



CONFLICT OF INTEREST MANAGEMENT POLICY

2022



SESEFIKILE CAPITAL
Property Investments

T +27 11 684 2681 | E info@sescap.co.za | W www.sesfikilecapital.com

2nd Floor, 18 The High Street, Melrose Arch, Johannesburg, South Africa, 2076

Sesfikile Capital (Pty) Ltd is an Authorised Financial Services Provider. FSP number: 39946



1. INTRODUCTION

- 1.1. This document embodies the Conflict-of-interest management policy for Sesfikile Capital (Pty)Ltd.
- 1.2. The conflict-of-interest management policy applies to all employees of Sesfikile Capital.
- 1.3. "Conflict of interest" ("COI") means any situation in which Sesfikile Capital or its representatives has an actual or potential interest that may, in rendering a financial service to a client influence the objective performance of his, her or its obligations to that client; or prevent Sesfikile Capital or its representatives from rendering an unbiased and fair financial service to that client, or from acting in the interests of that client, including, but not limited to –
 - 1.3.1. A financial interest;
 - 1.3.2. An ownership interest;
 - 1.3.3. Any relationship with a third party; "third party" means:
 - a product supplier,
 - another provider,
 - an associate or a product supplier or a provider,
 - a distribution channel,
 - any person who in terms of an agreement or arrangement with a person referred to in paragraph (a) to (d) above provides a financial interest to a provider or its representative)).
- 1.4. Sesfikile Capital is committed to ensuring that all business is conducted in accordance with good business practice. To this end Sesfikile Capital conducts business in an ethical and equitable manner, and in a way that safeguards the interests of all stakeholders to minimize and manage all real or potential conflict of interest (COI). Sesfikile Capital and its representatives must therefore avoid (or mitigate where avoidance is not possible) any COI between Sesfikile Capital and a client or its representatives and a client.

2. PURPOSE

- 2.1 The primary objectives of this policy are:
 - 2.1.1 To provide guidance on the behaviours expected in accordance with Sesfikile Capital standards.
 - 2.1.2 To promote transparency and to avoid business-related COI;
 - 2.1.3 To ensure fairness in the interests of employees and Sesfikile Capital;



- 2.1.4 To document the process for the identification, mitigation, disclosure, approval and review of activities that may amount to actual, potential or perceived COI;
- 2.1.5 To provide a mechanism for the objective review of personal outside interests.

3. FINANCIAL INTEREST

- 3.1 Sesfikile Capital or its representatives may only receive or offer financial interest from or to a third party as determined by the Commissioner of the Financial Sector Conduct Authority (“the Commissioner”) from time to time, and as set out in Annexure A hereto.
- 3.2 “Financial interest” means any cash, cash equivalent, voucher, gift, service, advantage, benefit, discount, domestic and foreign travel, hospitality, accommodation, sponsorship, other incentive or valuable consideration, other than –
 - 3.3 An ownership interest;
 - 3.4 Training, that is not exclusively available to a selected group of providers or representatives on products and legal matters relating to those products; general financial and industry information; specialized technological systems of a third party necessary for the rendering of a financial service; but excluding travel and accommodation associated with that training.
 - 3.5 Any financial interest received by an employee of Sesfikile Capital must within 10 days of that receipt be recorded in the gift registry of Sesfikile Capital , attached hereto as Annexure B.
 - 3.6 Sesfikile Capital may not offer any financial interest to its representatives–
 - 3.7 That is determined with reference to the quantity of business secured for the provider without also giving due regard to the delivery of fair outcomes for clients; or
 - 3.8 For giving preference to a specific product supplier, where a representative may recommend more than one product supplier to a client; or
 - 3.9 For giving preference to a specific product of a product supplier, where a representative may recommend more than one product supplier to a client.
 - 3.10 For purposes of paragraph 3.4, Sesfikile Capital must be able to demonstrate that the determination of and entitlement to the financial interest takes into account measurable indicators relating to the –
 - 3.11 Achievement of minimum service level standards in respect of clients;
 - 3.12 Quality of the representative's compliance with this Act;



3.13 as agreed between Sesfikile Capital and the representative, and that sufficient weight is attached to such indicators to materially mitigate the risk of the representative giving preference to the quantity of business secured for the provider over the fair treatment of clients.

4. POTENTIAL COI THAT COULD AFFECT SESFIKILE CAPITAL (PTY) LTD

4.1. The following are potential COI that could affect Sesfikile Capital (Pty) Ltd:

- Directorships or other employment.
- Interests in business enterprises or professional practices;
- Share ownership;
- Beneficial interests in trusts;
- Personal Account Trading;
- Professional associations or relationships with other organizations;
- Personal associations with other groups or organizations, or family relationships;
- Front running;
- Rebates;
- Kickbacks; and
- Commission

5. MEASURES TO AVOID COI:

5.1. All personal account trading must be performed in adherence to our Personal Account Trading Policy

5.2. Any financial interest received by an employee of Sesfikile Capital must within 10 days of that receipt be recorded in the gift registry of Sesfikile Capital. The registry will be reviewed by the board of Sesfikile Capital.

5.3. Before entering into any arrangement (e.g. business interest in a property related company, directorship or membership) each employee must notify their employer of the intention to engage with such activity and must seek written approval by the executive directors and or board of Sesfikile Capital. The directors / board will take reasonable steps to assess such activities to see if they conflict with any current or future activities of Sesfikile Capital.



6. DISCLOSURE OF COI

- 6.1. At the earliest reasonable opportunity, Sesfikile Capital and its representative must, in writing, disclose to a client any COI in respect of that client including –
 - 6.1.1. Measures taken to avoid or mitigate the conflict;
 - 6.1.2. Any ownership interest or financial interest that the provider or representative may be or become eligible for;
 - 6.1.3. The nature of the relationship or arrangements with a third party that gives rise to a COI in sufficient detail to enable the client to understand the exact nature of the COI
- 6.2. At the earliest reasonable opportunity, Sesfikile Capital and its representative must, in writing, inform a client of the Conflict-of-Interest Management Policy and how it may be accessed.
- 6.3. Notification of an actual or potential COI should be made to the person with responsibility for the issue or area in question, such as the relevant management team, supervisor, head of the department or key individual.
- 6.4. In accordance with an employee's obligation to act in the best interest of his or her employer, it is not permissible for employees to engage in conduct that would amount to a COI with Sesfikile Capital.
- 6.5. Staff that fail to disclose a potential or actual COI in accordance with this policy may be liable to disciplinary procedures as governed by relevant industrial awards or agreements.

7. MECHANISMS FOR IDENTIFYING COI

- 7.1. Monthly review of personal account dealings
- 7.2. Monthly review of gift register
- 7.3. Adhoc request for disclosure of the following:
 - 7.3.1. interests in business enterprises or professional practices;
 - 7.3.2. professional associations or relationships with other organizations;
 - 7.3.3. personal associations with other groups or organizations,
 - 7.3.4. directorships or other employment;

8. MEASURES TO RESOLVE COI

- 8.1. Profits that arise from personal trades in conflict with client's monies will be allocated across existing client base.



8.2. Gifts in excess of those allowed as per Financial Advisory and Intermediary Services Act, 2002 (FAIS) will be returned.

9. PROCESSES, PROCEDURES, AND INTERNAL CONTROLS TO FACILITATE COMPLIANCE WITH THE POLICY

- 9.1. Every staff member must have a copy of the Conflicts of interest Management Policy.
- 9.2. If a potential COI arises, the transaction must first be discussed with management before entering into the transaction.

10. CONSEQUENCES OF NON-COMPLIANCE WITH THE POLICY BY THE PROVIDER'S EMPLOYEES AND REPRESENTATIVES

- 10.1. Non-compliance with this policy and the procedures described in it may amount to misconduct and employees may be subject to internal disciplinary action that may lead to dismissal.

11. LIST OF ALL SESFIKILE CAPITAL (PTY) LTD ASSOCIATES

N/A

12. NAMES OF ANY THIRD PARTIES IN WHICH SESFIKILE CAPITAL (PTY) LTD HOLDS AN OWNERSHIP INTEREST

N/A

13. NAMES OF ANY THIRD PARTIES THAT HOLD AN OWNERSHIP IN SESFIKILE CAPITAL (PTY) LTD

Sesfikile Capital Shareholders	% shareholding
Mohamed Kalla	12.50%
Kundayi Munzara	12.50%
Evan Jankelowitz	12.50%
Ukukhula Sibanye en Commandite Partnership	37.49%
Royal Investment Managers (Pty) Ltd	25.01%





ANNEXURE A – FINANCIAL INTEREST

1. Sesfikile Capital (Pty) Ltd or its representatives may only receive or offer the financial interests referred to herein if-
 - 1.1. Those financial interests are reasonably commensurate with the service being rendered, taking into account the nature of the service being rendered and the resources, skills and competencies reasonably required to perform it;
 - 1.2. The payment of those financial interests does not result in the provider or representative being remunerated more than once for the performance of a similar service;
 - 1.3. Any actual or potential COIs between the interests of the client and the interests of the person receiving the financial interests are effectively mitigated; and
 - 1.4. The payment of those financial interest does not impede the delivery of fair outcomes to the client.
2. Sesfikile Capital (Pty) Ltd or its representatives may only receive or offer financial interest from or to a third party as follows
 - 2.1. Commission authorised under the Long-term Insurance Act or Short-term Insurance Act;
 - 2.2. Commission authorised under the Medical Schemes Act;
 - 2.3. Fees authorised under the Long-term Insurance Act, the Short-term Insurance Act or the Medical Schemes Act;
 - 2.4. Fees for the rendering of a financial service in respect of which commission or fees referred to in paragraph (1.1), (1.2) or (1.3) is not paid, if
 - 2.4.1. The amount, frequency, payment method and recipient of those fees and details of the services that are to be provided by the provider or its representative in exchange for the fees are specifically agreed to by a client in writing; and
 - 2.4.2. Those fees may be stopped at the discretion of that client.
 - 2.5. Fees or remuneration for the rendering of a service to a third party.
 - 2.6. Subject to any other law, an immaterial financial interest*; and
 - 2.7. A financial interest, not referred to under sub-paragraph (1.1) to (1.6), for which a consideration, fair value or remuneration that is reasonably commensurate to the value of the financial interest, is paid by that provider or representative at the time of receipt thereof.
 - 2.8. For purposes of this document -
 - 2.8.1. "immaterial financial interest" means any financial interest with a determinable monetary value, the aggregate of which does not exceed R1



000 in any calendar year from the same third party in that calendar year received by –

- 2.8.1.1. a provider who is a sole proprietor; or
- 2.8.1.2. a representative for that representative's direct benefit;
- 2.8.1.3. a provider, who for its benefit or that of some or all its representatives, aggregates the immaterial financial interest paid to its representatives.