



**PRIVATECLIENT
HOLDINGS**



NURTURING WEALTH

PRIVATE CLIENT HOLDINGS IS AN AUTHORISED FINANCIAL SERVICES PROVIDER (LICENCE #613)



*"A journey based on trust, professionalism, expert knowledge
and commitment to your wellbeing."*

The Family Office Specialists

GROWING YOUR FAMILY WEALTH FROM GENERATION TO GENERATION

At Private Client Holdings we take pleasure and pride in nurturing wealth for our private clients and their families. We do this by offering 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, estate and succession planning.

We act as your personal Chief Financial Officer. Each of our wealth managers, whom you will connect with regularly, are supported by a team of dedicated professionals who are experts in various fields of finance such as wealth management, portfolio management, tax planning, estate planning, cash management and risk management.

This team works as a unit to help you identify your wealth management needs and define and implement strategies for optimising your wealth and leveraging its combined assets. It is a highly focused and integrated approach to managing wealth, underpinned by confidentiality and respect.

We provide sound advice with the personal touch of a family member plus the independent thinking of a wealth manager.

WHY USE PCH AS YOUR FAMILY OFFICE PARTNER?

- Client centric: We are committed to our clients' entire financial well-being, growth, prosperity, and future stability at all times.
- Trust: We invest in relationships. At the heart of every transaction is the relationship we build with you. This commitment is reflected in the numerous long-term partnerships we enjoy with our clients, many of which have extended from one generation to the next.
- Professionalism: We offer our clients a comprehensive range of services and expertise to manage and grow their wealth – all under one roof. Clients can take advantage of them all or handpick what they need.

NURTURING WEALTH

The Private Client Holdings Story

TAKING THE LEAD WITH ALL-INCLUSIVE FINANCIAL SOLUTIONS

Founded as a corporate tax consultancy practice in 1990, Private Client Holdings developed into a full spectrum asset and wealth management company and has since grown into a Family Office.

While the concept of a Family Office is by no means a new idea internationally, we are taking the lead in South Africa when it comes to providing high net worth families with an all-inclusive financial solution. We offer a forward-thinking service rooted in our integrated organisational structure, which is made up of six specialist divisions.

While each unit concentrates on a different aspect of wealth management, they also work together to deliver a cohesive and in-depth Family Office solution. Private Client Holdings is an authorised Financial Services Provider. The licences we hold with the Financial Sector Conduct Authority (FSCA).

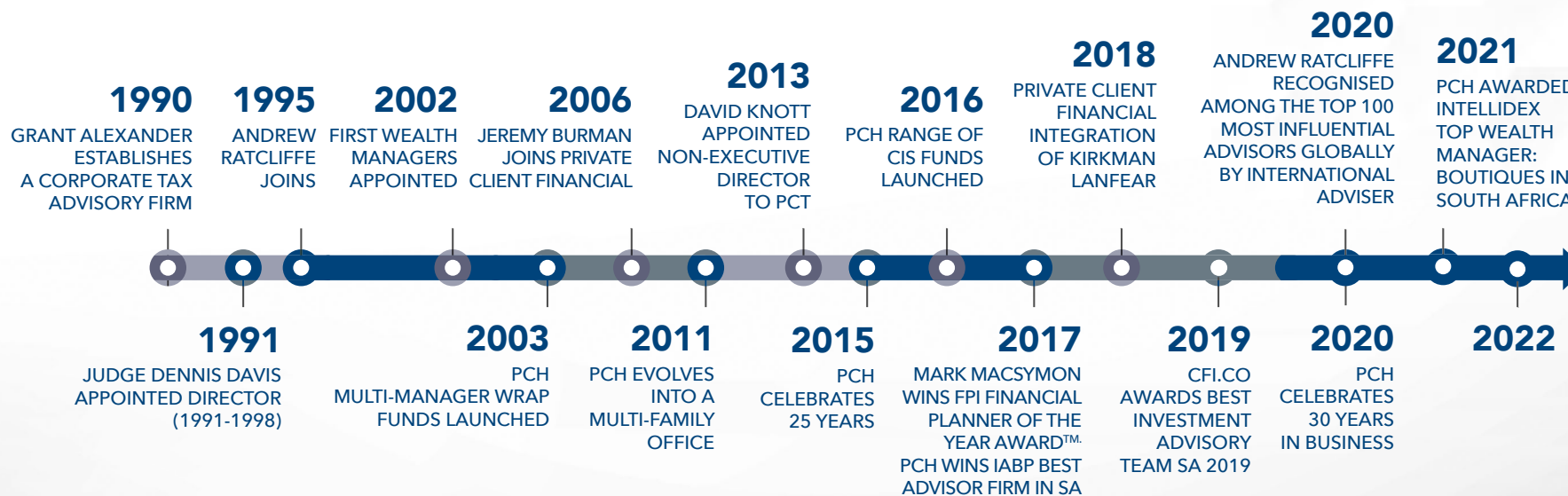
- Private Client Holdings FSP 613
- Private Client Portfolios FSP 39978
- Private Client Wealth Management FSP 39979

Private Client Wealth Management is a FPI PROFESSIONAL PRACTICE™.
Private Client Trust - fiduciary practitioners are members of FISA.
Private Client Financial is a member of SAICA and SAIPA.

“This is a successful working philosophy that is underpinned by principles of professionalism, trust and a complete focus on you, the client.”



Timeline



NURTURING WEALTH



Our Leadership Team



Grant Alexander

Director Private Client Holdings

B.Com Hons (FAPM) (Tax) CA (SA) LLM

A Chartered Accountant with an Honours degree in Taxation and a Masters degree in Commercial Law, Grant has investment qualifications from the Securities Institute (London) and a B.Com Honours degree in Financial Analysis and Portfolio Management from the Graduate School of Business.

He is responsible for Portfolio Management and is the Chairman of our Investment Committee. With over three decades of active involvement in financial services and investments, Grant has a wealth of experience in all areas of portfolio management, tax and estate planning.

[**grant@privateclient.co.za**](mailto:grant@privateclient.co.za)



Andrew Ratcliffe CFP®

Director Private Client Holdings

B.Com (HDip Tax) Professional Accountant (SA)

A Professional Accountant and a CERTIFIED FINANCIAL PLANNER® with a B.Com and a Higher Diploma in Tax Law, Andrew has had extensive exposure to the tax, accounting, share portfolio management and fiduciary needs of private clients for almost three decades.

Andrew heads up our Wealth Management division and oversees the Risk and Cash Management services and is a member of our Investment Committee. Andrew was featured as one of the Top 100 most influential people in the international financial services industry in a list published by International Adviser 2020.

[**andrew@privateclient.co.za**](mailto:andrew@privateclient.co.za)



Wealth Management

NURTURING LONG-TERM WEALTH - OUR JOURNEY TOGETHER

WE UNDERSTAND HOW IMPORTANT WEALTH IS

Your wealth management journey begins with your relationship with one of our experienced wealth managers, who will work with you to determine how to achieve your goals. Your dedicated wealth manager will be your point of contact at Private Client Holdings. Our wealth managers are supported by teams of specialists from all the service pillars within our company - such as tax, portfolio management (both segregated and multimanager solutions), fiduciary services, as well as risk and cash management. Together, they will ensure that your wealth management strategy is well formulated.

OUR GOALS-BASED APPROACH TO WEALTH MANAGEMENT

Goals-Based Wealth Management (GBWM) integrates wealth planning and investment management into a cohesive, unified approach. Traditional financial planning invests your portfolio with a single risk profile and performance is measured relative to the market or benchmark performance.

In contrast, GBWM looks at what you really want to achieve with your hard-earned wealth for yourself and your family, during and after your lifetime. This is done by setting up individual goals based on your current lifestyle, and your future needs and wants. It is therefore a more complex and comprehensive process.



NURTURING WEALTH

Wealth Management

WE PRIORITISE WHAT YOU REALLY WANT TO ACHIEVE

Once your goals are defined, your wealth manager will assist you to monetise and prioritise these goals. Your existing assets or resources are then identified and allocated to each goal, as necessary.

Each of your goals will have a unique timeline, contribution or withdrawal stream and risk profile, and as such, each goal will have a different investment strategy. Once the investment strategy has been implemented, each goal is tracked and monitored to determine if the rate of return and contributions, or withdrawals, are on track to meet your objectives.

The PCH Goals Based Wealth Management process ensures you reach your desired goals because each plan is tailor-made to suit your lifestyle and financial objectives. Constant monitoring of the progress towards each of your goals will provide reassurance during potential bad market cycles or unforeseen personal circumstances.

QUESTIONS TO HELP YOU CLARIFY YOUR WEALTH GOALS:

- What is the purpose of your wealth - to maintain your lifestyle, leave a legacy or buy a superyacht?
- What are your dreams for the future, for your family, your business, and to help others?
- Does your wealth need you to personally manage it - how involved do you need or want to be?
- Consider the next generation - are they equipped to inherit the wealth you have created?
- What are the dynamics of your family - clarify what values are important to you?
- What are the risks facing your family and your family's long-term wealth?



Holistic Wealth Management

OUR FAMILY OFFICE APPROACH TO WEALTH MANAGEMENT INCLUDES A FULL RANGE OF WEALTH MANAGEMENT SOLUTIONS

INVESTMENT AND RETIREMENT PLANNING

Investment and retirement planning is a two-phased process. The first stage is planning for your retirement while you are still in the wealth creation phase of your life. The second stage is once you have retired and are in the wealth preservation and transfer phase of your life.

Drawing on our expertise and understanding of your unique needs, we use a sophisticated computer software system to project values, identify potential shortfalls and provide personal recommendations that will deliver the best results for you. All of this is underpinned by a solid understanding of the tax implications at retirement.

RISK MANAGEMENT

Our personal and commercial risk management services independently advise you on the most appropriate insurance solutions available, with no institutional parent. Our experienced team identifies any potential threats and creates hard-working strategies to safeguard your properties and belongings with the aim to ensure you are never exposed to any unnecessary risks.

Our risk management services will assess your commercial and / or personal risk with the goal of providing the most appropriate insurance solutions available with:

- Health care and medical insurance
- Life assurance
- Business assurance

NURTURING WEALTH



Holistic Wealth Management

WE DELIVER A TRULY WORLD-CLASS LEVEL OF PRIVATE BANKING WITH UNPRECEDENTED SPEED, SECURITY AND COMPETITIVE INTEREST RATES

CASH MANAGEMENT AND FOREX SERVICES

Private Client Holdings offers great returns by effectively managing your available cash and using it as an asset to generate additional income. Working in partnership with reputable private banks, we offer a highly competent and secure banking administration facility that enables us to efficiently manage your money online.

For individuals, we tailor-make comprehensive cash management solutions by means of effective cash management products and advanced electronic instruments, in addition to providing a 24-hour support structure. Our Forex service assists businesses and individuals in concluding foreign exchange transactions easily, speedily and at a highly competitive preferential rate.

CORPORATE SOLUTIONS

At Private Client Holdings we appreciate that employee benefits can act as a solid retention tool and a means of attracting quality employees. We provide solutions that are cost effective and offer secure and flexible risk benefits with sophisticated investment options. They enable employees to save for retirement, in addition to enjoying protection and guidance against any adverse financial effects, should the member be faced with life challenges such as death, disability or illness.

These solutions include; Retirement Funds (such as Pension Fund, Provident Fund and Group Retirement Annuities), Group Risk Solutions (that can include Life, Disability and Dread Disease Benefits) and Wellness and Reward Programmes.



Portfolio Management

YOUR PORTFOLIO IS UNIQUELY DESIGNED TO PRESERVE YOUR CAPITAL AND GENERATE WEALTH

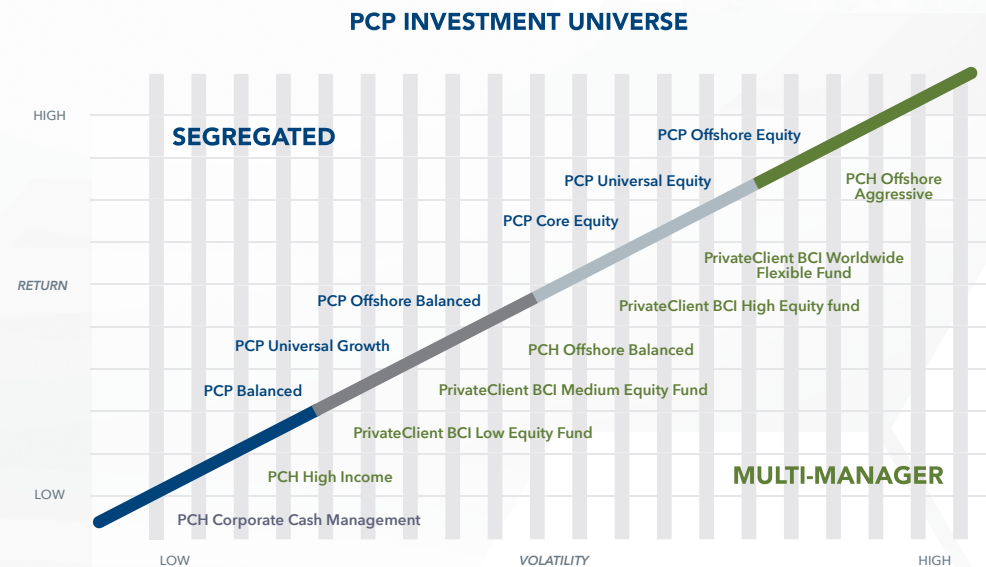
OUR INVESTMENT MANAGEMENT APPROACH

Private Client Portfolios is where we apply our investment skills and expertise. Our investment team's collective talent is harnessed to build portfolios that will preserve your capital and grow your wealth. Our investment philosophy is mindful of the people we serve and is grounded in independent rational thinking, diversification and long-term value creation.

This philosophy flows through everything we do at Private Client Portfolios and is the foundation from which we build our investment principles and processes. Our philosophy guides our investment decision-making and results in more consistent outcomes over time.

Our core principles:

- **Clients first** – always act in the best interests of our clients.
- **Independent rational thinking** – be mindful of the dynamics of fear and greed.
- **Diversification** – manage risk to avoid permanent loss of capital.
- **Create long term value** – “time in the market, not timing the market...”



NURTURING WEALTH

Portfolio Management

PROFESSIONALLY MANAGED PORTFOLIOS. INDIVIDUAL ATTENTION

OUR INVESTMENT PROCESS

Portfolios are designed to nurture your family wealth over the long term. Our investment process is guided by the collective decisions of an Investment Committee of experienced investment professionals, led by Grant Alexander as Chief Investment Officer.

Independence is a fundamental component of this process – we are an independent, director-owned and managed organisation. Our investment choices, the strategies we implement, and our day-to-day management are not influenced by any parent institution.

OUR SEGREGATED PORTFOLIOS

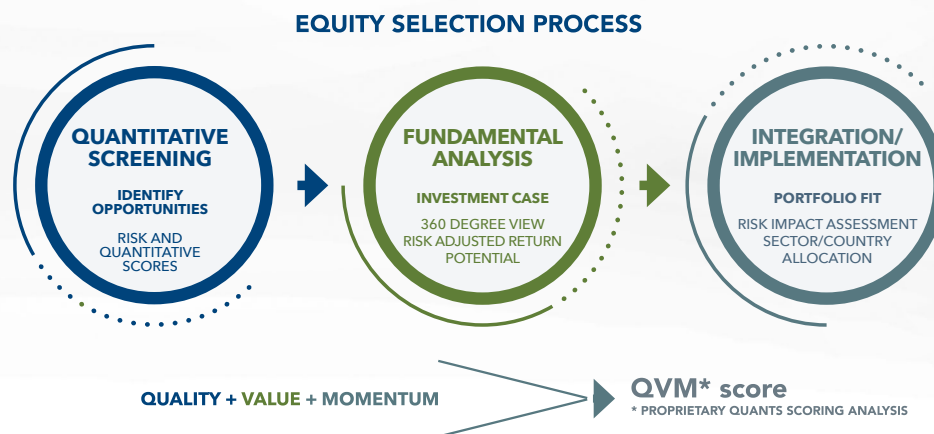
Our specialised segregated portfolio offering provides direct access to the investment expertise of a single manager. We offer a range of local and offshore portfolios which are invested in listed securities, including companies listed both locally and abroad, as well as listed property and exchange traded funds. Each portfolio is designed to meet specific needs and to assist clients in achieving their financial goals.

We have an enviable track record of consistently generating robust investment performance outcomes for our clients.

OUR EQUITY SELECTION PROCESS

The first step in our investment process is to identify quality companies that are not in financial distress and that trade at attractive valuations – not an easy challenge since businesses with these high-quality attributes and strong earnings power typically trade at premium valuations.

The second step involves fundamental bottom-up and top-down quantitative and qualitative analysis to establish an investment case for those companies. Companies are selected based on their potential for risk-adjusted returns and portfolio diversification.



Portfolio Management

OUR MULTI-MANAGER SOLUTIONS

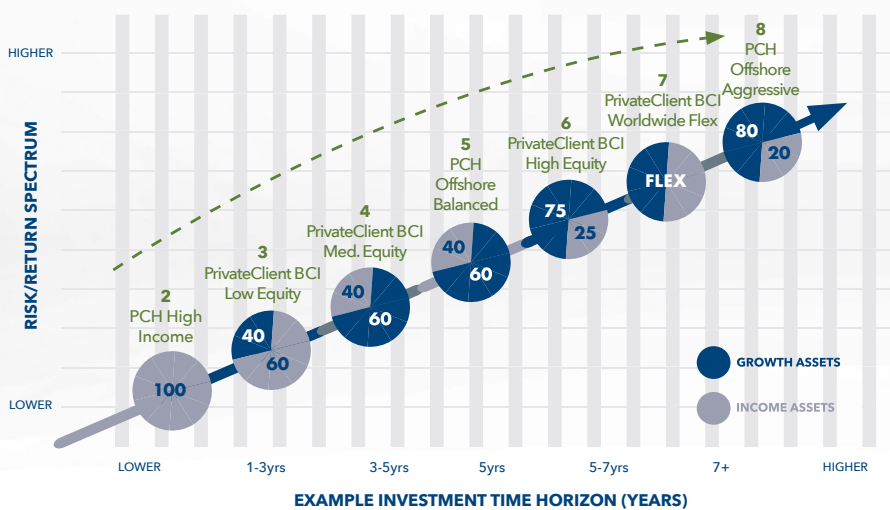
A hallmark of our success are the multi-manager solutions we have run since 2003.

In 2016 we integrated these multi-manager solutions into a range of risk-profiled Collective Investment Schemes (CIS's). The different skills and investment styles of our managers are blended to reduce volatility and outperform over the long term, using a combination of best-of-breed local and global unit trusts.

Our multi-manager solutions are underpinned by our ongoing investment process, and we work on both micro and macro levels. We combine the views of leading independent investment houses with our own in-house research on global markets and economic matters.

From there, we develop a PCP House View that feeds into our asset allocation and our decisions on portfolio construction and manager selection.

OUR MULTIMANAGER FUNDS



OUR MULTI-MANAGER INVESTMENT PROCESS



NURTURING WEALTH

Portfolio Management

“Combining best-of-breed local and global unit trusts.”

Working from the bottom up, we set up investment objectives and long-term strategic asset allocations for each risk-profile solution. We focus on the tactical and strategic allocation of assets to shorter term neutral, over or underweight positions. Our Investment Committee then makes final decisions, and their recommendations are implemented.

This approach ensures that clients are offered a diversified portfolio of investments in different asset classes across a global fund universe that delivers competitively against benchmarks and appropriate risk parameters. Our managers have robust environmental, social and governance (ESG) policies and processes and as a team we are committed to sustainable investment practices.

Please visit our website to see our range of portfolios and Minimum Disclosure Documents (MDD's) that unpack each fund and its composition, weighting, and performance in more detail.

DISCLOSURE:

Collective Investment Schemes in securities are generally medium to long term investments. The value of participatory interests may go up or down and past performance is not necessarily an indication of future performance. The Manager does not guarantee the capital or the return of a portfolio. Collective Investments are traded at ruling prices and can engage in borrowing and scrip lending. A schedule of fees, charges and maximum commissions is available on request. Boutique Collective Investments (RF) Pty Ltd retains full legal responsibility for the third party named portfolio.



Private Client Financial



LEFT TO RIGHT

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TAX PLANNING

Private Client Financial started as a tax consultancy in 1990 and Tax Planning remains a core competency. Our goal is to legitimately minimise tax payments and maximise after-tax returns by structuring customised solutions to your financial needs.

This includes:

- Registering for tax, tax clearance certificates and provisional tax
- Income tax return submissions for individuals, companies, trusts, non-profits and body corporates
- Queries surrounding Capital Gains Tax, Provisional Tax, Employees' Tax (PAYE), VAT and Estate Duty Tax

Talk to us about tax saving ideas around all aspects of income or corporate taxes. Our team of trusted financial advisors will navigate the complexities of compliance by creating a solution moulded to your needs. We contribute value and eliminate any additional risks.

NURTURING WEALTH

Private Client Financial

FINANCIAL SERVICES PROVIDING SOUND FINANCIAL ADVICE

BUSINESS VALUATIONS AND MANAGEMENT ADVISORY SERVICES

The partners at Private Client Financial are business valuation and management advisory professionals. They work closely with you to learn about your company from all points of view to give you an accurate, confidential and fair picture of your company's value. We pride ourselves on sound judgement and a thorough understanding of accounting, taxation, financial statements, and business operations to prepare an independent and unbiased valuation, as well as provide sound, unbiased advice.

FINANCIAL STATEMENTS AND INDEPENDENT REVIEWS

All companies are required to prepare a set of annual financial statements. Our team of Chartered and Professional Accountants can act as accounting officers to close corporations, compile Annual Financial Statements for owner-managed companies and perform Independent Reviews where required by the Companies Act. We can assist with the identification of weaknesses within a business while they are still insignificant and easy to mitigate.

MONTHLY ACCOUNTING, VAT, PAYE, UIF, SDL

Maintaining up to date financial records is no longer a luxury but a necessity. Our monthly bookkeeping service embraces cloud-based Xero software that empowers the business owner with accurate and current information, available remotely.

This service includes the following:

- VAT calculation and submission
- Registrations for VAT, PAYE, Workmen's compensation, UIF and SDL
- We are XERO accounting software specialists - gold partners

PAYROLL ADMINISTRATION

Outsourcing non-core activities like payroll administration is a function many successful businesses are taking advantage of. Using our dedicated payroll administrator improves efficiency and reduces operating expenses. Private Client Financial provides integrated payroll administration services and human resources support for small to large companies. We take care of your payroll so that you can take care of your business – assured that it is being handled efficiently, confidentially, and legally by an experienced tax and payroll partner.

COMPANY SECRETARIAL SERVICES

The Companies Act requires that statutory books and records be maintained within the parameters of the law. Every business must comply with these legal formalities. We understand the importance of corporate governance and the demands made on companies and directors. Our wide range of secretarial services will ensure that you avoid onerous fines, penalties and, in some cases, criminal prosecution. We also save you time.

We maintain these books on your behalf and prepare the necessary documents for annual general meetings, board meeting minutes, resolutions to approve annual financial statements, proxy forms and shareholders' resolutions. We understand the importance of corporate governance and the demands made on companies and directors.

AUDITING

Our Auditing service is offered by Kirkman Lanfear (a specialist auditing practice). Please visit the Kirkman Lanfear website for more details.

Private Client Trust & Fiduciary Services

A PERSONALISED SOLUTION THAT IS HOLISTIC, DYNAMIC AND, ABOVE ALL, SUSTAINABLE

Leaving a legacy is a wonderful gift, but it is also a complex one that must be thought through carefully. To make sure that your needs, as well as the needs of your beneficiaries, are met, we combine our extensive experience with in-depth analysis to assess both your current financial picture and the one you hope to achieve. The result: a personalised solution that is holistic, dynamic and, above all, sustainable. This includes estate planning, the drafting of Wills, formation of trusts, estate administration services as well as providing offshore and cross border advice to clients who live in multiple jurisdictions.

ESTATE PLANNING AND WEALTH TRANSFER

The first step in estate planning is to take a snapshot of how things currently stand, including personal circumstances such as shareholders' agreements and business partners. Once a clear view has been established a plan is then formulated with input from our Wealth Management, Family Office and Tax Planning teams. It takes into consideration any costs that may become payable at death; establishes whether there is sufficient capital available at death to offset debts as well as Executors Fees, Capital Gains Tax and Estate Duty.

TRUSTS AND TRUSTEESHIP

Depending on your unique needs, a trust can be a valuable tool in both tax and estate planning. They can be used for private individuals (a family trust) as well as for corporate business structures. Our significant experience in the duties and responsibilities of acting as a professional trustee means that we will always ensure that the proper care is taken in the management of the trust assets.

EXECUTORSHIPS AND DECEASED ESTATE ADMINISTRATION

Executorships and deceased estate administration in South Africa are highly regulated. They require both a working knowledge of the laws as well as the operation of the Master of the High Court's Offices. Our extensive experience in the wrapping up of estates and our comprehensive knowledge of tax, life assurance, the administrative process of the Master's Office and SARS means that your estate is handled timeously and with the greatest care and professionalism at a time when your family needs it the most.

WILLS

Wills and estate planning work hand in hand. Having a valid Will is essential to estate planning, just as knowing what your estate is worth is key to drafting a Will. It ensures that your estate is divested in the way you would like it to be.

Over and above the accurate distribution of sentimental items among beneficiaries, a carefully drafted Will can also avoid cash flow challenges and save on Estate Duty and Income Tax – and most importantly, it can help avoid family conflict.



Our Private Client Holdings Family Office Approach

“Our Family Office approach will ensure you grow and nurture your family wealth.”

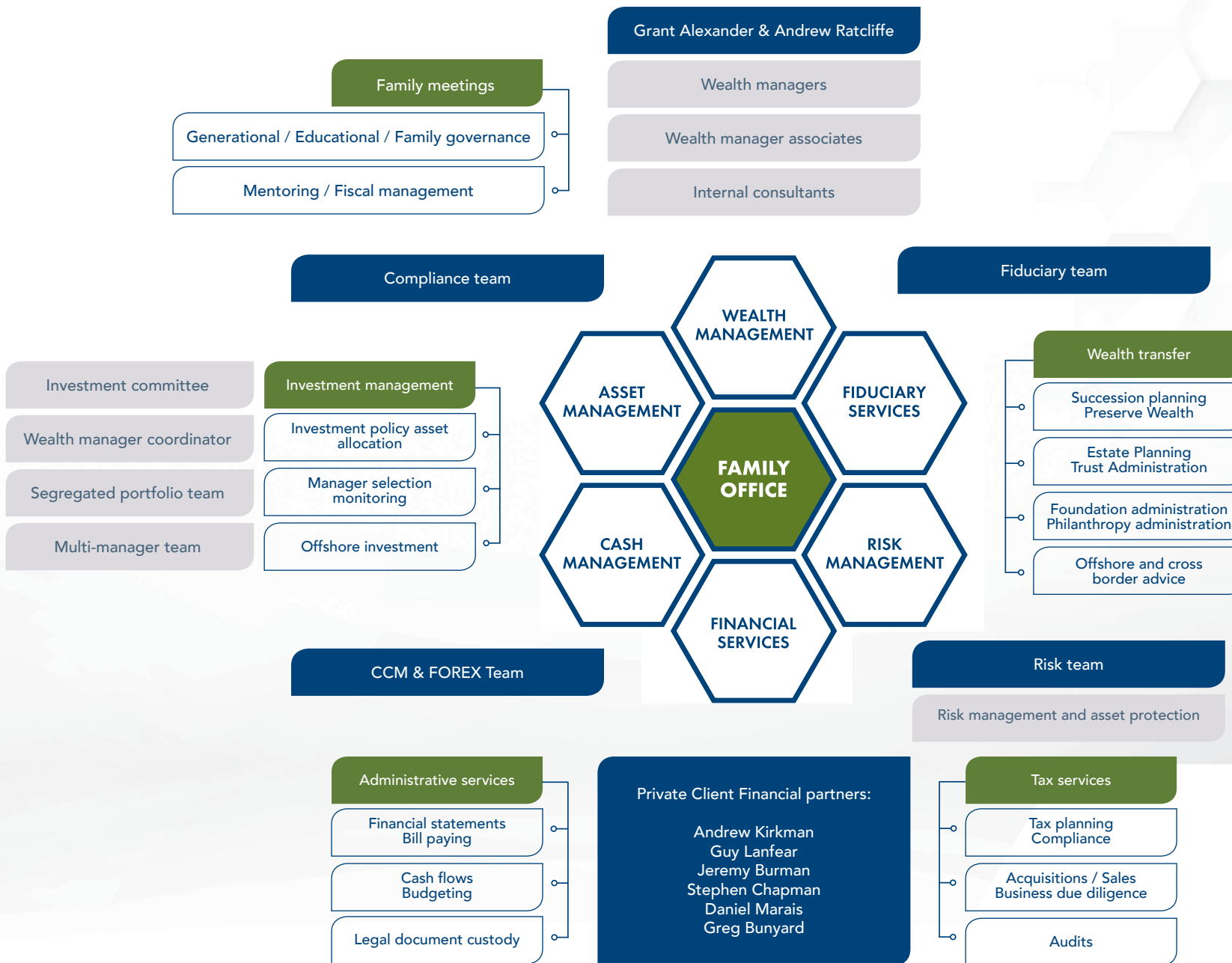
Private Client Holdings acts as your personal Chief Financial Officer. We provide a central collaborative point to support you and your family across the whole range of their wealth management needs, from long-term planning to routine transactions and administration.

THE BENEFITS OF A FAMILY OFFICE

- We create an integrated wealth management plan for you. It will include an investment strategy, wealth transfer strategies, proactive tax planning and optimal ownership structures.
- Wealth management services are provided to each family member.

- Investment advice is managed in the context of the overall family balance sheet.
- We will coordinate any external advisors, including lawyers, accountants, Q investment, and insurance advisors.
- We focus on wealth transfer, providing you with the security of knowing that there is always someone who knows your family and their financial status.
- Your goals are paramount. We provide objective and time-sensitive advice from expert advisors who understand your family's goals.
- Traditional financial services are an important part of this service which includes tax consulting and structuring, accounting services, and comprehensive reporting.
- Private banking services are included like bill paying, cash management and foreign exchange services.
- We provide a full spectrum of fiduciary services including formation of trusts, wills, estate planning, succession planning and asset protection.
- We educate and mentor the next generation, ensuring that your family's wealth grows and is seamlessly transferred from generation to generation.
- We offer philanthropy and concierge services.





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