



LETTER OF INTRODUCTION & DISCLOSURES

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

My name is **Neil Cairns** and my contact details are stated below on the footer of this letterhead.

I am a Key Individual and Representative mandated by Naviganti Financial Planning (Pty) Ltd, an authorised financial services provider, which accepts responsibility for my activities and is licensed to render financial services.

A copy of the license, which contains details of the financial services I am authorised to provide, as well as any exemptions, is available for inspection on request.

Experience.

Neil is a Certified Financial Planner (CFP) through the Financial Planning Institute and holds a Post-Graduate Diploma in Financial Planning through the University of the Free State. Neil is also an Admitted Attorney, holding an LLB qualification through the University of KwaZulu-Natal. Neil has been in the financial planning industry for over 20 years and has been the owner and Key Individual of Naviganti Financial Planning (Pty) Ltd since 2002.

Product accreditation details.

Naviganti Financial Planning (Pty) Ltd, of which I am a representative of, has written authority to market the products of the following product suppliers and I am accredited to market their products:

• Allan Gray	• Old Mutual
• Ashburton	• Prescient
• Bidvest Life	• PortfolioMetrix
• Coronation	• Sanlam
• Ninety One	• Stanlib
• Hollard	• Sygnia
• Liberty Life	• TSA Administration (Pty) Ltd
• Marriott	• Robson Savage
• Momentum	
• Momentum International	
• Nedcor Collective Investments	

Licensed for following Categories

**Long Term Insurance – Category A, B1, B2 and C. Retail Pension Benefits,
Pension Funds Benefits; Participatory Interest in Collective Investment
Schemes, Long Term Insurance B1-A, B2-A.**

1. Naviganti Financial Planning (Pty) Ltd does not hold more than 10% of the shares issued by any product supplier and has received more than 30% of total commission and remuneration from Allan Gray and Sanlam in the preceding year. Naviganti Financial Planning (Pty) Ltd is remunerated for services by being paid commission from the product supplier.
2. Naviganti Financial Planning (Pty) Ltd holds professional indemnity insurance.
3. Compliance with the FAIS Act is monitored by Masthead (Pty) Ltd, a compliance practice approved by the Financial Services Board. Their postal address is PO Box 856, Howard Place, 7450.
4. Please note that in accordance with legislation we keep an updated disclosure register. This register informs you, our client, of all financial and ownership interests that I/ we may become entitled to and lists the business relationships that I have with the product suppliers. This document ensures transparency in my/ our dealings with our customers and is available for inspection.
5. 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.
6. In the event that you are dissatisfied with any aspect of my service, you should address your complaint in writing to me at the above address. A copy of my Complaints Resolution Policy is available on request.

Statutory Notice.

The consultant is required by Rule 4.1 (a) of the Policyholder Protection Rules to disclose a Statutory Notice, attached hereto. Acknowledging proper receipt of the above documentation.

Client Name: _____

Signature: _____

Date: _____

Client Name: _____

Signature: _____

Date: _____

Naviganti Financial Planning (Pty) Ltd

PO Box 963, Kloof 3640. Suite 9, Gillitts Office Park, 2 Rodger Place, Gillitts. Telephone number 031 767 5874.

Key Individuals: Neil Heyward Cairns & Byron Heathcote

Directors: Neil Heyward Cairns, Monique Smit & Byron Heathcote

FSP No. 7596 Vat reg. no. 4600205068, Reg. No. 2024/334077/07



LETTER OF INTRODUCTION & DISCLOSURES

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

My name is **Byron Heathcote** and my contact details are stated below on this letterhead.

I am a Key Individual and Representative, mandated by Naviganti Financial Planning (Pty) Ltd, an authorised financial services provider, which accepts responsibility for my activities and is licensed to render financial services.

A copy of the license, which contains details of the financial services I am authorised to provide, as well as any exemptions, is available for inspection on request.

Experience.

Byron is qualified as a Certified Financial Planner (CFP) through the Financial Planning Institute and holds a Post-Graduate Diploma in Financial Planning through the University of the Free State, as well as a B.Com Degree. Byron has been in the Financial Planning Industry since 2016 and has been appointed as a representative Advisor and Key Individual of Naviganti Financial Planning (Pty) Ltd.

Product accreditation details.

Naviganti Financial Planning (Pty) Ltd, of which I am a representative of, has written authority to market the products of the following product suppliers and I am accredited to market their products:

• Allan Gray	• Old Mutual
• Ashburton	• Prescient
• Bidvest Life	• PortfolioMetrix
• Coronation	• Sanlam
• Ninety One	• Stanlib
• Hollard	• Sygnia
• Liberty Life	• TSA Administration (Pty) Ltd
• Marriott	• Robson Savage
• Momentum	
• Momentum International	
• Nedcor Collective Investments	

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Pension Funds Benefits; Participatory Interest in Collective Investment
Schemes, Long Term Insurance B1-A, B2-A.**

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4. Please note that in accordance with legislation we keep an updated disclosure register. This register informs you, our client, of all financial and ownership interests that I/we may become entitled to and lists the business relationships that I have with the product suppliers. This document ensures transparency in my/ our dealings with our customers and is available for inspection.
5. 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.
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LETTER OF INTRODUCTION & DISCLOSURES

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

My name is **Kim Lewis** and my contact details are stated below on this letterhead.

I am a Representative, mandated by Naviganti Financial Planning (Pty) Ltd, an authorised financial services provider, which accepts responsibility for my activities and is licensed to render financial services.

A copy of the license, which contains details of the financial services I am authorised to provide, as well as any exemptions, is available for inspection on request.

Experience.

Kim is qualified as a Certified Financial Planner (CFP) through the Financial Planning Institute and holds an Advanced Post-Graduate Diploma in Estate Planning and Risk Management through the University of the Free State, as well as a Bachelor of Arts degree through UNISA. Kim has in excess of 15 years experience in the Financial Planning Industry and is appointed as a representative Advisor of Naviganti Financial Planning (Pty) Ltd.

Product accreditation details.

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• Bidvest Life	• PortfolioMetrix
• Coronation	• Sanlam
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• Momentum	
• Momentum International	
• Nedcor Collective Investments	

Licensed for following Categories

Long Term Insurance – Category A, B1, B2 and C. Retail Pension Benefits, Pension Funds Benefits; Participatory Interest in Collective Investment Schemes, Long Term Insurance B1-A, B2-A.

1. Naviganti Financial Planning (Pty) Ltd does not hold more than 10% of the shares issued by any product supplier and has received more than 30% of total commission and remuneration from Allan Gray and Sanlam in the preceding year. Naviganti Financial Planning (Pty) Ltd is remunerated for services by being paid commission from the product supplier.
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**STATUTORY NOTICE OF
LONG-TERM INSURANCE POLICYHOLDERS**

**IMPORTANT – PLEASE READ CAREFULLY
DISCLOSURE AND OTHER LEGAL REQUIREMENTS**
(This notice does not form part of the Insurance Contract)

As a long-term insurance policyholder, or prospective policyholder, you have the right to the following information:

1. **The intermediary (insurance broker or representative) dealing with you must at the earliest reasonable opportunity disclose:**
 - (a) Name, physical and postal address and telephone number.
 - (b) Legal capacity: whether independent or representing an insurer or brokerage.
 - (c) Concise details of relevant experience.
 - (d) Insurance products that may be sold.
 - (e) Insurers whose products may be marketed.
 - (f) Indemnity covers held- Yes/No.
 - (g) Shareholdings in insurers if 10% or more.
 - (h) Name of insurers from which the intermediary received 30% or more of total commission and remuneration during the past calendar year.
(The intermediary must be able to produce proof of contractual relationship with and accreditation by the insurers concerned).
2. **Your right to know the impact of the decision you elect to make.**
 - (a) The intermediary or insurer dealing with you must inform you of:
The premium you may be paying.
The nature and extent of benefits you may receive.
 - (b) If the benefits are linked to the performance of certain assets:
How much of the premium will go towards the benefit?
To what portfolio will your benefits be linked?
 - (c) The possible impact of this purchase on your finances.
 - (d) The possible impact of this purchase on your other policies (affordability).
 - (e) The possible impact of this purchase on your investment portfolio (affordability).
 - (f) The flexibility of changes you may make to the proposed contract.
 - (g) The contract terms of the product you intend to purchase.
(It is very important that you are quite sure that the product or transaction meets your needs and that you feel you have all the information you need to make a decision.)
3. **Your right when being advised to replace an existing policy.**

You may not be advised to cancel a policy to enable you to purchase a new policy or amend an existing policy, unless:

 - (a) The intermediary identifies the policy as a replacement policy.
 - (b) The implications of cancellation of the policy are disclosed to you such as:
The influence on your benefits under the old policy.
The additional costs incurred with the replacement.
 - (c) The insurer which issued the original policy will contact you, you are advised to discuss the matter with its representative.
4. **Your right to be informed by the insurer.**

The insurer will forward you documentation confirming policy details as discussed in paragraph 2 of this Notice, which will also include:

 - (a) The name of the insurer.
 - (b) The product being purchased.
 - (c) The cost in Rands of the transaction and specifically: the loadings, if any; the initial expense; and the amount of commission and other remuneration being paid to the intermediary.
 - (d) In the case of policies with and investment element, the ongoing expense and any other fees or charges payable.
The summary in terms of section 48 of the Long-term Insurance Act, 1988.
The contact number and address of the complaints and compliance officers of the insurer.
(The insurer may disclose the above information on a generic basis with additional policyholder specific disclosure).
5. **Your right to cancel the transaction.**

In most cases, you have a right to cancel a policy within 30 days after receipt of the summary contemplated in section 48 from the insurer. The same applies to certain changes you may make to a policy. The insurer is obliged to confirm to you whether you have this right and to explain how to exercise it. Please bear in mind that you may not exercise if you have already claimed under the policy or if the event, which the policy insures you against, has already happened. If the policy has an investment component, you will carry any investment loss.
6. **Serious warning.**
 - It is very important that you are quite sure that the product or transaction meets your needs and that you feel you have all the information you need before making a decision.
 - It is recommended that you discuss with the intermediary or insurer the possible impact of the proposed transaction on your finance, your other policies or your broader investment portfolio. You should also ask for information about the flexibility of any proposed policy.
 - Where paper forms are required, it is advisable to sign them only once they are fully completed. Feel free to make notes regarding verbal information, and to ask for written confirmation or copies of documents.
 - Remember that you may contact either the Long-term Insurance Ombudsman or the Registrar of Long-term Insurance, whose details are set out below, if you have any concerns regarding a product sold to you or advice given to you.

Particulars of Long-term Insurance Ombudsman P.O. Box 45007 CLAREMONT 7735 Tel: (021) 674-5000 Fax: (021) 674-0951	Particulars of Registrar of Long-term Insurance Financial Services Board P.O. Box 35655 MENLO PARK Tel: (012) 428-8000 Fax: (012) 347-0221
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