



COMPANY PROFILE

www.smartvest.co.zw



INTRODUCTION

Smartvest Wealth Managers (Private) Limited (Smartvest), was established in 1995 as Kingdom Asset Management and subsequently rebranded to Smartvest Wealth Managers in November 2016

Smartvest is an independent asset management company fully licenced by the Securities and Exchange Commission of Zimbabwe (SECZ) and has over 29 years' experience in the creation of wealth for institutional, corporate and individual investors on the Zimbabwean investments markets. Smartvest specializes in the management of third-party funds in order to maximise return in line with their risk tolerance levels.

The investments are done on a portfolio-based approach and are usually spread across the money market, listed equities, unlisted equities and property markets. Our clients include pension and provident funds, insurance companies, charitable organizations, other corporate bodies, high net-worth individuals and the general public. The clients' investments are managed either on a segregated basis or pooled through registered unit trusts funds. Further to the internal controls, the use of custodial services ensures that all clients' funds move in consultation with the custodians appointed by the clients.



Investing Smart





Vision

To build stakeholder value by delivering **SMART** solutions

Mission

To be a top quartile asset manager which offers opportunities for wealth creation by committing to deliver the full range of our capabilities and resources to empower our clientele financially.

Core Values

- Teamwork
- Integrity
- Professionalism
- Excellence
- Innovation

OUR APPROACH

At Smartvest, we believe in buying 'good assets' at a 'good price'. As such, our philosophy exhibits elements of both growth and value investing. Our starting point in selecting an asset looking at its ability to generate future cash flows, sustainability of returns, how it is managed and downside risk.

Performance

We believe that the most important influence on investment returns by a hugely significant margin is asset allocation. Asset allocation is the broad investment decision on how much to invest in each of the different investment types, or asset classes - cash, money market, fixed interest bonds, property and equities.

Strategy

We are semi-active investors whose focus is mainly on equities, bonds, real estate and other assets. Being semi-active entails striking a balance between not just buying and holding assets but selling where we think the fundamentals justifies it while at the same time not trading too frequently being cognizant of the high transaction costs in our markets.



BOARD OF DIRECTORS



Dr. Leonard Ladislas Tumba

- Chairman

(Phd Economics, Virginia Polytech Inst & State University Blacksburg, USA; MA Econ, Howard University Washington DC; BSBA (Corp Fin) Georgetown University)

Dr. Tumba is a career banker having been Governor of the Reserve Bank of Zimbabwe for 10 years; Group CEO and Managing Director of Zimbabwe Financial Holdings Limited, a financial services group. Dr. Tumba has significant international exposure having worked as a Monetary Economist -Vice President for Citibank New York, USA and was an Assistant Professor at Trinity College, Connecticut, USA and later became a visiting Professor for the same University with special focus being Financial Markets and Money & Banking

Dr. Tumba has sat on a number of boards including chairing CABS; Dairiboard Holdings Limited; Zimbabwe Microfinance Wholesale Facility Trust, ICTL; Duration Gold Fidelity Printers & Refineries; CIMAS; Credsure; Zimbabwe Development Bank among many other.



Peter A. Kadzere

- Chief Executive Officer

(MBA,Bsc Econs, FCG; RPAcc;CGPA)

Peter Kadzere is a holder of a Bachelor of Science Economics Honours degree and a Master of Business Administration (MBA) both from the University of Zimbabwe. He is a Fellow of the Chartered Governance & Accountancy Institute (FCG) and is a registered Public Accountant. Peter has thirty-nine years of progressive experience in the Insurance, Pensions and Financial Services sectors, of which 30 years have been in executive management. He is a highly motivated professional,

visionary, entrepreneur & business leader with extensive experience in investments, fund management, banking, finance, strategy formulation and implementation.

Prior to joining the Afrasia Zimbabwe Holdings Limited Group (AZHL) formerly Kingdom, as the Managing Director of Afrasia Capital Management, now Smartvest Wealth Managers, Peter was Head of Asset Management and Stockbroking at the Zimbabwe Allied Banking Group. Previously, Peter had been the Managing Director for Fidelity Life Asset Management (FLAM) and Deputy General Manager of the Local Authorities Pension Fund. Prior to that Peter had a nine-year stint with First Mutual Life and worked in various capacities before leaving in 1995 as an Investment Analyst.

Peter has since 1994 sat on a number of committees of the Institute of Chartered Secretaries and Administrators which culminated in him being nominated to ICSA Council in 2004 and became the Institute's President for the year 2007/2008. He was the International Representative of the Institute (2010 -2012) hence he sat on the ICSA International Council (now CGI) head quartered in London, United Kingdom.

He previously sat on the Boards of Schweppes Zimbabwe Limited and Turnall Zimbabwe Limited, Competition & Tariffs Commission, Lotteries & Gaming Board among others. He was Chairman of FMRE Property & Casualty (Private) Limited and currently sits on the boards of Shelter Zimbabwe; Emerald Hill Children's Home and a number of investee companies on private



equity transactions. He Chaired the Association of Investment Managers in Zimbabwe and was a Councilor of the Zimbabwe Association of Pension Funds (ZAPF) Council.

Peter is married and has four children. He is a keen golfer and a farmer.



Wadzanayi Bertha Phiri

- Non Executive Director

(MBA-Mancosa, BBA Marketing-SA, IMM GSM, Diploma in Insurance IIZ)

Wadzanayi is the Founder and Managing Director of Coronation Solutions, a business with interests in Risk Management, Actuarial and Financial & Investments Advisory. Prior to establishing Coronation, Wadzanayi was an Operations Director at Marsh Employee Benefits Zimbabwe (Pvt) Ltd. During her tenure she served in the region, driving Employee Health & Benefits sales growth in Malawi and Botswana.

She previously worked for Old Mutual, AON Zimbabwe (now MINERVA) and Comarton Consultants. She is a holder of Master in Business Administration; Bachelor of Business Administration and a Diploma in Insurance. She has extensive experience in Insurance both long term & short term; Project Management; Customer Relationship Management; Business Development; Marketing and Strategic Management.



George Tetere Chikava

-Non Executive Director

(IAC; MBA; FGI; RPACC; Advanced Leadership Programme, Haggai Institute -Singapore)

George Chikava is career accountant and administrator and is former General Manager of the Insurance Institute of Zimbabwe (IIZ). He is a holder of a Master of Business Administration degree (MBA) from the University of Zimbabwe. He is a Fellow of the Chartered Governance & Accountancy Institute (FCG) and is a registered Public Accountant. Prior to joining IIZ he was the CEO/Principal Officer of the Communications and Allied Industries Pension Fund which organization he served for 18 years. Mr. Chikava chaired the Zimbabwe Association of Pension Funds (ZAPF) from 2006 to 2008 and is a member of the Toastmasters International.



Hayes Roland Heathcote

- Non Executive Director

Hayes Heathcote has accounting training which saw him rise from being an accountant with Triangle Limited and a company secretary for Reunert Lenz. He joined Trinidad Asphalt in 1985 as the finance manager rising to finance director and subsequently being the appointed CEO/Managing Director before retiring to set up Heathmead Engineering (Pvt) Ltd where he is the major shareholder.



KEY PERSONNEL



Michael B. Mautsahuku

- Company Secretary & Portfolio Manager

(MSc Pro. Acc & Corp. Gov; B. Comm Hons. Accounting, FCG; RPAcc; AIOBZ; CGPA)

Michael Brian Mautsahuku is the Company Secretary and Portfolio Manager for Smartvest Wealth Managers and has more than 30 years' experience in the financial services industry having worked for AfrAsia Capital Management, Kingdom Asset Management, Kingdom Unit Trusts, Kingdom Bank, Zimbabwe Building Society and Founders Building Society.

He is a certified Chartered Governance Professional (CGP), Registered Public Accountant (RPAcc), Banker (AIOBZ) and Chartered Governance Professional Accountant (CGPA). He holds a Masters' degree in Professional Accounting and Corporate Governance and a Bachelor of Commerce Honours degree in Accounting. He is a fellow member of the Chartered Governance and Accountancy Institute and an associate member of the Institute of Bankers in Zimbabwe.

Michael sits on the Chartered Governance and Accountancy Institute Council and is a member of both the institute's Membership and Professional Competence Committee and Continuous Professional Development (CPD) Committee. He chairs the Education Committee of the Institute of Business and Accounting Studies in Zimbabwe and is a management board member of Mother Patrick Convent Primary School and St. Joseph Guild.



Kumbirai Makwembere

- Fund Manager

(MBA Finance); BComm Business Management)

Kumbirai is an experienced investment management professional having worked in the financial markets for more than fifteen years. He started his career as an Investments Analyst with TFS Management Company in 2008 and was promoted to a Fund Manager in 2012, a role he held for three years. Prior to joining Smartvest, Kumbirai worked for the deVere Group offering offshore investment solutions.

He holds a Master in Business Administration (MBA) from the University of Zimbabwe as well as a Bachelor of Commerce Honours Degree in Business Management from Midlands State University.



Mjikeneni Nxumalo

- Manager Unit Trusts

(Msc Strategic Management, BComm Business Management, Cert Business Administration; Dip Marketing)

Mjikeneni holds Master of Science (Msc) Degree in Strategic Management from Chinhoyi University of Technology, a Bachelor of Commerce Honours Degree in Business Management from Midlands State University, a diploma in Business Administration (Zimbabwe Institute of Management), and a certificate in Marketing. Mjikeneni has over 27 years' experience with the financial services sector, having started his



career as a clerk and rose through the ranks to become a Back-Office Manager and later promoted to become Manager Unit Trusts. Mjikeneni is a board member for Trisel Properties (Pvt) Ltd



Washington Chituku
- *Finance Manager*
(*B Comm Accounting*)

Washington holds a Bachelor of Commerce in Accounting degree from the National University of Science and Technology (NUST) and currently studying ACCA. Washington has been with Smartvest for 17 years and previously worked for Quality Plastics Packaging as an Accountant.



Rolinda Nkala
- *Investment Advisor*
(*Msc Strategic Marketing, (B Comm Management, Diploma in Management)*)

Rolinda holds a Master of Science (Msc) Degree in Strategic Marketing from Midlands State University, a Bachelor of Commerce degree in Management from the National University of Science and Technology (NUST) and a Diploma in Management from the same University.

Rolinda has over 23 years experience in the financial services sector.

Smartvest Projects: Smartvillas (Newlands)





PRODUCT OFFERING

Institutional Investment Management

Comprising mainly pension funds, this group also includes other institutional investors such as insurance companies, charitable organizations, endowment funds and foundations.

Clients have benefited from diversification and higher returns due to Smartvest's unique investments philosophy and style. As these institutions usually represent a diverse constituency of individual members, Smartvest also takes advantage of its vast understanding of the individual member requirements gained through its various programs that are meant to demystify investments to the ordinary person.

Private Portfolio Management

These are portfolios tailor-made for specific clients who are either corporate bodies or high net-worth individuals. In creating the portfolio, Smartvest takes a lot of time to understand the

client's objectives, risk tolerance, unique circumstances and constraints, before agreeing on an Investment Policy Statement to address that particular client's requirements. Each client will thus have a unique investment portfolio tailor-made to suit its unique requirements. Smartvest thus takes full ownership of the client's asset allocation to ensure that the client gets the best return given the prevailing conditions on the different markets while at the same time taking cognizance of the client's risk tolerance and constraints.

Managed Money Market Portfolios

The increasing demand for short term investments on the money market and the high-risk aversion by most investors in the country, prompted Smartvest to design a special short term money market managed portfolio to meet the return and risk requirements for such a large group of customers. With over 29 years' experience in the Zimbabwean financial markets, its wide network of money market counterparties and strong risk management skills Smartvest

Smartvest Projects: Mandara Estates





Smartvest Projects: Northwest High School

helps both individual and corporate clients to achieve competitive interest rates on the money market at relatively low risk. Smartvest takes away from its clients the headache of hunting for competitive rates and secure institutions to invest their hard-earned money. Good security for all investments done on behalf of customers is obtained from all counterparties to help manage the market's high credit risk.

Unit Trusts

A unit trust is a pool of funds from different investors that is used to buy a large portfolio of assets. Smartvest offers unit trust funds that invests on stock markets, money markets and property market. The investments have different pre-set objectives and risk tolerance levels pre-designed to suit the different investor

profiles and circumstances. To further enhance security of investments, an independent entity, Stanbic Custodial Services are the third-party trustees and custodians to these funds. The four-unit trusts funds are as follows: -

High Interest Account (HIG) – This is a taxable money market fund whose assets are limited to money market instruments. Such instruments usually comprise Bankers Acceptances, Government and Corporate Bonds, Commercial Paper and Call Money.



Smartvest High Income Fund (SHIF) – The Smartvest High Income Fund provides an innovative investment designed to delivering high attractive returns. The fund achieves this by investing in short term secured money market instruments backed by quality loan portfolios advanced to Small and Medium Enterprises sponsored by a microfinance institution.

Growth & Stability Fund (GSF) – This is a mixed fund that invests in both the money and equity markets. The objective of the fund is to provide a steadier short-term performance with the objective of matching or beating inflation over the long-term. As such the equity portion of the fund gives it its growth aspect while the money market provides the stability.

Wealth Fund (WF) - This fund offers investors the opportunity to invest in a comprehensive range of shares, consisting mainly of blue-chip counters, traded on the Zimbabwe Stock Exchange (ZSE) and Victoria Falls Stock Exchange (VFEX).

Why Smartvest

- Reputable & experienced board
- Strong historical performance
- Multi skilled & experienced team
- Committed & stable staff
- Customer centric
- Stable & flexible IT system
- Independent asset manager
- Use of custodians
- Professional indemnity – Insurance Cover
- Not a start up

SHAREHOLDERS

	Shareholder	% Shareholding
1	Washington Chituku	7.59%
2	Moreblessing Tapfuma	9.19%
3	Rolinda Nkala	10.45%
4	Mjikeneni Nxumalo	18.24%
5	Brarb Family Trust	18.85%
6	PAK Family Trust	35.68%
	Total	100%

How to Get Started

If you would like to benefit from the same experience some of Zimbabwean investors are now enjoying, please call us to arrange for a more detailed presentation.



Key Contact Personnel

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