, but Anthony managed to visit the Sedgefield Tennis club every Wednesday. He is gaining momentum and gets on very well with the members. He has secured several deals from the club and is now looking at broadening his Tennis Club horizon with an event planned for the new year at the Knysna Tennis Club.



Jennifer Rengecas



We have also continued with our monthly sponsorship at Pinnacle Point, although a few months were called off due to no prize giving being allowed. We continue to grow our relationship and presence in this prestigious club. We have a big event planned at Pezula Golf Club in February of 2022 and are also looking to grow our relationship with Simola Golf Club early in 2022.

Brett has a good working relationship with our biggest supporting Professionals and meets with them on a regular basis for coffee and a chat. The vast majority of our business comes from these professionals, and we are looking to aggressively expand this network in 2022.

By mid-year, we suffered a few setbacks due to some unforeseen terminations. This impacted our team spirit, but as they say, every cloud has a silver line and Brett managed to secure a few good deals to steer the ship to safety again. Terminations are never good for morale, but hard work, dedication and a commitment to the highest possible service standards can and has gotten us through that difficult period.

Women's month brought on another Birthday, and we wished Frezel all the best. She really is our rock and a calm voice in our sometimes-chaotic world.

*That wraps up the year 2021,
bring on 2022, we are ready!*



Pinnacle Point - Ladies Champions November 2021



REGIONAL UPDATE: EAST LONDON

Greetings from East London

East London has enjoyed a good year as we have navigated our way through some uncertain times with great professionalism, care and commitment.

Cecil Van Wyk joined us in August 2021 as part of Gerrie's succession planning and already has made a positive contribution to our team. He brings a vast amount of knowledge and expertise. He has a diploma in Wealth Management and a RFP3 through the University of the Orange Free State. He started in 2008 with Sanlam in their internal broker division as a Financial Advisor and headed as Director the Strata Blue Star division from 2017 where the franchise was awarded the Blue Star of the Year in 2019.

He is a born and bred East Londoner and is married to Amelda. He has two sons Aiden and Kyle who attend UCT and Selborne College respectively. His is family orientated and sports plays a huge part of his life as both his boys represent their institutions in various sporting fields. On the 1st of December 2021 we had our year end function at Sanook and we thank Gerrie our host for a most enjoyable evening.

Wishing all our colleagues a very Merry Christmas and a fabulous 2022.

Safe travels during this time



WARWICK
WEALTH

CECIL VAN WYK

Wealth Planner and Adviser Onboarding
Consultant



REGIONAL UPDATE: BLOEMFONTEIN

"The key to success is to start before you're ready." Marie Forleo

*"The cowards never started, the weak died along the way.
And that leaves us."* Phil Knight

This was certainly true when Warwick Wealth opened a new branch in the Free State, in partnership with Capitaux Financial Services in Bloemfontein, with effect 1 September 2021. Both parties are committed to very high levels of customer care and we share the same investment philosophy, which made this a logical step to take.

As a team we have combined financial services experience of 36 years and are passionate about growing the Warwick presence in the Free State region and build on a very successful national brand.

Over the last three months, the Bloemfontein branch submitted R14 490 000 local business and a \$50 000 international deal.

We have also submitted 22 New Client Appointments, 29 New Professional Appointments and signed one Intermediary Agreement.



Warwick Wealth Bloemfontein Offices



The Bloemfontein Warwick Team at the reception area of our offices From left: Wiann van Zyl (RM), Werner Scheepers (PND) and Mariaan Murphy (RAM & CRS)

LIFESTYLE EVENTS

Bloemfontein Golf Club is our first Lifestyle Partner and since 9 October 2021 we have had a golf event every 2nd Saturday of the month.

As you can imagine, Covid has made it difficult to engage with the members at the club, but we are extremely excited to continue with this partnership in 2022 and building a network.

We are also planning to add a second event in the area to generate some momentum in building a solid network.

The goal for 2022 will be to continue building a professional network in the Free State, signing our first merger partner and opening up our first advisory office, to get the momentum going in our region.



Players at one of the Warwick golf days.



The Regional Manager, Wiann van Zyl with Tewis de Bruyn, one of the Capitaux Trustees at a Golf event.



SPIRIT EDUCATION FOUNDATION:

"You give but little when you give of your possessions. It is when you give of yourself that you truly give." Khalil Gibran

The Spirit Foundation continues to evolve as an organisation that can proudly say we "truly give". We have witnessed the exceptional work of the Spirit Education Foundation (SEF) over the last 27 years with 332 alumni, over 90% of whom having qualified to enter tertiary education. The Spirit Wildlife Foundation (SWF), in partnership with Care for Wild, has been phenomenal in the preservation and care of the orphaned rhino's Zac, Grey, Jemu, Spirit and Lilli (Spirit Fab 5) graduating from their rehabilitation programme and for the last two years learning to integrate into their natural ecosystem. Our Spirit Community Foundation (SCF) has expanded to include eight community-based organisations, The Spirit Masi Rugby Club (community development), Bonnivale 418 (youth employment readiness), Jakes Gerwel Technical School (youth empowerment), Big Issue (employment and social development), The League of

Friends of the Blind (early childhood development and disability), Hannah's Place of Safety (social development and childcare), The Lord's Taverners South Africa (sports development and disability) and the Upper Liesbeek River Garden (environmental preservation).

Amongst all our successes we want to draw your attention to what SEF has achieved.

During the fourth quarter of 2021 the Spirit Education Foundation had the privilege of celebrating some remarkable achievements. Our annual registration day was held on 4th December at Westerford High School and noteworthy awards were handed out to scholars for academic achievements, as well as special awards to those that have excelled in other areas of the school curriculum. A wonderful and encouraging speech by Dr Samantha Kriger from CPUT, highlighted the importance of the choices that each scholar must make when entering high school and those choices will lead them further to reach their goals.

A special thanks to the Newton Foundation from the USA for a generous donation allowing the foundation to provide each family with a R500 Checkers gift voucher to enjoy over the festive break. ▶



The end of a school career is possibly the only time where we experience the closing of a book and not just a chapter, something truly comes to an end. The Grade 12s of 2021 closed their chapter of high school only to open a new book of blank pages to write a new story, a story of opportunities. We welcomed these 12 scholars into the Alumni Society on the 9th of December at a garden celebration, a hidden gem in Constantia. We

celebrate their achievements as some have been provisionally accepted at university for courses such as Computer Science, Information Systems, Accounting, Medicine, Psychology and Teaching. We wish them well as they patiently await their results.

In 2022, we are excited to increase our scholarship reach to 120 scholars, this includes the 25 new recruits.

We continue to partner with quality schools that strive for excellence, these school are: Bergvliet High School, Cape Academy of Maths Science and Technology (CAMST), Claremont High School, Norman Henshilwood High School, Paarl Boys High School, Pinelands High School, SACS, South Peninsula HS, Reddam House Constantia, Westerford High School, Wynberg Boys and Wynberg Girls High Schools.

For 2021 the pantone colours of the year are, Ultimate Grey and Illuminating (yellow). When the colours are alone, they are dull and boring, when they are together these two colours conveys a message of strength and hopefulness that is enduring and uplifting. When we reflect on 2021, we feel just that, a sense of strength from enduring through yet another tough year and a sense of hopefulness that something good is going to



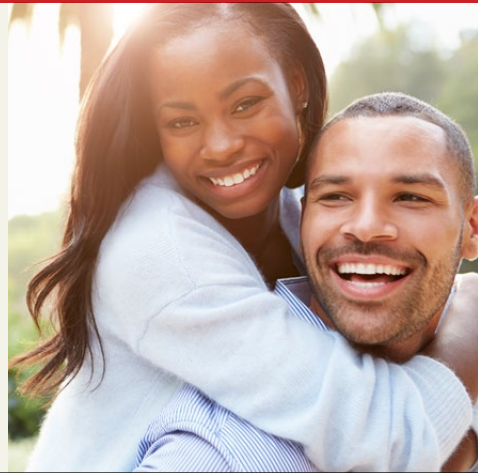
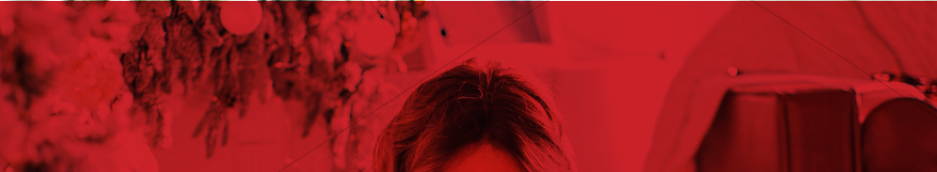
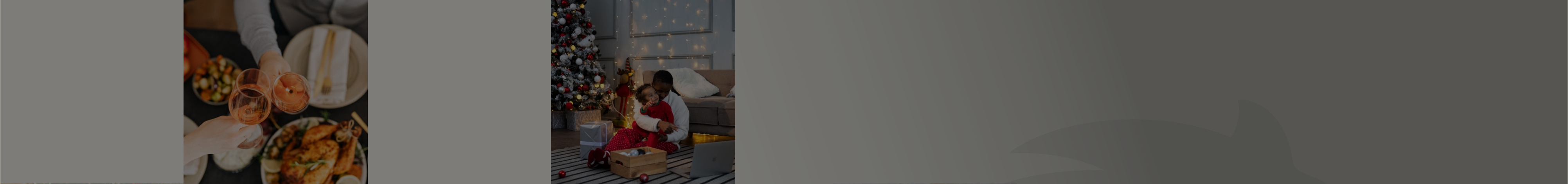
MATRIC 2021 GROUP

happen and will happen when we work together. We remain humbled by each generous donation to achieve our mission of "Building our nation through education, one scholar at a time".

Finally, a special thanks to the Spirit Invest group (Warwick Wealth, Cadiz and Appleton) for the continued support behind the scenes, but also to each individual employee that donates generously every month; Conrad Clifford, Erika Kotze, Fatima Abrahams, Janelle Enoch, Johan Taute, Lauren Hean, Madriaan Van Den Berg, Marc and Saskia Wiese, Margaret Botha, Marlisa Doms, Matthew Pellatt, Michael Feinberg, Nerisha Radhella, Nicholas Rusling, Sidney Mckinnon, Steve Wallace, Stuart McMurtrie, Tiaan Meyer, Tim Hughes, Teresa Trew, Wendy De Sousa.

There is much to look forward to in 2022, and we want to, once again, thank you for your support and wish you and your families well during the festive season.

Best wishes
Dr. Armand Bam
MD Spirit Foundation



SPIRIT
SPIRIT
THE INSIDER

© 2021 Spirit. All Rights Reserved.

BACK TO HOME 

An owner of Authorised Financial Services Providers in South Africa.

