



### 3. FSP Details

Names of FSP		
FSP authorised number		
<b>Details of key individual/representative</b>		
Title	Initials	Surname of FSP
Identity number (compulsory)		
Physical address (compulsory)		
		Postal code
Postal address (if different from physical address)		
		Postal code
Telephone number (code first)	Fax number (code first)	Cellphone
H	E-mail	
W	E-mail	

### 4. Market risks

Investing in the type of securities traded on stock exchanges means that the value of the investment and the income derived therefrom may fluctuate and you may not recover your initial investment. Some of the main reasons why this may occur are the following:

- The actual and perceived financial standing and trading well-being of the institution concerned may change;
- The securities are subject to supply and demand and significant price movements may result;
- The stock market is capable of large movements due to economic, political and other factors; or
- Fixed interest investments are affected by actual or expected changes in levels in interest rates
- This is no guarantee (explicit or implied) that you will not lose the initial capital or any portion thereof.
- Listed securities may be illiquid and you may not always be able to sell at quantity and price expected.

Assessing the relative risk of any of the above factors is highly subjective and, in line with market conditions, can change over time in response to specific events or revised social or economic forecasts. It is accordingly not possible to lay down precise guidelines for the measurement of risk or the potential impact, whether positive or negative, upon an investment portfolio.

Investments in foreign countries may involve other risks, such as currency fluctuations, different accounting standards to those recognised in South Africa, and often, limited information.

### 5. Fees (where applicable, VAT at the prescribed rate is payable on all fees)

- 5.1 The Glacier initial administration fee and the initial financial intermediary fee as indicated in the relevant Glacier application form will be charged upfront on the total investment amount prior to its allocation into collective investments on the Glacier platform and the Investec Private Client Securities Portfolio.
- 5.2 Glacier's usual annual administration fee scale and the financial intermediary annual fee as indicated in the relevant Glacier application form will be applicable, and will be levied monthly in arrears against the underlying asset value of the investment funds in both the collective investments on the Glacier platform and the Investec Private Client Securities Portfolio.
- 5.3 Glacier will also levy an administration surcharge of 0.15% p.a. against the underlying asset value of the Investec Private Client Securities Portfolio. This fee will be recovered from the collective investments administered on the Glacier platform.
- 5.4 **Brokerage scale**

Value of transaction (Rands)	Rate
R0 - R20 000	1.60%
R20 001 - R50 000	1.25%
R50 001 - R100 000	1.00%
R100 001 - R250 000	0.75%
R250 001 +	0.65%

Based on a sliding scale  
The minimum brokerage charge per transaction is R100

## 6. Discretionary FSP's fees

Monthly fee equal to one-twelfth of    (excluding VAT) of the total underlying asset value, including all cash, in the Private Client Securities Portfolio (maximum of 1,25%).

## 7. General

- 7.1 ISL and Glacier have entered into a business relationship. Glacier does not form part of ISL and is not subject to the rules, directives or regulation of the JSE. Glacier is registered as a Financial Services Provider with the Financial Services Board under FSP No. 770.
- 7.2 The nominated discretionary FSP will only trade on receipt of cash into the BDA account at ISL, and may retain the investment in cash for an unlimited period before trading.
- 7.3 The transaction time for the sale of shares is generally (T+5). (The aforementioned serves as indication of the date the price will be determined but has no force of law whatsoever).
- 7.4 Cash accruals, including dividends and interest shall be reinvested by ISL for the benefit of the client.
- 7.5 A minimum of 3% plus the selected income percentage per annum (if applicable) of the underlying asset value of the total portfolio must at all times be invested in collective investments administered on the Glacier platform to recover the Glacier administration fee, the financial intermediary fee and annual income payments.
- 7.6 Glacier reserves the right to instruct ISL to realise any part of the Investec Private Client Securities Portfolio and transfer the proceeds to Glacier to be invested in collective investment schemes, should insufficient funds be available in collective investment schemes to provide for fees or income payments.
- 7.7 Should the client request a withdrawal from both the collective investment schemes and the Investec Private Client Securities Portfolio in the same instruction, Glacier will only process the withdrawal instruction of the collective investments on its system once the proceeds from the sale of the Investec Private Client Securities Portfolio has been paid into the designated Glacier Financial Solutions Trust account.
- 7.8 The proceeds payable as a result of realisation of any portion of the investments under the nominated discretionary FSP's management will be paid into the designated Glacier Financial Solutions Trust account. Glacier will only make payments to the client subject to the relevant product rules.
- 7.9 I authorise Glacier and ISL to do all things necessary in order to deduct sufficient amounts from the investment for purposes of fees and/or income payments as set out herein.
- 7.10 I declare that I am aware of and accept the risk inherent in the investment in securities, knowing that the realisation of those risks may cause me to suffer financial loss; and undertake not to institute a claim for damages against ISL or Glacier or any of ISL's or Glacier's employees, directors or trustees in the event that I suffer such financial loss.
- 7.11 I declare that I am aware that I have appointed a discretionary (category 2) Financial Service Provider (FSP) to manage my Investec Private Client Securities Portfolio via the Glacier platform. I further declare and acknowledge that the discretionary FSP appointed by me is responsible for advice and suitability relating to my investments and ISL will only be acting as a conduit in this regard. I hereby acknowledge that ISL has no responsibility in this regard.
- 7.12 The Terms and Conditions of the Glacier application form and this Addendum will apply, should it be in conflict with the Terms and Conditions stipulated in the ISL mandate or any other mandate signed with ISL or the nominated discretionary FSP.

I/We hereby confirm that I/we have read and understand the terms and conditions applicable to this agreement.

Signature of client

Print initials and surname

Date

 /  / 

Attach a copy of the client's identity document.

Branch

Signature of parent/guardian (if applicable)

Print initials and surname

Signature of FSP

Print initials and surname