

Dear Client

## LETTER OF INTRODUCTION & DISCLOSURES

In complying with the FAIS legislation, I would like to bring the following information to your attention:

I, **GRANT SCAHEFER** am

A representative rendering financial services under supervision as defined in the Fit and Proper regulations. I am the owner and representative of Schaefer Asset Management, an authorised financial services provider, which accepts responsibility for my activities and is licensed to render financial services.

I have been providing financial advice and intermediary services since in the following areas of financial planning:

Category	Sub Category	Category Description
1	1	Long-Term Insurance subcategory A
1	2	Short-Term Insurance Personal Lines
1	3	Long-Term Insurance subcategory B1
1	20	Long-term insurance subcategory B2
1	21	Long-term Insurance subcategory B2-A
1	22	Long-term Insurance subcategory B1-A
1	23	Short-term Insurance Personal Lines A1
1	4	Long-Term Insurance subcategory C
1	5	Retail Pension Benefits
1	6	Short-Term Insurance Commercial Lines
1	7	Pension Funds Benefits
1	8	Shares
1	14	Participatory interests in a collective investment scheme
1	16	Health Service Benefits

A copy of the FSP licence is available for inspection on request.

I have written authority to market the products of the following product suppliers and I am accredited to market their products:

## Product Providers

Momentum	Old Mutual	Liberty Life	Discovery
Sanlam	iTransact	Marriott	Hollard
Sygnia			
Altrisk	BrightRock	AllLife	Petrosure
BRYTE			
Alexander Forbes			
OM Insure	Santam	ABSA Worker's Fund	Compendium
Auto & General	Unity	Safrican	Zest For Life
Frontline			
New National	Momentum Short Term	Lion of Africa	Genlib
Ambledown			
Telesure	1 <sup>st</sup> For Woman	A&CE	CIA
Mi-Way			

I have the following relevant qualifications:

- B COMM
- RE 1 and RE 5 Regulatory Exams
- I do not directly hold more than 10% of any insurer's issued shares.
- I have on occasion, receive more than 30% of my remuneration from the following suppliers: Discovery, Momentum, Liberty Life, Ominsure, Santam, Bryte and BrightRock.
- I do hold Professional Indemnity Insurance of R5 000 000 with Camargue Underwriting.

Schaefer Asset Management **does not hold** more than 10% of the shares issued by **any product provider**.

The FSP **did not** receive more than 30% of its total remuneration from **any product provider**

I, Grant Schaefer do 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 **and/or by charging fees as per the Annexure hereto.>**

Schaefer Asset Management **does** hold **<professional indemnity insurance with CAMARGUE.**

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:

Telephone: 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.

**Schaefer Asset 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.

In the event that you are dissatisfied with any aspect of my service, you should address your complaint in writing to Grant Schaefer and Henriette Bowles at the above address. A copy of the Complaints Resolution Policy is available on request.

Signed at East London on \_\_\_\_27 NOVEMBER 2019\_\_\_\_.

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SCHAEFER ASSET MANAGEMENT  
represented by  
**GRANT SCHAEFER**