

# Glacier Invest

## Leaders in Discretionary Fund Management

By Khanyi Nzukuma, Chief Executive

In a bold step to ensure that our intermediaries have access to the best available world-class investment solutions and strategies, we are very proud to present our significantly enhanced discretionary fund management (DFM) and consulting capability, GLACIER INVEST.

This step strategically positions Glacier Invest as a core capability in a world where consumer and regulatory pressures are increasing and the separation of asset management and advice is becoming more important.

### Strengthening our existing capability

While discretionary fund management is not a new solution within Glacier, this initiative involves a change in the current way of working. We have aligned and utilised additional capabilities within Sanlam to deliver a superior value proposition, while utilising our flexible and industry-leading wrap fund functionality – ultimately creating an enhanced value proposition for the Group.

Some of the business development managers (BDMs) from Sanlam Investments / SMMI joined the Glacier Distribution and Sales team on 1 June 2018 and now operate under the Glacier brand. They are fully focused on marketing the Glacier Invest value proposition only. Their current responsibility for marketing the Sanlam Investments single manager solutions will fall away and this responsibility will remain with Sanlam Investments.

### Open architecture and a wide range of solutions on offer

Glacier's signature open architecture functionality (access to solutions from industry-wide asset managers) is a key feature of the Glacier Invest value proposition.

The intermediary investment propositions of both Sanlam Financial Advisers (SFA) and Independent Financial Advisers will continue to be outsourced to Sanlam Multi Managers.

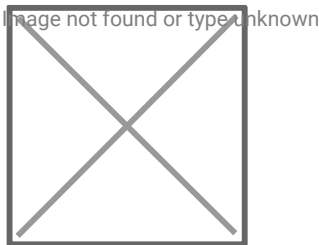
Glacier Consulting will continue to provide advisory and research services to Category II

intermediaries.

Glacier Invest will therefore give the various categories of intermediaries a wide range of wrap funds, customised or implemented consulting solutions to choose from. This will allow you to provide solutions that will best meet your clients' investment needs across all target markets.

Entrenching our leadership and enabling efficient investing

With the largest assets under management in the industry, we are very excited about this bold move as it will further entrench our leadership position in the DFM and retail investment solution space, an area which is growing rapidly globally and locally. More importantly, this will provide seamless investment solutions for you, our business partners, and ultimately your clients.



## Khanyi Nzukuma

Khanyi Nzukuma obtained a BA in Psychology from Rhodes University in 1991. He then obtained a Masters in Business Administration from Potchefstroom University in 1998 and a Doctor of Psychology degree from the University of Johannesburg in 2011. Khanyi joined Sanlam in 1994, where he spent 11 years, starting as a Financial Adviser, and thereafter occupied a number of junior and senior management roles. He joined MMI Holdings in 2008, where he spent eight years, starting as a CEO of Metropolitan. In 2017 he was appointed CEO of Momentum. In January 2018 he left MMI and re-joined Sanlam as CEO of Glacier by Sanlam.

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