



**PORTFOLIO  
MANAGEMENT  
SERVICES**

ACCESS MORE /

 **ASHBURTON  
INVESTMENTS**

A part of the FirstRand Group



# Why choose Ashburton Investments?

## Providing access to more

Ashburton Investments is a new generation investment manager that places our clients at the centre of our thinking.

We are the investment management arm of the FirstRand Group, one of Africa's largest financial services companies, bringing together the Group's existing investment management capabilities under one brand.



Core to Ashburton Investments' proposition of giving investors access to more is our ability to leverage the skills, platforms and product origination capabilities within the Group. Our offering spans traditional and alternative investment strategies, and active and passive investment styles.

With us, investors can gain access to more sources of return, broader investment capabilities, considered risk management and deeper investment insights.

# Our competitive advantage

## Local expertise and international reach

We have international reach with offices in South Africa, the United Kingdom and Channel Islands.

## Ashburton portfolio management

- Our distinctive investment approach enables us to build an investment portfolio that puts our clients first
- We provide fund and portfolio management services to individuals and professional clients who are looking for solid and consistent performance
- We work on a case-by-case basis, structuring portfolios in line with market opportunities using the successful investment methodologies that have served Ashburton Investments for over 20 years
- We nurture wealth by providing solid investment returns following an uncomplicated, actively managed approach which is dynamic, robust and repeatable.

Access to attractive assets and origination capabilities of the FirstRand Group.

An innovative culture combined with strong risk management skills.

Investment strategies suited to client liabilities and other constraints.

Offerings structured to match investors' requirements.

## We can help

When clients choose us to manage money, they commission a highly experienced portfolio management team to take care of their investments.

We place a strong emphasis on building a close working relationship with clients and their advisors to ensure that we can achieve a solution which best suits individual goals and aspirations.

Clients will have their own portfolio and access to our expertise through a diversified, global range of investments across various asset classes. The avoidance of loss within a disciplined risk-controlled framework is fundamental to the prudent management of client portfolios.





# Our offering

We offer a range of portfolio management services to meet clients' needs. Our portfolios are structured with the goals of long term capital appreciation and income generation in mind, while targeting diversification and risk protection at the same time.

## Bespoke Personal Portfolio

This portfolio has been specifically developed for investors who require very personal wealth management within a disciplined, risk-controlled, investment management process. We aim to create a portfolio that suits our investors' individual needs, appetite for investment risk and any personal preferences or restrictions.

## Equity Portfolio

This portfolio's objective is to maximise returns to the investor over the medium to long term through investing in FTSE/JSE listed shares. The portfolio's returns are based on the ability of the All Share index to deliver returns above inflation and the ability of the fund manager to identify undervalued securities within the asset class. The portfolio will remain fully invested in local equities.

## Dividend Income Portfolio

The portfolio is actively managed and invests in local equities. It aims to provide investors with an attractive dividend yield over the long term. This is based on the selected companies ability to generate sustainable earnings growth through the investment cycle. This portfolio also aims to maximise returns to the investor through capital growth in the underlying shares.

## Global Leaders Equity Portfolio

This should be considered as a long-term investment option. The portfolio is unconstrained by individual benchmarks, enabling concentrated focus on a selection of world-class mega caps which should deliver sustainable above average returns over time through the strength of their market position in their respective industry.

## Balanced Portfolio

The portfolio is actively managed and invests in local equities, listed property, bonds, cash as well as offshore assets. The objective is to deliver risk adjusted returns over the medium to long term. Returns are based on identifying the optimum blend of asset classes that offer the potential for growth, and selecting undervalued securities within each of those asset classes. The portfolio is compliant with Regulation 28 of the Pension Funds Act.

## Property Portfolio

The portfolio aims to outperform the South African listed property index on a sustainable basis. The objective is to invest in high quality listed property companies with robust earnings and long term growth prospects. The portfolio can be used for capital growth or income generating purposes.

## Preference Share Portfolio

The portfolio consists of a selection of FTSE/JSE listed preference shares. It aims to provide investors with an attractive interest rate linked income in the form of dividends. This portfolio is not for investors seeking long term capital growth but rather those looking for an attractive income.

## Fixed Income Portfolio

This portfolio is conservatively managed and aims to generate stable and optimal income returns from interest earning securities. A combination of bonds, fixed deposits, money market and other cash instruments is used to achieve these objectives. The portfolios can be tailor made to achieve client's specific investment objectives.

Our typical investment universe includes:

- Equities
- Bonds
- Exchange traded funds (ETFs)
- Alternative assets
- Cash instruments
- Offshore investments

Naturally we will always work to the mandate agreed with our client.

# Our investment approach

We believe our overall investment philosophy and governance processes are among our key strengths.

Our investment process is the means by which we apply our philosophy about markets to a portfolio. We believe our process is well designed to take advantage of opportunities as they arise, and identify long-term solutions for our clients.

We integrate risk management into the fabric of our investment process with the aim of protecting the assets that we manage for our clients.

Our portfolios follow a disciplined methodology in the selection of equities, fixed income, cash, offshore and other instruments.

Our investment managers harness the active management philosophy of Ashburton Investments to find the optimal solution for every client.

## Diversification

We believe that the secret to successful investing is diversification through careful asset allocation.

Diversification helps to reduce overall investment risk.

We invest in what makes sense rather than following of a benchmark or latest market trend.







“Our investment process is the means by which we apply our philosophy about markets to a portfolio.”

# Risk management

We employ a governance process to help mitigate investment risk within our portfolios.

Maximising returns with the minimal amount of risk is one of the cornerstones of Ashburton Investments' strategy and philosophy. It gives our clients 'sleep at night' security, of knowing that we are looking after their portfolios through all market conditions.

# Personal contact

We believe it is vitally important our clients understand what we are doing and why we are doing it.

We regularly communicate details of the current market environment, how client portfolios have performed against agreed benchmarks, transactional activity within your portfolio, market expectations and the strategies we adopt in order to manage them.

This gives our clients the assurance that their portfolios are being properly managed. Our portfolio managers are always available to answer any queries.

# Monthly reporting

In addition to continuous monitoring, we will correspond with clients on a monthly basis, providing:

- Investment market commentary
- Portfolio summary
- A full valuation of the portfolio
- An income statement





## For more information

### SOUTH AFRICA

Please speak to one of our Business Development Managers:

#### **Johannesburg (Head Office)**

3rd Floor, 4 Merchant Place,  
1 Fredman Drive, Sandton, 2196  
Tel: +27 (0) 11 282 8800  
Email: pm@ashburton.co.za

**[www.ashburtoninvestments.com](http://www.ashburtoninvestments.com)**

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