



COMPANY PROFILE

**Altus, a higher
financial altitude**

Altus 
CAPITAL LIMITED



WELCOME TO ALTUS CAPITAL

Altus, A Higher Financial Altitude

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ABOUT US

Altus Capital Limited (“Altus” or “the Company”) is a premium asset management firm focused on providing investment solutions to a diverse range of clients. With licenses from the Pension and Insurance Authority (PIA) and the Securities and Exchange Commission (SEC), Altus is authorized to offer Pension Fund Management Services and Manage Unit Trust Funds, respectively. Our expertise in asset management is backed by years of experience managing portfolio for pension funds, high net worth individuals, and local institutions, actively participating in both the money market and capital market.

At Altus, our highly skilled team has proven track record of navigating various economic conditions while preserving and growing our clients’ capital. Our core mission is to help clients achieve their long-term financial goals by creating well-diversified portfolio of carefully selected investments. We strive to achieve specific targeted returns within defined risk limits, placing a strong emphasis on risk management and capital preservation.

With a client centric approach, Altus Capital Limited is dedicated to dedicated to building long-term relationships with our valued clients. Our commitment to excellence, integrity, and transparency sets us apart in the asset management industry, making us a trusted partner for individuals, institutions, and organizations seeking reliable investment solutions.



SHAREHOLDING

Altus Capital Limited is a Zambian owned company, and the shareholding structure is detailed below:



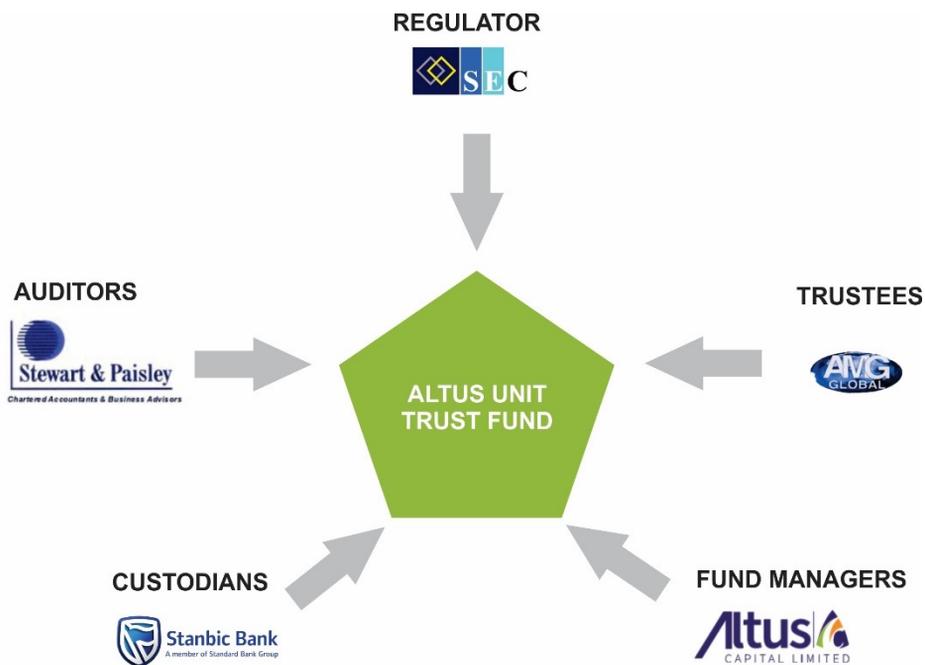
BOARD OF DIRECTORS

Name	Board Position	Qualifications
Rajendra Patel	Chairman	Chartered Electrical Engineer (UK)
Ken Simwaba	Executive Director	ACMA, MBA, MA
Aakash Gamber	Non-Executive Director	Bcom, Risk Manager/Entrepreneur
Kishan Vaghela	Executive Director	BSc, CFA
Rajesh Gamber	Non-Executive Director	BA Computer Eng, Masters IT Mgt

MANAGEMENT TEAM

Altus Capital prides itself in providing appropriately qualified and experienced professionals to manage the funds invested in accordance with your expectations. The team has over 50 years combined work experience in the financial services industry. The professional service team comprises the following:

Name	Management Position	Qualifications
Ken Simwaba	Executive Director	ACMA, MBA, MA
Kishan Vaghela	Executive Director	BSc, CFA
Joseph Chola	Finance Manager	MSc Accounting & Finance



THE TRUSTEE

The Securities Act requires that a Unit Trust is governed by an approved Trustee. The trustee of the Fund is AMG Global Trust Limited. The Trustee is responsible for the safekeeping of scheme property, monitoring the cash flows of the Funds, and must ensure that processes carried out by the Manager are performed in accordance with the provisions in the Securities Act and SEC regulations, the Trust Deeds and the Prospectus.

THE CUSTODIAN

The Securities Act requires that the assets of the fund are held by an approved Custodian. The Custodian of the Fund is Stanbic Bank Nominees Limited. The role of the Custodian is to hold the assets of the Fund on behalf of its members, separate from the assets of the management company.

THE FUND MANAGER - ALTUS CAPITAL LIMITED

The Appointed fund manager is Altus Capital Limited. The role of the management Company is to manage the funds in accordance with the provisions in the Securities Act and SEC regulations.

THE AUDITOR - STEWART & PAISLEY CHARTERED ACCOUNTANTS

The Act further stipulates that the Fund produces financial statements every fiscal year which are audited by an Auditor independent of the management company. In this respect, the Fund is audited by Stewart & Paisley Chartered Accountants and the management company is audited by HLB Zambia.

REGULATOR - SECURITIES AND EXCHANGE COMMISSION

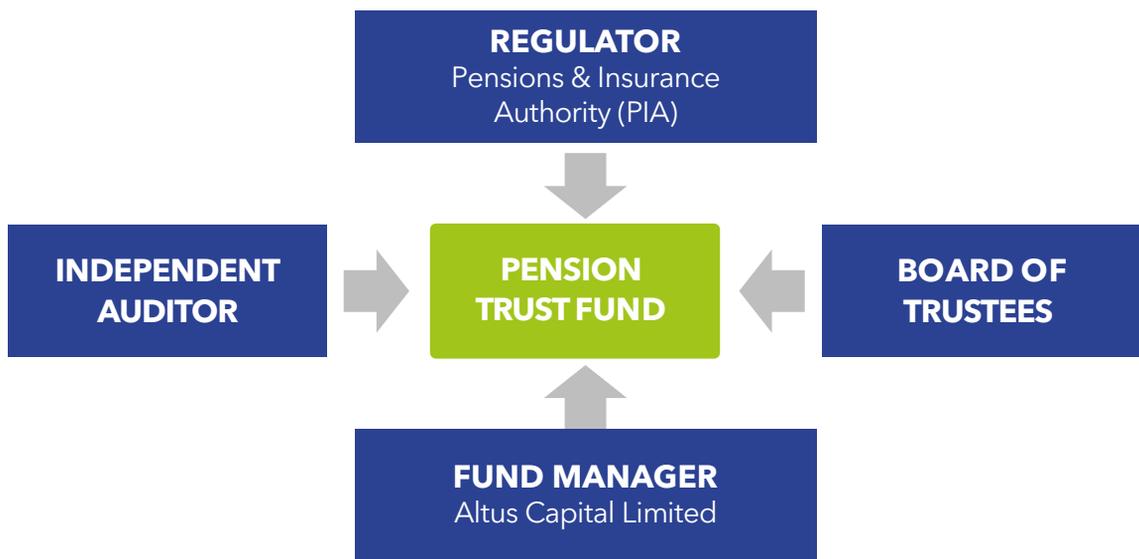
In Zambia the Securities and Exchange Commission ("SEC") regulates the operations of Unit Trusts or collective investment schemes in accordance with the provisions in the Securities Act.



GOVERNANCE - PENSION FUND MANAGEMENT

All Pension Funds are managed under an approved Trust Fund. The Pension Scheme Regulation Act requires that a Pension Trust Fund is governed by Trustees, in addition the Act requires the separation of the assets of the Fund from those of the management company. The Act further stipulates that the Fund produces financial statements every fiscal year which are audited by an Auditor. The aforementioned, together with the regulatory oversight that is provided by the Pensions and Insurance Authority ensure the proper governance of the Fund and protection of members interests.

The Governance of a Pension Trust Fund is as follows:



SECURITY OF FUND ASSETS

Fund assets of all pension schemes managed by Altus Capital Limited are separated from the assets of the Fund Manager and Fund Administrator. We spell out below how assets of pension schemes are ring-fenced from other activities and products of the Fund Manager:

- A Pension Trust Fund is a separate legal entity from the fund administrator and fund manager and is registered with Ministry of Lands
- Assets of all pension schemes affiliated to a multi-employer fund are kept in the name of the fund and separated from the assets of Administrator and Fund Manager.
- Assets of segregated pension schemes are kept in the name of the single pension scheme and separated from the assets of Administrator, Fund Manager and Multi-Employer Trust Fund.
- Separate books of accounts are kept for the fund.
- For a Multi-Employer Trust Fund, independent Trustees are elected once every three years with a maximum of 2 term for each Trustee from the participating schemes.
- In the case of segregated schemes, Trustees are elected and appointed by the members and sponsoring employer.



OUR STRATEGIC FOCUS

OUR VISION

To be a world class investment and wealth management firm for our chosen markets in Zambia.

OUR MISSION

To build sustainable wealth for our clients and partners through ethical, innovative and prudent solutions.

OUR CULTURE

Our culture is centered entirely on client centricity, with a clear focus on providing long term value addition to clients, while maintaining the highest levels of excellence, ethics and professionalism. The entire firm's activities are divided across distinct client groups: Individuals, Private Clients, Corporate and Institutions.





OUR CORE VALUES



PERFORMANCE DRIVEN: Consistently seek to deliver superior investment returns to our investors and aim to be the best in each area of our activities.



FOCUS: Remain wholly focused on achieving our investors' specific investment objectives.



CUSTOMER CENTRICITY: We always put our client's interest first. We seek to build our clients trust and confidence in us through excellent customer service.



LONG TERM ORIENTED: We take a long-term perspective on investment decisions and business strategy. We aim to establish long-term relationships with clients who believe in us and share our conviction in our investment approach.



COMMITMENT: As an independent investment and wealth manager, we have no conflicts of interest and are thus exclusively committed to our client's mandate.



TRUST AND ETHICAL APPROACH: Our clients come first, **ALWAYS**. We do what is best for our clients ensuring they earn our trust and if we excel at what we do, their confidence.



QUALITY: Our pursuit of quality is what defines Altus. We bring clients unwavering dedication to consistent investment processes while striving to provide exceptional client service. The strength of our investment philosophy is built on a long-term perspective and a commitment to investing in quality assets.

OUR BRAND DRIVER

'A HIGHER FINANCIAL ALTITUDE'

Altus is a Latin adjective meaning "high, deep, noble or profound". In line with our mission to build sustainable wealth for our clients and partners through ethical, innovative and prudent solutions, our brand driver sets as promise to our clients that Altus through its products and services offering will increase their financial altitude and grow with them.

OUR INVESTMENT APPROACH:

The primary objective of all investments is to deliver long-term real returns to our investors. Based on an investor's risk appetite, Altus Capital provides investors with long term real return solutions from our product offering.



OUR INVESTMENT STRATEGY AND PHILOSOPHY



Our investment strategy and philosophy at Altus are centered around a mid to long-term approach, aiming to achieve successful outcomes for our clients. To do this, we begin with a clearly defined set of goals and objectives tailored to each individual’s risk tolerance and desired level of return.

We firmly believe in the importance of generating solid and consistent returns, as these are the key drivers of long-term success. Our investment philosophy is grounded in thorough research, providing a robust foundation for our decision-making process.

In crafting our investment decisions, we carefully consider both the global and local economic environments, ensuring that our portfolios are well diversified. Diversification is a crucial element in our strategy, as it helps eliminate risks associated with investing in a single type of security.

Ultimately, our goal is to design portfolio's that align with our clients’ specific needs and risk profiles, empowering them to achieve their financial objectives with confidence and peace of mind.





OUR VALUE PROPOSITION

The cornerstone of our value proposition is founded on our investment strategy which seeks to protect and enhance our clients' wealth over time in a conservative and prudent manner.

Our objective is to achieve these results without taking excessive risk.



Our investment strategy begins by assessing the investment objectives of our various clientele. Once objectives are ascertained, we proceed to ensure that we package an investment solution that achieves a balance of risk, return and liquidity. Once we implement our investment strategy, we monitor the investments on a continuous basis. Our investment approach has demonstrated success and has been consistently applied to a diverse range of clientele with varying investment needs. We employ best practice asset allocation and portfolio management techniques to manage risk and portfolio volatility.

ALTUS CAPITAL LIMITED'S COMPETITIVE ADVANTAGE

We believe that we have a competitive advantage in the asset management business and related mutual funds. We customize investment strategies that meet each client's specific needs to enhance portfolio returns and bottom-line results.

Our team comprises seasoned professionals within the investment industry and understand the tax, accounting, regulatory, and legal elements unique to investment management.

Our professionals combine their industry knowledge with the consistent and disciplined application of our investment philosophy and process.



PRODUCTS AND SERVICES

Altus product and service offering includes the following wealth and investment management services to help in creating, managing and growing wealth.

WEALTH MANAGEMENT

- Financial Planning
- Retirement Planning
- Insurance Planning
- Education Planning

INVESTMENT / FUND MANAGEMENT

- Unit Trusts
- Staff Gratuity
- Staff Savings
- Private Clients
- Pension funds

WEALTH MANAGEMENT

Altus Wealth management offering is a high-level professional service that combines financial and investment advice, retirement planning, insurance planning, educational planning and legal or estate planning. Our offering broadly involves dealing with the optimization of a client's portfolio, taking into account their aversion to, or comfort with, risk and investing assets according to their plans and financial goals.

PENSION FUND MANAGEMENT

Altus Capital Limited is licensed by the Pensions and Insurance Authority to offer Pension Fund Management Services. Our pension services are designed to build lasting relationships with our clients based on trust, safety and excellent service delivery.

We aim to effectively manage the investment portfolio and generate good returns through efficient asset allocation strategies. Our key objective is capital preservation and growth as well as delivery of superior returns. At Altus "We believe that solid consistent returns achieved at low to moderate risk produce the best long - term results".



CO-MANAGED PENSION FUNDS

Altus also jointly manages pension funds with other investment managers. A co-managed pension fund is a fund managed by two or more fund managers. This has become a common practice in most pension schemes across the globe.

Typically, these funds have more than one manager but one administrator of the fund. The advantage of having a co-managed pension fund is exposure to a wider skill set of fund managers and diversification across different styles and assets.

ALTUS UNIT TRUST FUND

Altus Unit Trust Funds offer investors an opportunity to participate in expertly managed funds to suit a variety of investment and savings goals.



ALTUS UNIT TRUST FUNDS ON OFFER

ALTUS MONEY MARKET FUND

The Money Market Fund invests in a portfolio of short-term money market instruments such as Bank Fixed Term Deposits, Treasury Bills and Commercial Paper. They are suitable for investors seeking capital preservation, maximum regular income and are looking at a short to medium term investment horizon. The risk associated with the Money Market Fund is low. Minimum holding period is three (3) months.

ALTUS BOND FUND

The Bond Fund invests in a portfolio of medium and long term Corporate and Government Bonds. They are suitable for investors seeking capital preservation, regular income and are looking at a medium to long term investment horizon. The risk associated with the Bond Fund is low. Minimum holding period is Twenty-four (24) months.

ALTUS PRIVATE WEALTH FUND

The Altus Private Wealth Fund is a high yield fund investing in a portfolio of Treasury bills, Commercial Papers and Government bonds. They are suitable for investors with a Lumpsum amount seeking capital preservation, maximum regular income and are looking at a short to medium term investment horizon. The fund aims to provide above average returns while protecting capital value, the risk associated with this fund is low. Minimum holding period is six (6) months.

ALTUS GRATUITY & STAFF SAVING FUND

The Altus Gratuity Fund enable employers to make adequate provision to cater for the benefit payment an employee receives at the end of the contract. The fund also enables the employer to manage their cash flows as funds are readily available when gratuity liabilities become due. It is managed as a 100% money market / bond-based fund in order to ensure capital preservation and provide the necessary liquidity to meet liabilities as they mature. Interest earned is reinvested into the fund to ensure continued growth. As the fund is actively managed, the investment income reduces the overall gratuity cost to the employer.





ALTUS PROPERTY FUND

The Altus Property Funds mainly concentrate on investing in the Real Estate investment assets. They are suitable for investors seeking capital growth, regular income and are looking at a medium to long term investment horizon. The portfolio's primary objective is growth of capital and to provide an income source for investors. Investments to be acquired will consist of properties, property shares, property loan stock, debentures, property bonds, property unit trusts and other securities listed on the exchange which are considered consistent with the portfolio's primary objective.

ALTUS EQUITY FUND

The Equity Fund mainly concentrates on investing on the Lusaka Stock Exchange. The fund is suitable for investors seeking a steady growth in capital and are looking at a long-term investment horizon. This fund will invest in stocks, which among other things have deeply discounted share prices to net asset value and more importantly the potential for price recovery. The fund is also managed to take advantage of the changing investment opportunities and identifiable pricing discrepancies. This is a high-risk fund thus, aimed at investors who are willing to take part in high risk and potentially high return investments.

ALTUS GRZ FIXED INCOME FUND

The primary objective of the Altus GRZ Fixed Income Fund is to provide an alternative to commercial banks fixed deposit savings and deliver superior returns on client's funds. The Fund aims to deliver solid guaranteed returns that are above inflation.

The Fund seeks to invest in low-risk Government bonds issued by the Government of the Republic of Zambia. The rate of return on each portfolio shall be in line with the performance of the underlying assets in the Fund. The fund also aims to provide clients with regular income as it pays out income on a semi-annual basis.



OUR MANAGEMENT TEAM

Altus Capital prides itself in providing appropriately qualified and experienced professionals to manage the funds invested in accordance with your expectations. The team has over 50 years combined work experience in the financial services industry. The professional service team will comprise the following:

KENNY SIMWABA

Executive Director

Chartered Management Accountant (ACMA), MBA, MA



Kenny has in excess of twenty (20) years' experience in the financial services industry gained in both Zambia and Tanzania with the Madison Group. Previous experience include GM Madison General Tanzania, MD-Madison Asset Management and MD-Madison Finance. He is an entrepreneur and a real estate investor.

He is responsible for providing strategic oversight to the company's operations and investments.

He holds a Master of Business Administration Degree (MBA) from Heriot Watt University of Scotland and a Master in Leadership in Development Finance from Frankfurt school of Finance and Management of Germany. He is also a Chartered Management Accountant (ACMA). In addition, he is a member of the Zambia Institute of Chartered Accountants.

KISHAN VAGHELA

Executive Director

BSc. Business Mathematics and Statistics, CFA



Kishan is a finance and professional, investment banker and entrepreneur with over 8 years' experience both in the United Kingdom and Zambia. Kishan has previously headed the investment banking team of Focus Capital in Zambia where he has raised various forms of capital from private investors, institutional investors and capital markets.

His responsibilities include; investment strategy formulation and implementation, portfolio management, investment appraisal, cash flow forecasting, research and analysis on capital markets, risk management, compliance, client reporting, product development and pricing.



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