

LETTER OF INTRODUCTION / INTERMEDIARY DISCLOSURE

As legislated by the Financial Advisory and Intermediary Services Act 2002 (FAIS), I am required to provide you with certain information relating to my professional financial planning services. I, **LEE STOCH**, am an Independent Financial Adviser, Principle in my practice, Key Individual and Representative licensed as a **FINANCIAL SERVICES PROVIDER** under license # **3526**.

I have been in practice since 1990. I have achieved a formal qualification and hold a Diploma in Business Management – July 1988. I have written and passed both of the Financial Sector Conduct Authority Regulatory Exams in 2011. My education within the Financial Service Industry is ongoing through Product Specific training; Class of Business training and Continuous Professional Development.

Please note that a copy of my license is available upon request. Additional information that I am required to provide you is recorded below.

FINANCIAL SECTOR CONDUCT AUTHORITY (FSCA)

The FSCA regulates the South African services industry and requires us to disclose certain information to you.

FINANCIAL SERVICES PRODUCTS

I am Category 1 licenced and entitled to render advice and intermediary services in respect of Long term insurance (Cat A,B,C), Short term insurance Personal and Commercial lines; Retail Pension Benefits; Pension Fund Benefits; Money Market instruments; Participatory interests in a collective investment scheme and Health service benefits.

CONTRACTS WITH PRODUCT SUPPLIERS

I hold a number of independent contracts with authorized Product Providers:

- ❖ **AMBLEDOWN GAP COVER**
- ❖ **BRIGHTROCK**
- ❖ **DISCOVERY HEALTH**
- ❖ **DISCOVERY INVEST**
- ❖ **DISCOVERY LIFE**
- ❖ **HOLLARD**
- ❖ **LIBERTY LIFE**
- ❖ **MEDSHIELD**
- ❖ **MOMENTUM/HEALTH/INVEST**
- ❖ **OLD MUTUAL**
- ❖ **SAFIRE**
- ❖ **SANLAM/GLACIER**
- ❖ **STANLIB UNIT TRUSTS**
- ❖ **STRATUM GAP COVER**
- ❖ **SIRAGO GAP COVER**

LEESURE ASSURANCE BROKERS IS NOT AN ASSOCIATED COMPANY OF ANY LIFE ASSURER OR PRODUCT PROVIDER

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As required by the Financial Advisory and Intermediary Services Act 2002 (FAIS), I am required to provide you with certain information relating to my professional financial planning services. I, **SIMEON WATSON-STOCH**, am a Representative and a Key Individual of the above Brokerage, which is a licensed **FINANCIAL SERVICES PROVIDER** under license

3526. I have been in practice since November 2009. I have been in the industry since 1998. I have attained a Certificate in Financial Planning. I have written and passed both Financial Sector Conduct Authority Regulatory Exams in 2011. My education within the Financial Service Industry is ongoing through Product Specific training; Class of Business training and Continuous Professional Development.

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BASIS OF ADVICE

In order for me to provide you with appropriate financial planning products; it is important that you give me sufficient particulars of your financial affairs. Failure to make a full disclosure could result in our advice being compromised and may result in you making a financial commitment to a product which is inappropriate to your needs and objectives.

PROFESSIONAL FEES

Leasure Assurance Brokers cc operates on the basis of full transparency and, as such, will disclose all commissions and fee structures to you upfront. I am paid for my services with commissions received from various companies with whom I interact on your behalf. I am not paid/given any form of incentive by any of the Product providers. Additional consulting is undertaken on a fees basis and will be discussed as required.

WAIVER OF RIGHTS

As an authorised Financial Services Provider, I/we may not request or induce in any manner a client to waive any rights or benefit conferred on the client by or in terms of any provision of General Code of Conduct, or recognise, accept or act on any such waiver by a client.

PROFESSIONAL INDEMNITY COVER

The Brokerage has the above cover for R 3 000 000 with PIFRS (underwritten by Leppard) and has held such PI cover for the last 17 years.

COMPLIANCE WITH FINANCIAL ADVISORY AND INTERMEDIARY SERVICES ACT (FAIS)

By law we are required to report all our business dealings to a Compliance Officer:

*Fredericka Eilers: Unit 4, Northumberland
House, Cnr Parklands main Road &
Northumberland Close, Parklands,
Cape Town.*

*Tel: 021 557 8178
Cell: 082 556 9092
Fax: 086 619 2491
E-mail: freddie@assent.co.za*

FINANCIAL INTELLIGENCE CENTRE ACT (FICA)

Please note that in terms of the Financial Intelligence Centre of Act (FICA), I/we am/are an "accountable institution" and as such, am obliged to report any suspicious and unusual transactions that may facilitate money laundering to the authorities.

CONFLICT OF INTEREST MANAGEMENT POLICY

In terms of Section 3A(2)(a) of the General Code of Conduct, we have adopted, maintained and implemented a Conflict of Interest Management Policy that complies with the provision of FAIS Act.

GIFT POLICY

It is our policy not to receive gifts from clients, but should this occur, we do have a gift register which is available for inspection.