



**MERCHANT
WEST**

Finance Invest Insure

Merchant West Investments

Business Overview

Quality is Our Compass

We are an active, multi-strategy asset manager. Our investment process is built on quality: in the businesses we select, the risk we manage, and the outcomes we deliver for clients.

Merchant West Investments is an active, multi-strategy asset manager providing South African financial advisers with income and global equity investment solutions. Founded in 2012 and backed by the Merchant West Group, one of South Africa's largest and most successful independent financial services businesses, we manage approximately R8 billion in assets across a range of local and global strategies.

Quality is our compass. It shapes how we build portfolios, manage risk, select securities, and partner with advisers. Our investment process is designed to deliver consistent, risk-adjusted outcomes across market cycles.



Passionate about Investing

We live and breathe markets. Every decision is driven by genuine conviction and rigorous thinking.



Clients First, Always

Your interests sit at the heart of everything we do. We do not charge performance fees. Our incentives are fully aligned with yours.



Integrity Without Exception

Trust is the foundation of every client relationship. We hold ourselves to the highest ethical standards, always.

What We Do

We carefully select areas of investment where we have a genuine competitive advantage, delivering consistent outcomes for our clients across a variety of strategies. Our research and investment framework, the way we think, the data we use, and the way in which we interpret publicly available information, is unique to Merchant West Investments.

We do not charge performance fees, and the cost of our portfolios is below the market average for active fund management. Clients can start investing from as little as R500 per month or a R10 000 lump sum.

Our Investment Strategies

We operate across four core strategies, each managed independently while benefiting from shared research, governance, and oversight:

Strategy	Funds	Approach
Income	Enhanced Income · Flexible Income · Stable P&G® · Managed P&G®	High income with capital preservation. Actively managed across bonds, money market, preference shares and listed property.
Quality	Global Equity Fund · SCI Global Equity Feeder · Dividend Equity	Enduring businesses with high returns on capital. Long-term compounding orientation. No performance fees.
Value	SCI Value Fund	Bottom-up, fundamentals-driven stock selection. Asymmetric risk-return profiles with margin of safety.
Global & Property	Global Property Income · Global Managed Growth · Cautious · Balanced Plus · Worldwide Flexible	Diversified offshore and property exposure for enhanced portfolio outcomes across market cycles.

Our Investment Team & Philosophy

The investment team works as one integrated group, bringing different experience and viewpoints into a shared decision-making process. Open discussion and challenge are encouraged, helping to improve decisions and reduce the risk of relying on a single view. Different investment styles highlight different risks. By looking at the same investment in more than one way, the team aims to avoid blind spots, reduce concentration risk, and build more resilient portfolios.

Each fund is managed independently and must stand on its own merits, while still benefiting from shared research, oversight, and governance. Merchant West Investments benefits from the Group's governance, systems, and long-term shareholder support, while remaining fully independent in its investment decisions.

Key Takeaways

- Part of the established Merchant West Group, active since 1998
- Quality is our compass. It guides every investment decision, every process, every client conversation
- Approximately R8 billion in assets under management across local and global strategies
- No performance fees. Our costs are below the market average for active fund management
- One integrated investment team with multi-perspective risk management and shared oversight
- Funds available on all major LISPs and selected umbrella retirement funds
- Raging Bull Award: Best South African General Equity Fund (risk-adjusted, 5 years)



Contact us today!

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Disclaimer: Collective Investment Schemes are subject to market risk. The value of investments may go up or down. Past performance is not necessarily a guide to future performance. Full details of fees, charges, and investment risks are available on request