



**THE VALUE OF THE
FAMILY OFFICE
APPROACH**

**WILLS AND THE GLOBAL
INVESTOR – DOES ONE
WORLDWIDE WILL SUFFICE**

**THE ANATOMY
OF TRUST**

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**HOME OFFICE
EXPENSES: TO CLAIM
OR NOT TO CLAIM?**

A Family Office provides the support of a skilled, experienced, multi-disciplinary team of advisers who focus on a holistic strategy for managing a family’s wealth. Guiding a family’s overall financial welfare for generations to come.

“ A family office approach to wealth management focuses on growing and nurturing wealth holistically. ”

Included in the services you can expect from a Family Office is the determination of appropriate asset allocations and investment management strategies, wealth transfer strategies, proactive tax planning, and cash management - both domestically and offshore. This would always include a full spectrum of fiduciary services to ensure seamless estate planning and transfer, and this often includes acting as an intermediary between the various family members and executors. A Family Office will simplify and organise family affairs, provide detailed strategies to preserve wealth in a manner that reflects the family values, and create a lasting legacy that is managed at one single source by a trusted group of caring, multi-disciplinary specialists.

“ We act as your personal Chief Financial Officer, offering an integrated approach to managing wealth, underpinned by confidentiality and respect. ”

At Private Client Holdings we offer six fundamental wealth management solutions that collectively deliver a traditional Family Office service, including investment and portfolio management, tax and accounting services, consolidated reporting, transactional banking, and estate and succession planning.

The value of a family office approach to wealth management

Each of our wealth managers are supported by a team of dedicated professionals who are skilled in their various fields. This team works as a unit to help you identify your wealth management needs and refine and implement strategies for optimising your wealth and leveraging its combined assets.

While the concept of a Family Office is by no means a new idea internationally, PCH are taking the lead in South Africa when it comes to providing high net worth families with an all-inclusive financial solution. We structure our fees, making it possible to pay a consolidated fee for a consolidated service.

So much goes into creating a financial legacy. By working with us, families with generational wealth can build and protect their family’s wealth; ensure multigenerational planning and decision making; and navigate generational wealth transfer that will see a legacy grow over generations.

If you are interested in finding out more about our Family Office service and our consolidated fee structure please contact Andrew Ratcliffe on (021) 671 1220; email: Andrew@privateclient.co.za; or visit www.privateclient.co.za.



The Directors Desk



Social media users may well be familiar with a popular meme that is doing the rounds at the moment which shows a person with a look of horror on their face as they try to process the fact that 2022 is just around the corner, whilst still reeling from the effects of 2020, and wondering where 2021 actually went.

This year did indeed fly past and presented us all with a fair share of challenges - which in typical South African fashion, we have all adapted to with agility and stoicism - pivoting where needed and employing our trademark sense of humour and grit.

With the year coming to an end, now is a good time to take stock of your affairs and address areas that may need attention - whether it is employing the services of our Family Office to streamline your intergenerational wealth (the article on the first page of this newsletter highlights just a bit of what our Family Office service delivers), or perhaps your Will requires updating after changes to your circumstances this year (Sarah Love of

Private Client Trust provides some insights into Wills and the global investor on page 4).

For others it may be the tax considerations surrounding new investments in your portfolio (such as crypto currencies and tax as featured on page 6).

Whatever it is that this roller coaster of a year presented you with, our team at PCH is on hand to assist you so that as the last days of 2021 slide away and the new year sets in you can relax, knowing that our team are nurturing your wealth now, and for generations to come.

Grant Alexander



UCT Cycling and Hayley Preen Proudly Powered by PCH

Private Client Holdings continues to proudly support UCT cycling. Recently Hayley Preen, who rides for the UCT cycling team, was selected to represent South Africa in both the individual time trial and the road race events at the UCI Road World Championships held in Belgium.

The event started in a small town on the Belgian coast called Knokke-Heist and was held on a flat and fast 30km route to the town of Brugge. Hayley says she was flooded with nerves as she faced her first ever timed event on the world stage, however once she took her place at the starting ramp her nerves were replaced with immense pride at representing her country. It is a feeling that we at PCH can well understand as we equate it with our pride in Hayley and her achievements.

"The atmosphere was electric. It was surreal racing through the Belgian streets lined with spectators all shouting my name. I gave it my absolute all and finished proud, knowing that I had left nothing out there at my first individual time trial," says Hayley.

Following the individual event Hayley then moved on to Antwerp for the start of the 165km road race, which included the "Leuven Circuit" - a 15km circuit of technical corners, steep climbs, and fast racing, followed by the "Flandrien Circuit" - consisting of many steep, sharp and cobbled climbs.

“ Hayley competed alongside 160 other ladies from across the globe and was one of only three out of her team of six to cross the finish line. She was the 2nd highest placed African in the Elite Ladies field ”

"World Champs was an experience I will never forget. It is an honour to race in Green and Gold and I learnt a lot from competing alongside the best in the world."

Most recently, and closer to home, Hayley took part in the Cape Town Cycle Tour in the Elite field and secured an exceptional second place on the podium - missing the top step by a few centimetres to Kim Le Court. Our congratulations go to Hayley, and we look forward to continuing to be involved in her, and UCT's, cycling successes.

HAVE YOU HEARD?

PCH team members take part in Cape Town Cycle Tour

Our extended PCH family took part in the 2021 Cape Town Cycle Tour. Andrew Ratcliffe and Guy Lanfear again took the opportunity to make this a family event, riding with their nearest and dearest - Guy alongside his wife and daughter, who rode in aid of charity organisation "Cycle of Life", and Andrew with his godson, nephew, brother and close friends - all on tandem bicycles and proudly bearing the PCH cycling gear.



REAP student doing PCH proud

PCH have been sponsoring students from the Rural Education Access Programme (REAP) for several years now, and are pleased to report that our current sponsored student, Rakhunwana Rolivhuwa, who is studying for a medical degree (MBChB) at UCT, has passed his 4th year - achieving several distinctions amongst his 10 subjects. Well done Rakhunwana!

Greenpop continues to pop

PCH has long supported the amazing work that the team at Greenpop do. Recently The Greenpop Eden Festival of Action 2021 saw the planting of 1000 indigenous trees of over 35 different species in the greater Knysna area. In addition, 100 square metres of alien vegetation was cleared by the team. Keep up the amazing work Greenpop.



Staff training course - Managing Personal Finances

Our PCH security and support staff recently attended a "Managing Personal Finances" course. The course included modules on how to read your payslip, understanding provident funds, and budgeting. Congratulations to Farouk, Bongani, Sinethemba, Maureen and Monica on taking the time to achieve your certificates.



[MEET THE PCH UCT CYCLING TEAM - CLICK HERE](#)





Wills and the global investor – does one worldwide will suffice?

By Sarah Love CFP® FPSA®

“ The quick answer is that there is no one-size-fits-all solution and it depends on the country in which the offshore assets are held”

It is becoming more common for people to “not keep all their eggs in one basket” and diversify their investments into jurisdictions outside of South Africa. Whilst this is deemed to be financially savvy, it does raise the question about what will happen when you pass away while owning assets offshore? Are the foreign assets covered by a local South African Will? Do you need a Will for each place? Or will one “worldwide Will” do?

The quick answer is that there is no one-size-fits-all solution and it depends on the country in which the offshore assets are held, says Sarah Love, a fiduciary practitioner at Private Client Trust.

According to Love, the starting point in any multi-jurisdictional estate planning is to first take stock and establish what you are dealing with – gaining a clear understanding of which countries hold which assets and in what form. Also, important to note is that assets held within wrappers and life policies are not governed by the Will but rather the beneficiary nomination.

“One needs to investigate each jurisdiction where assets and/or investments are held to see how things are governed in that country when it comes to Wills and inheriting. For example, some countries have forced heirship (such as Spain and Italy) and special requirements for the execution of their Wills.”

“In instances where a country’s laws differ from our own here in SA, or where immovable property is owned, having a separate Will dealing specifically with the assets held in that country may be the best approach. This is particularly important if you want to avoid lengthy estate administration delays,” says Love. “Once it is known how each country approaches heirship and Wills, one can draw up an appropriate Will, or multiple Wills as required.”

However, Love cautions that separate offshore Wills and the South African Will must be aligned, otherwise the process can

still become incredibly complex and frustrating. “Absolute care should be taken when drafting multiple Wills so that they do not contradict or revoke each other,” says Love. “In other words, the Wills should not refer to the same assets otherwise they may unintentionally create ambiguity, and attention should be paid to the revocation clause to ensure that you don’t accidentally cancel another jurisdiction’s Will.”

“Also be careful of leaving out any jurisdictions – for example, the Isle of Man is not in the United Kingdom, so your UK Will would not cover assets held there.”

Love advises that if you have assets in multiple jurisdictions, it is crucial to get advice from a Fiduciary Practitioner who can give you the counsel you need and pull in the relevant expertise from each country to ensure that there will be no problems with your estate after you pass.

“The value of seeking a professional Fiduciary Practitioner cannot be overlooked, as each of the Wills must be properly worded so as not to create any grey areas. It is essential that multiple Wills are thoroughly reviewed to ensure they are not contradictory and align with the rules and regulations of each jurisdiction.”

“There is no one-size-fits-all solution and so getting professional advice to guide you through your specific circumstances is crucial,” concludes Love.

For more information on your Will if you hold offshore assets contact Sarah Love at Private Client Trust on (021) 671 1220 or email sarah@privateclient.co.za.



Sarah Love CFP® FPSA®
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The anatomy of trust as a core value at PCH

By Andrew Ratcliffe CFP®

At Private Client Holdings we endeavour to practise BRAVING in our company culture and in all our interactions.

- B - BOUNDARIES** - THE SETTING OF CLEAR LINES THAT GOVERN THE RELATIONSHIP.
- R - RELIABILITY** - BEING CONSISTENT OVER AND OVER AGAIN.
- A - ACCOUNTABILITY** - OWNING YOUR ACTIONS AND REACTIONS.
- V - VAULT** - THE ABILITY TO MAINTAIN CONFIDENTIALITY AT ALL TIMES.
- I - INTEGRITY** - PRACTICING YOUR VALUES AND CHOOSING TO DO WHAT IS RIGHT.
- N - NEEDING HELP** - BEING ABLE TO ASK FOR AND RECEIVE HELP AS WELL AS GIVE IT.
- G - GENEROSITY** - ASSUMING THE BEST INTENTIONS BEHIND THE OTHER PERSONS ACTIONS.

In a conversation with our wealth management team, exploring the importance of one of our PCH core values – trust, I came across a video entitled The Anatomy Of Trust by Dr Brené Brown, an award winning author and research professor who has spent the past two decades studying courage, vulnerability, shame, empathy, and trust.

In it, Dr Brown unpacks the topic of trust, discussing how essential trust is for all our interpersonal relationships – both private and professional. She shares her findings of her research, which shows that trust is in fact built up over time through small consistent moments and interactions – rather than through large bold actions or events. She likens the development of trust to marbles in a rewards jar – the kind used to incentivise young children. When small interactions further develop a sense of trust, another marble is added to the jar, (hopefully) growing over time to a sizeable collection.

Dr Brown offers an interesting acronym to explain the concept of trust, and how it is earned and maintained – she refers to it as “BRAVING” and many people will agree that trusting others does require a level of bravery, and an investment in relationships.

For us, trust is an integral part of our relationship with our staff, our suppliers, stakeholders, and of course, our clients. Trust is one of our three core values. Without trust it is almost impossible to be professional or client-centric, or to develop a long-term and effective relationship with our clients – who entrust us with nurturing their wealth.

I refer to it as the four categories of trust within the organisation and it starts with the individual and moves outwards to the internal team and then to our clients and industry at large. At PCH we work tirelessly to ensure we nurture a relationship of trust – and it is a successful focus and ethos, as highlighted in the 2021 Intellidex Top Private Banks and Wealth Managers Awards where our clients scored us highest in the category of trustworthiness.

Trust of this level is a privilege to hold and something that our team strives to ensure we maintain – we work hard to gather and nurture, the marbles in the jar.



Andrew Ratcliffe CFP®
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Private Client Holdings’ New Brochure

Private Client Holdings is pleased to present our new corporate brochure which provides an executive summary of who we are, our history, ethos and the services we offer.

Download the Private Client Holdings brochure and peruse at your leisure.

[DOWNLOAD HERE](#)

Crypto Currency and Tax Implications



Interest in crypto currencies is surging dramatically. However, there are tax implications that need to be taken into consideration when it comes to trading with this digital currency.

SARS recently published some guidance on this and on key points, such as what a crypto asset is, whether tax needs to be paid, how it will work when it comes to Tax Returns, and how crypto asset transactions are traced.

Anyone who owns, or plans to buy cryptocurrency, should make sure that they are aware of the tax implications and their responsibilities by reading the article on SARS' webpage "Crypto Assets and Tax".

However, it must be warned that there are still grey areas here - and many pitfalls - so it is advised that you take specific professional advice before proceeding.

Please contact Sue Blake in the tax team at Private Client Financial on sue@privateclient.co.za or call (021) 671 1220 if you require more advice on crypto currencies and the tax implications.



Sue Blake
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CRYPTO ASSETS & TAX - FROM THE HORSE'S MOUTH - READ HERE

HOME OFFICE EXPENSES: TO CLAIM OR NOT TO CLAIM?



Working from home has become standard practise for many South Africans, and it is speculated that this is likely to be a permanent feature of the employment landscape going forward.

Jeremy Burman of Private Client Financial advises that, hand in hand with the perceived perks of working from home, comes the expenses that employees are incurring in setting up and maintaining these home offices.

This article, shared in a recent edition of Private Client Financials' Tax Insights newsletter, offers further information on how these expenses should be treated for an optimal tax outcome; what can and cannot be deducted; 6 questions to determine if you are eligible to claim home office expenses; the pitfalls to avoid if claiming these expenses; and why a cost-benefit analysis is crucial to ensure the right decision is made whether to claim or not.

For more advice and guidance on claiming home office expenses, or to subscribe to Tax Insights, please contact Jeremy Burman on (021) 671 1220 or email jeremy@privateclient.co.za.



Jeremy Burman
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HOME OFFICE EXPENSES: TO CLAIM OR NOT TO CLAIM? - READ HERE

WHO TO TALK TO

Our Private Client Holdings experts are available to field your questions. Don't hesitate to contact us for wealth management advice.

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TEST YOUR SUDOKU SKILL!

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