



ABOUT RMI INVESTMENT MANAGERS

UNDERSTANDING BOUTIQUE INVESTMENT MANAGEMENT FIRMS

“Boutique” refers to a small financial firm that provides specialised services within a particular market segment. Commonly housed in the investment management or banking industries, these firms specialise by industry, client asset size, investment style or other factors that are not well addressed by larger firms.

A 2015 study by Affiliated Manager Group in the US found that boutique investment managers have outperformed the competition in key areas since the mid-1990s, providing investors with superior long-term value. Boutiques have outperformed non-boutiques in nine of 11 equity product categories on an annual basis by 51 basis points (bps), offering returns 11% greater than competitors over a 20 year term. Boutique strategies outperform benchmark indices across the same equity spectrum by 141 bps. In fact, the average boutique strategy outperformed its primary index in 9 out of 10 product categories.

This performance is driven by a vested interest in success. Boutiques commit large amounts of both time and capital to long-term client growth, which appeals to investors. Boutiques live a culture of entrepreneurship which attracts top investors and portfolio managers, and when coupled with a partnership structure, these firms are known for agile cultures that encourage innovation and responsiveness.

RMI has a rich history of collaborative entrepreneurship built on an innovative approach to financial services.

To ensure we consider every opportunity, we launched RMI Investment Managers, an affiliate investment manager model that offers access to a differentiated part of the investment management industry.

The first of its kind in South Africa, this affiliate model allows us to invest in and partner with independent investment managers and specialist investment teams. The result is a collaborative structure that helps us expand our brand and retain our position as the strategic investor of choice for those looking to grow, as we offer significant shareholder capital, combined with a range of operational, marketing and distribution support functions.

Positioned to identify, partner and grow world-class asset managers, RMI Investment Managers is proud to work alongside a distinct range of boutique investment managers.



* Equity stake held by Royal Investment Managers

DISCLAIMER

Investors should take cognisance of the fact that there are risks involved in buying or selling any financial product. Past performance of a financial product is not necessarily indicative of future performance. The value of financial products can increase as well as decrease over time, depending on the value of the underlying securities and market conditions. Illustrations, forecasts or hypothetical data are not guaranteed and are provided for illustrative purposes only. This document does not constitute a solicitation, invitation or investment recommendation. Prior to selecting a financial product or fund it is recommended that investors seek specialised financial, legal and tax advice. The laws of the Republic of South Africa shall govern any claim relating to or arising from the contents of this document. The fund managers referred to above are authorised financial services providers: CoreShares Asset Management (Pty) Ltd (FSP 46695); NorthStar Asset Management (FSP 601); Perpetua Investment Managers (Pty) Ltd (FSP 29977); RMI Specialist Managers Ltd (FSP 46189); Sentio Capital Management (Pty) Ltd (FSP 33843); Sesfikile Capital (Pty) Ltd (FSP 39946); Tantalum Capital (Pty) Ltd (FSP 21595); Truffle Asset Management (Pty) Ltd (FSP 36584)

RMI Investment Managers Group (Pty) Ltd. Reg. no 2015/089899/07

For more information on our unique affiliate model or any of our affiliate asset managers, please contact a member of our distribution team.

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