



HELFIN FINANCIAL SERVICES GROUP

An Authorised Financial Services Provider

Risk Management - Tax Consultants - Private Wealth - Group Benefits

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LETTER OF INTRODUCTION & DISCLOSURES

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

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

In complying with the FAIS legislation, I would like to bring the following information to your attention: I, **Michael Papageorge** am the Key Individual of Helfin Private Wealth and Helfin Risk Management licensed to render financial services. **I have been providing financial advice and intermediary services since 1976 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: **BCom MBL**

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.

Helfin Private Wealth (Pty) Ltd has obtained an **FSP licence, number 10878**, for a category I and II FSP licence 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).

I am authorised to provide advice and intermediary services in the following product categories and subcategories on the Helfin Private Wealth licence:

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
1.20 Long-Term Insurance subcategory B2	2.15 Long-Term insurance subcategory B2	1.23 Short-Term Insurance Personal Lines A1
1.21 Long-Term Insurance subcategory B2-A	2.16 Long-Term Insurance: Category B2-A	1.6 Short-Term Insurance Commercial Lines
1.22 Long-Term Insurance subcategory B1-A	2.17 Long-Term Insurance: Category B1-A	
1.4 Long-Term Insurance subcategory C	2.2 Long-Term Insurance subcategory C	
1.5 Retail Pension Benefits	2.3 Retail Pension Benefits	
1.7 Pension Fund Benefits	2.4 Pension Funds Benefits	
1.14 Participatory interest in a collective investment scheme	2.5 Shares	
1.16 Health Service Benefits	2.6 Money market instruments.	
1.18 Short-Term Deposits	2.7 Debentures and securitised debt	
1.24 Structured Deposits	2.8 Warrants, certificates and other instruments	
1.26 Participatory interest in a hedge fund	2.9 Bonds	
	2.10 Derivative instruments	
	2.11 Participatory interests in one or more collective investment schemes	
	2.13 Long-Term Deposits	
	2.14 Short-Term Deposits	
	2.18 Structured Deposits	
	2.20 Participatory interest in a hedge fund	

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.
- 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 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 is: 021 686 3588

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.

Helfin Global Capital is the specialist multi-manager business that is responsible for the investment management of the Helfin range of funds. Certain representatives of the Helfin group of companies are members of the Helfin Global Capital investment committee and may be entitled to an annual investment management fee, financial interest or ownership interest in relation to investments placed in the Helfin range of funds. A potential conflict of interest may arise where recommendations are made by representatives of the Helfin group of companies in relation to investments in the Helfin range of funds.

A potential conflict of interest is possible if the sole result of the acceptance of any invitation to functions, incentive trips or conferences would be an attempt by a product of service provider to attract business. Please refer to the Conflicts of Interest Policy for steps taken by the FSP to mitigate any possible conflicts.

In order to cater for the ever-growing needs of South African investors who wish to globally diversify their investment portfolios, Helfin Global Capital, through its investment consulting relationship with Portfolio Analytics Consulting (Pty) Ltd, has launched an offshore portfolio domiciled in Ireland.

Helfin Global Capital is the appointed investment manager of the Helfin offshore portfolio for which they earn a fee of up to 0.20%(+VAT) and Portfolio Analytics Consulting will earn a fee of up to 0.20% (+VAT) for providing consulting services to Helfin Global Capital.

Certain representatives of the Helfin group of companies are members of the Helfin investment committee and may be entitled to an annual investment management fee, financial interest or ownership interest in relation to investments placed in the Helfin offshore portfolio. A potential conflict of interest may arise where recommendations are made by representatives of the Helfin group of companies in relation to investments in the Helfin offshore portfolio.

Furthermore, Michael Papageorge is a direct and/or indirect shareholder of Helfin Global Capital and may therefore either directly or indirectly become entitled to dividend distributions from Helfin Global Capital.

The FSP has adopted and implemented a conflict of interest management policy that complies with the provisions of the FAIS Act. The conflict of interest management policy is available for perusal at the FSP's business premises upon request.

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 **Michael Papageorge**: 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