

# Application Form

South African Unit Trusts  
for retail investors



To enable Investec Fund Managers SA Limited (“Investec”) to process this application form, please ensure that it is completed in full and that all required verification documentation is submitted together with this application form.

Please tick	Investor type	Please complete sections A - L	Please use the correct FICA documentation checklist	Please use the correct business documentation checklist
	Individual	Pages 1 - 6	Page 10	Page 14
	Close Corporation		Page 11	
	Unlisted Company		Page 12	
	Listed Company			
	Trust			
	Testamentary trust			
	Unincorporated entity			
	Retirement funds			

## South African unit trust application form

Please fax this application form (pages 1 - 6 and page 13), the required documentation and the proof of deposit to 0861 500 100, or alternatively financial advisers can upload this instruction via our secure website at <https://www.secure.sso.za.investec.com>

No investment instruction will be processed unless all the documents are received by Investec Fund Managers SA Limited ("Investec")

(Please print clearly in block letters)

### A. Investor details

Title  Surname/corporate/entity name

Name(s) of authorised contact person

Physical address/principal place of business

Code

Postal address

Code

Telephone (home)  Telephone (work)

Fax  Telephone (cell)

E-mail

Preferred method of communication e-mail  post

**Please note:** If no preference is selected and an e-mail address is provided, the default method of communication will be e-mail.

Method of identification Identity document  or founding document  or passport (non-residents only)

ID no. / registration no. / passport no. (non-residents only)

Date of birth  <sup>D D</sup> -  <sup>M M</sup> -  <sup>Y Y Y Y</sup>

Are you an existing Investec unit trust investor Yes  No

If yes, existing unit trust investment no.

### B. Non-residents and SA emigrants only

Non-resident  SA emigrant/blocked rand client

Country of residence (if not SA resident)

Date of formal emigration  <sup>D D</sup> -  <sup>M M</sup> -  <sup>Y Y Y Y</sup>

#### Authorised foreign exchange dealer details

Name

Address

Code

Contact person's name

Telephone  Fax

Retail client  Institutional client

Retail clients are individuals and other entities such as companies, close corporations, trusts, and partnerships but excluding entities which are institutional clients as defined.

Institutional clients are defined in the South African Reserve Bank exchange control regulations as retirement funds, collective investment scheme management companies, investment managers and long term insurers registered with Exchange Control.

### C. Investment details

Please fill in amount(s) to be invested in the spaces below and deposit the appropriate amount(s) in the relevant bank accounts. Please refer to pages 7 to 9 for a fund summary and details about applicable fees and charges.

#### Bank details

Name of Bank	FNB	Lump sum minimum R10 000	Debit order
Branch	Corporate Account Services	(Money Market Fund and	minimum R 500
Branch code	255005	Special Income Fund	(Money Market Fund
SWIFT bank identifier code (BIC)	FIRNZAJJ657	R50 000)	R1 000)

#### Investec funds

#### Account no.

##### Fixed Income

Money Market Fund R	5060 117 8186	R	R
Special Income Fund A	6221 943 1806	Temporarily closed to new monies	
Cash Plus Fund A	6201 747 1236	R	R
High Income Fund A	6201 538 5687	R	R
Opportunity Income Fund A	6201 985 8424	R	R
Diversified Income Fund A	6223 893 7330	R	R
Gilt Fund A	6201 538 4861	R	R

##### Balanced and Absolute

Absolute Income Fund A	6205 196 8819	R	R
Absolute Balanced Fund A	6205 196 9114	R	R
Opportunity Fund A	6201 538 6726	R	R
Cautious Managed Fund A	6210 353 3924	R	R
Managed Fund A	6201 538 6297	R	R

##### Equity

Equity Fund A	6201 538 4358	R	R
Active Quants Fund A	6208 034 1953	R	R
Growth Fund A	6201 538 5257	R	R
Value Fund A	6201 538 7279	R	R
Commodity Fund A	6201 538 2469	R	R
Emerging Companies Fund A	6201 538 3334	R	R

##### Property

Property Equity Fund A	6206 193 3282	R	R
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##### Global

Global Opportunity Income Fund of Funds A	6203 107 0741	R	R
Global Balanced Feeder Fund A	6205 674 4313	R	R
Global Equity Fund of Funds A	6202 750 6924	R	R
Worldwide Equity Feeder Fund A	6201 538 7675	R	R

##### Analytics funds

Cautious Fund of Funds A	6203 651 9562	R	R
Moderate Fund of Funds A	6202 529 6080	R	R
Balanced Fund of Funds A	6202 750 5413	R	R
Flexible Fund of Funds A	6202 750 6164	R	R
Managed Equity Fund A	6202 750 7641	R	R

Source of payment      Cheque     Direct     Transfer in     From account no.

For cheque payments please ensure the fund name is completed in full as indicated above.

Your full name and ID number must be clearly indicated on the deposit slip. A copy of the deposit slip must be submitted with your application form.

#### D. Bank details of the investor

Please supply Investec with proof of bank details (cancelled cheque/bank statement bearing the logo of the bank)

Name of bank

Branch code Branch name

Account holder(s)

Account no. Type of account Current  Transmission  Savings

Please indicate which transaction type to use this bank account for:

Debit order  Once-off debit order  CFP  Income distribution

**E. Debit order instruction (if applicable)** Investor  Third party

Total debit order amount R

For purchase of units at the price ruling on 1st  7th  15th  22nd  day of each month (please tick box).

Starting from month year

Please note that the cut off date of the new debit orders is the 15th of the month. If the date you have selected falls on a non-business day the collection will take place on the next business day.

Would you like to have your debit order escalated on an annual basis? Yes  No

10%  15%  20%  Other      % or by an annual amount of R

If the debit order is paid by a third party, a signed copy of the third party's identity document, cancelled cheque or bank statement and utility bill less than three months old must accompany this form as proof of bank details.

Name of bank

Branch code Branch name

Account holder(s)

Account no. Type of account Current  Transmission  Savings

#### Once off debit

Amount R

Amount in words

Name of fund

Date 

D	D	M	M	Y	Y	Y	Y

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Y	Y	Y	Y

**Please note:** This instruction is only possible provided the following criteria are met:

- The date the account is to be debited is a business day and all requirements have been met. Your account will be debited within two business days.
- Electronic collection is restricted to a maximum of R500,000 per debit per day. The alternative for amounts exceeding R500,000 is electronic/internet transfers or a cheque deposit directly into our account.

I/We, the undersigned, request Investec to draw against my/our bank account in any manner agreed on between Investec and my/our bank the amount necessary for payment of the items indicated above. I/We acknowledge that I/we may cancel this authority by giving Investec not less than 30 calendar days written notice.

Signature of bank account holder(s)

Initial and surname of signatory

#### F. Income distribution

Interest and dividends to be automatically:

re-invested into this investment

re-invested into another investment in the name of the investor - unit trust investment no.

or paid into the bank account as stipulated in Section D

**Please note:** All distributions below R10 will be re-invested automatically.

### G. Cash flow plan (regular monthly withdrawals)

For repurchase of units at the price ruling on     day of each month. (If your payment day falls on a non-business day you will receive the next business day's price.)

Fund name	Amount
	R
	R
	R
Total	R

Payments will be deposited in the bank account as stipulated in Section D

### H. Application for online trading and account validation

I/We hereby request access to the online services subject to the online terms (available on [www.investecassetmanagement.com](http://www.investecassetmanagement.com)) as amended from time to time.

Are you an existing unit trust investor? If yes, existing unit trust investment no.

Do you have access to other Investec internet services?

If yes, would you prefer to use the same ID and PIN to access your unit trust information?

By requesting access above you hereby apply to use the online services. On Investec's acceptance of your request, this application form will constitute your mandate to Investec together with all other terms as specified and incorporated herein. Please note that the online services have specified contractual terms (the "online terms") which will perform part of your agreement with Investec if you wish to utilise the online services. Please view the online terms carefully (see our online services website) before submitting this form. Your attention is specifically drawn to the fact that the online terms may be varied from time to time.

#### Notification preference

You will be notified of any transactions or maintenance changes via a notification service. Please select one notification service you would like to use.

Via e-mail	Y	N	E-mail address
Via SMS	Y	N	SMS number

### I. Special instructions

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### J. Agreement with investor

1. Investec unit trusts are only one of many investment options offered by Investec and may not necessarily represent the best option for every investor's particular financial requirements. If you are in need of financial planning assistance, please contact your financial adviser as Investec does not provide investment advice in respect of this investment.
2. In the event that this application form is faxed or e-mailed to Investec, the responsibility of ensuring that the instruction has been received and actioned by Investec will lie with the instructor (investor or financial adviser). A fax confirmation, or printed copy of a sent e-mail, in the hands of the sender will not be regarded as proof that Investec received a specific document. Please contact the Client Services Centre on 0860 500 100 to confirm receipt of instruction.
3. This application form and the relevant Trust Deed in respect of Investec Unit Trust Scheme ("the Deed") will form the agreement between the investor and Investec. The agreement will be administered in terms of the Collective Investment Schemes Control Act, 45 of 2002 ("the Act").
4. The unit trust portfolios are priced daily at 16h00. This excludes the Cautious Fund of Funds, Moderate Fund of Funds, Balanced Fund of Funds, Flexible Fund of Funds and Managed Equity Fund which are valued at the close of business each business day, using the prices available for the underlying investments.
5. Unit prices may fluctuate relative to the market value of the securities comprising the relevant unit trust portfolios. Should a portfolio have underlying international investments, movements in exchange rates may cause the value of those underlying investments to fluctuate. However, for the Money Market Fund a constant unit price will be maintained.
6. Unit trust prices are calculated on a net asset value basis by determining the total market value of all assets in the unit trust portfolio, including any income accruals, less any permissible deductions from the unit trust portfolio. The following costs may be deducted from the unit trust portfolio: brokerage fees, Marketable Securities Tax, Value Added Tax), auditors' fees, bank charges, trustee and custodian fees and the service charges of the manager.
7. Units will be repurchased by Investec at the net asset value calculated in accordance with the requirements of the Act and the relevant Deeds and paid to the investor only. Monies from the repurchase of units will not be paid to third party bank accounts. Repurchase requests and additional investments received by Investec before 16h00 will be actioned within two business days, but payment by Investec to the investor will only occur once sufficient assets can be liquidated. If repurchasing from the Money Market Fund, the instruction will be actioned within one business day. Limitations on repurchases may be imposed as permitted by the Act and the Deed.
8. The clearance period on investments and debit orders is 30 (thirty) calendar days.
9. Investec may borrow up to 10% of the market value of the unit trust portfolio to cater for insufficient liquidity.
10. The Investec unit trust portfolios may at any stage be closed to enable the portfolios to be managed in accordance with their mandates.

11. The unit trust portfolios may engage in scrip lending activities, subject to the limits and conditions imposed by the deed.
12. For any given unit trust portfolios, there may exist different classes of units for which there are different fees and charges.
13. Please refer to the fund summary on pages 7 to 9 for a list of the initial fees and annual management fees applicable to each unit trust portfolio.
14. Quarterly reports are available on [www.investecassetmanagement.com](http://www.investecassetmanagement.com)
15. Investec will only process instructions that are submitted on Investec's standard transaction forms which are available on [www.investecassetmanagement.com](http://www.investecassetmanagement.com)
16. Investec reserves the right to withhold processing of any unclear, incomplete or ambiguous requests forwarded by the investor.
17. When the investment amount is deposited into the relevant fund deposit account(s), these amounts are used to purchase units in the relevant fund(s). In the event that the investor notifies Investec that they wish to have the investment amount re-allocated or returned to them once units have already been purchased, the investor will receive the market value of the relevant units. The market value may be greater or less than the amount deposited.
18. Investec will not be held responsible, accountable or liable for any loss or damage suffered by the investor due to the delays in the processing of this application form, or rejection of this application form caused by the failure of the investor's financial adviser to obtain authorisation from the Financial Services Board or due to the incorrect information being supplied by the investor and/or the financial adviser, or for any acts or errors of commission or omission by any third parties, or for the timing standards, practices and procedures for such parties.
19. Where applicable, copies of all verification documentation requested in this application form must accompany this application form unless the financial adviser has signed the FICA declaration on Page 6. Investec will not be obliged to process this application form until it has received the verification documentation and Investec will not be liable for any loss or damage of whatsoever nature arising from the inability of Investec to process this application form due to the fact that the requirements of the Financial Intelligence Centre Act, 38 of 2001 ("FICA") have not been complied with.
20. The investor indemnifies and holds Investec harmless against any loss or damage which the investor may suffer as a result of any commission or omission by Investec which is a result of an obligation imposed on Investec by FICA.
21. Investec will not be liable for any damages or losses of whatsoever nature arising out of Investec's failure to action any instruction due to occurrences beyond the control of Investec.
22. Under no circumstances shall the investor (whether alone or together with any other person, and whether directly or indirectly) be entitled to create, arrange or market a structured product, including but not limited to; notes, certificates, or any derivative contract, the value or price of which depends wholly or partly upon the value or price of the units, whether the investor hedges its exposure under the derivative contract by purchasing units or not. In the event that the investor wishes to make use of the Investec unit trusts for this purpose, the investor shall obtain the prior written approval of Investec and shall enter into a separate agreement if so required by Investec.  
In the event that Investec, on its own or together with any other person creates a structured product, the terms set out above will not apply to Investec.
23. In the event that the investor has elected not to employ the services of an independent financial adviser and wishes to deal directly with Investec the investor agrees to the following terms:
  - 23.1 Investec will not render any investment advice. The selection of investments will be made entirely at the investor's discretion;
  - 23.2 Investec shall bear no responsibility for, nor guarantees the performance of the investment. Investec will not be liable for any losses the investor may incur as a result of the investor acting on inadequate or insufficient advice;
  - 23.3 The onus will be on the investor to ensure that he/she is familiar with Investec's most current business practices and procedures.
24. Investors acknowledge the risk that tax laws change from time to time, including the possibility that in future the tax-exempt status of dividends may change.
25. In relation to the Investec Special Income Fund, Investec shall have the right to redeem some or all of the units from investors on a compulsory basis where this is in the best interests of investors.

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## **K. Declaration by investor**

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I/We have read, understand and agree to be bound by the provisions of this application form. If, on the date of signature of this application form an updated application form exists and the fees are different on that form, the fees on the updated application form will apply;

I/We understand and/or warrant that:

- the information contained herein is correct, and that, if this application form is signed in a representative capacity, I/we have the necessary authority to do so and that this transaction is within my/our powers;
- Investec reserves the right to request any additional evidence to identify the source of this investment;
- Investec shall, at its discretion, have the option to pay or collect any amount (provided that I/we owe this amount to Investec) through the Automated Clearing Bureau or Electronic Funds Transfer, or by direct debit or credit against my/our bank by means of a debit or credit note addressed to my/our bankers. Any amounts so received by Investec will be deemed not to have been received by Investec and no transaction in respect of such application may be made until the amount of the debit order, cheque or EFT payment has been unconditionally credited to the Investec account with its bankers;
- any variations to the terms of this agreement made by my/our financial adviser or me/us will only be binding if accepted in writing by Investec. No act or omission by Investec will be construed as an acceptance of a variation to this agreement;
- all monies deposited in the applicable Investec account for this investment, were obtained from legitimate sources. I/We further warrant that I/we have complied and will continue to comply with all relevant legislation, including, but not limited to money laundering and income tax legislation;
- I/We am/are acting for my/our own account and that I/we have made my/our independent decisions to enter into the investment and as to whether the investment is appropriate or proper for me/us, based upon my/our own judgement, and upon advice from such advisers as I/we may deem necessary. I/We warrant that I am/we are not relying on any communication from Investec, whether written, oral or implied as investment advice or as a recommendation to enter into the investment, it being understood that information and explanations relating to the terms of an investment shall not be considered investment advice or a recommendation to enter into the investment. I/We warrant that I/we have not received from Investec any assurance or guarantee as to the expected return on this investment. I/We have taken my/our own tax advice in relation to my/our investments, or in the absence of any such advice, I/we acknowledge that I/we accept all tax risks inherent in the investments;

- I/We confirm that I/we have been provided with access to the Total Expense Ratios (TERs) that apply to my/our selected funds. These TERs can be viewed on [www.investecassetmanagement.com](http://www.investecassetmanagement.com)

I/We indemnify and hold Investec harmless against any claim of whatsoever nature, which I/we may have resulting from conducting business telephonically, via the online services (including e-mail), or by way of facsimile. I/We hereby consent to Investec taking any security precautions it may deem necessary for it to proceed with my/our application.

**Signature of investor/  
authorised signatory**

Name of authorised signatory

D D    M M    Y Y Y Y  
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Date

Capacity of authorised signatory

**L. Declaration by financial adviser (if applicable)**

I/We confirm that I am/we are an authorised financial services provider in terms of FAIS.

Name and surname of financial adviser

Name of Financial Services Provider ("FSP")

Investec adviser code

FSP licence no.

**Signature of financial adviser**

Initial and surname of signatory

D D    M M    Y Y Y Y  
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**Initial fees on South African Funds (excluding VAT)**

Fund name	Initial financial adviser fee (excl. VAT)	
	Initial financial adviser fee	Maximum
Investec Special Income Fund		0.40%
Investec Money Market Fund		0%
Fixed Income Funds		0.60%
All other Investec Funds		3.00%
Analytics Funds		2.50%

The maximum initial financial adviser fee applies where lower fees are not negotiated and completed here

**FICA declaration by financial adviser**

I/We hereby confirm that the independent financial services provider(s), am/are the primary accountable institution(s) (as described in the regulations to FICA) in respect of the investors on whose behalf I/we establish business relationships or conclude single transactions with Investec (the secondary accountable institution), and that I/we will have established and verified the identity of each such investor in terms of section 21 of FICA. I/We confirm that I/we will keep a record of the investors' records as is required in terms of section 22 of FICA.

**Signature of financial adviser**

Initial and surname of signatory

**Should you not wish to sign the above declaration please refer to the FICA documentation checklist on page 10 and attach all the relevant FICA documents to the application form.**

## Investec Fund range details (For information purposes)

Fund name	Fund type	Benchmark/target	Investment objectives	Initial adviser fee excl. VAT	Annual management fee excl. VAT	Volatility risk profile	Income accruals
Investec Money Market Fund R	Money market	STeFI 3 Month Index	The fund aims to obtain as high a level of current income as is consistent with capital preservation and liquidity. Returns are a function of interest and capital values, which could reduce in extreme cases.	0%	0.5% <sup>1</sup>	Low	Monthly
Investec Special Income Fund A	Fixed income	STeFI 3 Month Index net of individual marginal tax	The fund seeks to generate attractive dividend income whilst preserving capital and providing liquidity.	0.4%	1%	Low	Monthly
Investec Cash Plus Fund A	Fixed income	STeFI Composite Index	The fund seeks to provide a return in excess of Money Market funds while maintaining a high degree of liquidity and capital preservation.	0.6%	1%	Low	March, June, Sept and Dec
Investec High Income Fund A	Fixed income	BEASSA 1-3 year Bond Index	The fund focuses on high income returning, interest bearing investments for both residents and non-residents, as well as maximising the overall return comprising both capital growth and income from such investments.	0.6%	1%	Low	March, June, Sept and Dec
Investec Opportunity Income Fund A	Fixed income	BEASSA All Bond Index	The fund aims to use high income returning, interest bearing investments to achieve maximum overall return.	0.6%	1%	Low	March, June, Sept and Dec
Investec Diversified Income Fund A	Fixed income	BEASSA 1-3 year Bond Index	The investment objective of the fund is to provide investors with a high level of income while seeking opportunities to maximise capital growth. The portfolio will achieve this objective by investing in a diversified range of fixed income instruments.	0.6%	1%	Low-Moderate	March, June, Sept and Dec
Investec Gilt Fund A	Fixed income	BEASSA All Bond Index	The fund seeks primarily to secure for investors the maximum overall return comprising both capital growth and income from interest bearing securities, and to maximise the capital portion of the overall return from such securities.	0.6%	1%	Low-Moderate	March, June, Sept and Dec
Investec Absolute Income Fund A	Absolute strategies	Headline CPI	The fund aims to achieve a total return in excess of inflation on a consistent basis by focusing on fixed interest assets.	0.6%	1%	Low	March, June, Sept and Dec
Investec Absolute Balanced Fund A	Absolute strategies	Headline CPI	The fund aims to achieve a total return in excess of inflation on a consistent basis by focusing across a range of security classes in a balanced manner.	3%	1.2%	Low-Moderate	March and Sept
Investec Opportunity Fund A	Absolute strategies	Headline CPI	The fund aims to achieve a total return in excess of inflation on a consistent basis.	3%	* 0.95% plus 20% of performance above Headline CPI +2% pa, net of base fees	Moderate	March and Sept
Investec Cautious Managed Fund A	Balanced	Micropol Sector Average	The fund aims to provide investors with returns in excess of inflation comprising both capital and income over the medium term.	3%	1.5%	Low-Moderate	March, June, Sept and Dec

## Investec Fund range details (For information purposes) continued

Fund name	Fund type	Benchmark/target	Investment objectives	Initial adviser fee excl. VAT	Annual management fee excl. VAT	Volatility risk profile	Income accruals
Investec Managed Fund A	Balanced	Peer-group Median	The fund seeks to secure an investment medium for investors with stable growth of income and capital across a range of security classes in a balanced manner, and a reasonable level of current income.	3%	*0.95% plus 20% of performance above the peer-group <sup>2</sup> median, net of base fees	Moderate	March and Sept
Investec Equity Fund A	Equity	FTSE/JSE Securities Exchange All Share Index	The fund aims to achieve capital growth through investment in the equity market.	3%	*0.85% plus 20% of performance above the ALSI <sup>3</sup> , net of base fees	Moderate-High	March and Sept
Investec Active Quants Fund A	Specialist equity	FTSE/JSE Shareholder Weighted Index (SWIX)	The fund has the primary objective of growth of capital for investors, with income being a lesser priority.	3%	*0.85% plus 20% of performance above the ALSI <sup>3</sup> , net of base fees	Moderate-High	March and Sept
Investec Growth Fund A	Specialist equity	FTSE/JSE Securities Exchange All Share Index	The fund aims to achieve capital growth through investment in the equity market.	3%	*0.85% plus 20% of performance above the ALSI <sup>3</sup> , net of base fees	Moderate-High	March and Sept
Investec Value Fund A	Specialist equity	FTSE/JSE Securities Exchange All Share Index	The fund aims to achieve capital growth through investment in the equity market.	3%	*0.85% plus 20% of performance above the ALSI <sup>3</sup> , net of base fees	Moderate-High	March and Sept
Investec Commodity Fund A	Specialist equity	FTSE/JSE Securities Exchange Resources Index	The fund has the primary objective of growth of capital for investors, whilst additionally providing a reasonable level of income.	3%	1.5%	High	March and Sept
Investec Emerging Companies Fund A	Specialist equity	Market cap weighted. Small plus Mid-cap Index	The fund aims to achieve capital growth through investment in the equity market.	3%	1.5%	High	March and Sept
Investec Property Equity Fund A	Property	SA Listed Property Index	The fund's objective is to outperform its benchmark and to provide moderate risk, long-term investors with the opportunity for capital growth and income, through exposure to listed property securities.	3%	1.25%	High	March, June, Sept and Dec
Investec Global Opportunity Income Fund of Funds A	Foreign fixed income	Citigroup WGBI 3-7 year USD	The fund's primary objective is the generation of interest income and growth and preservation of capital.	3%	0.75%	Moderate-High	March and Sept
Investec Global Balanced Feeder Fund A	Foreign balanced	60% MSCI World Index 40% Citigroup World Govt. Bond Index	This fund aims to provide consistent and stable returns, comprising capital gains and interest income over the medium to long term.	3%	1.75%	Moderate-High	March and Sept
Investec Global Equity Fund of Funds A	Foreign equity	MSCI World Index	The fund seeks to secure for investors an optimum overall yield comprising growth in capital and income.	3%	1%	High	March and Sept

## Investec Fund range details (For information purposes) continued

Fund name	Fund type	Benchmark/target	Investment objectives	Initial adviser fee excl. VAT	Annual management fee excl. VAT	Volatility risk profile	Income accruals
Investec Worldwide Equity Feeder Fund A	Foreign equity	MSCI World Index	The fund has the primary objective of growth of capital for investors, whilst additionally providing a reasonable level of income.	3%	1.75%	High	March and Sept

## Analytics unit trusts

Fund name	Fund type	Benchmark/target	Investment objectives	Initial adviser fee excl. VAT	Annual management fee excl. VAT	Volatility risk profile	Income accruals
Analytics Cautious Fund of Funds A	Balanced	Headline CPI	The fund's primary objective is to provide moderate capital growth and the generation of income whilst aiming to preserve capital.	2.5%	1.275%	Low-Moderate	March and Sept
Analytics Moderate Fund of Funds A	Balanced	Headline CPI	The fund aims to secure steady growth of capital and income.	2.5%	1.275%	Moderate	March and Sept
Analytics Balanced Fund of Funds A	Balanced	Headline CPI	The fund seeks steady growth of capital and income, maximum stability of capital invested, and a reasonable level of current income.	2.5%	1.275%	Moderate	March and Sept
Analytics Flexible Fund of Funds A	Balanced	Headline CPI	The fund aims to seek growth of capital.	2.5%	1.275%	Moderate-High	March and Sept
Analytics Managed Equity Fund A	Equity	FTSE/JSE Securities Exchange All Share Index	The fund seeks to secure growth of capital for investors.	2.25%	1.275%	Moderate-High	March and Sept

\* Total performance fee is capped on all funds at 3% per annum

<sup>1</sup> For large investments into the Money Market Fund R-class, a portion of the annual management fee is automatically rebated, according to a first-next sliding scale. The 0.50% quoted above applies to the first R50m. After the rebate, an effective fee of 0.20% applies to the next R100m, an effective fee of 0.17% applies to the following R100m, an effective fee of 0.14% applies to the following R100m, and an effective fee of 0.10% applies to the portion of investments in excess of R350m, all excluding VAT.

<sup>2</sup> Peer-group Median

<sup>3</sup> FTSE/JSE Allshare Index

Funds of funds invest in other funds - including Investec funds - which may levy their own charges. Similarly, the Investec Managed Fund, Opportunity Fund, Cautious Managed Fund and Diversified Income Fund may invest in offshore funds which may levy their own charges. All such additional charges are included in the relevant Total Expense Ratio, as is published from time to time.

### Disclaimer

*The investor acknowledges and understand that IFM cannot provide the investor with advice. Any information and opinions which may be provided by IFM are of a general nature and are not intended to address the circumstances of any particular individual or entity. IFM are not acting and do not purport to act in any way as an adviser or in a fiduciary capacity. The investor should not act upon such information or opinion without appropriate professional advice after a thorough examination of a particular situation. IFM endeavour to provide accurate and timely information but make no representation or warranty, express or implied, with respect to the correctness, accuracy or completeness of any information or opinions. IFM do not undertake to update, modify or amend the information on a frequent basis or to advise any person if such information subsequently becomes inaccurate. Any representation or opinion is provided for information purposes only. In the event that the investor decides not to appoint a financial adviser the investor indemnifies IFM from any loss or damage which the investor may suffer as a result of investing or transacting with IFM without the advice of a financial adviser.*

*Collective Investment Schemes in Securities (Unit Trusts) are generally medium to long term investments. The value of participatory interests (units) may go down as well as up and past performance is not necessarily a guide to the future. Fluctuations or movements in exchange rates may cause the value of underlying international investments to go up or down. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending. Forward pricing is used. Trading of participatory interests on an exchange may incur additional costs including; brokerage, administration fees and uncertified securities tax. Non-quantifiable deductions included in the net asset value price may comprise brokerage, MST, auditor's fees, bank charges, trustee and custodian fees.*

*Investec is a member of the Association for Savings and Investment SA.*

*Analytics funds are managed by Analytics (Pty) Ltd and administered by Investec. The relationship between Investec and Analytics is governed by the Act, the Deed and formal written agreements.*

The trustee of the Investec Unit Trust Scheme is:

FirstRand Bank Limited, PO Box 7713, Johannesburg 2000. Telephone (011) 371 2111

## FICA documentation checklist

(not applicable if the financial adviser has signed the FICA declaration on page 6)

Prior to transacting with Investec, in order to comply with the requirements of FICA, the investor is required to supply the primary accountable institution with the documentation mentioned below.

**Please note:** Documentation submitted for death claims and cessions must be certified.

**Please refer to the applicable section:**

Individual Close Corporation Unlisted Company Listed Company Trust Testamentary trust Unincorporated entity and partnership Retirement funds	<b>Section 1</b> <b>Sections 2 and Annexure A</b> <b>Sections 3 and Annexure A</b> <b>Sections 4 and Annexure A</b> <b>Sections 5 and Annexure A</b> <b>Sections 6 and Annexure A</b> <b>Sections 7 and Annexure A</b> <b>Sections 8 and Annexure A</b>
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### Section 1: Individual investor (including sole proprietors)

<b>Document necessary to verify identity of South African or foreign individual:</b>	<b>If South African:</b> <input type="checkbox"/> copy of South African barcoded identity document (with three specimen signatures) <b>or if not available</b> <input type="checkbox"/> copy of South African driver's licence or copy of South African passport (with three specimen signatures) <b>If foreign:</b> <input type="checkbox"/> copy of passport (with three specimen signatures) <input type="checkbox"/> birth certificate (only for clients under the age of 18 years)
<b>Physical address (not required for foreign investors)</b> <i>(the specified documents must contain the name and physical address)</i>	<input type="checkbox"/> 1. copy of utility bill/rates and taxes (less than three months old), <b>or</b> <input type="checkbox"/> 2. copy of Telkom account (less than three months old), <b>or</b> <input type="checkbox"/> 3. copy of cell phone contract statement (must be in the investor's name and posted to the investor's residential address). (Less than three months old), <b>or</b> <input type="checkbox"/> 4. copy of bank statement (less than three months old) (no internet print-outs or bank collected statements. It must have been posted by the bank to the physical address) <b>or</b> <input type="checkbox"/> 5. copy of mortgage statement (less than three months old), <b>or</b> <input type="checkbox"/> 6. copy of MNET or DSTV account (less than three months old) <b>or</b> <input type="checkbox"/> 7. copy of levy certificate issued by the body corporate, home owner's association or managing agent for properties in sectional title, cluster or share-block developments (less than three months old), <b>or</b> <input type="checkbox"/> 8. copy of confirmation of residence from a retirement village/retirement home, on their letterhead, <b>or</b> <input type="checkbox"/> 9. copy of SABC licence or SABC licence card (less than 12 months old), <b>or</b> <input type="checkbox"/> 10. copy of motor vehicle licence (less than 12 months old), <b>or</b> <input type="checkbox"/> 11. copy of long or short-term insurance policy (less than 12 months old), <b>or</b> <input type="checkbox"/> 12. copy of SARS document (less than 12 months old), <b>or</b> <input type="checkbox"/> 13. copy of lease or rental agreement (less than 12 months old), <b>or</b> <input type="checkbox"/> 14. written confirmation of physical address by an Investec employee (if this employee is not acting in a financial adviser role) following an on-site visit, <b>or</b> <input type="checkbox"/> 15. <b>In the event of a natural person residing with another person who is receiving all documentation to the joint address:</b> The Investec "Confirmation of joint address" form for spouses or tenants where the investor cannot provide any of the documents listed above, <b>and</b> a copy of the spouse's or landlord's utility bill  <b>If the investment is in the name of a minor the above documentation is required from the person funding the investment AND from the minor's guardian.</b>
<b>Proof of authority to act on behalf of the individual:</b>	<input type="checkbox"/> attach a copy of the appointment of the authorised person who may act on behalf of the individual (e.g. power of attorney)
<b>Identity of each authorised representative</b>	<input type="checkbox"/> complete Annexure A and include the supporting documentation as listed

## Section 2: Close Corporation (please also complete Annexure A)

<b>Document necessary to verify identity of close corporation:</b>	<input type="checkbox"/> copy of CK1 (certificate of registration) <b>and if applicable</b> <input type="checkbox"/> copy of current CK2 and/or CK2A (only relevant if any changes were made to the certificate of registration, the registered address or the auditor) <input type="checkbox"/> <b>or</b> CIPRO* printouts of the above CK documents
<b>Identity of members</b>	<input type="checkbox"/> complete Annexure A for each member and include the supporting documentation as listed on that form
<b>Physical address (of close corporation)</b> <i>(the specified documents must contain the physical address of the close corporation)</i>	<input type="checkbox"/> copy of utility bill/rates and taxes (less than three months old) <b>or</b> <input type="checkbox"/> copy of Telkom account (less than three months old) <b>or</b> <input type="checkbox"/> copy of lease or rental agreement (less than 12 months old) <b>or</b> <input type="checkbox"/> copy of bank statement (less than three months old) (it must have been posted by the bank to the physical address) <b>or</b> <input type="checkbox"/> copy of letterhead
<b>Proof of authority to act on behalf of the close corporation</b>	<input type="checkbox"/> attach a copy of the appointment of the authorised person who may act on behalf of the close corporation
<b>Identity of each authorised representative</b>	<input type="checkbox"/> complete Annexure A and include the supporting documentation as listed

## Section 3: Unlisted Company (please also complete Annexure A)

<b>Document necessary to verify identity of SA unlisted company:</b>	<input type="checkbox"/> copy of CM1 (certificate of incorporation) <b>and</b> <input type="checkbox"/> copy of CM22 (certificate of registered address) <b>and</b> <input type="checkbox"/> copy of CM29 (list of directors) <b>or</b> CIPRO* printouts of the CM documents
<b>Identity of foreign unlisted company</b>	<input type="checkbox"/> official documentation issued by the foreign country
<b>Identity of executive officer or manager and all persons holding 25% or more of the voting rights at general meetings of company (shareholders)</b>	<input type="checkbox"/> complete Annexure A for each shareholder holding more than 25% and executive officer or manager and include the supporting documentation as listed on that form
<b>Physical address of unlisted company</b> <i>(the specified documents must contain the name and physical address of the unlisted company)</i>	<input type="checkbox"/> copy of utility bill/rates and taxes (less than three months old) <b>or</b> <input type="checkbox"/> copy of Telkom account (less than three months old) <b>or</b> <input type="checkbox"/> copy of lease or rental agreement (less than 12 months old) <b>or</b> <input type="checkbox"/> copy of bank statement (less than three months old) (it must have been posted by the bank to the physical address) <b>or</b> <input type="checkbox"/> copy of letterhead
<b>Proof of authority to act on behalf of the company</b>	<input type="checkbox"/> attach a copy of the appointment of the authorised person who may act on behalf of the company
<b>Identity of each authorised representative</b>	<input type="checkbox"/> complete Annexure A and include the supporting documentation as listed

## Section 4: Listed Company South African and foreign (please also complete Annexure A)

<b>Document necessary to verify identity of listed company: Registered name, registration number and address from which company operates</b>	<input type="checkbox"/> annual report (applicable pages) <b>or</b> <input type="checkbox"/> website link (applicable reference)
<b>Proof of authority to act on behalf of the company</b>	<input type="checkbox"/> attach a copy of the appointment of the authorised person who may act on behalf of the company
<b>Identity of each authorised representative</b>	<input type="checkbox"/> complete Annexure A and include the supporting documentation as listed

\* CIPRO = Companies and Intellectual Property Registration Office

**Section 5: Trust - excluding testamentary trusts** (please also complete Annexure A)

Document necessary to verify identity of trust:	<input type="checkbox"/> copy of trust deed <b>or</b> copy of other founding documentation by which trust is created <b>and</b> <input type="checkbox"/> letters of authority (as issued by the Master of the High Court)
Proof of authority to act on behalf of the trust	<input type="checkbox"/> attach a copy of the appointment of the authorised person who may act on behalf of the trust
Identity of each authorised representative	<input type="checkbox"/> complete Annexure A and include the supporting documentation as listed
Identity of the founder/donor, trustees and beneficiaries	<input type="checkbox"/> complete Annexure A and include the supporting documentation as listed

Please note that where the founder of a trust is deceased a death certificate is required in place of an identity document.

**Section 6: Testamentary trust** (please also complete Annexure A)

Document necessary to verify identity of trust:	<input type="checkbox"/> letters of authority from the Master of the High Court <b>and</b> <input type="checkbox"/> copy of will or trust deed
Proof of authority to act on behalf of the trust	<input type="checkbox"/> attach a copy of the appointment of the authorised person who may act on behalf of the trust
Identity of each authorised representative	<input type="checkbox"/> complete Annexure A and include the supporting documentation as listed

**Section 7: Unincorporated entities, deceased estates, partnerships and other legal persons**  
(please also complete Annexure A)

Document necessary to verify identity of unincorporated entities:	<input type="checkbox"/> document by which the entity is founded (subject to approval by Investec)
Physical address of entity <i>(the specified documents must contain the physical address of unincorporated entity)</i>	<input type="checkbox"/> copy of utility bill/rates and taxes (less than three months old) <b>or</b> <input type="checkbox"/> copy of lease or rental agreement (less than 12 months old) <b>or</b> <input type="checkbox"/> copy of bank statement (less than three months old) (it must have been posted by the bank to the physical address) <b>or</b> <input type="checkbox"/> copy of letterhead
Proof of authority to act on behalf of the entity	<input type="checkbox"/> attach a copy of the appointment of the authorised person who may act on behalf of the entity
Identity of each authorised representative	<input type="checkbox"/> complete Annexure A and include the supporting documentation as listed
Identity of the members/partners/executors	<input type="checkbox"/> complete Annexure A and include the supporting documentation as listed

**Section 8: Retirement funds** (please also complete Annexure A)

Document necessary to verify identity of the retirement fund:	<input type="checkbox"/> copy of proof of registration with the Financial Services Board
Proof of authority to act on behalf of the retirement fund	<input type="checkbox"/> attach a copy of the appointment of the authorised person who may act on behalf of the retirement fund
Identity of each authorised representative	<input type="checkbox"/> complete Annexure A and include the supporting documentation as listed

**Annexure A: FICA client information form**

Please complete the details of each authorised representative, founder/donor, trustee, beneficiary, member, partner, executive, manager and shareholder of the relevant entity below (please make extra copies as required). Individual investors need not complete this form.

**Investor details**

Name of investor/investing entity \_\_\_\_\_  
 \_\_\_\_\_

Designation: Authorised representative  Founder  Trustee  Beneficiary  Member   
 Partner  Executive  Manager  Shareholder  Principal Officer

**If a natural person:**

Title \_\_\_\_\_ Surname \_\_\_\_\_  
 First name(s) \_\_\_\_\_  
 Physical address \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_ Code \_\_\_\_\_

**If an entity:**

Registered name \_\_\_\_\_  
 \_\_\_\_\_  
 Registered address \_\_\_\_\_  
 \_\_\_\_\_  
 \_\_\_\_\_ Code \_\_\_\_\_

**Please tick relevant box for method of identification:**

Identity document  or passport (non-residents only)   
 ID no./passport no. \_\_\_\_\_  
 Date of birth DD - MM - YYYY Male  Female   
 Entity registration documents attached

**Supporting documentation required**

<p><b>To verify details of:</b>                  Authorised representatives                  Founders/donors, trustees and beneficiaries of trusts                  Members or partners of unincorporated entity                  Executives, managers and shareholders of an unlisted company</p>	<p><b>To verify identity</b>  <b>If South African</b>  <input type="checkbox"/> copy of South African barcoded identity document (with three specimen signatures)  <b>or if not available</b>  <input type="checkbox"/> copy of South African driver's licence or copy of South African passport  <b>If foreign:</b>  <input type="checkbox"/> copy of passport</p>
<p>Entities</p>	<p><input type="checkbox"/> copy of relevant registration documents</p>

## Business documentation checklist

Please note that investors are obliged to submit the following documentation to Investec, together with their signed application forms. Please note that this is a separate requirement to the FICA requirement. The investor is obliged to notify Investec of any changes to these details and to fax the updated documentation to 0861 500 100.

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### Individual investor/sole proprietors/partners to a partnership agreement

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- copy of ID of each individual investor/sole proprietor/partner (+ three specimen signatures)  
**or**
  - copy of passport (if non-resident)  
**and**
  - cancelled cheque/bank statement bearing the logo of the bank as proof of the bank details in the name of the individual/partnership
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### Close Corporations

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- copy of CK1 (certificate of registration), and a copy of CK 2A where applicable (name change certificate)  
**and**
  - resolution of members appointing authorised signatories to act on behalf of the close corporation in respect of this investment  
**and**
  - cancelled cheque/bank statement bearing the logo of the bank as proof of bank details in the name of the CC  
**and**
  - copy of ID for each authorised signatory (+ three specimen signatures)
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### Companies

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- copy of CM1 (certificate of incorporation)  
**and**
  - resolution of directors appointing authorised signatories to act on behalf of the company in respect of this investment  
**and**
  - cancelled cheque/bank statement bearing the logo of the bank as proof of bank details in the name of the company  
**and**
  - copy of ID for each authorised signatory (+ three specimen signatures)
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### Trusts

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- letters of authority (as issued by the Master of the High Court)  
**and**
  - resolution of trustees appointing authorised signatories to act on behalf of the trust in respect of this investment  
**and**
  - cancelled cheque/bank statement bearing the logo of the bank as proof of bank details in the name of the trust  
**and**
  - copy of ID for each of the authorised signatories only (+ three specimen signatures)  
**and**
  - list of names of beneficiaries
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### Retirement funds

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- copy of proof of Financial Services Board ("FSB") registration number (copy of registration certificate/letter from the FSB confirming/containing registration number)  
**and**
  - resolution of trustees appointing authorised signatories in respect of this investment  
**and**
  - signatory list (this could sometimes form part of the resolution)  
**and**
  - cancelled cheque/bank statement bearing the logo of the bank as proof of bank details of the Retirement Fund  
**and**
  - copy of ID's for each authorised signatory (+ three specimen signatures)
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### Other entities

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- copy of document by which the entity is founded  
**and**
  - resolution appointing authorised signatories to act on behalf of the entity in respect of this investment  
**and**
  - cancelled cheque/bank statement bearing the logo of the bank as proof of bank details in the name of the entity  
**and**
  - copy of ID for each authorised signatory (+ three specimen signatures)
-

## Offices

### **Cape Town**

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PO Box 785700 Sandton 2146  
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### **Durban**

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### **Investec Fund Managers SA Limited**

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A member of the Investec Group