

## Special Newsletter – July 2016

We are thrilled to announce that Galileo Capital won the award as SA's Top Wealth Manager Boutique and the People's Choice Award.

Thank you for all your support and assistance in enabling us to win these awards. The People's Choice Award is solely based on feedback from our clients who completed the client survey and the commentary from the judges was very positive, "Incredibly, every Galileo respondent rated overall service levels as either good (21.1%) or excellent (78.9%). And the same occurred for the question on whether clients would recommend the firm to friends or family: 100% answered in the affirmative. A first in our survey." This is by far the most meaningful feedback we received and we are deeply grateful to you, our clients.

Their commentary for the award as SA's Top Wealth Manager Boutique was, "Galileo Capital...displayed all-round strength in its core market segments, with a second-placed ranking in the lump-sum investor archetype beating off many of its much larger competitors." This award is for companies who employ 40 people or less in their Wealth Management division.

We were also ranked in the Top 5 for all wealth managers and private banks in South Africa, in this category we were competing against companies like: Sanlam Private Wealth, PSG Wealth, Investec, FNB Private Bank, RMB Private Bank, Nedbank Private Wealth, ABSA Private Bank, Standard Bank Wealth & Investment, NFB Financial Services, Stonehage, Maitland, Citadel.

We believe that this ranking proves that a comparatively small firm can offer our clients the same services as any large corporate but hopefully in a more personalised and effective manner. Our reasoning is that the firm is managed by the owners who have a real interest in our clients. Moreover our staff turnover is very limited as we do not employ career corporate planners who will only be in one job (i.e. as your advisor) for three years before moving on. High staff turnover has been the source of frustration that has caused a significant number of investors to move to Galileo Capital over the last 11 years.