



## FULL DISCRETIONARY INVESTMENT MANAGEMENT AGREEMENT

ENTERED INTO BETWEEN

**WEALTHGROWTH INVESTMENT MANAGEMENT (PTY) LTD**

**South African Financial Sector Conduct Authority and South African Financial Services Board Financial Services Provider  
Number 46007. Trading name Wealth Growth Investment Management / Tax Number 9105987193 / V.A.T. Number  
4820270637/ Registration Number 2015/126740/07.**

(Hereinafter referred to as “the financial services provider and/or FSP)

**And**

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Entity name and registration number/Full names and surname and ID no  
(Hereinafter referred to as “the client”)

## 1. INTERPRETATION

1.1 In this agreement, unless inconsistent with or otherwise indicated by the context, the words and expressions herein shall have the meanings as defined in the Financial Advisory and Intermediary Services Act ("FAIS Act"), and the codes of conduct determined by the Registrar of Financial Services Providers:

a) **"investments"** means:

- Shares;
- Debentures;
- Money Market Instruments
- Warrants
- Bonds
- Derivatives
- Participatory Interests in Collective Investment Schemes.

b) **"management"**, in relation to the management of investments by the financial services provider, means the rendering of the management and investment services in terms of the management agreement concluded or to be concluded between the financial services provider and the client or by any other person duly authorised and acting on behalf of the financial services provider's in terms of this agreement;

1.2 If any provision of this agreement is contrary to or inconsistent with any current or future provision of the FAIS Act or the codes of conduct, the relevant provisions of the FAIS Act shall prevail and this agreement shall be deemed to have been amended accordingly.

1.3 The clause headings in this agreement have been inserted for convenience only and shall not be taken into account in its interpretation.

1.4 If any period is referred to in this agreement by way of reference to a number of days, the days shall be calculated exclusively of the first and inclusively of the last day, unless the last day falls on a day which is not a business day, in which case the last day shall be the next succeeding business day.

## 2. AUTHORISATION

2.1 The client authorises the financial services provider to manage the following investments on behalf of the client:

- Shares
- Debentures
- Money Market Instruments
- Warrants
- Bonds
- Derivatives
- Participatory Interests in Collective Investment Schemes
- Long-term deposits
- Short-term deposits

2.2 The financial services provider shall exercise its full and unlimited discretion in the management of investments on behalf of the client.

2.3 The funds for investment shall be paid into a separate bank account in the name of the client. The clients' bank account details are: (If different from 5.1 below.)

Bank Name:

Branch Code/Swift Code:

Account Number:

2.4 The financial services provider will be entitled to authorised deductions from the clients account and that includes expenses incurred by the Financial Service Provider on the clients' behalf and or management fees.

2.5 The financial services provider may not vote on behalf of the client in respect of any investment proposed by the financial services provider.

2.6 The financial services provider undertakes to provide the client with electronic reports and statements on a quarterly basis and advices are sent on a transaction basis. On request, reports will also be posted via normal mail to the client.

2.7 The financial services provider undertakes to obtain and transmit to the client any information which a relevant product supplier must disclose in terms of any law.

2.8 The client hereby authorises the financial services provider to utilize the services of its own staff or that of another approved services provider if and when necessary.

2.9 Securities are a medium to long term investment (minimum 3 – 5 years), past performance is not necessary a guide to future performance. The client will receive a 100% allocation on his investment which includes all income accrual and less any permissible deductions from the investment.

2.10 The financial services provider will only be able to process investments on receipt of funds paid into the client's bank/investment account.

### **3. INVESTMENT OBJECTIVES AND RISK PROFILE (See Risk Profile Questionnaire)**

3.1 The client hereby acknowledges that he/she/it understands the investment objectives of the managed investments and that the portfolio that he/she/it invests in meets his/her/its investment objectives. Purpose of investment is to obtain capital growth, capital preservation, and income.

3.2 Risk Profile – The attention of the CLIENT is drawn to the fact that the shares on offer are listed/unlisted and should be considered as a risk capital investment.

3.3 Investments are not limited to investment in companies domiciled in the Republic of South Africa.

3.4 Description of the risk profile of the client: (please circle)

Low

Medium

High

### **4. REGISTRATION OF INVESTMENTS**

The financial services provider shall register the investments that the financial services provider from time to time holds on behalf of the client in the name of the client, as detailed below:

#### **4.1 INDIVIDUAL INVESTOR:**

Title: \_\_\_\_\_

Surname: \_\_\_\_\_

First Names: \_\_\_\_\_

Postal Address: \_\_\_\_\_  
\_\_\_\_\_

Postal Code: \_\_\_\_\_

Residential Address: \_\_\_\_\_  
\_\_\_\_\_

Income Tax No: \_\_\_\_\_

ID/Passport Number: \_\_\_\_\_

Tel (Home): \_\_\_\_\_ Tel (Work): \_\_\_\_\_

Fax No: \_\_\_\_\_

Email: \_\_\_\_\_  
(Please fill in email correctly so that all electronic information can be received by the client, including statements.)

Mobile Phone: \_\_\_\_\_

Source of funds: (inheritance, salary, other: please specify)  
\_\_\_\_\_

**4.2 JURISTIC PERSONS:**

**(For: Close Corporations, Companies, Trusts and Unincorporated Entities)**

Name: \_\_\_\_\_

Registration No: \_\_\_\_\_

Trading Name: \_\_\_\_\_

Income Tax No: \_\_\_\_\_ VAT No: \_\_\_\_\_

Registered Business Address: \_\_\_\_\_  
\_\_\_\_\_

Contact Person: \_\_\_\_\_

Postal Address: \_\_\_\_\_  
\_\_\_\_\_

Telephone Number: \_\_\_\_\_

Fax Number: \_\_\_\_\_

E-mail: \_\_\_\_\_  
(Please fill in email correctly so that all electronic information can be received by the client, including statements.)

**4.3 AUTHORISED RERESENTATIVE OF JURISTIC PERSON:**

**(For the person representing the entity in 4.2 above)**

Designation: \_\_\_\_\_

Surname: \_\_\_\_\_ Title: \_\_\_\_\_

First names:

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Postal address:

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Code: \_\_\_\_\_

Physical Address:

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Tel No: \_\_\_\_\_ Mobile phone: \_\_\_\_\_

Fax No: \_\_\_\_\_ E-mail: \_\_\_\_\_

Source of funds: (inheritance, salary, other: please specify)

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## 5. TREATMENT OF FUNDS

5.1 The financial services provider shall forthwith deposit all monies received, in connection with the management of investments, to the credit of the client into the clients:

Account name:

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Name of bank:

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Bank account number:

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Bank account branch code:

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Any other banking details:

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5.2 Cash accruals (including dividends and interest), which are not re-invested, that the financial services provider receives on behalf of the client shall be deposited by the financial services provider into the clients' bank/investment account in terms of this mandate.

5.3 The financial services provider shall not receive any lump sum deposits or monies or cash in whatsoever form relevant to the investments.

5.4 Cash accruals, including interest that the client receives will be re-invested by the financial services provider on a limited discretionary basis in terms of this mandate, unless otherwise specifically indicated by the client.

## 6. REMUNERATION

6.1 The client shall remunerate the financial services provider for the management of investments on behalf of the client as follows:

6.1.1. An annual management fee of a maximum of 2% of the client capital and a maximum of a 25% outperformance of the specified benchmark may be charged, to be calculated on a monthly basis and charged pro rata.

6.2 The financial services provider shall not be liable to bear the following expenses, which shall be for the client's account.

6.2.1. stamp duties, taxes, governmental charges, brokerage, commission, penalties, transfer fees, registration fees and other charges payable in respect of the acquisition or realisation of, or income arising on the investments including charges for the transfer of investments or delivery instructions by telex, facsimile, cable or telephone;

6.2.2. any charges in connection with the safe custody of any investment.

6.3 The financial services provider will not receive any commission, fee rebates, incentives, fee reductions from any product supplier for placing client's funds with them.

## 7. PROHIBITION OF SELLING OR BUYING CERTAIN INVESTMENTS

The financial services provider shall not directly or indirectly –

- Sell any investments owned by the financial services provider to the client; or
- Buy for own account any investments owned by the client.

## 8. RISK DISCLOSURE

8.1 The investments made by the financial services provider are subject to normal market fluctuations and other risks inherent in investing in listed/unlisted securities. The Registrar of Companies scrutinises the information disclosed in prospectuses. The information disclosed complies with statutory requirements. The Registrar of Companies does not express a view on the risk for investors or the price of the shares. However the attention of the client is drawn to the fact that the shares on offer are listed/unlisted and should be considered as a risk capital investment. Investors are therefore at risk as listed/unlisted shares are not readily marketable and should the company fail, this may result in the loss of the investment to the investor.

8.2 The client acknowledges that he/she/it has been made aware by the financial services provider of the risk profile pertaining to investments.

8.3 The client records that he/she/it accepts such risks, which may result in financial loss and will not hold the financial services provider responsible therefore.

## 9. LIABILITY AND INDEMNITY

9.1 Except for any deliberate act of gross negligence on the part of the financial services provider, its servants or agents, and except as otherwise expressly provided herein to the contrary, the financial services provider shall not be liable to the client or any third party for any loss to the client or any third party for any loss or damage of whatsoever nature and/or howsoever arising (including consequential or incidental loss or damage which shall include but shall not be limited to loss to property or of profit, business, goodwill, revenue or anticipated savings) or for any costs, claims or demands of any nature whether asserted against the financial services provider or against the client by any part arising directly or indirectly out of the investments, services, their use, access, withdrawal or suspension or out of any information or materials provided or not provided, as the case may be.

9.2 The financial services provider does not accept and shall have no responsibility of whatsoever nature or howsoever arising in respect of any claim, damage, loss or expense arising out of or in connection with fluctuations in the value of the investment.

9.3 The client hereby declares that all funds invested with the financial services provider are not the proceeds of unlawful activities.

## 10. NOTICES AND DOMICILIA

10.1 The parties choose as their domicilia citandi et executandi their respective addresses set out in this clause for all purposes arising out of or in connection with this agreement at which addresses all processes and notices arising out of or in connection with this agreement, its breach or termination may validly be served upon or delivered to the parties.

10.2 For purposes of this agreement the parties' respective addresses shall be (subject to change):

a.) **Financial services provider at:** \_\_\_\_\_

b.) **Client at:**

\_\_\_\_\_

Postal Address:

\_\_\_\_\_

Tel number: \_\_\_\_\_ Fax number: \_\_\_\_\_

10.2.6. **Or** at such other address of which the party concerned may notify the other/s in writing provided that no street address mentioned in this sub-clause shall be changed to a post office box or poste restante.

## 11. TERMINATION OF MANDATE

11.1 Any amendment of any provision of this mandate shall be in writing and shall be by means of a supplementary or new agreement between the financial services provider and the client.

11.2 The financial services provider or the client shall be entitled to terminate this mandate after notice in writing of not more than sixty (60) calendar days.

11.3 If the Registrar of Financial Services Providers should withdraw the approval of the financial services provider this agreement shall, notwithstanding the notice period referred to forthwith be automatically cancelled without prejudice to any of the rights and obligations of the financial services provider or the client which have become due and enforceable as at such date of cancellation.

## 12. Financial Intelligence Centre Act Checklist (F.I.C.A. checklist)

F.I.C.A. CHECKLIST		
Provide originals or certified copies		
<b>INDIVIDUAL</b>		
<b>Name identification</b>	South African identity document (South African Citizen) or Passport (Non-residential)	
<b>Address identification (Must reflect permanent residential/physical address)</b>	Utility bill (less than 3 months old) or most recent lease or rental agreement or bank statement (less than 3 months old) or current payslip or most recent tax return (front page only).	
<b>Banking details</b>	Cancelled cheque or bank statement (less than 3 months old)	
<b>Tax number</b>	Documents issued by SARS reflecting name and tax numbers	
<b>Third party</b>	Power of Attorney and copy of South African identity document	
<b>CLOSE CORPORATION</b>		
<b>Close Corporation identification</b>	Registered CK1 and Current CK2 (where relevant) and	

Client Signature



	Resolution passed by members authorising the investment and nominating a person to make the investment	
<b>Identity documents of members</b>	South African identity document	
<b>Address identification (Must reflect permanent residential/physical address)</b>	Utility bill (less than 3 months old) or most recent lease or rental agreement or bank statement (less than 3 months old) or current payslip or most recent tax return (front page only).	
<b>Banking details</b>	Cancelled cheque or bank statement (less than 3 months old)	
<b>Tax number</b>	Documents issued by SARS reflecting name and tax numbers	
<b>COMPANY</b>		
<b>Company identification</b>	CM1 (certificate of incorporation) and CM22 (certificate of registered address) and CM29 (list of directors)	
<b>Identity documents of directors</b>	South African identity document	
<b>Address identification (Must reflect permanent residential/physical address)</b>	Utility bill (less than 3 months old) or most recent lease or rental agreement or bank statement (less than 3 months old) or current payslip or most recent tax return (front page only) of the company and directors.	
<b>Banking details</b>	Cancelled cheque or bank statement (less than 3 months old) of the company.	
<b>Tax number</b>	Documents issued by SARS reflecting name and tax numbers of the company.	
<b>TRUST</b>		
<b>Trust identification</b>	Trust deed and Letters of authority and Trust resolution and Amended trust deed (if any)	
<b>Identity documents of member/trustee</b>	South African identity document	
<b>Proof of residency of each member/ trustee</b>	Utility bill (less than 3 months old) or most recent lease or rental agreement or bank statement (less than 3 months old) or current payslip or most recent tax return (front page only) of the company and directors.	
<b>Banking details</b>	Cancelled cheque or bank statement (less than 3 months old)	
<b>Tax number</b>	Documents issued by SARS reflecting name and tax numbers	
<b>UNINCORPORATED ENTITY (PARTNERSHIP, CLUB OR VOLUNTARY ASSOCIATION)</b>		
<b>Entity identification</b>	Document by which the entity is founded and Copy of resolution nominating a person to make the investment on behalf of the unincorporated entity	
<b>Identity documents of members</b>	South African identity document	
<b>Identity of partner(s) or member(s)</b>	Complete static detail form for each partner and/or member and include the supporting documentation as listed on that form	
<b>Banking details</b>	Cancelled cheque or bank statement (less than 3 months old)	
<b>Tax number</b>	Documents issued by SARS reflecting name and tax numbers	

### 13. Fee description for remuneration of Wealthgrowth Investment Management (Pty) Ltd:

Maximum Fees that may be charged: Management Fee: 2% per annum. Outperformance fee: 25% of the specified benchmark.

<b>13.1) All Institutional Portfolios:</b>	
All fees will be calculated monthly on a pro rata basis on clients capital.	
<b>Institutional-Equity Segregated Portfolio Strategies:</b>	<b>Benchmark</b>
Institutional-Global-All Country World	Morgan Stanley Capital International ACWI (Price)
Institutional-Global-All Country World excluding Europe	Morgan Stanley Capital International ACWI excl Europe Index (Price)
Institutional-Global-All Country World excluding Japan	Morgan Stanley Capital International ACWI excl Japan Index (Price)
Institutional-Global-All Country World excluding U.S.A.	Morgan Stanley Capital International ACWI excl U.S.A. Index (Price)

Institutional- Global Growth	Morgan Stanley Capital International ACWI Growth (Price)
Institutional-Developed Markets	Morgan Stanley Capital International World (Price)
Institutional-Europe, Australasia and Far East	Morgan Stanley Capital International Europe, Australasia and Far East Index (Price)
Institutional-Emerging Markets	Morgan Stanley Capital International Emerging Market Index (Price)
Institutional-European Equity	Morgan Stanley Capital International Europe Market Index (Price)
Institutional-Japan Equity	TOPIX (Tokyo Price Index) (First section) (Price)
Institutional-South African Equity	Johannesburg Stock Exchange Shareholder Weighted Index (Total Return)
Institutional-United Kingdom	Financial Times Stock Exchange 100 Index (Price)
Institutional-United States of America Large Equity 100	FTSE/Russell 1000® (Price)
Institutional-United States of America Large Equity 200	FTSE/Russell 2000® (Price)
<b>Institutional E.S.G. Equity Segregated Portfolio Strategies</b>	
Institutional-Global-E.S.G.-All Country World	Morgan Stanley Capital International ACWI ESG Leaders (Price)
Institutional-E.S.G.-Developed Markets	Morgan Stanley Capital International World ESG Leaders (Price)
Institutional-Global-E.S.G.-All Country World ex U.S.A.	Morgan Stanley Capital International ACWI ex U.S.A. ESG Leaders (Price)
Institutional-E.S.G.-Europe, Australasia and Far East	Morgan Stanley Capital International EAFE Leaders (Price)
Institutional-E.S.G.-Emerging Markets	Morgan Stanley Capital International EM ESG Leaders (Price)
Institutional-E.S.G.-European Equity	Morgan Stanley Capital International Europe ESG Leaders (Price)
<b>Institutional Islamic Equity Segregated Portfolio Strategies</b>	
Institutional-Global-Islamic-Shariah Compliant-All Country World	Morgan Stanley Capital International ACWI Islamic (Price)
Institutional-Islamic-Shariah Compliant-Developed World	Morgan Stanley Capital International World Islamic M-Series (Price)
Institutional-Global-Islamic-Shariah Compliant-Emerging Markets	Morgan Stanley Capital International Emerging Markets Islamic (Price)

<u>Fees:</u>	<u>Amount</u>
Agreed Annual Management Fee: (%)	%
Agreed Outperformance Fee: (%)	%
Outperformance agreed rolling period: (years)	year/s

### 13.2) Institutional and Retail Low Volatility Equity and Equity Segregated Portfolio Strategy Fees:

Annual Management Fee: 1.25%

Maximum Outperformance Fee: 20% over the stipulated benchmark, over a two year rolling period, calculated on a monthly basis.

<u>Name of the Segregated Portfolio Strategy</u>	<u>Benchmark</u>
South African Concentrated Equity	Johannesburg Stock Exchange Top 40 Index (J.S.E. Top 40)
South African General Equity	Johannesburg Stock Exchange All Share Index (J.S.E. All Share)
United Kingdom Low Volatility Equity	Financial Times Stock Exchange 100 Index (F.T.S.E. 100)
United States of America Top 20 Low Volatility Equity	Morgan Stanley Capital International - United States of America (M.S.C.I.-U.S.A.)
United States Dow Jones Low Volatility Equity	Dow Jones Industrial Average Index
United States N.A.S.D.A.Q. Low Volatility Equity	National Association of Securities Dealers Automated Quotations 100 Index (N.A.S.D.A.Q. 100)
United States S&P 100 Low Volatility Equity	Standard and Poors 100 Index (S&P 100)

Except for the J.S.E./S.W.I.X.-T.R.I. The benchmarks are the trading indexes and do not include dividends or other income. All fees are calculated monthly on a pro rata basis on clients capital.

Client Signature

Wealthgrowth Investment Management (Pty) Ltd may lower fees but may never exceed the maximums.

13.3 Segregated-Tailor Made Share Portfolios: (Minimum of ZAR50 million, USD10 million, GBP10 million, Yen 500 million) Fees will be negotiated between the Client and Wealthgrowth Investment Management (Pty) Ltd between 0% and 2% annual management fee and between 0% and 25% outperformance of the stipulated benchmark. All fees will be calculated monthly on a pro rata basis on clients capital.

<u>Description</u>	
<u>Fees:</u>	<u>Amount</u>
Agreed Annual Management Fee (%)	
Agreed Outperformance Fee (%)	
Agreed Benchmark and rolling period	

**14. INSTITUTIONAL AND RETAIL PORTFOLIOS:** Amount to be invested in portfolio's, client signature/s, to agree to portfolio and amount, as well as financial/investment adviser fees.

<b>Institutional-Equity Segregated Portfolio Strategies</b>	<b>Amount</b>	<b>Client Initial</b>
Institutional-Global-All Country World		
Institutional-Global-All Country World excluding Europe		
Institutional-Global-All Country World excluding Japan		
Institutional-Global-All Country World excluding North America		
Institutional Global Growth		
Institutional-Developed Markets		
Institutional-Europe, Australasia and Far East		
Institutional-Emerging Markets		
Institutional-European Fund		
Institutional-Japan Equity		
Institutional-South African Equity		
Institutional-United Kingdom		
Institutional-United States of America Large Equity 100		
Institutional-United States of America Large Equity 200		
<b>Institutional-E.S.G.-Equity Segregated Portfolio Strategies</b>	<b>Amount</b>	<b>Client Initial</b>
Institutional-Global-E.S.G.-All Country World		
Institutional-Global-E.S.G.-All Country World ex U.S.A.		
Institutional-E.S.G.-Developed Markets		
Institutional-E.S.G.-Europe, Australasia and Far East		
Institutional-E.S.G.-Emerging Markets		
Institutional-E.S.G.-European Equity		

Client Signature

<b>Institutional Islamic Equity Segregated Portfolio Strategies</b>	<b>Amount</b>	<b>Client Initial</b>
Institutional-Global-Islamic-Shariah Compliant-All Country World		
Institutional-Islamic-Shariah Compliant-Developed World		
Institutional-Global-Islamic-Shariah Compliant-Emerging Markets		
<b>Equity Segregated Portfolio Strategies</b>	<b>Amount</b>	<b>Client Initial</b>
South African Concentrated Equity		
South African General Equity		
United Kingdom Low Volatility Equity		
United States of America Top 20 Low Volatility Equity		
United States Dow Jones Low Volatility Equity		
United States N.A.S.D.A.Q. Low Volatility Equity		
United States S&P 100 Low Volatility Equity		

Please tick and initial below if you would like to choose to have your money managed by following a Segregated Portfolio. (Please fill in the risk profile questionnaire, point 15 first as it may guide you to make the correct choice.)

(All fees that the financial adviser earns must be agreed upon by the client, the financial adviser may charge any fee up to and including the maximum as prescribed by the Financial Advisory and Intermediary Services Act of South Africa.)

**FINANCIAL/INVESTMENT ADVISER DETAILS:**

Full Names of Financial/Investment Adviser:

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Financial/Investment Adviser Company name:

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Financial Adviser Financial Services Provider number: \_\_\_\_\_

Upfront fee %: \_\_\_\_\_ Yearly Management Fee%: (calculated monthly) \_\_\_\_\_

Wealthgrowth Investment Management (Pty) Ltd, believes that the client should pay less in fees and that the Financial Advice Company/Introductory broker should earn more. In order to achieve this, Wealthgrowth Investment Management (Pty) Ltd will

Client Signature

refund the Financial Advice Company/Introductory broker 0.3% per annum. If Wealthgrowth Investment Management (Pty) Ltd manages R1 billion+ of Financial Advice Company/Introductory broker clients, the refund increases to 0.5%. Wealthgrowth Investment Management (Pty) Ltd encourages the Financial Advice Company/Introductory broker to share this with the client to achieve the objective.

## 15. RISK PROFILE QUESTIONNAIRE

Dear client, please fill in the risk profile questionnaire, on page 12, please feel free to contact your financial adviser if you need assistance filling it in, or either you or your financial adviser are more than welcome to contact us. Please be as accurate as possible so that your financial adviser or Wealthgrowth Investment Management (Pty) Ltd can match your risk profile to our products, to suit your financial needs, to reach your financial goals. If wish to invest in products higher or lower than your risk appetite, please fill in point 15.6 of the risk profile questionnaire.

<b>15.1. Have you previously invested in any of the following asset classes?</b>		
15.1.1 Cash (money in the bank)	YES	NO
15.1.2 Bonds	YES	NO
15.1.3 Property	YES	NO
15.1.4 Shares / Equity	YES	NO
<b>15.2. Have you previously invested in any of the following products?</b>		
15.2.1 Endowment policies	YES	NO
15.2.2 Retirement Annuities	YES	NO
15.2.3 Living Annuities	YES	NO
15.2.4 Collective Investment Schemes / Unit Trusts	YES	NO
15.2.5 Offshore Investments	YES	NO
15.2.6 Other	YES	NO
<b>15.3. The Client Points scoring guideline to indicate the investment portfolio required.</b>		
<b>Points</b>		
<b>15.3.1 My Current Age is:</b>		
Under 40		14
41-50		10
51-60		8
61-70		4
Over 70		2
Total		
<b>15.3.2 Within the next few years my income will:</b>		
Decline		0
Stay the same		2
Increase		4
Total		
<b>15.3.3 My Investment experience can be described as:</b>		
I have never invested in unit trusts or shares and only invested in cash		4
I have invested a small sum of money in unit trusts or shares (R50,000 to R250,000)		6
I have invested a fair amount of money in unit trusts or shares (R250,000 to R500,000)		10

I have invested a large sum of money in shares, offshore investments, options etc.		14
Total		
Please add further details if you wish:		
<b>15.3.4 My Investment funds are:</b>		
Compulsory funds – Part of my retirement funding		4
A combination of retirement funds and voluntary funds		6
Voluntary Funds		8
Total		
<b>15.3.5 I will require a regular income from the investment in:</b>		
Currently or less than 1 year		2
1 to 5 years		6
5 to 10 years		10
10 years plus		20
Total		
<b>15.3.6</b>		
I am very nervous and I will sell quickly if I start to lose money.		0
If an investment loses more than 5% in 3 months I will sell.		4
I realise there are fluctuations in the market and usually wait for at least a year before making any decisions regarding my investments.		10
Even if poor market conditions result in large losses (over 15% pa), I follow a long-term investment objective and plan.		14
Total		
Total of 15.3.1-15.3.6		

Risk Profile score indicator

Low: 0-30 points

Medium: 31-60 points

High: 60 points plus

## 15.4. Product risk profile guide:

(Please note that the below is a guide and not an exact measurement, of each products risk, in points. The client may invest in a higher or lower risk profile product than their score, provided the client fills in and signs point 15.6 below.)

**Retail Client Segregated Portfolio Strategies**

South African Concentrated Equity	55+
South African General Equity	40+
United Kingdom Low Volatility Equity	30+
United States Dow Jones Low Volatility Equity	30+
United States N.A.S.D.A.Q. Low Volatility Equity	30+
United States S&P 100 Low Volatility Equity	30+
United States of America Top 20 Low Volatility Equity	30+

## 15.5. Declaration regarding the information supplied

The client declares that all information given to the Authorised Representative of Wealthgrowth Investment Management (Pty) Ltd either verbally or written is factual and correct and should this information change, in any way, they will supply the Authorised Representative with any such changes in writing, signed by the client. Wealthgrowth Investment Management (Pty) Ltd will utilise the above information in the process of managing the clients funds as the appointed discretionary manager.

## 15.6. Client discretion

The client may wish to choose an investment that of a higher or lower risk than their score.

If this is the case the client must complete the following:

I \_\_\_\_\_, referred to ,

as the client, would like to invest in a portfolio that is higher/lower (please delete irrelevant one) than my risk profile score, I have not been coerced in any way and will not hold Wealthgrowth Investment Management (Pty) Ltd liable in any way for my discretionary choice.

Completed at \_\_\_\_\_ on the \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_

Signature of the client:

\_\_\_\_\_

Signature of financial adviser: (if used)

\_\_\_\_\_

Signature of Wealthgrowth Investment Management (Pty) Ltd Representative: (if needed)

**16. DECLARATION**

I/We warrant that the information contained herein is true and correct and that where this application is signed in a Representative capacity I/We have the necessary authority to do so and that this transaction is within my/our power. I/We understand that this application read with the annexure constitutes the entire agreement between the financial services provider and myself/ourselves. I/We understand the Terms and Conditions as above, and that I/We have received the disclosure information and prospectuses where applicable.

**17. BANK ACCOUNT DETAILS TO DEPOSIT FUNDS INTO**

Bank details will be provided to the client depending on the brokerage company used.

**18. EFFECTIVE DATE**

This mandate will become of force and effect signed at

\_\_\_\_\_  
\_\_\_\_\_  
\_\_\_\_\_

on this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_\_

All signatories are assumed to be of sound body and mind, nor coerced in any way, no responsibility will we taken by Wealth Growth Investment Management (Pty) Ltd for signatories except for Wealth Growth Investment Management (Pty) Ltd representatives.

\_\_\_\_\_  
(For and on behalf of the financial services provider, the signatory warranting that he/she is duly authorised)

As witnesses :

1. \_\_\_\_\_ 2. \_\_\_\_\_

SIGNED AT

\_\_\_\_\_



On this \_\_\_\_\_ day of \_\_\_\_\_ 20\_\_\_\_\_

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\_\_\_\_\_  
(For and on behalf of the client, the signatory warranting that he/she is duly authorised)

As witnesses :

1. \_\_\_\_\_ 2. \_\_\_\_\_