

A "win-win" proposition for advisers and their clients

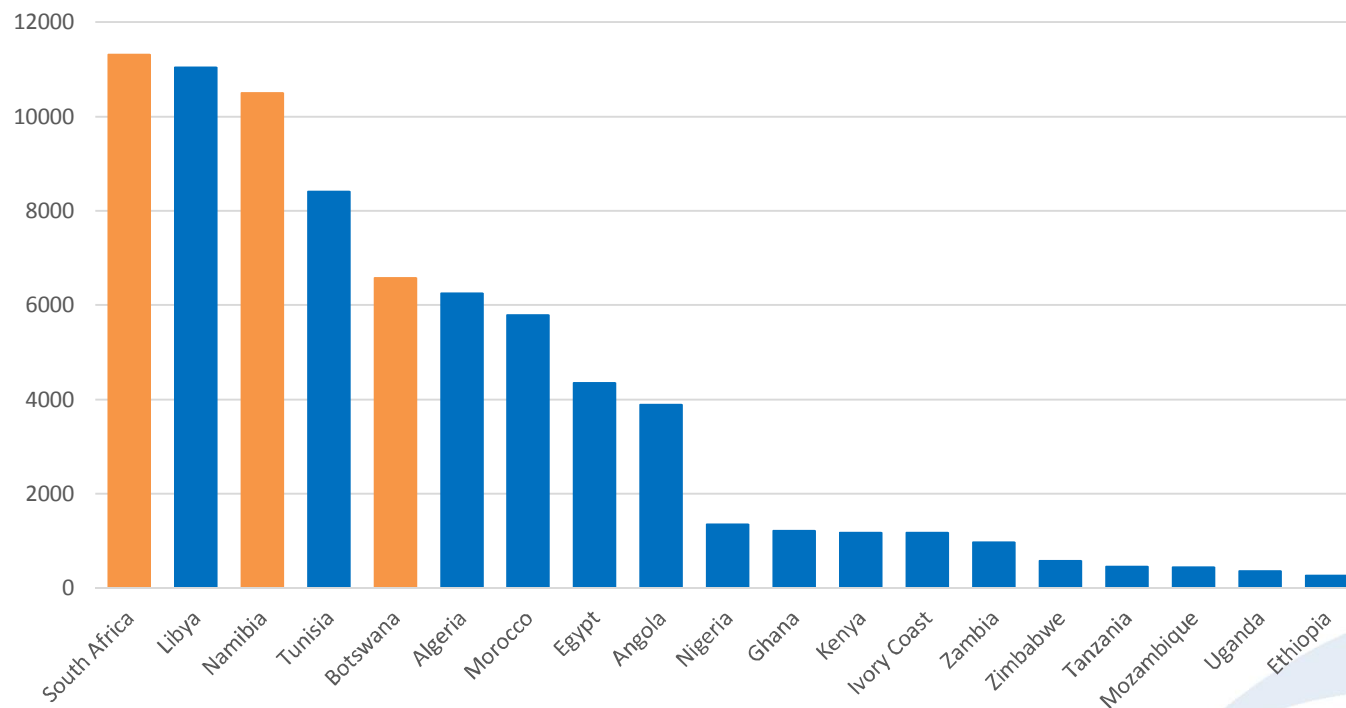
A South African Perspective

Presented by:
Rex Cowley MCIM, MCSI, MSc



South Africa Wealth in Perspective

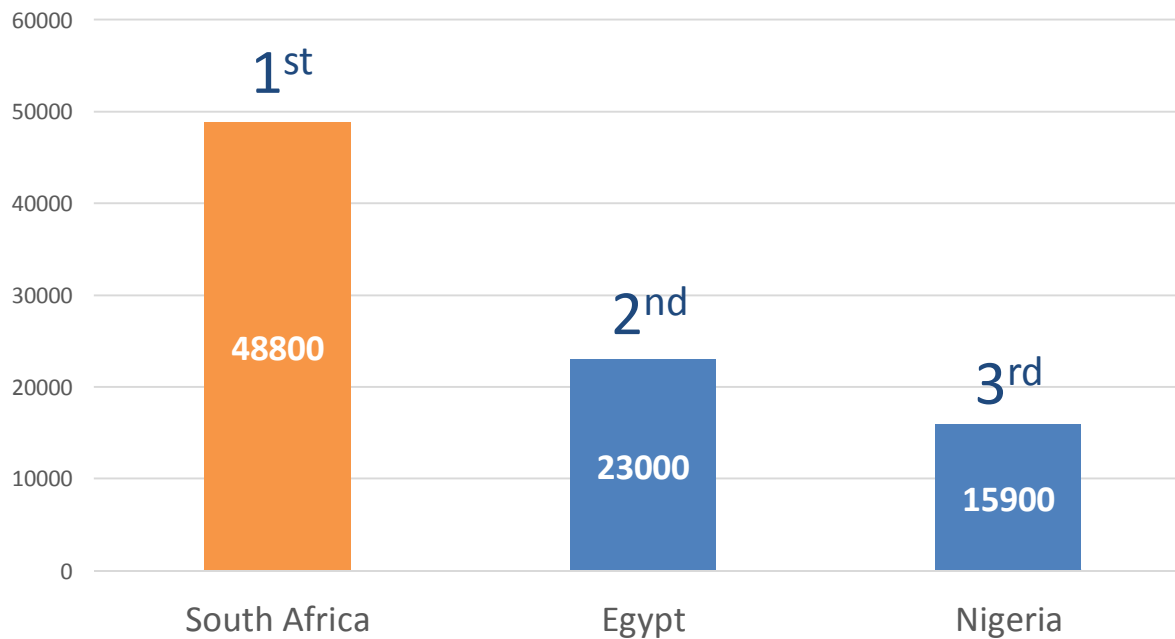
South Africa has the highest wealth per capita in Africa



“ With 3 of the top 5 being Southern African countries

South Africa Wealth in Perspective

US Dollar Multi-Millionaires in Africa by Country



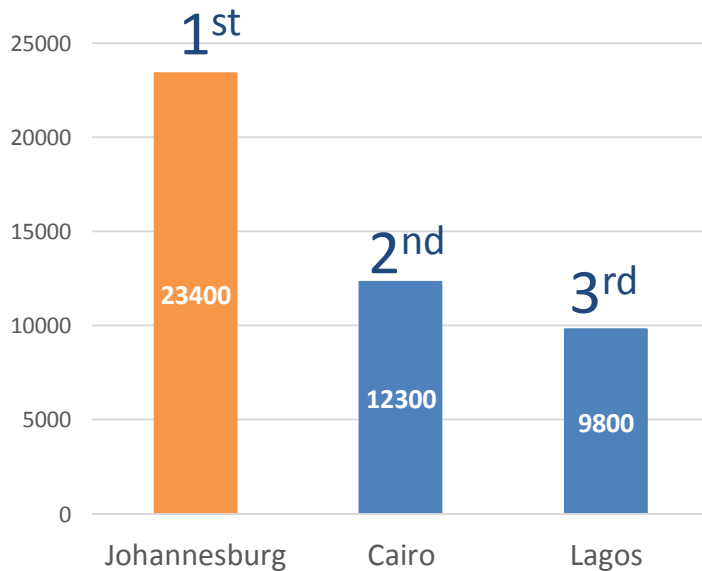
“ South Africa has the highest number of \$ millionaires in Africa at 48,800

“ Double the number of the 2nd ranked country

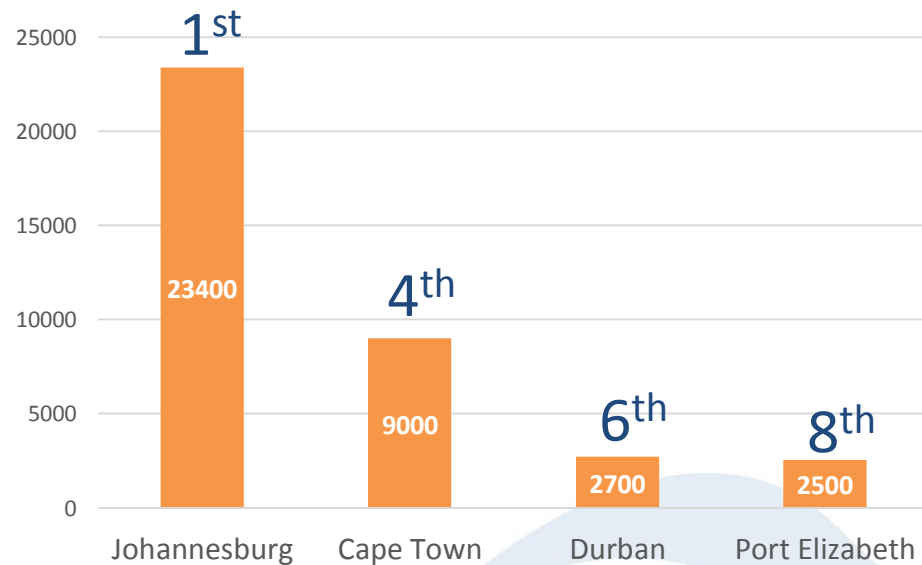
“ And double the number of \$ billionaires to Nigeria

South Africa Wealth in Perspective

US Dollar Multi-Millionaires in Africa by City



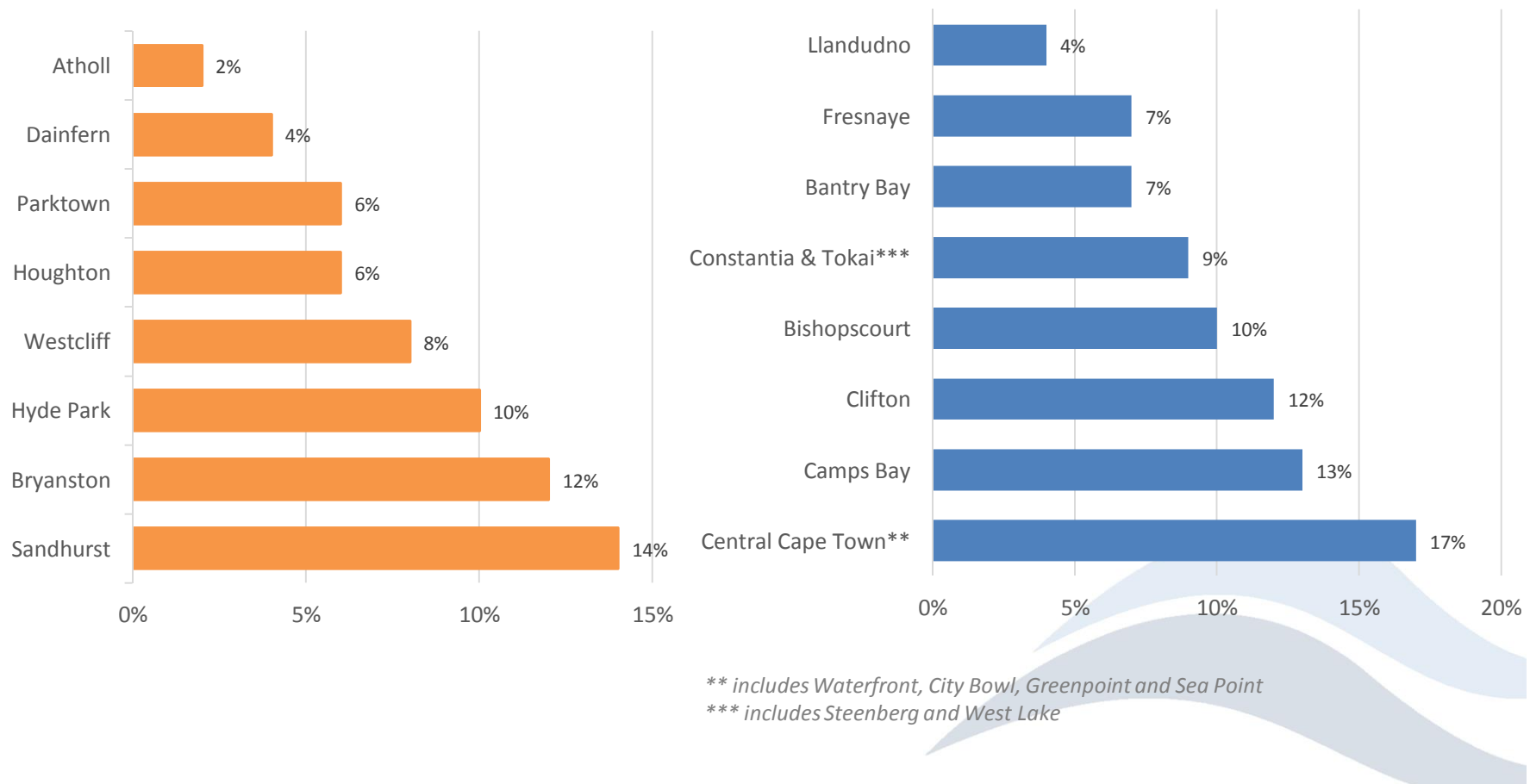
US Dollar Multi-Millionaires in Africa by South African City



Source: The Guardian 2013 & Africa Development Bank 2013

South Africa Wealth in Perspective

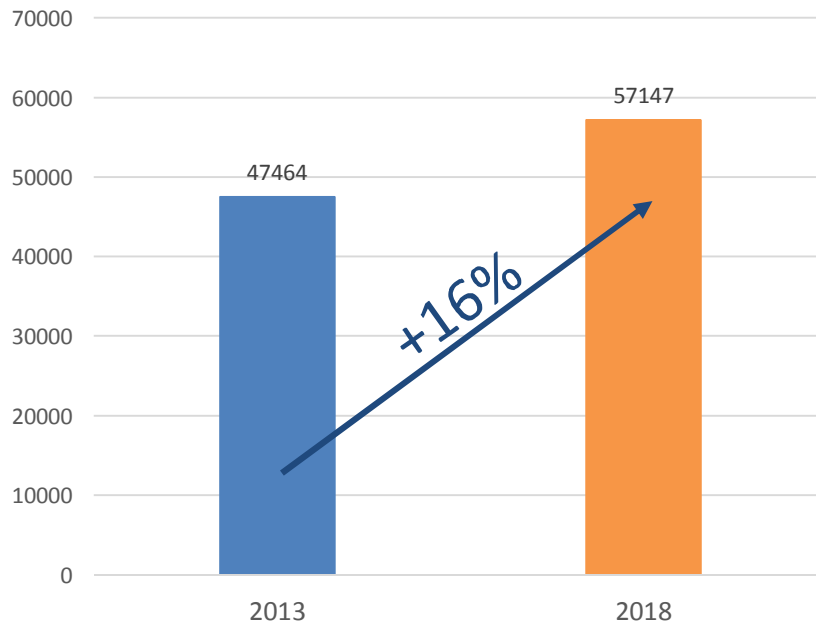
South Africa's Richest Suburbs – HNWI by Percentage



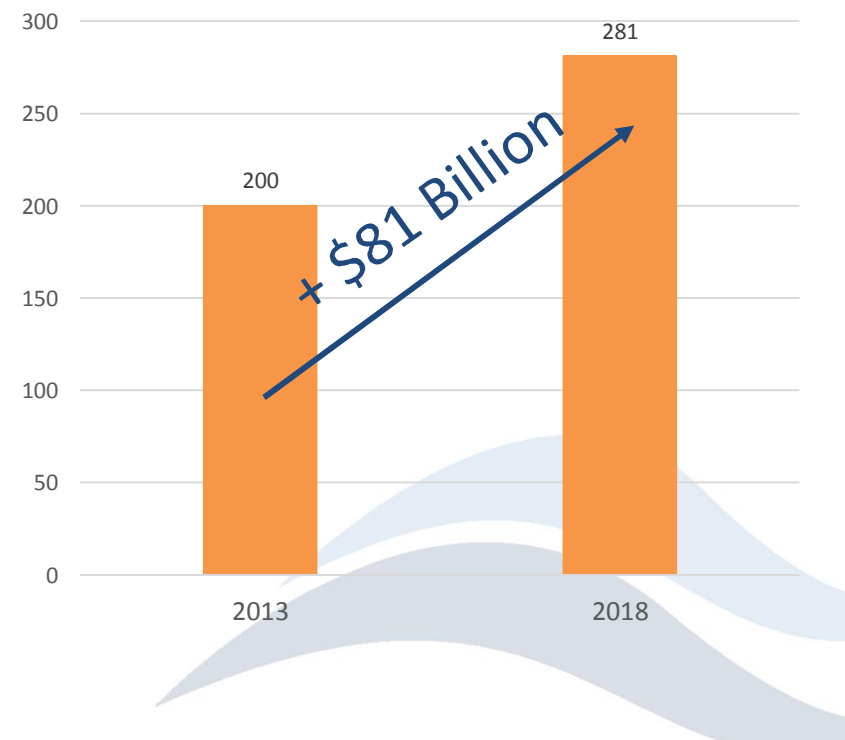
Source: WealthInsight; Analysis on the world's High Net Worth Individuals and Wealth Sector 2012.

South Africa Wealth in Perspective

The number of South African UHNWIs is forecast to grow by **16%**, reaching 57,147 by 2018

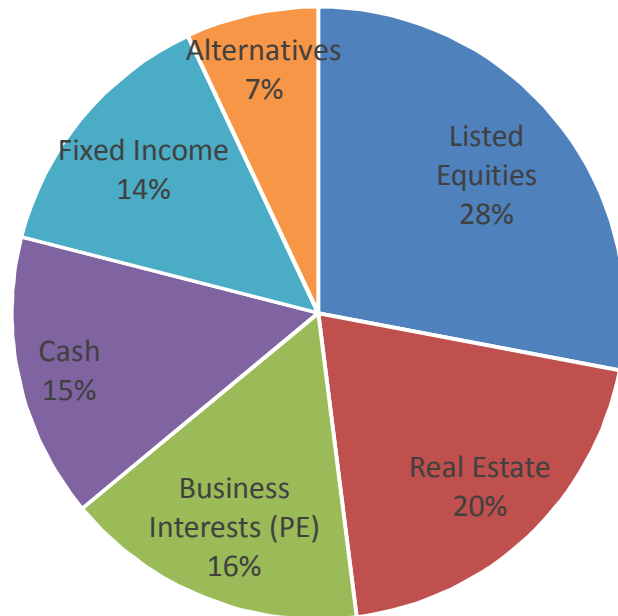


UHNWI wealth is expected to grow by **31%**, to reach US\$281 billion by 2018

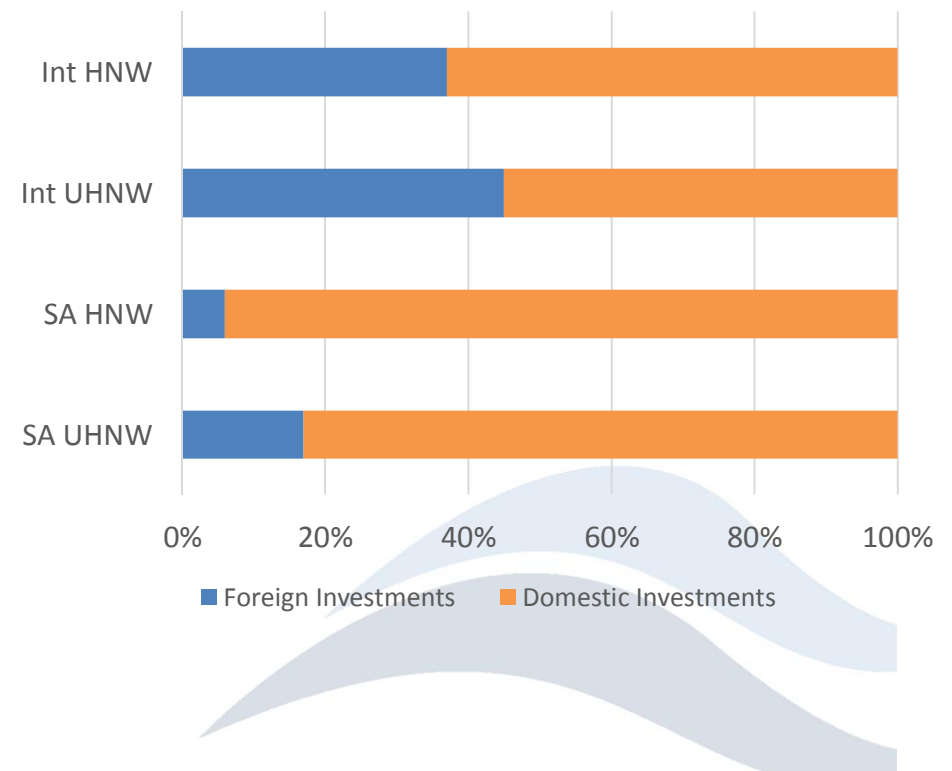


South Africa Wealth in Perspective

Spread of Investments by Asset Type



Domestic vs Foreign Assets - South African vs International Individual



South Africa Wealth in Perspective

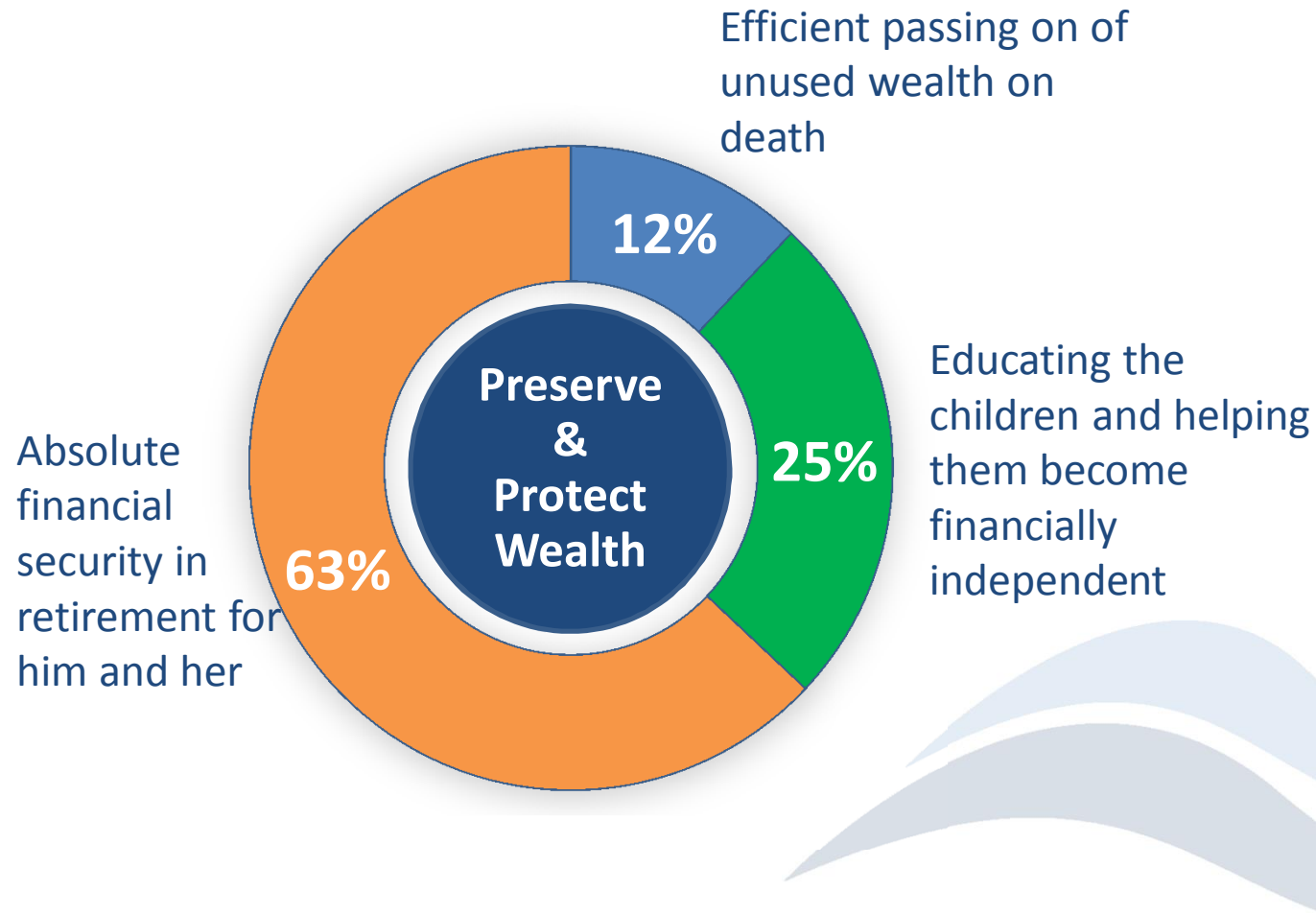
Key Notes:-

- ” Richest country in Africa
- ” Growing wealth
- ” Clear and identifiable market
- ” Local bias
- ” Lack of international diversification
- ” The HNW and UHNW opportunity
- ” Limited domestic options

... true offshore solutions become key!

South Africa Wealth in Perspective

Clients Top Financial Aim & Objectives



South Africa Wealth in Perspective



South Africans face a number of unique challenges regarding their wealth

South Africa Wealth in Perspective

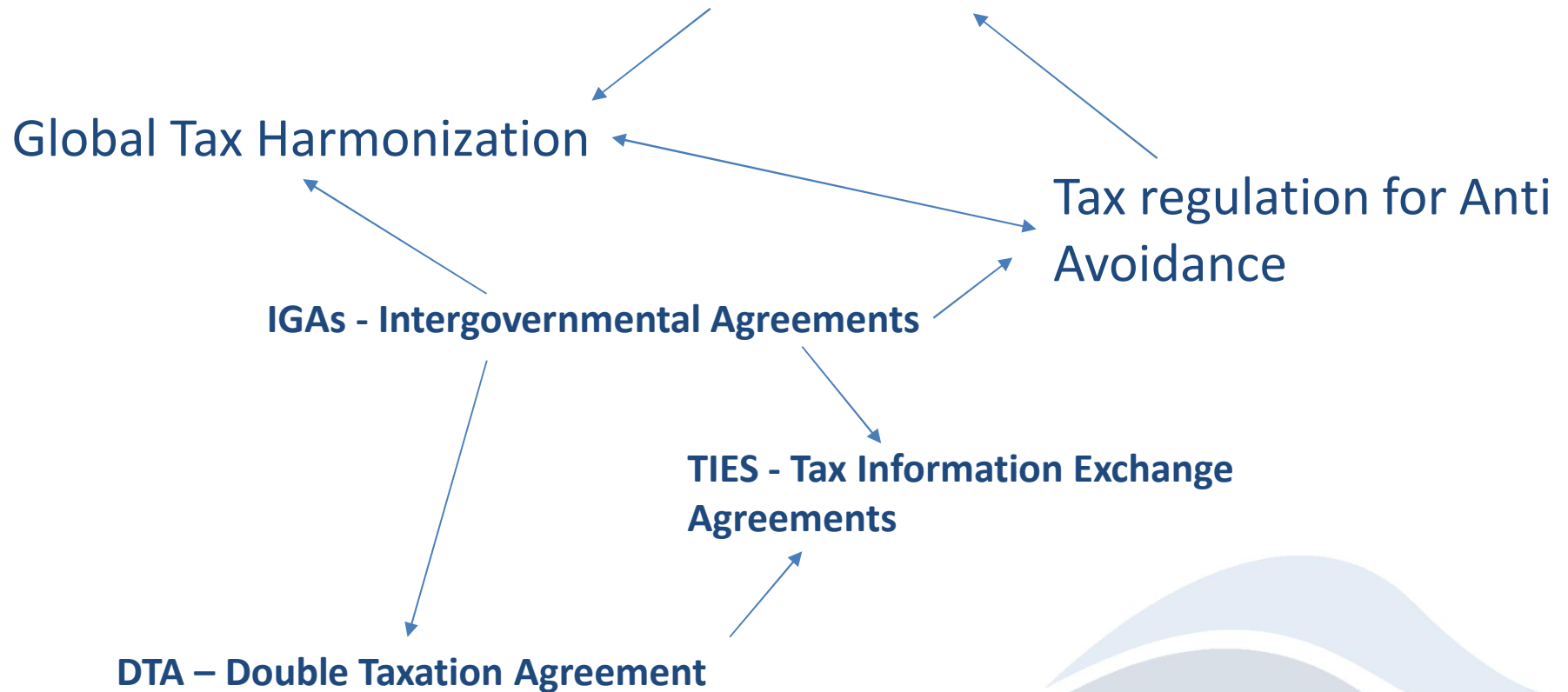


Need for true international solutions is clear... but this brings a new set of variables!

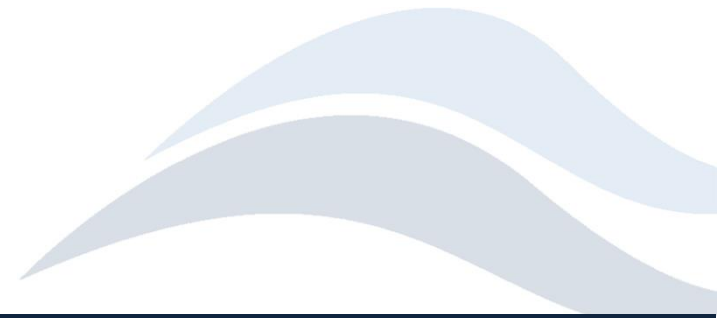
Foreign probate
Succession laws
Tax
Reporting
Ownership issues

Whilst these can be daunting they can be overcome with the right product providers and right products!

Automatic Information Exchange



RDR - Retail Distribution Review



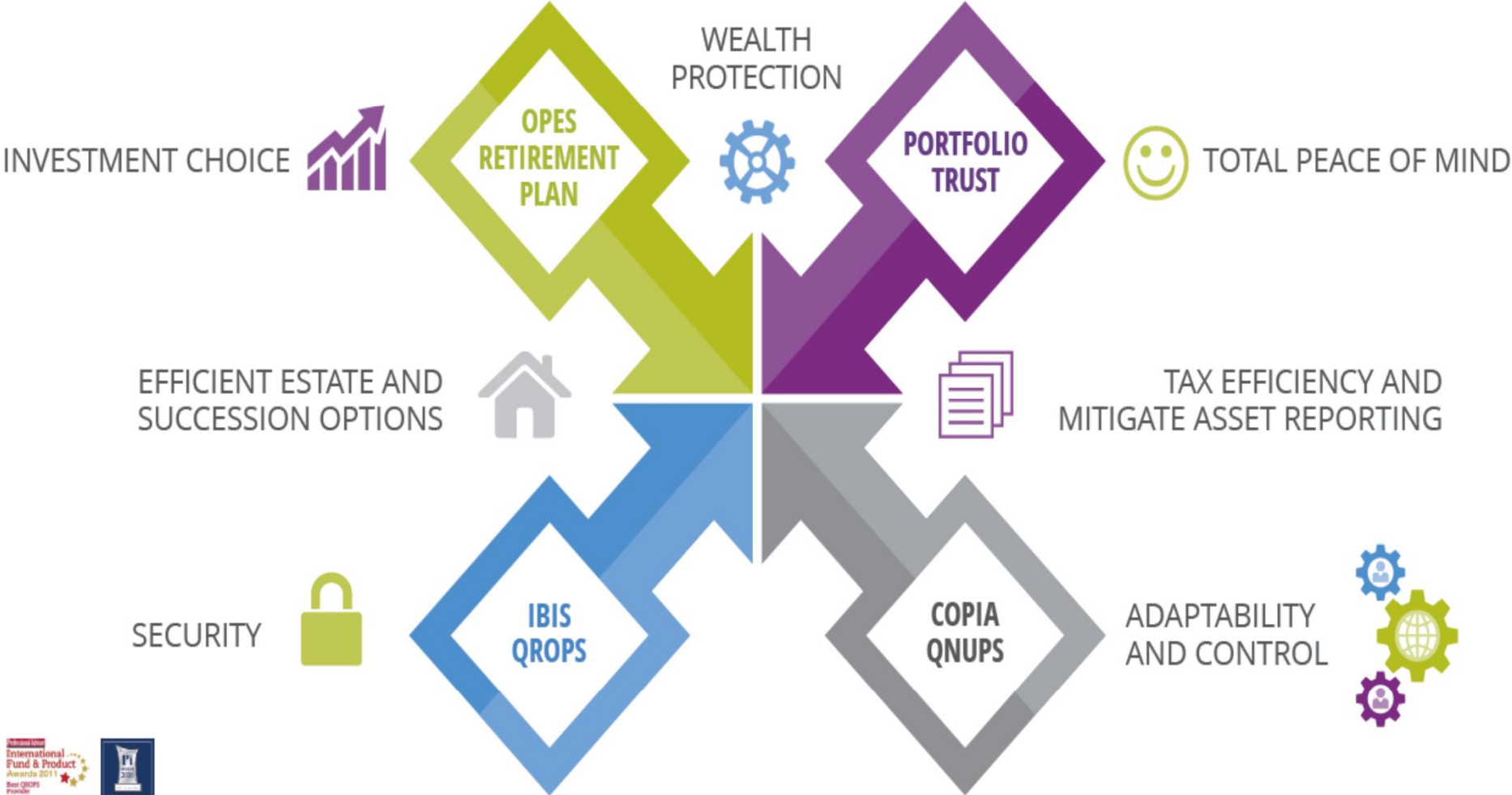
South Africa Wealth in Perspective

Key Notes:-

- ” Real outcomes for clients
- ” Unique set of risks
- ” Need for international solutions
- ” Advice not investment
- ” Reliable, assessable providers
- ” Robust services and products

Result = WIN WIN!

International Financial Solutions for today's challenges



Important Information

The information contained in this presentation is not intended to be relied upon as legal and/or tax advice. The impact of tax legislation depends on individual circumstances and can alter in the future. We will accept no responsibility for any actions taken or not taken on the basis of the information contained in this presentation.

Please note that every care has been taken to ensure that the information provided is correct and in accordance with our current understanding of the law. You should note however, that we cannot take on the role of an individual taxation adviser and independent confirmation should be obtained before acting or refraining from acting upon the information given. The law and tax practice of relevant tax authorities are subject to change. Legislation varies from country to country and the members country of residence may impact on any of the above.

© The Overseas Pension 2013

