

MAKING STRIDES IN 2016

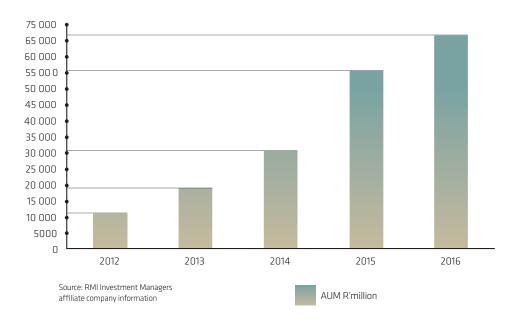
2016 was a tough year in the markets with very little by way of asset class returns and alpha generation across the asset management industry in SA and abroad.

Despite that tough industry backdrop, we are proud of our affiliates who continue to build their businesses with a high level of focus and determination.

Most of them had good relative and absolute investment performance patches in 2016 as they stuck with their conviction views that 'hurt' them in 2015.

We believe many of our affiliates are well positioned to be at the front of the queue for additional assets from clients looking to make some portfolio changes away from managers whose style benefitted from the ZAR hedge and growth bias of SA markets up until the end of 2015 to those that have more of a valuation bias to their style.

+ COMBINED ASSETS OF RMI INVESTMENT MANAGERS AFFILIATES





EXECUTING ON OUR PLANS IN 2017

With a portfolio of nine affiliates, RMI Investment Managers will spend 2017 moving out of build mode into execution mode as we support our affiliates in their drive to move 'from good to great' businesses.

Our distribution team is pounding the pavement, actively opening doors and translating those open doors into assets raised for our affiliates. The team is also coming up with some great marketing ideas for our business and you should expect to see some new and improved branding, websites and events from us over the next few months.

MMI, our distribution partner is rolling out their new investment product set in early 2017 focused on outcomes based investing, and their success will help drive asset flow to our affiliates, many of which are "building block" managers in the MMI investment product range.

Our operations team will continue to provide advice and resource to our affiliates as they get their businesses ready for additional scale and to help our affiliates drive business efficiencies.

We will continue to look for additional affiliate opportunities, particularly in the global and alternatives world where we are still underrepresented but our priority for the year is to tick off the things on our execution plan to do lists.



Royal Investment Managers, our joint venture with Royal Bafokeng Holdings has an exciting year ahead of it as they welcome Snowy Masakale to their business to drive their distribution and marketing efforts and as they build out their portfolio of affiliates to add to Sesfikile Capital that became a Royal affiliate in 2016.

CHRIS MEYER

CEO, RMI INVESTMENT MANAGERS