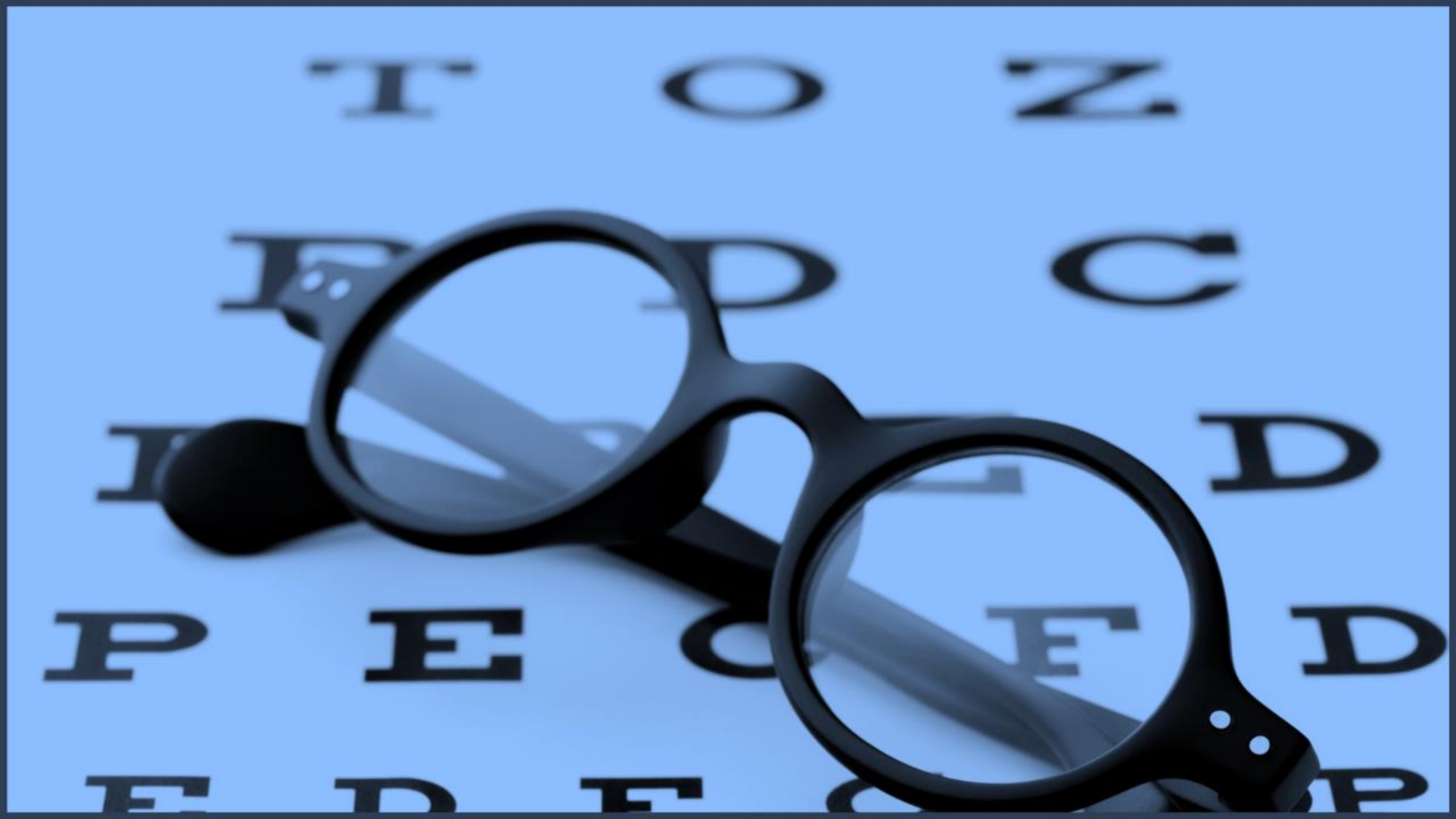




# HINDSIGHT IS 2020, FORESIGHT ISN'T

Darryl Moodley

4 November 2020



# 2019 VS 2020



Brexit

Slowing  
growth

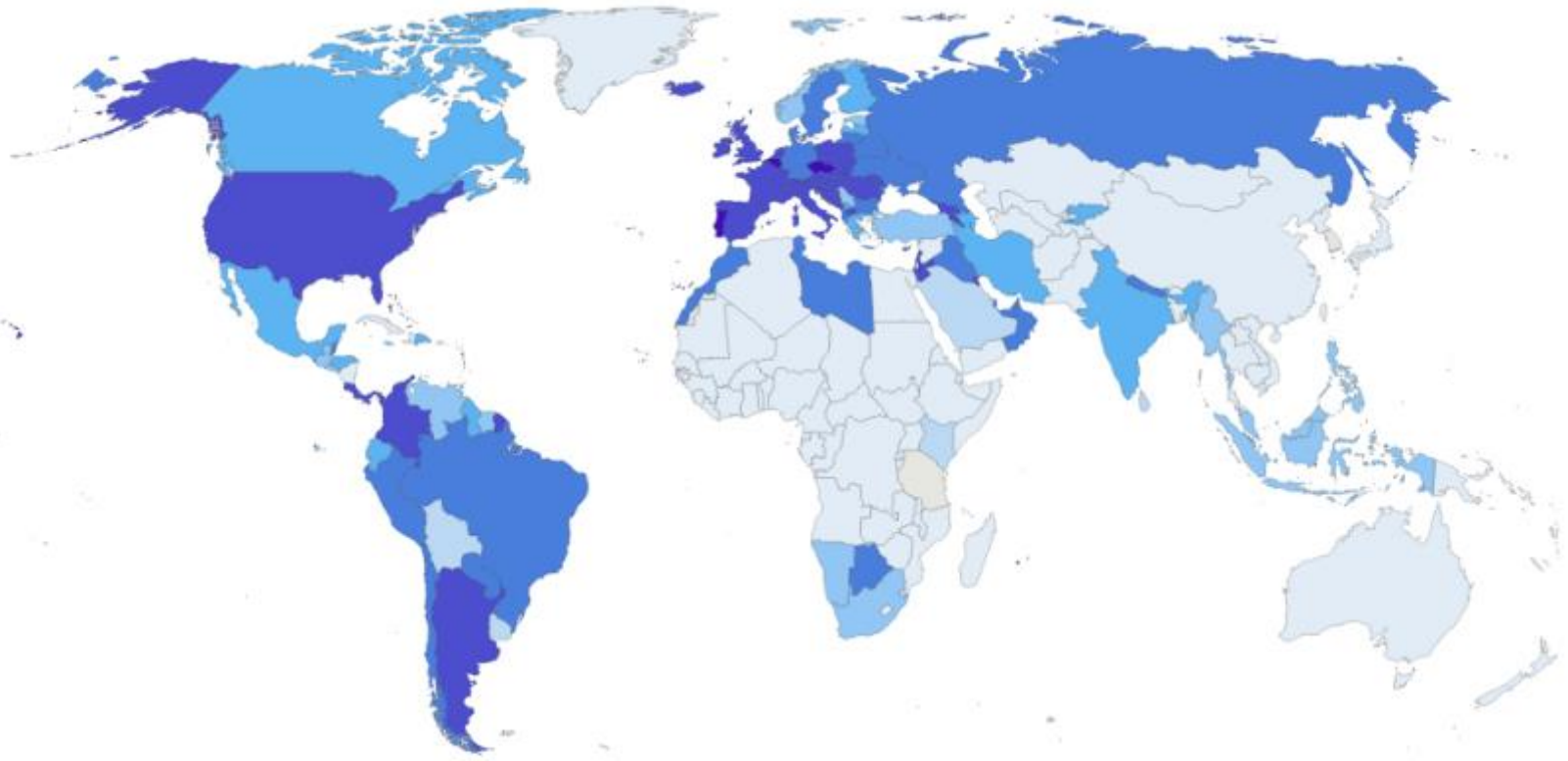
US-China  
Trade war

Eskom

COVID-19

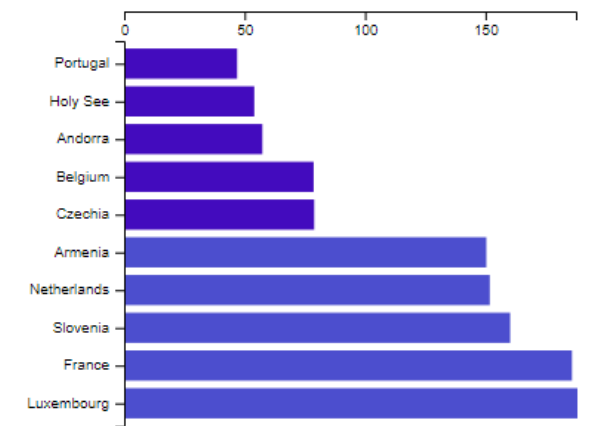


# COVID-19: WHERE ARE WE NOW?



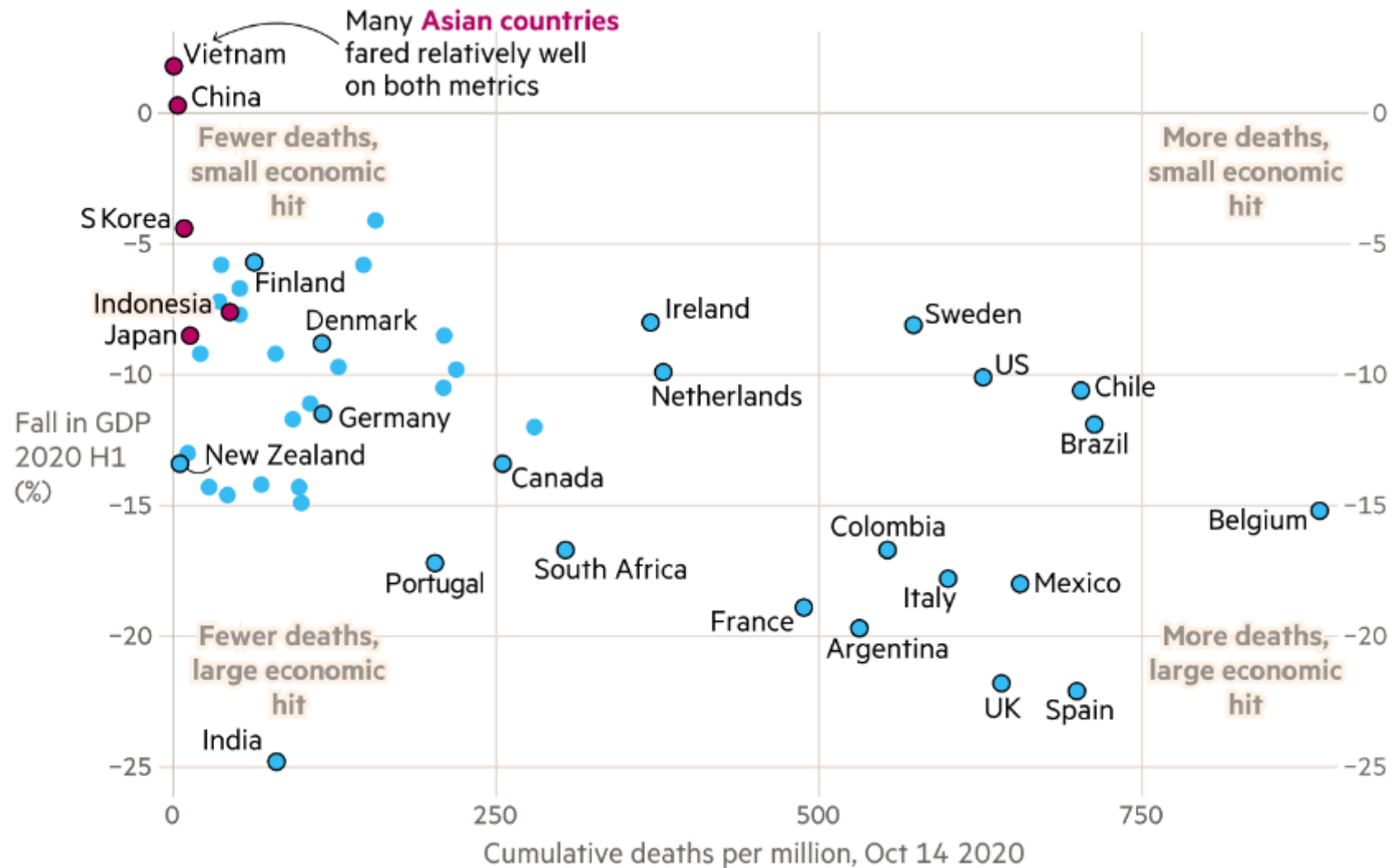
Global	
Case Prevalence <sup>2</sup> :	1 in 1,398
Daily new cases:	358,479
Confirmed <sup>1</sup> cases (growth rate <sup>2</sup> ):	42,510,368 (+0.3%)
Confirmed <sup>1</sup> deaths (growth rate <sup>2</sup> ):	1,148,744 (-0.5%)
Population:	7.7 B
Population by age groups:	
	33.3%
	23.1%
	19.5%
	14.8%
	9.3%
	<19
	20-34
	35-49
	50-64
	65+

Case prevalence<sup>2</sup> - top 10 countries  
approx. share of population



Source: John Hopkins

# COUNTRIES THAT SUFFERED





**Donald J. Trump** ✓  
@realDonaldTrump

Tonight, [@FLOTUS](#) and I tested positive for COVID-19. We will begin our quarantine and recovery process immediately. We will get through this TOGETHER!

12:54 PM · Oct 2, 2020 · Twitter for iPhone

**167.7K** Retweets   **237.8K** Quote Tweets   **414K** Likes



**Donald J. Trump** ✓  
@realDonaldTrump

I will be leaving the great Walter Reed Medical Center today at 6:30 P.M. Feeling really good! Don't be afraid of Covid. Don't let it dominate your life. We have developed, under the Trump Administration, some really great drugs & knowledge. I feel better than I did 20 years ago!

1:37 PM · Oct 5, 2020 · Twitter for iPhone





Text UNITED to 30330  
**BATTLE** *for the*  
**SOUL** *of the* **NATION**

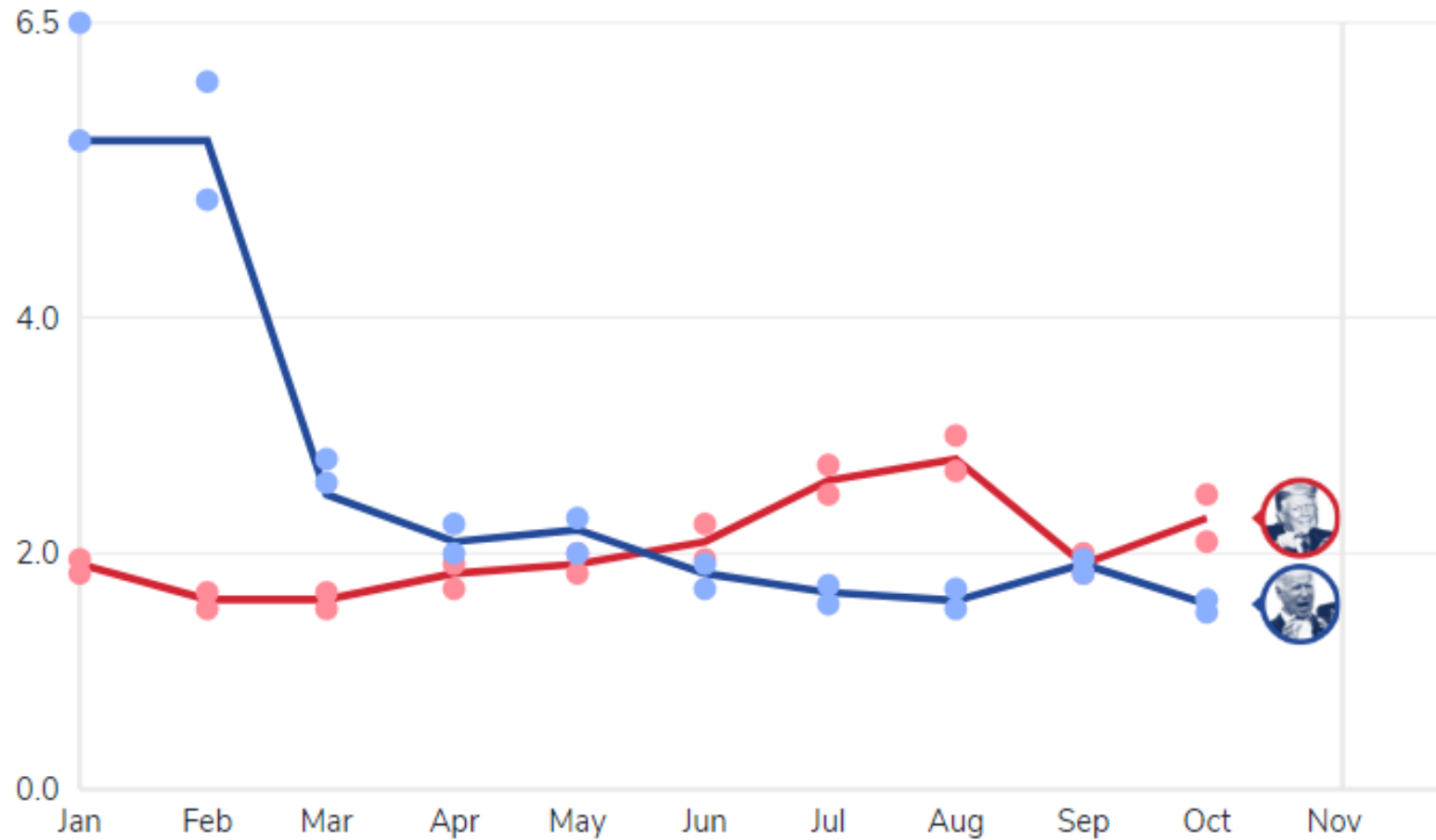


# WHAT DO THE BOOKIES THINK?

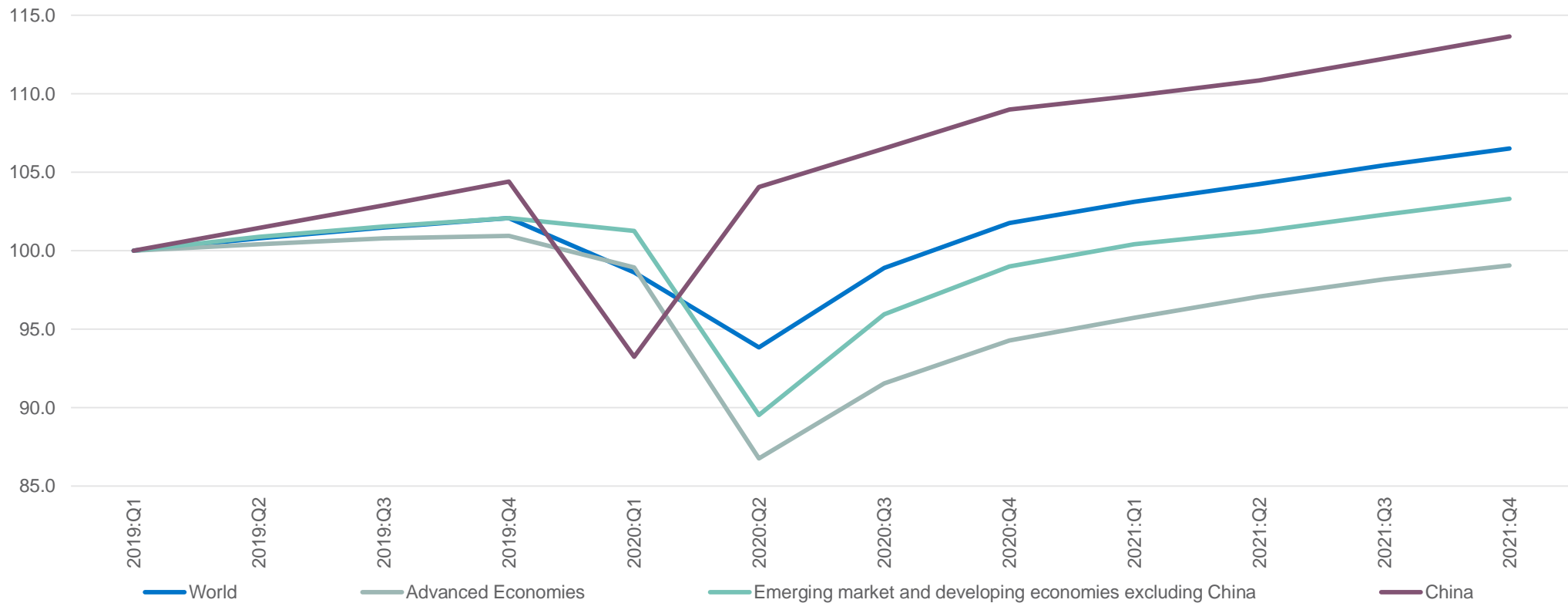


Decimal Odds

Election Day 3 Nov



# ECONOMIC OUTLOOK



# TECH BILLIONAIRES NET WORTH RISES EXPONENTIALLY



Who led the digital transformation of your company?

A) CEO

B) CTO

C) COVID-19





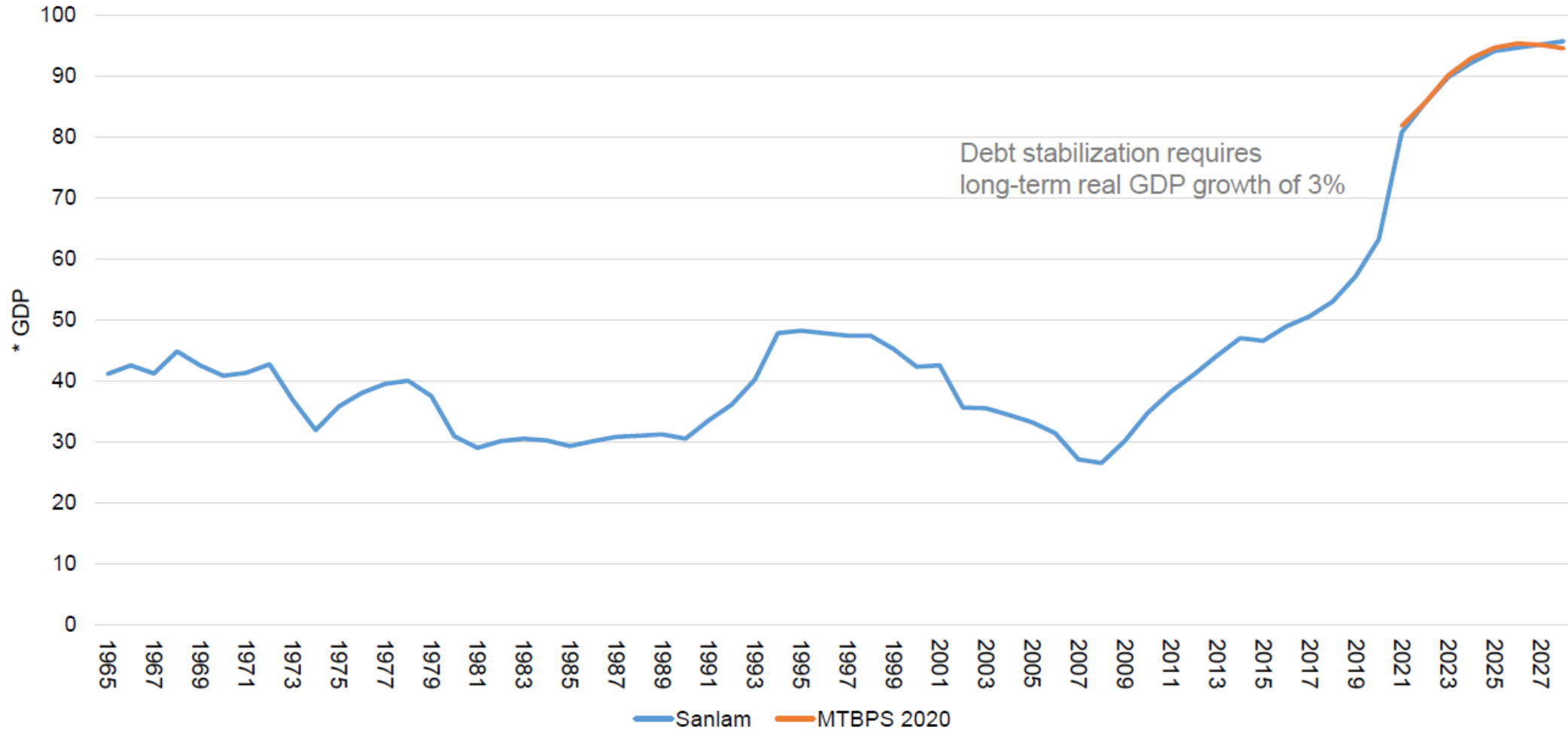
*“Covid-19 did not destroy our economy. We’re trying to recover from decades of bad governance and poor ANC policies, and it is disingenuous and opportunistic to try to claim otherwise. We were in junk status long before anyone had heard of the word coronavirus.”*

– President Cyril Ramaphosa

*‘As I have called on other sectors that are key to our economy, let us use the opportunity presented by the pandemic to build back better.’*

– President Cyril Ramaphosa

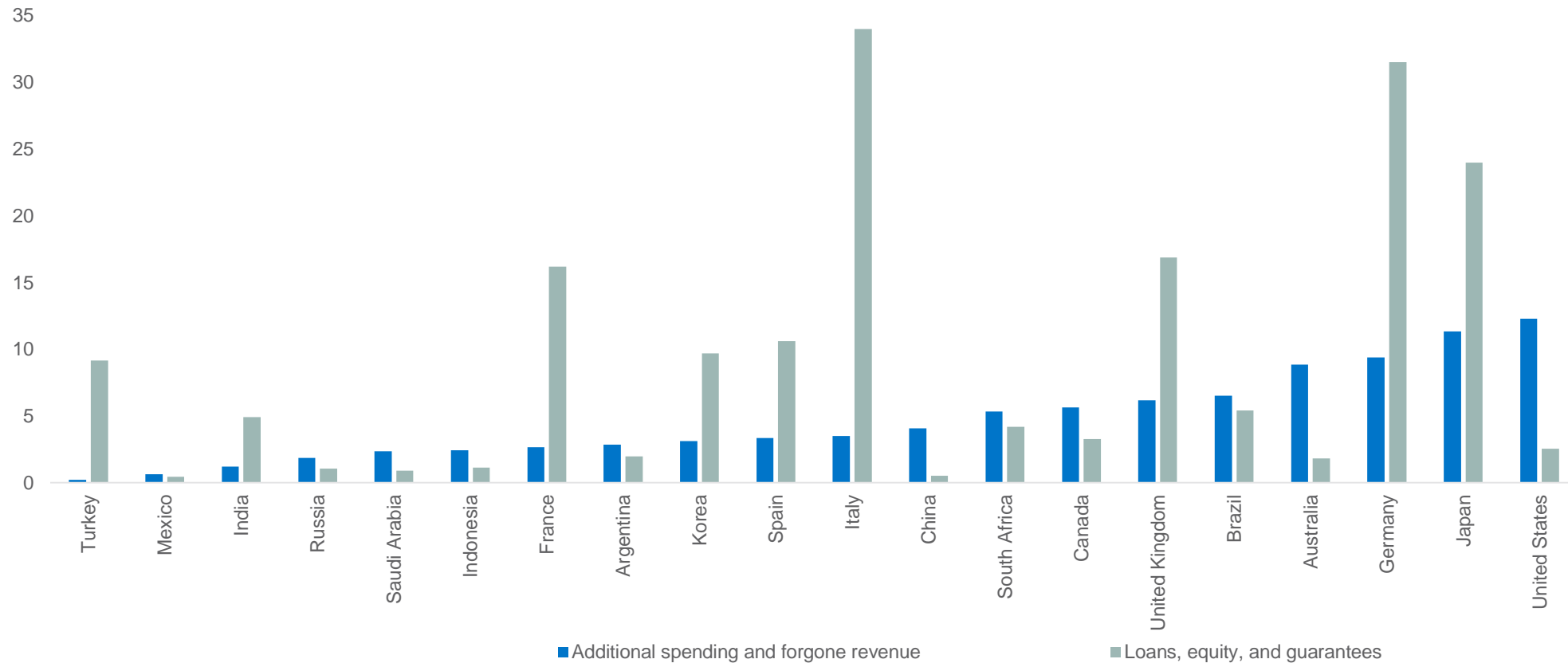
# DEBT RATIO SCENARIOS



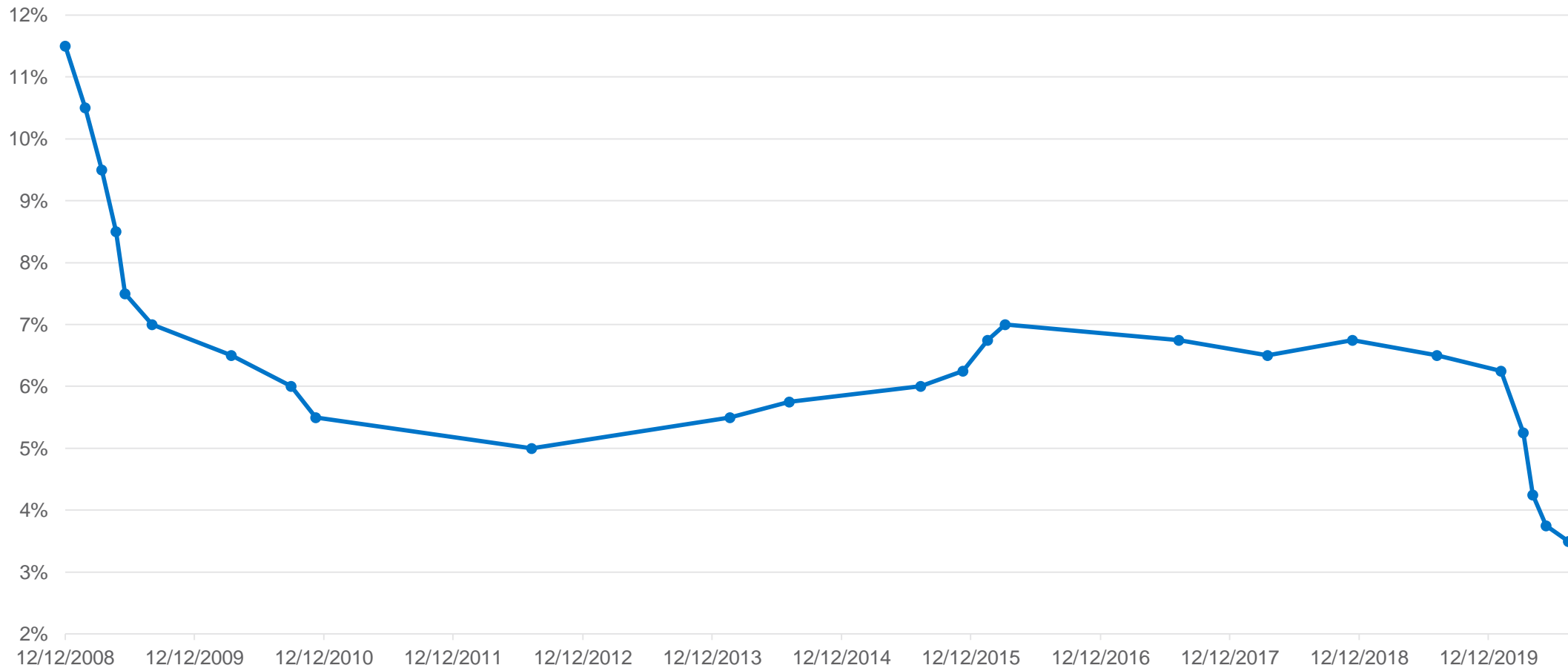
# FISCAL MEASURES TO FIGHT COVID-19



Fiscal stimulus as a % of GDP



# THE REPO RATE



SOURCE: SARB (2020)

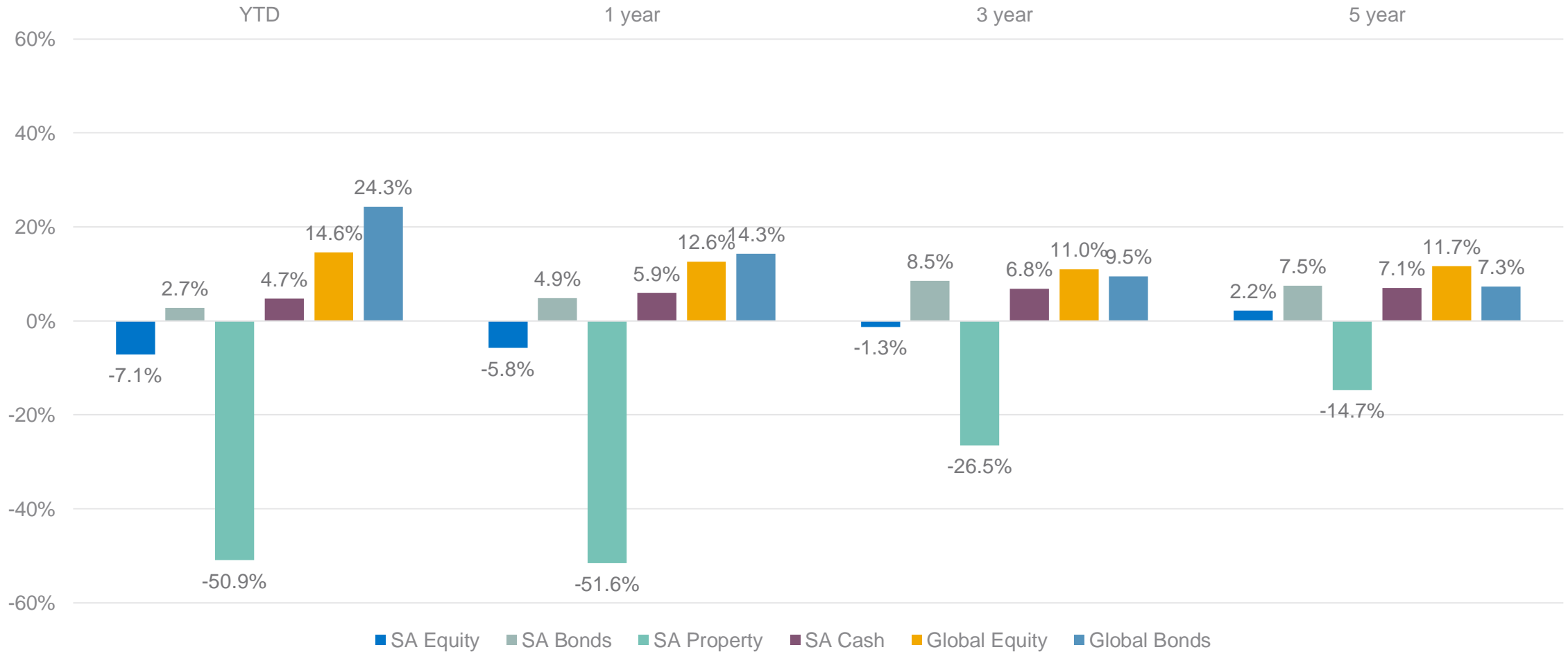
# FTSE/JSE ALL SHARE



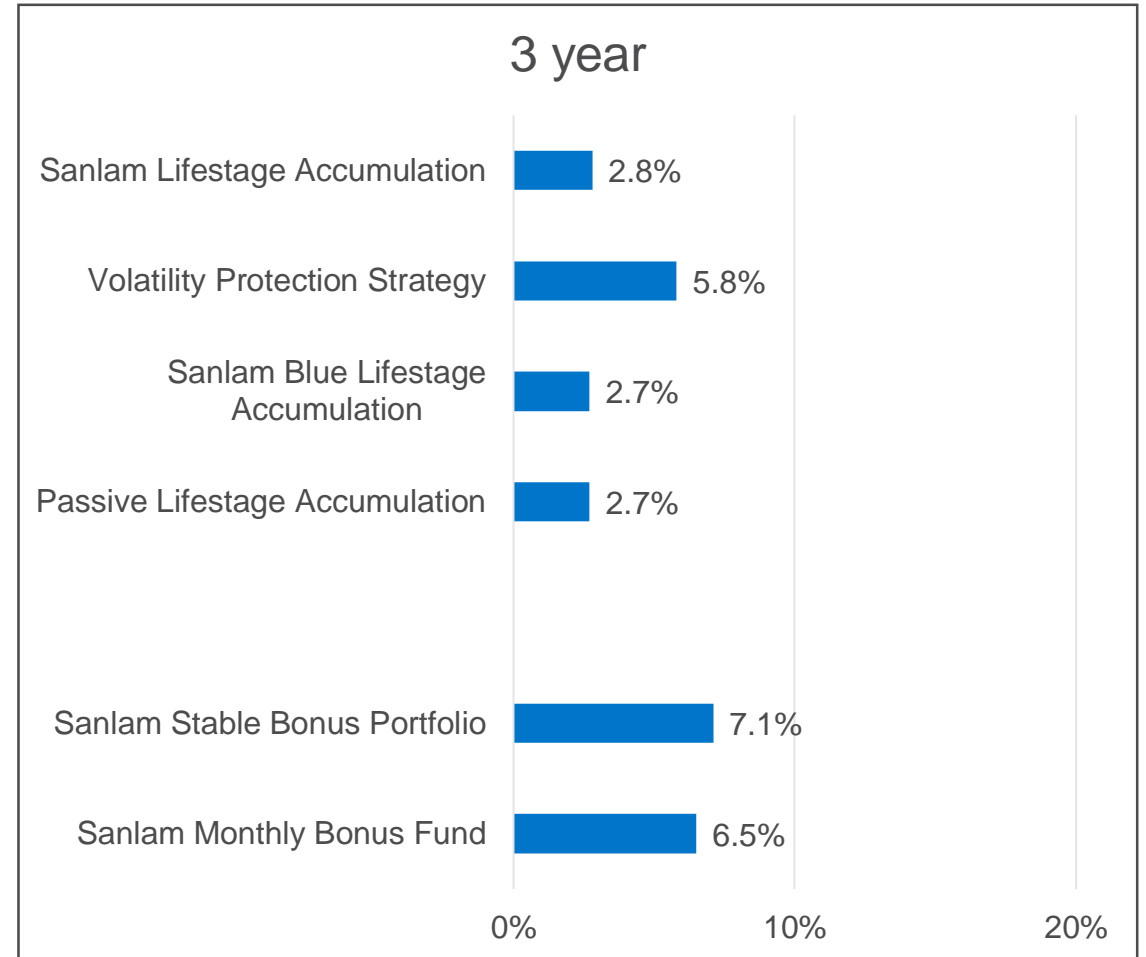
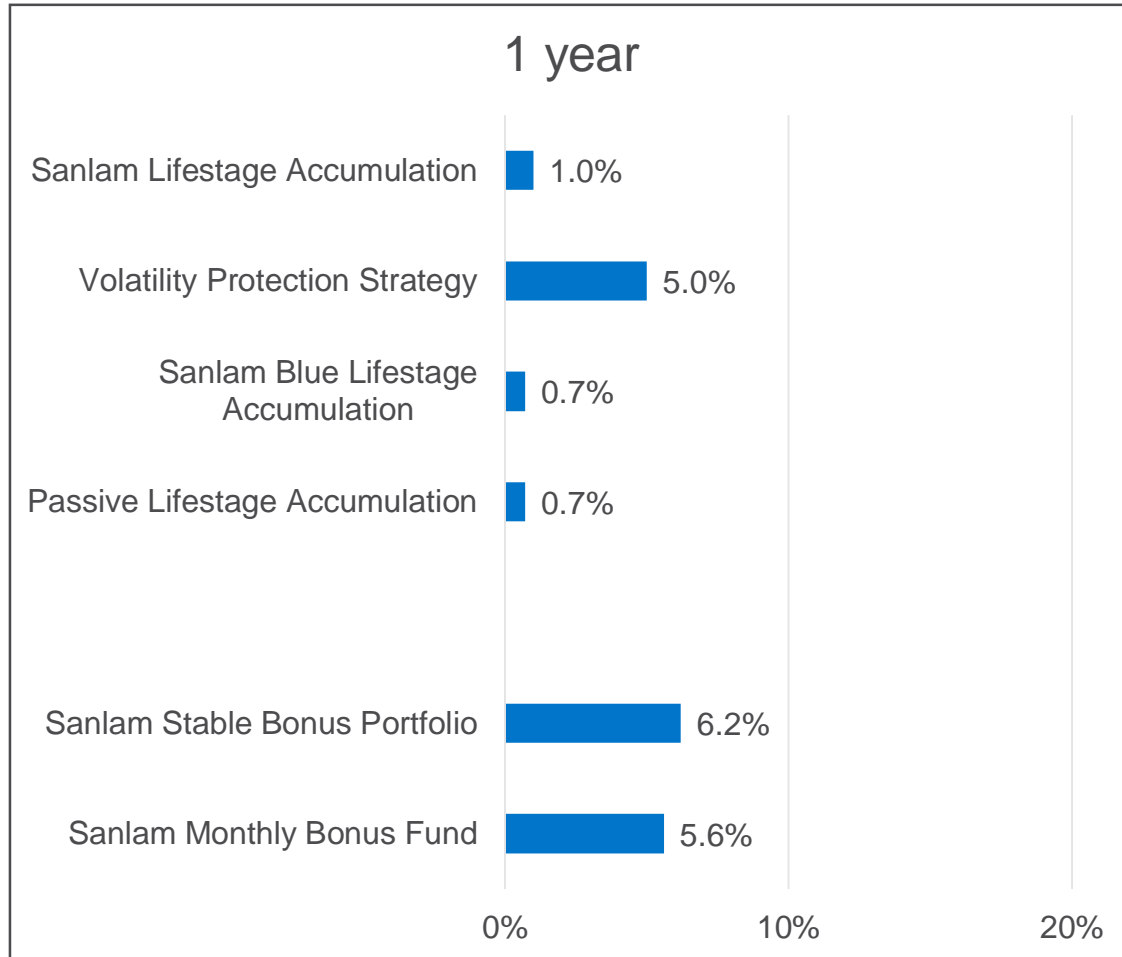
AS AT 2 NOV 2020



# IT'S CLEAR AS DAYLIGHT



# PERFORMANCE



# ESG

Doing no harm



# IMPACT

Doing good

# How we're responding to Covid-19

Sanlam is **supporting South African businesses** negatively impacted by Covid-19 – from **SMEs to large corporates** – with a **committed investment** of **R2.25 billion** into three strategies aligned with the core impact theme of **job preservation and creation.**

We are looking to **mobilise further capital** from like-minded investors to help **catalyse** the much required **growth of the economy.**

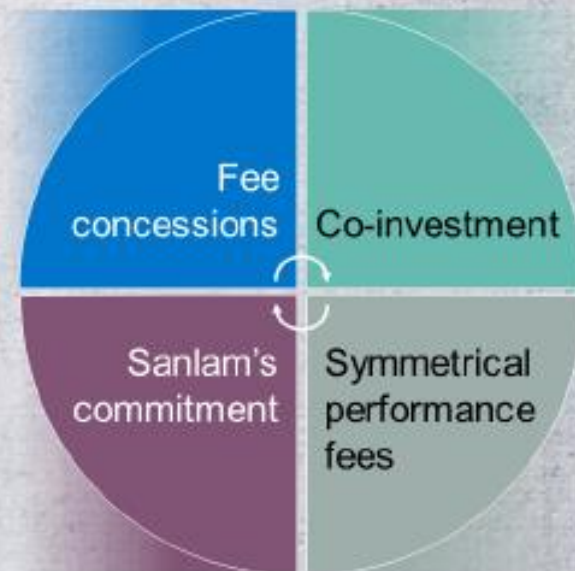
*"If you want to go fast, go alone. If you want to go far, go together."*

African Proverb



# Making a meaningful and sustainable impact

Market segment	Debt		Equity
	SME	Corporate	Mid-market
Sanlam	R250 million	R1 billion	R1 billion
Target	R1 billion	R3 billion	R3 billion
Target return	Jibar + 6%	Jibar + 2-3%	25% IRR



**Employment**  
**Inclusive growth**  
**Improved job quality**



Decent employment through inclusive growth

A skilled and capable workforce to support an inclusive growth path



*"If you want to go fast, go alone. If you want to go far, go together."*





**HINDSIGHT IS 20/20**

**UNLESS YOU'RE ME, THEN ITS CALLED  
FACTUAL HINDSIGHT. BELIEVE ME**

