Corporate overview

Introduction

GTC is a leading financial advisory business, specialising in the areas of **retirement fund administration and consulting**, **healthcare consulting**, **private client wealth management**, **short term risk solutions**, **investment management**, **fiduciary services** and other areas of financial advice. GTC also operates a **unit trust management company** and is a licensed **investment manager** for both retirement funds and private clients in accordance with the Financial Services Conduct Authority (FSCA).

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

The business was established in 1991 from within the Grant Thornton Johannesburg audit practice, itself part of Grant Thornton International. Effective late 2012, GTC was obliged to separate itself from Grant Thornton due to various international regulations imposed by the SEC, which separated the asset management capability of any business from that of an audit company.

Grant Thornton Capital rebranded and changed its name to GTC, operating as a privately owned fully independent entity from Grant Thornton. Founder Gary Mockler remains the CEO and a key shareholder, whilst GTC proudly continues its association with Grant Thornton within the permitted international parameters.

As a financial advisory business, GTC holds all the necessary licenses from the FSCA and is a registered FSP.

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 consistently been recognised within the industry as conducting best practice, specifically being awarded various PMR awards over the years, culminating in the **2018 PMR.africa Diamond Arrow Award**, honoured for being the highest rated in the category of pension fund administrators and consultants administering between 100 000 to 150 000 members.

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). Our 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.

Asset management

GTC has an experienced team of asset managers who use the latest international methodology to design and implement "GTC only" investment portfolios. These investments may be used as a stand-alone investment or in conjunction with the multi managed portfolios which are being implemented by the Investment Analytics team.

The asset managers apply the philosophy of looking at the best possible returns whilst adhering to strict risk parameters and use hedging techniques in order to protect and enhance the portfolio returns. This approach and skill set, which includes the monitoring of foreign exchange currency exposures is on offer to all GTC clients and umbrella fund participants. GTC asset managers invest in both the South African markets as well as into global investments in order to ensure diversification and exposure through a well balanced portfolio that takes into account geographic, currency and asset class risks.

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** as well as a **Gap Cover Survey,** unique offerings 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 27 years of association with Grant Thornton.

Collectively the GTC group employs a little over 120 staff in the three national centres. Assets under management and administration total R42 billion. There are 100 000 participating members of retirement funds through about 350 participating employer schemes, most of these structured through one of several GTC umbrella funds. In addition, GTC consults to around 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 is nationally represented with offices in Johannesburg, Cape Town and Durban.

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.