

REGIVE leads with innovative strategies and empowerment focus

Given Phaladi's Johannesburg-based firm blends alternatives, structured products, and private markets to deliver value for institutional investors

Johannesburg-based REGIVE Capital, headed by Given Phaladi, is building a strong financial services business, offering discretionary investment management and advisory services to institutional investors, with a primary focus on absolute returns, structured products and private market solutions.



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An authorised financial services provider, REGIVE uses both multi-manager and single-manager tools to create value for its institutional clients, who are mostly South African pension funds. It currently has three offerings, with assets under management of R700 million.

REGIVE's liquid alternatives mandate, a multi-strategy portfolio which allocates to underlying hedge funds, is managed on behalf of one client. Launched in 2020, it has grown to just over R200 million to date.

Its R40 million equity-focused mandate went live on August 1, combining long/short and market-neutral hedge funds. The team is also running model portfolios allocating to fixed income strategies and managers.

Its private market offering, the Gugulethu fund, reached first close at R200 million last year, with 50% of capital already deployed. The team continues to raise capital in the space.

It also offers protected equity mandates and structured products as a standalone service, currently at around R180 million.

Phaladi created REGIVE with the aim of doing things differently, using alternatives to create differentiated sources of revenue while at the same time looking to give back as a business.

Raised in rural Limpopo, he finished high school at 15 and went on to gain an MSc in Physics, Astrophysics and Space Science from the University of Cape Town before moving into the markets. He now has 18 years of investment management experience, starting out as a quant analyst at RisCura and Sanlam Investments. He joined 27Four Investment Management as CIO in 2009, before moving to Mvunonala Investment Consultants

and Selekane Asset Consultants. He set up on his own in 2011, initially consulting as Phaladi Alternative Investments.

With its Category I and II (with sub-category 2.2) licences in place, REGIVE opened its doors in mid-2020, and was soon awarded its first advisory mandate – R150 million on behalf of a mining rehabilitation fund.

“I have always lived and breathed the alternatives space. From the start we wanted to do things differently,” says Phaladi. “We have created a business and solutions that address the socio-economic issues our clients face without compromising on the profits necessary to pay the benefits their members require. Our vision is to mobilise long-term capital to finance Africa's development.”

“We want to be a leading investment platform for our clients' long-term capital, using modern financial tools and human resources to solve some of the pressing challenges they face today and in the future. We want to invest in industries and companies that create sustainable jobs and bring meaningful transformation through partnerships.”

REGIVE's team of four has been together for over three years and includes Martin Radingoana as quantitative analyst, Ginah Makgoba as manager research analyst and Wesley Ndhlovu as business development analyst.

Its three non-executive directors are Bongiwe Beja-Ntsiko, Semakana Mailula and Keobakile Sedupane.

Beja-Ntsiko is currently the regional programme manager for Africa for beVioneers: The Mercedes-Benz Fellowship, which identifies promising young innovators from around the world. Mailula is the divisional sales manager at Heineken South Africa; and Sedupane is managing director at Kgatelopele Amalgamated.

“Besides building a bright, young team of analysts, we have also been very intentional about bringing emerging executives on board. We are trying to avoid sitting with the same big names that we see at other firms. We want to do well in our own right,” says Phaladi.

“Our non-execs bring critical skills and succession planning into the business. Keobakile and I share a similar background, he has done a lot of private equity work in the renewable energy space, including management consulting at Accenture. I know Bongive from her days at Sanlam and Perpetua. Semakana has a background in financial services. We have a diverse team that is focused on the future.”

REGIVE’s multi-strategy hedge fund portfolio is approaching the three-year mark, having added around 18% annualised to the end of September.

It plans to get its Category IIA licence and launch its hedge fund portfolios as pooled CIS unit trusts, extending beyond segregated mandates and allowing the business to achieve scale.

“There are benefits for investors in segregated mandates, including fees, but scale will bring cost efficiencies. With a stable team in place, we hope to be a sizeable player in the next year or two.”

The Gugulethu fund is a hybrid structure, with the mandate to invest in both private equity and private debt in its 10-year lifespan, guided by UN SDGs. The fund has deployed R100 million via a strategic loan facility to a copper plant,

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and will participate in its profit for the next 20 years. It is about to deploy capital in an impact deal that will have direct impact on retirement fund members, which is aligned to its mission of doing good while doing well.

The liquid alternatives fund allocates to five top-tier underlying managers in the equity hedge fund space and includes an income component.

“We believe in active management

and the expanded hedge fund tool kit. We run a high-conviction portfolio, not a traditional fund of hedge funds, and we have invested in systems for quick analytics,” he says.

“I have long said that the fund of funds model needs to look different and be more dynamic. We don’t want to be overly diversified and we have the discretion to implement our views in the portfolios. We act with conviction in our strategy allocation but first and foremost we want to be good allocators.”

“Our business is built on having meaningful conversations with the managers we invest in, boutique to boutique. We want to play a role in solving the fundamental problems our continent faces, including transformation and job creation.”

Phaladi notes that REGIVE is committed to building a culture of empowerment, which includes supporting young talent and setting aside shares in a staff trust.

“As a business we have been very fortunate. We want to pay that back in terms of returns for our clients, and in building future talent. I know from my own experience that you need people to believe in you and support you.”

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