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Preface

South Africa is home to one-third of Africa's High Net Worth Individuals (HNWIs) and slightly less than a third of Africa's total private wealth. Increasingly, wealthy South Africans are looking to emigrate and are looking with particular interest to Anglosphere destinations like Australia, the UK, the US, Canada, and New Zealand.

Rapidly growing demand - driven by economic stagnation, high levels of violent crime, and endemic institutional corruption - served by a very small number of local specialists characterize the South African investment migration market.

The departure of skills and capital from the country is accelerating. For every professional person coming to South Africa, eight are leaving. As the economic and social situation continues to deteriorate, the net outflow of capital and talent will grow at an ever-increasing rate. The departure of skills and capital will, in turn, exacerbate local conditions, further accelerating the trend in a self-reinforcing manner.

High taxes, strict capital controls, bureaucratic inefficiency, and restrictions on dual citizenship make the running of an investment migration business a complicated affair in South Africa. Nonetheless, to those able to navigate the regulatory environment, capital is abundant and mobile.

While South Africa has a well-developed private wealth services industry, the field of investment migration has not reached the degree of competitiveness observed in larger, more mature markets like those of Asia, Russia, and the Middle East. Local competition is limited, both in terms of size and level of sophistication.

International, large-scale, professional firms, therefore, should be able to penetrate the market with relative ease.

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Definitions and Abbreviations

HNWI: High Net Worth Individual. Individuals with net assets exceeding US\$1 million

Deca-millionaire: Individuals with net assets exceeding US\$10 million

UHNWI: Ultra High Net Worth Individuals. Those with net assets exceeding US\$30 million

CIP: Citizenship by Investment Program

RCBI: Residence and Citizenship by Investment

SARS: South African Revenue Service **SARB:** South African Reserve Bank **PCC:** Police Clearance Certificate **TCC:** Tax Clearance Certificate

The South African Client Base

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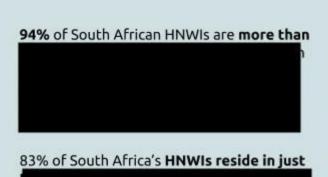
- HNWIs Profile
- HNWIs Numbers
- HNWIs Portfolio

HNWIs - Profile

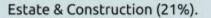
By the end of 2017, total private wealth in South Africa mounted to US\$722 billion of which the country's more than 50,000 HNWIs held 42%.

The typical South African HNWI:

- is a
- lives in t
- works in
- has an undergraduate degree in
- has allocated the majority of his assets in
- keeps % of his assets abroad (and plans to increase that share)









Greater Johannesburg is home to nearly half of South Africa's - and 17% of the continent's - millionaires.

Where do South African Metals Live?



South African Intern - Age Old



South African HNWIs - International Holdings by Asset Class (as % of total asset class holdings)

South Africans keep a big share of their equity and cash-equivalents abroad, but only a moderate proportion of their real estate. But South African HNWIs are expected to drastically internationalize their property portfolios by 2017.

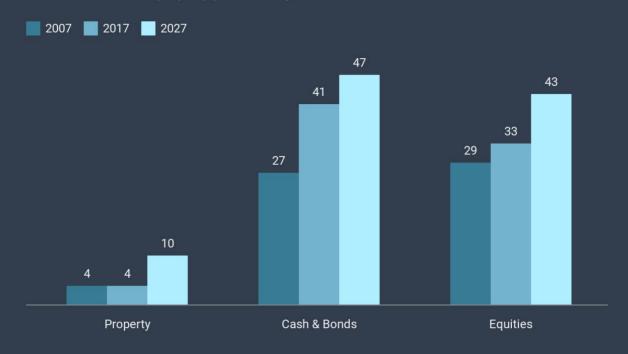


Chart: Christian Henrik Nesheim • Source: Afrasia Bank/New World Wealth

Mobility Status of HNWIs in Africa (⅓ of whom live in South Africa)

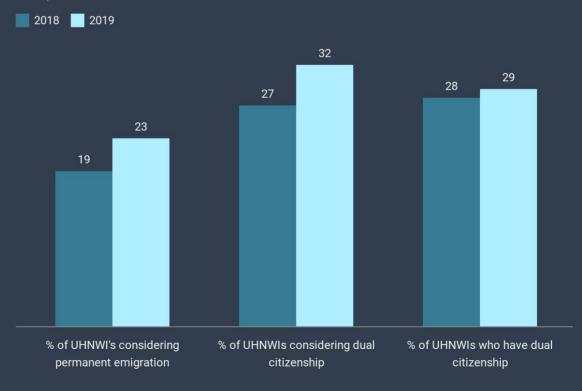


Chart: Christian Henrik Nesheim • Source: Knight Frank Wealth Report

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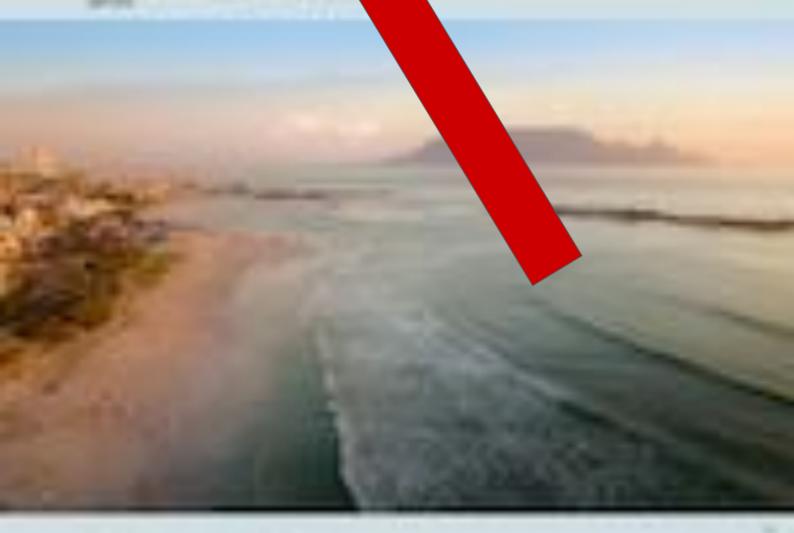
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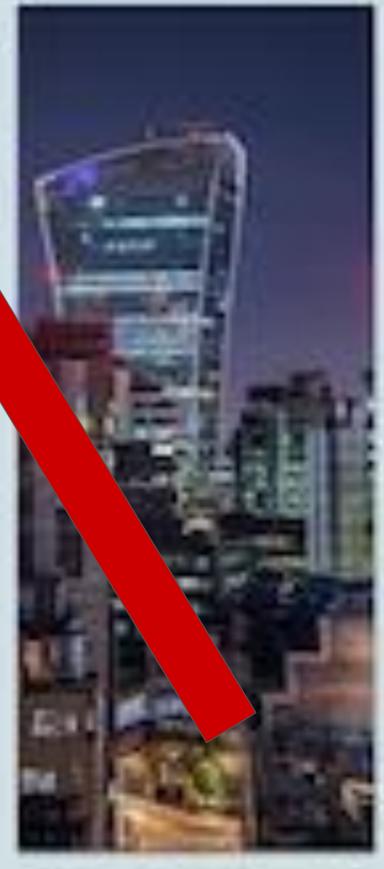
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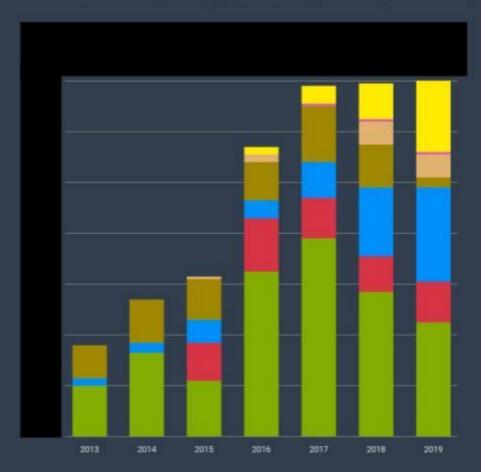
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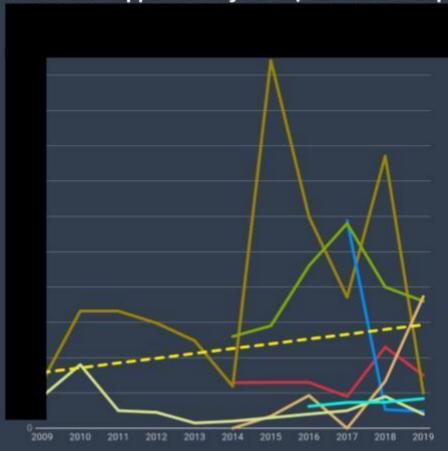
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South African Main Applicants by Year (absolute)



South African Main Applicants by Year (as % of total applicants)



Local Service Providers

In this section:

- RCBI Specialist Firms
- Non-Specialist Firms With In-House RCBI Services
- Institutional Partners

RCBI Specialist Firms

The below list is an overview of companies in South Africa that specialize in residence and citizenship by investment, sorted by size - small, medium, and large.

Consider these firms alternatively as competitors or partners; some may already offer the same programs as your own company, while others may be seeking strategic partnerships for specific RCBI-solutions.

Note that, among the below identified RCBI-specialist firms, none are law firms.

Large





<u>Small</u>



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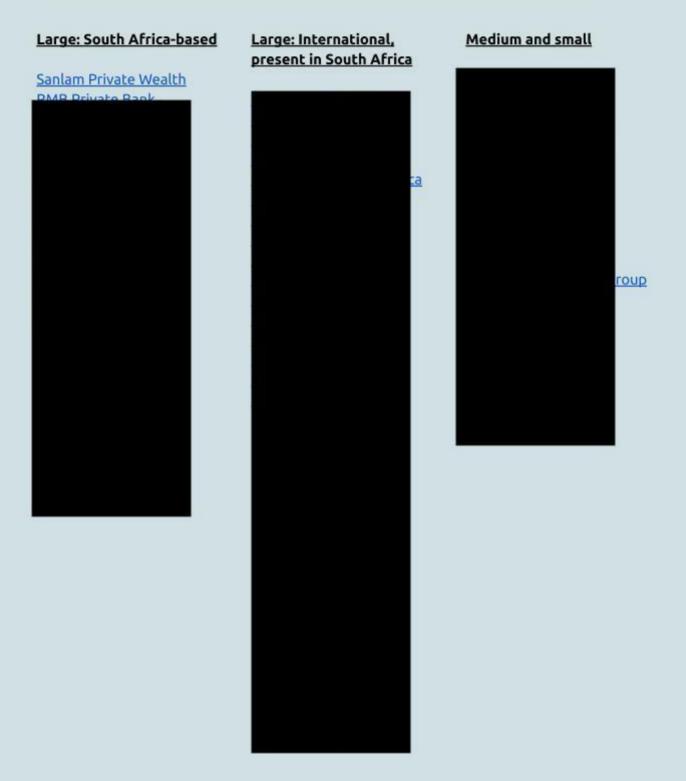
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Institutional Partners

The following list is an overview of potential "feeder" companies; firms that do not themselves offer RCBI-services but which do have HNWI clients to whom they offer their core services of wealth management, private banking, financial and tax advice, and so on.



Local Program Offering

In this section:

- Local program offering Citizenship by Investment
- Local program offering Residence by Investment
- Local program offering Entrepreneur/Startup Visas

Local Program Offering - Citizenship by Investment

Among the RCBI-specialist advisories and non-specialist firms with in-house RCBI services, the Malta IIP and Cyprus CIP were the most commonly offered citizenship by investment Programs, with 10 out of 13 firms listing it as one of their services.

Eight companies also offer the Antigua & Barbuda, Saint Kitts & Nevis, Grenada, and Dominica CIPs, while seven offered Saint Lucia.



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About the Author

Christian Henrik Nesheim is the founding editor of <u>Investment Migration Insider</u> and a globally recognized authority on residence and citizenship by investment, cited in publications like <u>The Economist</u>, <u>Bloomberg</u>, <u>Newsweek</u>, <u>Fortune Magazine</u>, <u>Forbes</u>, and <u>Business Insider</u>.

He's also the architect behind the <u>Residence and Citizenship by Investment Company</u> Directory.

Christian conducts industry-leading research on, and produces film for, the field of investment migration.

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