



## FINANCIAL SERVICES GROUP

An Authorised Financial Services Provider

**Risk Management - Tax Consultants - Private Wealth - Group Benefits**

Office: 012 346 3001 | Website: [www.helfin.co.za](http://www.helfin.co.za) | Address: 106 Nicolson Street, Brooklyn, Pretoria, 0181

### LETTER OF INTRODUCTION & DISCLOSURES

The Company registration and VAT registration numbers of the two companies as follows:

<b>Helfin Risk Management Co:</b>	<i>Co. registration no. 961098707</i>	<i>VAT registration no.</i>	<b>4110161009</b>
<b>Helfin Private Wealth:</b>	<i>Co. registration no. 64569307</i>	<i>VAT registration no.</i>	<b>4420155311</b>

In complying with the FAIS legislation, I would like to bring the following information to your attention: I, **Michael Papageorge** am a representative of Helfin Private Wealth and Helfin Risk Management licensed to render financial services. **I have been providing financial advice and intermediary services since 2018 in the following areas of financial planning:**

**Death and Disability Planning, Estate Planning, Healthcare, Investment Planning, Local and International structuring, Retirement Planning, Short Term Personal Insurance, Short-Term Commercial Insurance, and tax advice.**

I have the following relevant qualifications:

CA(SA) (30674182) - SAICA	CIMA (1-3HYS67B) - CGMA
CFP (161626) - FPI	Tax-Professional (54337451) - SAIT
ACA (6181971) - ICAEW	Mcom Taxation

I am authorised to provide advice and intermediary services in the following product categories and subcategories on the Helfin Private Wealth licence – I am under supervision for certain categories and Mike Papageorge the Key Individual is my supervisor:

Helfin Private Wealth Cat I	Helfin Private Wealth Cat II	Helfin Risk Management
1.3 Long-term Insurance subcategory B1	2.1 Long-term Insurance subcategory B1	1.2 Short-Term Insurance Personal Lines
1.4 Long-term Insurance subcategory C	2.16 Long-Term Insurance: Category B2-A	1.6 Short-Term Insurance Commercial Lines
1.5 Retail Pension Benefits	2.17 Long-Term Insurance: Category B1-A	
1.7 Pension Fund Benefits	2.18 Structured Deposits	
1.14 Participatory interest in a collective investment scheme	2.20 Participatory interest in a hedge fund	
1.16 Health Service Benefits	2.2 Long-term Insurance subcategory C	
1.18 Short-term Deposits	2.3 Retail Pension Benefit	
1.20 Long-term Insurance subcategory B2	2.4 Pension Funds Benefits	
1.21 Long-term Insurance subcategory B2-A	2.5 Shares	
1.22 Long-term Insurance subcategory B1-A	2.6 Money market instruments.	
1.24 Structured Deposits	2.7 Debentures and securitised debt	
1.26 Participatory interest in a hedge fund	2.8 Warrants, certificates, and other instruments	
	2.9 Bonds	
	2.10 Derivative instrument	
	2.11 Participatory interests in one or more collective investment schemes	
	2.13 Long-term Deposits	
	2.14 Short-term Deposits	
	215 Long-term insurance subcategory B2	

The legal status of the entity you are dealing with is a Private Company in both instances. Helfin Risk Management Company has obtained a category I FSP licence, number 7976 which gives it the authority to provide financial services with respect to short-term insurance personal lines and commercial lines.

A copy of the FSP licence is available for inspection on request. **Helfin Private Wealth and Helfin Risk Management** has written authority to market the products of the following product suppliers and I am accredited to market their products:

- On Short- Term we are accredited to do business with **Santam, Lombard, Hollard, Consort, Bryte, IUM, MUA, Echelon, SHA, Camargue, Leppard, Old Mutual, OneSure, Auto&General, Cross Country, Discovery Insure, Genoa, Insurance Zone, Paradigm, PPS, Santam Hospitality and Leisure, Savannah Marine**. Due to the mergers in the SA short term insurance industry, we earn more than 30% of our commission from **Santam Insurance Co Ltd**.
- On the Life Assurance and investments, we are accredited with **Discovery Life, Liberty Life, Momentum Life, Old Mutual, PPS, Hollard, Brightrock, and Sanlam**. We are also accredited with **PSG, Nedbank Private Wealth, Credo, Old Mutual International, Sasfin, Allan Gray, Cidel, Coronation, Discovery Invest, Investec, Marriott, Momentum Wealth, Nedgroup Investments, Old Mutual, PPS Invest, RMB, Sanlam Glacier and Stanlib** with respect to investments.
- Due to NinetyOne's leading role in the investment platform space in South Africa we earn more than 30% of our commission income from this source. Due to the economies of scale this relationship benefits our clients.
- Cash management we are accredited with **Investec Corporate Cash Management**. Our admin fee is 0.15% per annum with no other transaction costs. All transfer requests require 48 hours written notice to be processed.
- As far as medical scheme products are concerned, we have contracts with **Discovery Health, Momentum Health, Bonitas, Medihelp, Fedhealth, Bestmed and Profmed**.

We do not hold more than **10%** of the shares of any product provider. The FSP did receive more than **30% of our total remuneration from Sanlam Insurance Co**. due to the consolidation of the industry. I **Michael Papageorge** did not receive more than 30% of my remuneration from **any product provider** I am remunerated for my services by the FSP by being paid commission from the product provider or by charging fees as per the Annexure hereto.

Helfin Private Wealth (Pty) Ltd has obtained an FSP license, number 10878, for a category I and II FSP license which will authorise the company to provide financial services of a discretionary nature with respect to Long-term Insurance; **Group benefits; Participatory interests in Collective Investment Schemes (unit trusts); Health service benefits (medical scheme products)**.

**Helfin Risk Management** - Genoa (SAFire Insurance) Professional Liability Cover for R 10 million with Fidelity for R 1 million

**Helfin Private Wealth** – SHA Professional Indemnity Cover For R 10 million with Fidelity for R 1 million

I consent to direct marketing communications and related profiling to assist **Helfin Financial Services Group ("the Helfin Group")** in offering me relevant products and services, including decisions relating to products and services provided by the Helfin Group. The Helfin Group will send marketing material via SMS, email, phone, online posts, etc.

I hereby consent to the **Helfin Group** acquiring and storing all information which I provide to them for a period of up to 7 years alternatively to point that the business relationship has been concluded. [Privacy Policy](#)

Compliance with the FAIS Act is monitored by Masthead (Pty) Ltd, a compliance practice approved by the Financial Sector Conduct Authority.

**Their postal address is:** PO Box 765, Howard Place, 7450.

**Their contact numbers are:** 021 6863588 | Fax: 021 6863589

Please note that in accordance with legislation we keep an updated Conflict of Interest Management policy and disclosure register. This register informs you, our client of all financial and ownership interests that I/we may become entitled to and lists the associate and business relationships of the FSP. This document ensures transparency in my/our dealings with our customers and is available for inspection.

I wish to advise that all information obtained or acquired about you shall remain confidential unless you provide written consent, or unless I am required by any law, to disclose such information. We reserve the right share your information between the named FSP's.

**Helfin Private Wealth and Helfin Risk Management** promotes the fair treatment of clients by integrating the guidelines and principles of TCF in its Code of Ethics policy and in all business dealings with its clients.

If you are dissatisfied with any aspect of my service, you should address your complaint in writing to the Key individual of the business Mr **Michael Papageorge Snr:** [mike@helfin.co.za](mailto:mike@helfin.co.za) or 106 Nicolson Street, Brooklyn Pretoria 0181. *A copy of the Complaints Resolution Policy is available on request & on our website.*

Signed at \_\_\_\_\_ on \_\_\_\_\_.

Client

Financial Service Provider as  
Represented by **Michael Papageorge**