Corporate overview

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Introduction

GTC, formerly Grant Thornton Capital, is a diversified financial services company, established in 1991 from within the Grant Thornton Johannesburg audit practice and nationally represented with offices in Johannesburg, Cape Town and Durban.

Core capabilities include:

- employee benefits consulting and administration.
- private client wealth management.
- healthcare consulting.
- asset management, with specific capabilities in stockbroking, derivatives trading, multi-management, transition management, asset consulting and investment analytics.
- short-term risk solutions.
- unit trust management.
- fiduciary services.

Our flat organisational structure provides clients with immediate and direct access to top management and we boast an exceptional record of both senior personnel and client retention.

We retain our early-found agility in terms of understanding prevailing environmental, statutory and market conditions and how these affect our clients.

GTC's capabilities

Employee Benefits Consulting and Administration

GTC Employee Benefits Consulting (EB Consulting) team provides retirement fund advice to employee members, employers, trustee boards (or participating employer forums under umbrella funds) on all fund-related issues including benefit structures, governance, legal and technical developments.

The GTC Employee Benefits Administration (EB Admin) team provides the infrastructure for members' retirement fund benefits through an integrated administration programme. Using contemporary software and systems, the team attends to the process of allocating retirement fund contributions across the various risk benefit providers, asset managers and other service providers, providing continuous reporting to trustees, employers and members.

GTC has achieved audited employee benefits client retention of some 98% over our 25-year history and we consistently achieve a 96% satisfaction score on our employee benefit client satisfaction survey, conducted on transacting member accounts.

GTC received a 2016 PMR Africa Diamond Arrow Award as a leader in employee benefits administration and consulting, in addition to the Golden Arrow Awards received in 2014 and 2015.

Private client wealth management

The Private Client Wealth Management (PCWM) team provides bespoke financial planning advice to each of our private clients. Our experienced team of consultants understands the nuances and individual requirements of our investors for both their local and international wealth creation.

Services and capabilities include:

- personalised investment portfolio construction and management with strong internal expertise in both local and foreign markets.
- stockbroking, derivatives trading, personal share portfolios and online trading.
- life insurance and risk management.
- short term insurance and management.
- fiduciary services including estate and tax planning, wills and trusts.
- healthcare consulting.

Clients typically include all their personal wealth accumulation in a GTC financial plan, including compulsory monies (those allocated to tax deductible retirement plans) as well as discretionary monies (those they can deal with as they like). The wealth management consultants have access to the diverse range of other GTC products, services and technical capabilities, which ensure that clients have bespoke, comprehensive and cost-effective financial plans.

Investment Analytics and asset consulting

The GTC Investment Analytics (IA) team provides custom-made investment portfolio solutions for institutional retirement fund clients and our private clients.

For retirement fund portfolios, GTC IA's primary focus is on meeting fund members' needs, by adopting a client collaborative approach that covers the full range of services required. Starting with member analysis, we progress through the implementation of a clear investment policy document, with appropriate investment managers, followed by ongoing monitoring and management of member portfolios.

GTC IA constructs some thirteen risk-adjusted multi-managed portfolios within the range of the GTC unit trusts. We conduct asset consulting with corporate clients, beginning with an analysis of all investment-related governance structures and documentation.

This analysis is then used to formulate an initial report to the fund, which becomes the catalyst for subsequent discussion and implementation. Once the agreed investment philosophy, strategy and governance structures are formally in place through an Investment Policy Statement, the team's responsibilities evolve into a monitoring process, including both repetitive and dynamic facets, to ensure the fund's investment structures achieve their deliverables.

Securities, derivatives and asset management

GTC caters for diverse investment strategies and trading requirements through our unit trusts, stockbroking and derivatives business units. Our clients range from institutions such as Coronation Fund Managers, Sanlam and Allan Gray, for whom we trade shares, through to private asset consultants, independent financial advisors and GTC's own private and retirement fund clients who use the GTC-managed personal share portfolios.

Our multi-managed portfolios offer the collective insight of the institutional investment management team with the latest and best ideas from the global investment industry. Built on the solid foundation of GTC's tried and tested investment philosophy, our multi-management solutions combine multiple investment strategies, in carefully constructed portfolios, designed to meet our clients' investment objectives, within measured risk parameters.

Fiduciary services

Conventionally a component of GTC's financial planning structure, our fiduciary specialists provide expert advice on testamentary planning. Through appropriate construction of wills, trusts and other estate structures, together with the executorship and administration thereof, the transfer of wealth from one generation to the next is ensured.

Short-term Risk Solutions

GTC Risk Solutions (RS) provides bespoke risk management advice and tailored insurance product offerings to GTC clients including commercial lines, corporate insurance, self-insurance and cell captive options, personal lines, enterprise risk management and other value added products.

Healthcare Consulting

GTC Healthcare (HC) provides consulting and management of healthcare and medical aid programmes for corporate clients on a strategic, proactive basis.

Our consulting services include a professional independent review of the existing medical aid, including possible gap cover, and strategic consulting specialising in the development of a broader corporate healthcare policy. Ours is a client-centric practice that recognises the importance of an efficient and effective healthcare platform as a fundamental pillar of employee satisfaction.

We have an experienced team of industry specialists, with the prerequisite skills and track record to add value through consulting and delivering managed healthcare solutions including:

- employee, executive and corporate wellness, including participatory wellness days.
- gap / top-up cover, extending the level of in-hospital cover for employees.
- on-site clinics, including occupational and primary healthcare.
- alternative risk programmes.
- international travel and extended benefits.

In collaboration with your chosen medical aid we also offer:

- absenteeism and disability management.
- HIV / AIDS workplace solutions.
- chronic disease management.

GTC compiles and publishes the annual **GTC Medical Aid Survey**, a unique offering in the South African healthcare market.

Summary

GTC is differentiated in a competitive market through:

- a strong bias towards proper governance and integrity, as a leading financial services and employee benefits company.
- transparency of all costs and fees.
- access to proprietary solutions which can be tailored to meet unique and changing needs.
- client services provided by multi-disciplined and highly experienced teams.
- contractual accountability of service delivery to trustees, members and clients, due to a high degree of senior management involvement.
- audited and untainted business conduct.
- an unwavering focus on systems and people as drivers of excellence.
- regular and structured communication with clients.
- strong corporate infrastructures and governance processes born out of more than 25 years of association with Grant Thornton.

We advise, consult, and/or manage assets to the value of approximately R32 billion. These include some 85 000 participating members of retirement funds through about 300 participating employer schemes, most of these structured through one of several GTC umbrella funds. In addition, we consult to some 2 500 private clients in terms of their wealth management goals.

GTC continually aspires to be recognised, in a crowded market place, as a benchmark of best practice and innovative thinking. This objective is measured by ensuring that the interests of all our clients are protected and placed at the core of all our decisions, business practices, company culture and ethics.

GTC, which evolved from within an international audit and advisory business, has established a strong reputation over its 25-year history. The extraordinary client retention that GTC enjoys is testament to the depth of our service, the quality of our staff, our uncompromising stance on integrity as well as professionalism and the easy access clients have to senior management and shareholders.

The GTC team lives the brand **consult · partner · manage**.

Should you require any further information, please contact us on **T:** +27 (0) 10 597-6800 or **E:** info@gtc.co.za.

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