**G.B.W. Financial Planners**

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**Authorised FSP No. 44140**

**IN TOUCH**

Here we are in June, the rains have finally come, and the farmers are relieved.

Whilst media reporting claims market volatility, this is merely ‘noise in the market’, as reported in an Allan Gray article. From 2000 to 2015, Allan Gray funds lost less capital in the ‘down’ months than competitors. In the ‘up’ months, Allan Gray may not have been at the top, yet, when grouped together with other funds, we want to assure investors that Allan Gray still perform above inflation according to a ‘risk profile’. The attached chart compares Allan Gray to 7 major competitors in the Balanced Funds from 2003 to March 2015.

Kokkie Kooiman of Sanlam Asset Managers at a Symposion in Cape Town on

18th June 2015 commented on the success of Warren Buffet (who owns the

4th biggest company in the world). Whilst there are several issues, Kokkie reports, Warren Buffet “has achieved better returns by taking lower risk”. This in Buffett’s 40 year history of investing. This is the same principle Allan Gray follow.

Currently, the FSB are viewing 2 kinds of Financial Planners: Tied and Multi tied.

This new title and what it means, will be clarified in the months to come.

Nico Coetzee of PPS Investments(Business Development and Marketing Executive) gave statistics from Canada stating that clients who have a Financial Planner save more and therefor retire with more than those who do not have a Financial Planner. See the attached table.

May the 2nd half of this year be better than the 1st half.

Kind regards

Colin Gillot, Chris Bolus, Paul Anagnostakis, Teubes Prinsloo, Anthony Paitaki

**Isheesha Trading & Investments T/a G.B.W. Financial Planners**

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