
BELLAMONT
WEALTH MANAGEMENT
BEYOND **EXPECTATION**, BEYOND **CONVENTION**
EXPLORE

LET'S TAKE A **LOOK INSIDE**

CONTENTS

WEALTH IS BOTH A **BLESSING** AND A **CURSE**

ABOUT US

Bellamont Wealth was founded on a fundamentally different philosophy to traditional wealth managers and financial advisory firms, specifically on the principle of being prepared to go above and beyond.

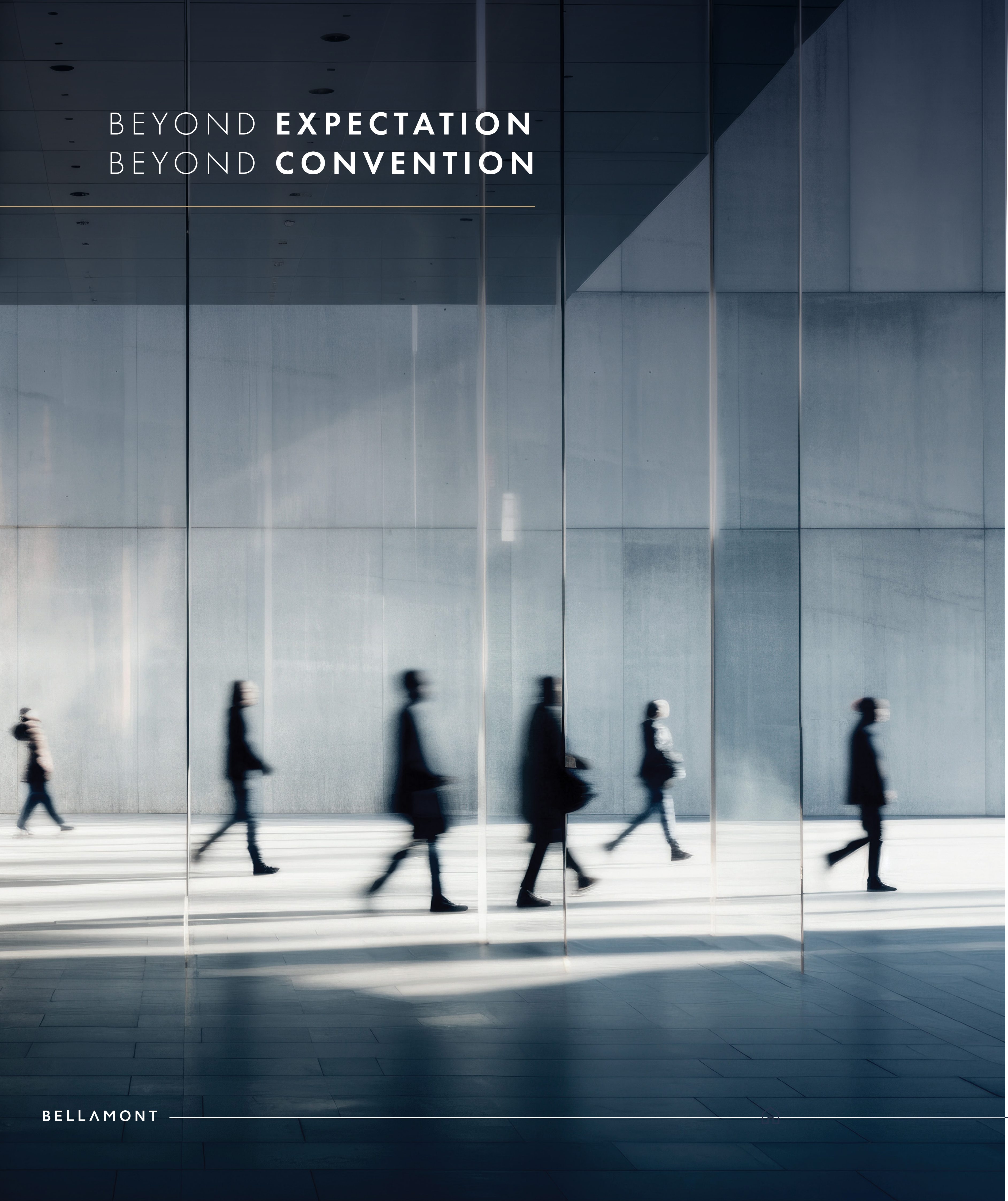
Just under a decade ago, the founding partners sought to create a wealth manager that offered the highest standard of personal service, endeavouring to deliver strong investment performance by capturing the expertise and best processes around the world.

As an independent wealth management company, owned 100% by the founders, the desire to succeed is inherent in our service delivery and having custody of our clients' assets is taken very seriously. We are free from any external influences typically prevalent in big firms and can continue to operate in ways that are meaningful to our clients.

Our aim is to work hand-in-hand with our clients to take a complex subject and make it comprehensible. In this way, informed and well considered decisions can be made with confidence and capital is protected for generations to come. It often takes a lifetime to create real wealth and, managed appropriately, this can become inter-generational. Everything we do is bespoke and personal. We have built a team that aspires to be excellent in everything that we do, whilst always looking to retain a degree of humility, because there is always something to learn. Most importantly, we want to enjoy what we do every day and work with like-minded people, and clients who want and value our advice.

We do not sell anything. We recognise that all clients have different requirements - some can be very simple, some can be somewhat more complex. We understand the subtleties within families and build a rigorous framework and flexibility within their finances for each generation to make the most appropriate decisions.

Listening to our clients over the years and curating a framework that simplifies complex matters is the cornerstone of our bespoke solution.



WHAT WE DO

Our aim is simple - To create a framework that meets each client's distinct needs and works closely with them to further develop that framework as their circumstances evolve. Our comprehensive approach to wealth management encompasses all areas including:

We understand that each client has unique objectives and circumstances, which is why we tailor our solutions to meet their specific needs. While assets are accumulated, it is the income they generate that sustains a lifestyle. Therefore, it is essential for us to demonstrate how an asset base can support income requirements over time.

We take a holistic approach to structuring portfolios, carefully considering risk tolerance and liquidity needs. By balancing efficiency, protection, and growth, we ensure that a portfolio aligns with a client's financial goals.

We are committed to building long-lasting relationships with our clients, working closely to understand their evolving requirements.matters is the cornerstone of our bespoke solution.

OUR OFFERING

INVESTMENT MANAGEMENT

- Execution and discretionary.
- Model portfolios.
- Risk management.
- Segregated portfolios.
- Personalised unit trusts.
- Macroeconomic research.

TAX EFFICIENCIES

- Balancing tax efficiency, cost and performance.
- Which tax to save?
- Optimising the tax strategy across portfolios.

FIDUCIARY

- Death.
- Structuring.
- Estate considerations.
- Custody.
- Trust and jurisdictions.

EXPENDITURE

- Separation of essential and discretionary.
- Use of income and capital to meet expenditure.
- Affordability and capacity for loss.
- Utilisation of surplus income.

OUR APPROACH

Our investment process, anchored in core principles and a **robust framework**, ensures that clients' portfolios are **secure** and poised for long-term growth. We take pride in constructing **customised** investment portfolios that navigate market complexities, enabling our clients to make informed decisions amidst the noise, whilst optimising **tax efficiency**, supporting **estate planning** goals and meeting **cash flow requirements**.

The vast array of investment options can be daunting, often leading to analysis paralysis. The sheer volume of choices can leave investors immobilised, lacking the time or expertise to differentiate between viable options and mere distractions. Our methodology stands out for its distinctiveness and unwavering independence, qualities that greatly benefit our clients.

WEALTH MANAGEMENT PLANNING PROCESS

Outlined below is the process we follow when tailoring investment portfolios for each of our clients:

01 Initial Assessment

We commence with a thorough evaluation of the client's financial situation, investment goals, risk tolerance, time horizon, tax considerations, estate planning objectives, and cash flow requirements.

02 Framework Selection

Based on this comprehensive assessment, we select the appropriate risk and return portfolio from our three-tiered framework. This forms the foundational structure of the client's investment strategy.

03 Customisation

We then tailor the portfolio to meet the client's specific needs, applying discretion within our monitored parameters. This ensures customisation without veering from our core principles and performance benchmarks.

04 Manager Selection

Specialists manage each asset class within the portfolio, having undergone rigorous due diligence and continuous monitoring. We ensure these managers align with our long-term investment philosophy.

05 Monitoring

Once constructed, we continually monitor the portfolio and make necessary adjustments. This ensures alignment with the client's goals and responsiveness to evolving market conditions.

As a part of the monitoring process we provide clear and transparent reporting through in-depth valuations and performance reporting. This can be provided in physical and digital format. In addition, we provide regular market updates and commentary as well as meet with our clients on a consistent basis.

PORTFOLIO CONSTRUCTION

Our philosophy is straightforward - all clients deserve maximum security for their capital assets and income. We believe in constructing tailored client portfolios based on a solid framework supported by over 30 years of data analysis.

Our strategy is built upon three distinct risk and return portfolios, each tailored to accommodate varying risk appetites with core equity allocations ranging from 40% to 80%. These portfolios provide the essential framework for developing the most suitable strategy for each client. **Within each portfolio, we employ four key tools, each akin to a philosopher's stone, transforming investable assets (stones) into long-term, inflation-beating returns (gold).**

The four key tools that we utilise are:

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01 Strategic Asset Allocation

We carefully select the combination of asset classes to align with each client's risk tolerance and investment goals. This ensures a balanced and diversified portfolio designed for long-term growth and stability. While many managers tend to overcomplicate this process in pursuit of an elusive optimal portfolio, at Bellamont, we adhere to the fundamental principles of optimisation in that a mix of less correlated assets can achieve more efficient outcomes. However, we steer clear of relying on models that only work in hindsight or under ideal conditions that may not reflect real-world complexities.

02 Macro Research

We perform comprehensive macroeconomic research to understand broader market trends and economic conditions. This helps us make informed decisions and adapt our strategies to evolving market environments.

03 Manager Selection

We conduct rigorous research to select and monitor specialists in each asset class. This ensures our investments are managed by experts who adhere to our investment philosophy and consistently act in the best interests of our clients. We place an emphasis on philosophy and process, as we believe that these will guide performance over the long term and steer away from assessing a manager based upon their performance over the near term.

Below is a summary of the aspects that we deem non-negotiable when selecting fund managers:

Downside Protection

Composition of portfolio aims to ensure less drawdown during market downturns.

Alignment

Co-investment alongside clients ensuring an alignment of interests.

Track Record

Proven track record of generating alpha for investors.

Long-Term Mindset

Patient, long term investors who do not speculate.

Repeatable Process

A structured and repeatable investment process.

Philosophy and Process

Emphasis on quality and strong fundamentals, primarily guided by bottom up research.

Low Turnover

Long holding periods and low turnover. Ideally 10% to 20% historic turnover range.

Limited Leverage

Low to no leverage, portfolios do not make outsized bets.

04 Risk Management

At Bellamont, our approach to risk management in portfolio construction is active and incorporates several crucial principles, as outlined below.

Confidence-Weighted Positions

We allocate investments based on confidence-weighted positions, ensuring higher conviction assets receive appropriate weighting.

Limit Exposure

We limit exposure to any single manager to a maximum of 40%, promoting balanced distribution and mitigating manager-specific volatility. We prioritise investments with broad geographic revenue exposure to reduce reliance on specific regions and enhance portfolio resilience.

Low Correlation

Selecting managers and investments with low correlation among each other helps minimise overall portfolio volatility.

Favourable Drawdown Profiles

Emphasizing favourable maximum drawdown profiles, we focus on assets with historically lower downside risk, aiming to protect capital during market downturns.

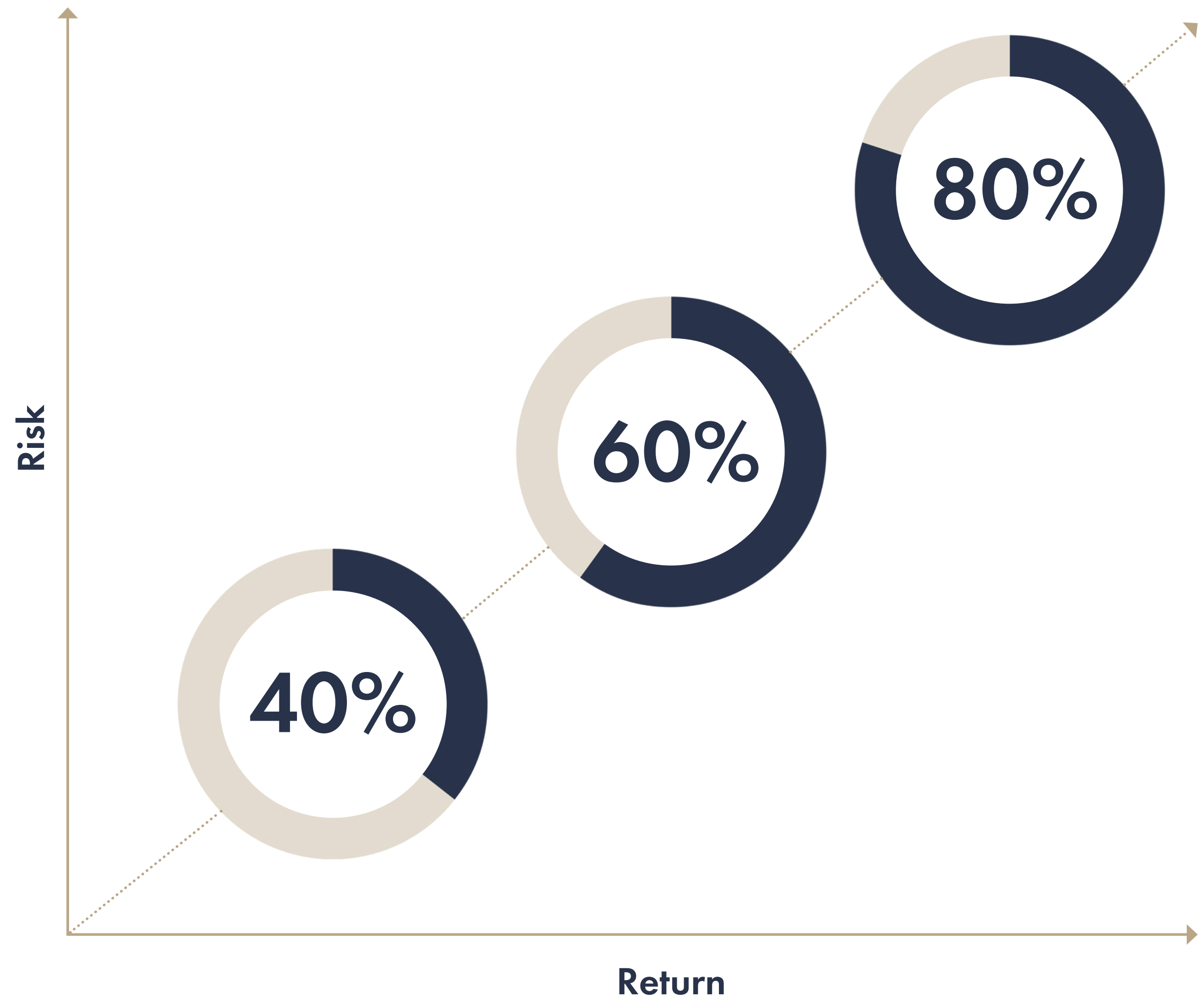
Favourable Risk/Return Dynamics

Lastly, our criteria prioritise investments that offer better-than-category-average return/risk dynamics, aiming for competitive performance while effectively managing risk across our portfolios.

CUSTOMISATION & ADAPTATION

To meet individual client objectives, we apply discretion in adapting portfolios. This is done within carefully monitored parameters to ensure consistency and prevent unacceptable performance or risk dispersion among clients with similar mandates. This approach ensures personalised attention while maintaining a standard of performance.

Below is an illustration of the risk and return dynamics of three Bellamont model portfolios, each of which is tailored to individual client's needs.



WHAT SEPARATES US?

We embody the spirit of George Bernard Shaw's insightful words: **"The reasonable man adapts himself to the world; the unreasonable one persists in trying to adapt the world to himself. Therefore all progress depends on the unreasonable man."** Our commitment to being that 'unreasonable' force in wealth management is what sets us apart. By refusing to conform to the limitations and biases that often constrain some institutions, we offer our clients a unique and advantageous experience. Outlined below is what we believe distinguishes Bellamont Wealth Management.

OBJECTIVITY

We pride ourselves on our unwavering commitment to objectivity, something we believe sets us apart. Unlike some organisations that are often constrained by rigid structures and a predisposition towards their in-house solutions, we are free to make unbiased decisions that prioritise your best interests. Our personalised approach ensures that each investment decision is tailored to your unique financial goals, providing you with bespoke strategies designed to maximise your wealth. With our boutique firm's flexibility and dedication, you can trust that your financial future is guided by objective, client-focused advice.

UNCONSTRAINED

Partnering with a wealth manager who is unconstrained in their approach is crucial for your financial success. Many institutions have rigorous structures that tie advisors' hands, limiting their ability to provide truly personalised advice. Often, the solutions delivered to clients are guided by profit incentives set by management, aimed at growing the business quickly and maximising revenue. While clients may feel reassured that they have made the correct investment decision, the reality is that these solutions may not be in their best interests. Bellamont Wealth Management stands apart in this regard. We are not tied to any set structures and will objectively explore every avenue to ensure the best possible solution is delivered.

Our bespoke approach is designed to suit the unique needs and interests of each client and their family, a level of personalised service that is often lacking with other investment managers. This is what separates us.

PARTNERSHIP

Our mission is to form lasting partnerships with our clients, working together to provide the best possible financial advice for your future and your family's future. At the core of our approach is our independent partnership model, a structure that brings both freedom and responsibility. We invest alongside our clients, giving us a direct motivation to deliver superior service and investment success.

We believe that true success is built on enduring relationships, not mere transactions. Unlike some companies that treat clients as numbers on a spreadsheet, we see you as a valued partner. Your financial well-being is our top priority, and we are dedicated to guiding you every step of the way.

As Henry Ford once said...

"Coming together is a **beginning**, staying together is **progress**, and working together is **success**."

GLOBAL APPROACH

We emphasise the importance of a global investment approach. By seeking the best opportunities worldwide and partnering with top fund managers across the globe, we ensure that your investments are diversified and positioned for success. Many investment managers exhibit a home country bias, which can be particularly risky in South Africa, where our companies represent less than 1% of the global equity market. Concentrating assets in such a small segment can jeopardise your financial goals. As Warren Buffett famously said, "Diversification is protection against ignorance." By identifying superior investment philosophies globally, we provide our clients access to some of the world's best fund managers, known for delivering consistent returns across multiple market cycles. Trust us to guide you through the vast investment landscape, ensuring your portfolio is robust and well-diversified.

Money is a very personal matter, and choosing who to partner with is no small decision. Therefore, it is crucial to partner with someone you can trust and have confidence that they have your best interests at heart. At Bellamont Wealth Management, we strive to be that trusted partner, but we encourage you to choose a wealth manager who aligns best with your values and financial goals, whether that be us or another firm. Your financial well-being deserves nothing less.

LET'S TALK FEES

Maximum Annual Advice Fee of 1% per annum

At Bellamont Wealth Management we charge a maximum annual advice fee of 1% per annum. This fee covers the comprehensive services we provide, including investment management and financial planning. By capping the advice fee, we ensure that clients retain a significant portion of their investment returns.

Our annual advice fee is structured on a sliding scale, ensuring that clients benefit from a fee structure that aligns with their assets under advice. The fee schedule is outlined in the table below.

ASSETS UNDER ADVICE		FEE
R5,000,001	R10,000,000	1%
R10,000,001	R20,000,000	0.75%
R20,000,001	R75,000,000	0.60%
R75,000,001	R150,000,000	0.50%
Greater than R150,000,000		TBD

No Performance Fees

We do not charge performance fees based on investment returns. This fee structure eliminates the incentive for aggressive risk-taking to chase short-term gains, which can jeopardize long-term portfolio growth. Clients benefit from consistent investment strategies aimed at achieving sustainable returns over time without additional costs.

No Initial Fees

At Bellamont Wealth Management we do not charge upfront or initial fees when clients begin their investment journey with us. This approach eliminates an immediate cost burden for clients, allowing them to allocate more of their initial investment towards generating returns.

No Redemption Fees

Clients do not incur redemption fees when withdrawing funds from their investments with Bellamont Wealth Management. This flexibility ensures that clients can access their capital without incurring penalties, supporting their liquidity needs and overall financial flexibility.

No Overtrading

At Bellamont Wealth Management, we avoid overtrading or excessive portfolio turnover. High turnover can lead to increased transaction costs, such as brokerage fees and bid-ask spreads, which can erode investment returns. By maintaining a disciplined approach to trading, we aim to preserve capital and enhance long-term performance for our clients.

Our fee structure and disciplined investment approach are designed to support long-term growth objectives. Clients benefit from strategies aimed at compounding returns over time, without the distractions or costs associated with short-term speculative activities.

Conclusion

In summary, our fee agreements have been crafted to maximise value for clients by minimising costs and avoiding practices that erode portfolio returns. Our commitment to transparency and client centric service ensures that clients retain a significant portion of their investment gains, allowing them to achieve their financial goals effectively and sustainably.

SUMMARY

- Maximum Annual Advice Fee of 1% per annum.
- No Performance Fees.
- No Initial Fees.
- No Redemption Fees.
- No Overtrading.

We **thank you** for your consideration and ongoing support.

We extend our gratitude to all potential and current clients who have chosen Bellamont Wealth Management as their trusted investment manager.

Your decision to partner with us is a testament to our shared commitment to financial excellence and personalised service. At Bellamont, we are dedicated to delivering tailored investment management and comprehensive financial planning that aligns with your unique goals and aspirations.

Your trust in our expertise is invaluable, and we look forward to building a long-lasting partnership focused on safeguarding and growing your wealth for the future. Thank you for consideration and placing your confidence in Bellamont Wealth Management.

BELLAMONT
WEALTH MANAGEMENT

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