Fountain Grove Office Park
Corner Second Road and William Nicol Drive, Hyde Park
PO Box 2223, Parklands, 2121
Tel: 087 353 6992/011 502 8810
ask@galileocapital.co.za
Registered Financial Services Provider, FSCA number 21239
www.galileocapital.co.za

AN INTRODUCTION TO OUR SERVICES AND FEES

We help you to simplify your finances, create order and live the life you want.

Background

Galileo Capital (Pty) Ltd is an independent, owner-managed financial services provider.

We have world class people and exemplary processes, which allow us to a use a highly controlled investment and risk planning process to develop unique solutions for our clients.

Independence is our key differentiator

We are a fiercely independent company as we believe you cannot provide objective advice if you are tied to a product seller. We "sell" advice and an ongoing relationship with our clients. For us the product is simply the tool that we use to implement our recommendations. Consequently, products are the last aspect that we discuss when formulating your investment strategy. As we are not tied to a product supplier, we can change suppliers when we feel they are not providing our clients with the required services.

Our approach is relatively unique in South Africa as most "financial advisors" are in effect agents of product providers. We are firm believers in high levels of disclosures to our clients as these are important factors in their decision-making process. In terms of the regulatory framework under which we operate a lot of the disclosure is not necessarily relevant to the way we conduct our business. The disclosure below is however made in order to ensure our compliance and to support the objectives of regulation.

What you can expect from us as your advisers

- Independent, objective advice in the areas of investment planning.
- Solutions tailored to your specific needs.
- Your information will be kept completely confidential, and we will release your information to no one unless required so by law.
- Regular communication and annual reviews.
- Monthly newsletters.

What we ask of you

- Full disclosure of your personal information in order to make an appropriate recommendation.
- Please let us know of any changes in your circumstances as and when they occur.
- The right to proceed with the implementation of the recommendations we have formulated for you as well as any areas highlighted in our proposal to you.
- Open communication with us to let us know how we are doing. If we are not living up to your expectations, please tell us. If we are doing well, please tell others.

Our Service Options and Fees

What you would like us to do for you?

We offer the following services:

1. Hourly consultation with meeting notes provided after
2. Compile and implement an Investment Plan for you that you will manage going forward
3. Email consultation
4. Manage your investments on an ongoing basis – includes a written plan

Our Fees

Option 1: Hourly consultation

We charge R1,830 (including VAT) for hourly consultations with our qualified Financial Planners to discuss a specific personal finance issue that you might have. Alternatively, if you would like to meet with Warren Ingram, this will be charged at R3,135 (including VAT).

Option 2: Detailed written Investment Plan that is designed for you to manage on your own that we will implement on your behalf (once-off fee)

We charge a flat fee of R 48,300 (including VAT) for an Investment Plan that we will implement on your behalf. The Investment Plan will provide an overall investment strategy designed for your needs as well as detailed recommendations for how your investments should be managed going forward. We will recommend investment companies that will deal directly with you without charging an ongoing advice fee.

Option 3: Email consultation

We charge R1,220 (including VAT) for an email consultation with one of our qualified Financial Planners to discuss specific financial questions that you may have. This option is suitable if you are not able to take time out from work during business hours, or if you have already met with one of our Financial Planners, and just have additional questions.

Option 4: Detailed written Investment Plan that we will implement and manage on an ongoing basis (ongoing adviser fee)

Our Investment Planning Process is very intensive and incorporates gathering information, analysing it, making recommendations and then implementation. We charge no initial fees for this service. Our annual fees are charged according to a sliding scale with an annual limit as per the table below. You can pay us directly or via an annual fee from your investment, the choice is yours.

Size of assets under our advice	Fee	Fee + VAT
R5m – R10m	1%	1.15%
Amount above R10m	0.5% capped at R307,400 per year	0.58% capped at R353,510 per year

The cap mentioned in the table above will be increased by the upper target for inflation on an annual basis. This fee cap is for advice only and does not include any discretionary portfolio management services offered by the Galileo Group.

Below is an example of our fees on different portfolio values:

Assets under management	Fee % (incl VAT)	Annual Fee	Monthly Fee
R5m	1.15%	R57,500	R4,792
R15m	0.96%	R144,000	R12,000
R30m	0.77%	R231,000	R19,250
R60m	0.56%	R353,510	R29,459

Please indicate which of our services you require:

1. Hourly consultation with meeting notes provided after please initial here
2. Compile and implement an Investment Plan for you that you will manage going forward please initial here
3. Email consultation please initial here
4. Manage your investments on an ongoing basis – includes a written plan please initial here