Private Client Portfolios

Designed for you

Adviceworx

Welcome to Adviceworx
Private Client Securities

You are unique.

As an individual you have your own investment goals, circumstances, beliefs and ideas. Yet often, you are boxed into a one-size fits all solution that might not be completely matched to your specific requirements, or you obtain a tailored solution only to realise that the solution is not so customised after all.

When it comes to investing there is no such thing as one-size-fits-all. For you to reach your unique financial objectives, your investment portfolio needs to be tailored to your specific goals. Your investment objective should become the only objective a portfolio manager aims to achieve, not just beating a benchmark or peer group rankings.

Adviceworx Private Client Securities now offers bespoke investment management services on Private Client Portfolios, that allow you to directly own a basket of securities that aims to achieve your unique investment goals and lifestyle requirements.

Contents

You are unique. Your investment should showcase your individual flair.

Private Client Portfolios
Gaining traction globally

The utilisation of private client portfolios has become increasingly popular in the wealth management arena over recent times as sophisticated investors are broadening their investment horizons and looking for niche investment opportunities.

As a result Adviceworx has created access to private client portfolio management services.

Private client portfolios offer sophisticated investors a unique opportunity to directly own a basket of local and international securities, managed by an investment professional. Our optimal private client portfolio typically follows a house-view when it comes to investment decisions and stock picking, but portfolios can be customized further around the specific requirements of the individual with the aim of achieving growth and wealth accumulation over time.

Private client portfolios typically offer a bespoke capital growth solution based on a concentration of securities that reflect a high conviction level. As a result these portfolios are much more flexible and can be actively managed on behalf of or in consultation with the client.

Adviceworx Private Client Securities

Adviceworx is a Financial Services company dedicated to providing professional financial advice and investment management services.

We partner with top financial planners, portfolio managers and wealth managers to ensure the advice and investment management services our clients receive are always in their best interest and aligned to their unique circumstances and lifestyle requirements.

Adviceworx operates as a separate business managed by an independent professional team, but is proud to be part of the Old Mutual Investment Group.

Through our partnership with Old Mutual Private Client Securities we gain access to their established dealing platforms and facilities, local and international custodians, investment research and tools, portfolio reporting facilities and the technology to support the effective and efficient management of your Portfolio.

Meet the Investment Team

Aileen Campbell
Chief Investment Officer and Portfolio Manager

Aileen Campbell joined Adviceworx in September 2014 and she brings with her 15 years of experience in wealth and asset management. Aileen's deep-seated knowledge and experience in modern portfolio theory and investment process in both the segregated investment disciplines as well as collective investment schemes, is a critical skill for Adviceworx. This, combined with her knowledge and understanding of distribution channels, advisory models and product lines, creates the foundation for the investment business.

Mike Galloway
Chief Operating Officer and Portfolio Manager

Mike Galloway joined the Adviceworx Partnership as Founding Partner and Chief Operating Officer in February 2013. Mike brings irreplaceable experience to Adviceworx – he fundamentally understands the advisory and investment landscape and has extensive management experience across the various disciplines of investment management (research, asset allocation, portfolio construction and portfolio management). In addition, he has intimate knowledge of the operational requirements of a wealth management company and understands how this can be successfully enabled through technology. Mike has a deep passion for investments and is excited to be playing a role in establishing a leading wealth management capability at Adviceworx.

Mathew Baker
Portfolio Manager

Mathew Baker joined the Adviceworx partnership in May 2015 and brings with him 5 years of experience in private client portfolio management. He started his career as an equity dealer and was later promoted to portfolio manager where he managed private client portfolios as well as assisted with the management of institutional investment portfolios. Mathew also has research experience where his primary research responsibility was that of General Industrials and Beverages.

Ian van Schoor
Chief Executive Officer and Portfolio Manager

Ian van Schoor spent his formative years in investment management in the asset management division of a well-known merchant bank. Ian was responsible for the investment management of all the insurance portfolios and also managed large institutional pension funds. Thereafter, Ian was mandated to manage the investment process for all retail fund managers, managing a wide range of collective investments. He also chaired the investment committee of the multi-manager operation of the same group for a number of years. Ian established Adviceworx in February 2013 and he is currently a member of the Adviceworx Investment Committee.

Invest in quality, well known brands and businesses.

A Truly Bespoke Investment Management Solution

When it comes to investing there is no such thing as one-size-fits-all. For you to reach your unique financial objectives your investment portfolio needs to be tailored to your specific needs.

We have a focused approach that enables the creation of portfolios aimed to achieve your growth and/or income requirements.

Your financial objective should become the only objective a portfolio manager aims to achieve, not beating a benchmark or peer group rankings. You achieving your lifestyle requirements should be at the forefront of your portfolio manager's thinking.

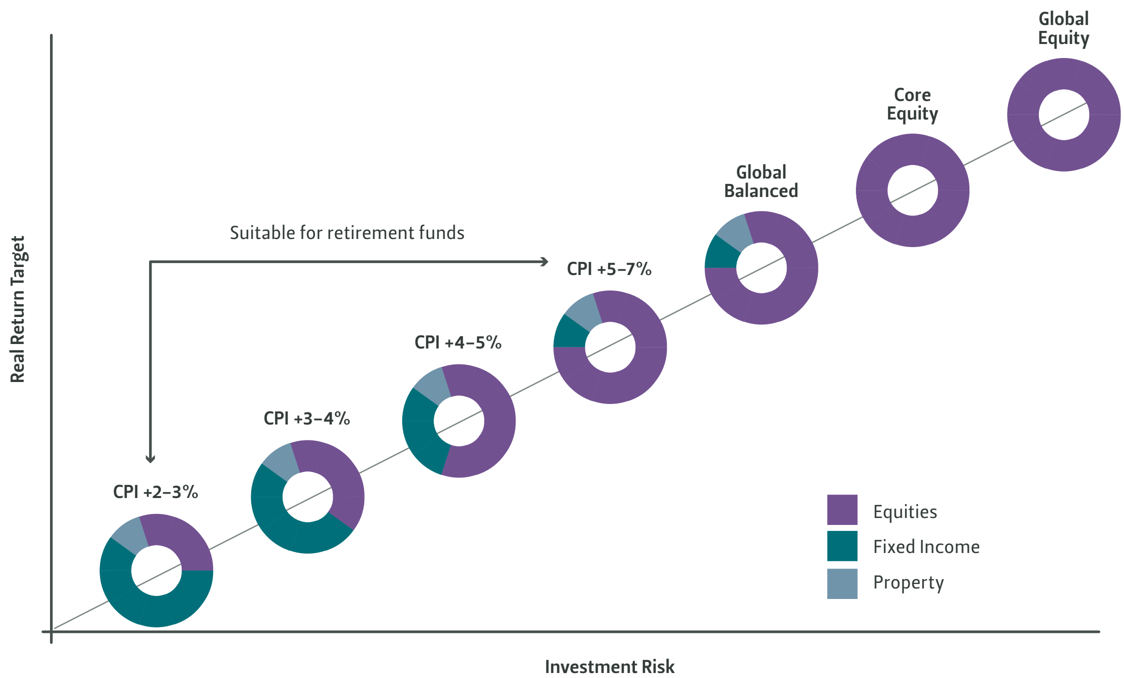
The Adviceworx Private Client Portfolio is a bespoke investment management solution aimed at sophisticated clients looking to directly invest in a basket of local and international securities. Adviceworx Private Client Securities selects securities for our model and bespoke portfolios based on their future earnings prospects and ability to achieve the client's unique financial goals and lifestyle requirements.

Flexible Investment Options

There are various flexible options to ensure that a Private Client Portfolio is one hundred percent tailored to the client's needs – this allows for an element of individual flair and preference.

Clients can select portfolios aligned to Adviceworx model portfolios, combine it with other securities that typically don't form part of the model portfolio or combine it with other investment vehicles:

- Local Private Client Portfolio – direct equity portfolio balanced with bonds, property and cash. Investors can either select an equity-only portfolio or a balanced inflation-targeted strategy
- Global Private Client Portfolio – direct equity portfolio balanced with global bonds, property and cash. Option to invest in a global equity-only portfolio or in a risk-profiled global balanced portfolio
- Combined with Adviceworx Inflation Targeted Investment Strategies – suitable and compliant with retirement fund legislation
- Bespoke Portfolio – a unique blend of local and international securities selected in consultation with you to meet your investment objectives .



Our Investment Approach

Adviceworx Private Client Securities has one aim – and that is for you to meet your financial and lifestyle objectives.

We place much emphasis on stock selection in our model portfolios and we only select well-known, quality local and international businesses. We are cognisant of risk and have a margin of safety in the stocks we select. Our portfolio management team researches and regularly reviews over 100 local and 1000 international stocks. We use qualitative and quantitative measures and follow a disciplined and structured investment methodology.

We take a long term view making sure we ignore market noise. We invest in high quality businesses and have a high conviction with concentrated portfolios. We favour earnings growth over other metrics and the companies we select must have trustworthy and solid management with a clear vision for their business.

Stock Selection Process

Global Universe	Quantitative Screening	Qualitative Analysis	Portfolio Construction
> 100 SA Equities > 1000 International Equities SA and Global Market Capitalisation screens	Screen for companies that are fundamentally strong and offer attractive valuations.	• Company • Industry • Economy • Trends • Valuation	Diversified portfolio of approximately 20 high conviction stocks

Ongoing monitoring and analysis

Staying in touch with your Portfolio

At Adviceworx we offer clients with Private Client Portfolios a personalised service in the form of a dedicated portfolio manager.

Your portfolio manager is available to discuss stock selection and investment decisions, can provide you with comprehensive reporting including detailed income and expense statements; and will meet with you on a regular basis to assess the performance of your portfolio.

If you would like to keep your finger on the pulse you can also view your portfolio online.

Our Client Promise

As a client of Adviceworx Private Client Securities you will benefit from a truly bespoke investment solution tailored to your needs and financial objective:

- Direct ownership of a selection of securities
- Flexibility in respect of phasing into the market
- Complete transparency – comprehensive reporting, online viewing of your portfolio and detailed income and expense statements
- A disciplined and rigorous investment process
- Access to a large and experienced investment team
- Personalised service in the form of a dedicated portfolio manager
- Cost effectiveness – competitive and flexible fee structures.

Getting Started

You can access the Adviceworx Private Client Securities investment management services by engaging us directly for the management of a Private Client Portfolio, or via one of our product partners.

Your options include:

1. Direct Investment
2. Wrapped Retirement Investment – clients can select a Private Client Portfolio in selected retirement solutions
3. Offshore Investment – clients can select a Private Client Portfolio on direct offshore investments (via foreign allowance or asset swap) or via an endowment.

Legal disclaimer

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