

Beveilig en verbeter die opbrengs van jou Effektetrust belegging!

Die probleme wat beleggers ondervind is universeel en reik van beleggings wat nie presteer nie tot swak naverkoopdiens. Ongelukkig sal hierdie situasie nie verander nie tensy beleggers betrokke raak en daadwerklike resultate van hulle beleggings vereis.

Privaat beleggers het meestal nie die tyd nie, en hulle beskik ook nie altyd oor die kennis en kundigheid om die korrekte besluite te neem nie. Verder is die keuses van beleggingsprodukte en inligting so oorweldigend dat dit dikwels tot verwarring kan lei.

Met inagneming van bogenoemde is dit dus eienaardig dat een van die vernaamste tekortkominge in die effektetrust bedryf die gebrek aan instansies is wat aktiewe portefeuljebestuur toepas, en sodoende 'n kritieke diens aan finansiële adviseurs en beleggers lewer.

Een van die belangrikste funksies van 'n aktiewe beleggingsbestuurder is om na u bestaande of nuwe effektetrust beleggings om te sien met die primêre doel om die middel- en langtermyn verdienste te verbeter. Die twee vernaamste voordele is dus seker voor die hand liggend – u belegging/s word op 'n daaglikse basis gemonitor en is u belegging beskerm teen 'n markineerstorting, soos in 1998.

Beleggings strategieë wissel van instansie tot instansie, maar ten einde optimale beleggingsprestasies te behaal, moet aktiewe beleggingsbestuurders die volgende dienste kan voorsien, en as volg kan optree:

- **100% na Geldmark Fondse kan omskakel**

In tye van onsekerheid moet die hele belegging na kontant geskuif kan word. Dit beteken dat u beleggingsbestuurder in staat moet wees om bekwaam en vinnig op te kan tree.

- **Monitering van Beleggings**

Die samestelling van u effektetrust belegging moet met tye aangepas word om te baat by die huidige marktoestande. Daar is geen rede hoekom u belegging fondse moet insluit wat nie presteer nie.

- **Toeganklikheid**

Die doel van aktiewe bestuur is om die kliënt in voeling te hou met sy belegging, wat kortliks daarop neerkom dat beleggingsbestuurders in staat moet wees om aan individuele beleggers, die nuutste waardasies of prestasieverlae te kan gee.

- **Veiligheid**

Maak seker dat die beleggingsbestuurder deur die Raad op Finansiële Dienste (RFD) goedgekeur is. Dit behoort 'n aanduiding te wees van sy kwalifikasies, ondervinding en statuur.

RAAD OP FINANSIËLE DIENSTE GOEDGEKEURDE BELEGGINGS BESTUURDERS

AGTERGROND

Philip Craib Investments het ontstaan in 1997, uit die behoefte van finansiële adviseurs en hulle kliënte om hulle gekoppelde effektrust beleggings onder aktiewe bestuur te plaas.

As gevolg van die onvoorspelbaarheid van die aandelemarkte en die oorweldigende reeks effektrust fondse beskikbaar, het dit vir finansiële adviseurs bykans onmoontlik geword om vir hulle kliënte beleggingsaanbevelings te maak. Benewens is die spektrum van dienste wat finansiële adviseurs lewer alreeds so wyd dat die funksie van batetoedeling nie ook nog in die raamwerk pas nie. Dit het daarop neergekom dat finansiële adviseurs 'n behoefte het om gereeld ingelig te word oor hulle kliënte se portefeuljes, maar nie noodwendig self verantwoordelik moet wees vir die prestasie van beleggings nie.

WIE IS ONS?

Philip Patterson Craib

Philip Craib beskik oor 9 jaar se ervaring in portefeuljebestuur. Philip se bestuurstyl en beleggings strategie het sy kliënte gedurende die afgelope 9 jaar nie net teen mark korreksies beskerm nie maar ook aan hulle 'n totale saamgestelde opbrengs van ±900% besorg. Hy het 'n MA in Administrasie. Philip het die sisteem ontwikkel en bemeester wat ons in staat stel om kliënte se beleggings by al die verskillende bestuursmaatskappye te bestuur.

Heiko Weidhase

Heiko het 6 jaar ervaring in Portefeulje Bestuur en is verantwoordelik vir bemaking, stelsels en staan Philip Craib by met Portefeulje Bestuur. Hy het 'n Diploma in Besigheid Bestuur .

Hugo Leon Snyman

Hugo Snyman het dit sy roeping gemaak om produkte te skep en dienste te lewer wat aan kliënte se verwagtinge voldoen. Hugo het 23 jaar ervaring in die beleggings bedryf, is 'n strategiese denker en was die stigter van een van die eerste finansiële adviseurs netwerke in Suid-Afrika.

Reginald Labuschagne

Reggie kom uit 'n wetenskaplike agtergrond waar hy 'n B.Sc Hons. in genetika verwerf het. Sy blootstelling in finansies het gekom toe hy 'n Diploma in Finansiële Bestuur gedoen het en 'n Finansiële Adviseurs praktyk in Mosambiek gevestig het.

Bjorn Craib

Bjorn is onlangs onder die vlerk van P.C.I. ingebring, en het die afgelope jaar aktief in die administrasie van die maatskappy gewerk. In 2003 het hy 'n jaar lange Nasionale Sertifikaat kursus voltooi in Meerdoelige Uitsending by die Pretoria Universiteit van Tegnologie en vertrouwd geword met massa media blootstelling.

ONS DOELWIT

- Die bestuur van die onderliggende bates in kliënte se gekoppelde effektrust beleggings.
- Die behaal van bo-gemiddelde langtermyn opbrengste.

ONS VOORDELE

- Die oorspronklike belegging word by die gekose Gekoppelde Effektrust Bestuursmaatskappy geplaas en die bates word in die naam van die kliënt by die maatskappy gehou.
- Eenvoudig verstaanbare verslae aan die kliënt en sy finansiële adviseur.
- Gereelde rekonsiliasie van die kliënt se belegging, wat administratiewe foute verhoed.
- Vinnige optrede in die mark wanneer nodig.

HOE ?

Die volgende prosedures word gevolg:

- Die finansiële adviseur en kliënt besluit om van Philip Craib Investments se dienste gebruik te maak.
- Die kliënt teken 'n mandaat en volmag, wat Philip Craib Investments toelaat om die onderliggende bates by die Bestuursmaatskappy te bestuur.
- Die kliënt se beleggings samestelling word met die verloop van tyd aangepas om ooreen te stem met die van Philip Craib Investments se ander kliënte, met die eindresultaat dat alle kliënte dieselfde of naastenby dieselfde bate komposisie in hulle beleggings het.
- Die kliënte se belegging word op Philip Craib Investments se rekenaarsstelsel geplaas en daaglik gemonitor.
- Daar word 'n gereelde rekonsiliasie gedoen op al Philip Craib Investments se kliënte se beleggings, om enige afwykings tussen Philip Craib Investments en die bestuursmaatskappy se waardasies op te spoor.

UNIEKE ASPEKTE VAN ONS DIENS

• Sekuriteit

- Die oorspronklike belegging bly in die naam van die kliënt. Ons kan geen titel dokumente verander of kanselleer nie.

• Optimale fooie struktuur.

- Alle beleggings (verpligte of vrywillige geld).
 - 'n 15% deel van die wins + BTW (Belasting op toegevoegde waarde)

- “Hoogwatermerk”, wat beteken ons moet altyd die vorige hoogste netto-vlak verbygaan, voor daar sprake van wins is. Dus, as die belegging 5% groei, en dan 2 % verloor, moet die belegging eers meer as 2% groei voordat daar enige fooie gehef word.
- **Daaglikse monitering van die kliënt se belegging**
 - Met behulp van ons rekenaarstelsel kan ons onderskei tussen die wye reeks fondse beskikbaar, en ons kliënte plaas waar daar moontlike opbrengste potensiaal is. Ons kan egter, en ons doen dit wanneer nodig, al ons kliënte se beleggings binne ‘n paar ure 100% na die geldmark laat skuif. Dit sluit in alle kliënte by die 8 Bestuursmaatskappye waar die kliënte se beleggings is.
- **Verslagdoening aan die kliënt**
 - Ons verslag aan die kliënt is gerekonsilieer met die waardasie van die belegging by die Bestuursmaatskappy. Verder toon ons verslag duidelik aan wat die prestasie van die kliënt se belegging oor die verslagperiode was, enige onttrekkings / deposito’s wat die kliënt gemaak het en wat die samestelling van die belegging is. Die opbrengs van die belegging word ook grafies aangedui.
- **Verslagdoening aan die finansiële adviseur**
 - Die finansiële adviseur ontvang maandeliks ‘n opsomming van al sy kliënte se beleggingsprestasie, onttrekkings en/of deposito’s wat gemaak is.
 - Die finansiële adviseur word op hoogte gehou van enige aanpassing wat aan die kliënt se belegging gemaak word.

VERDER....

- Ons is ook RFD goedgekeur vir die bestuur van internasionale gekoppelde effektetrust beleggings.
- Inligting aangaande die kliënt se belegging is dadelik beskikbaar.
- Vriendelike en doeltreffende diens.
- Gemoedsrus in die wete dat u belegging daaglik gemonitor word.

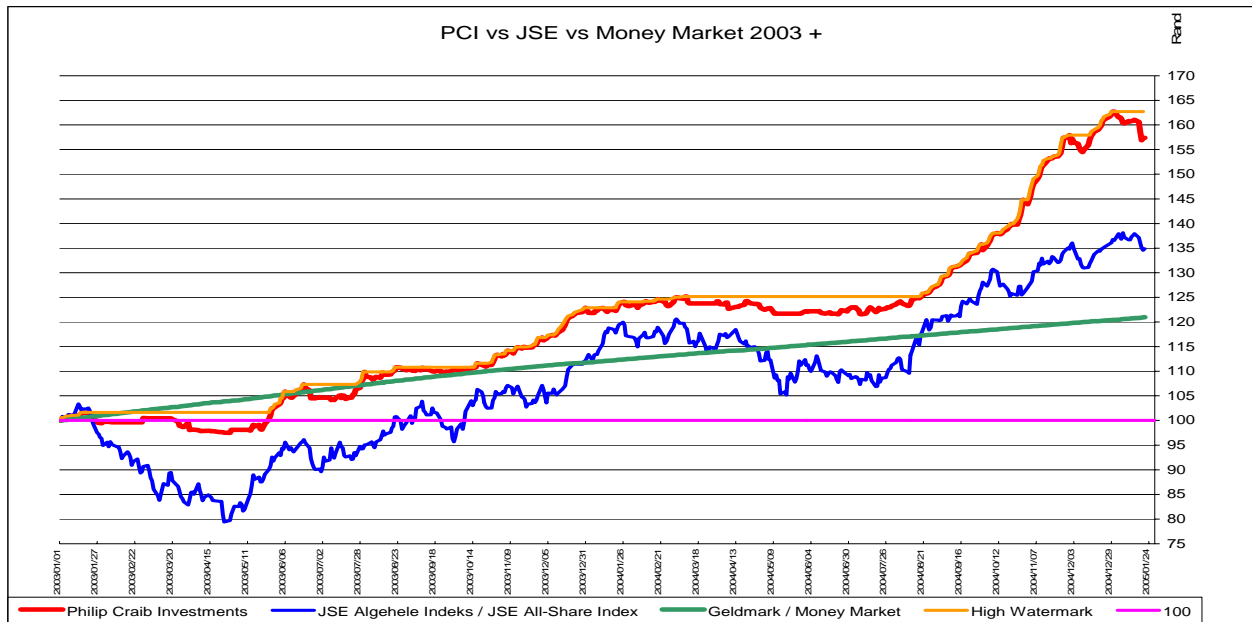
Risiko Profiel

Ons mandaat maak voorsiening vir die bestuur van beleggings vir kliënte wat langtermyn kapitale groei as doelwit het. Ons het twee beleggingsstrukture naamlik:

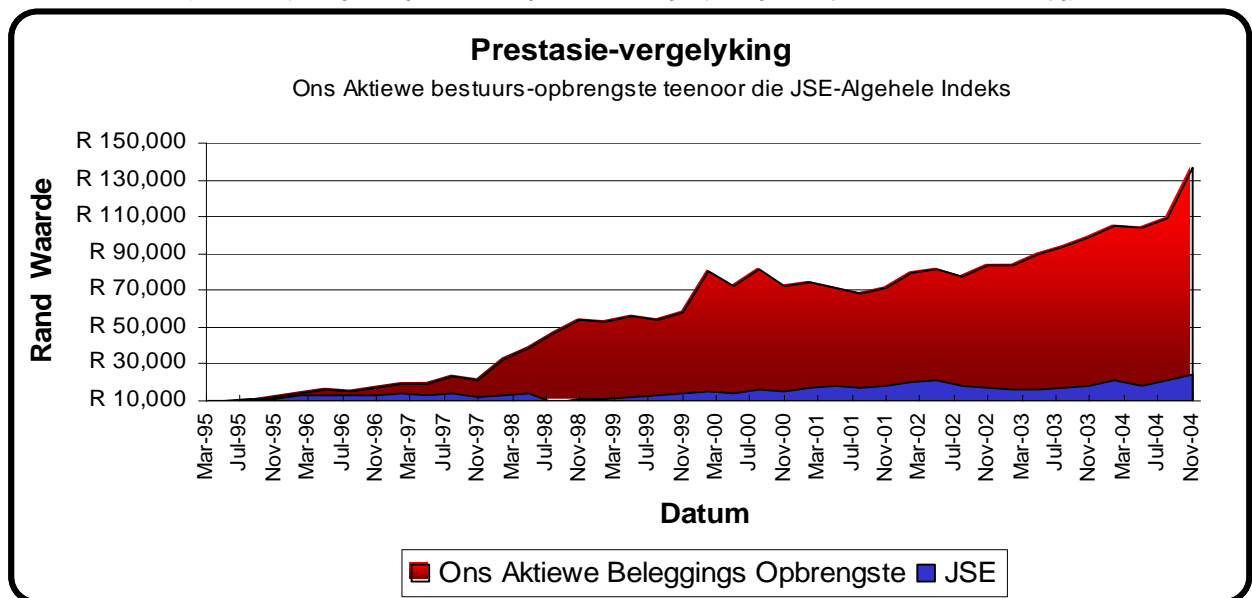
- Verpligte geld
- Vrywillige geld

Prestasie

Die volgende grafiek toon die prestasie aan van die aktiewe bestuurstyl van Philip Craib.



(Histories opbrengste is geen waarborg van toekomstige opbrengste. Pryse kan daal sowel as styg)



(Histories opbrengste is geen waarborg van toekomstige opbrengste. Pryse kan daal sowel as styg)

Kontak

Heiko Weidhase

heiko@efgroup.co.za

Reginald Labuschagne

reggie@efgroup.co.za

Hugo Snyman

hugo@efgroup.co.za

Tel: (012) 460-6959

Faks: (012) 460-6950

Dokumentasie benodig

1. Philip Craib Investments mandaat.
2. Philip Craib Investments volmag.
3. Philip Craib Investments Kliënte Inligting Blad
4. Onlangse beleggings-staat van die kliënt, afskrif van I.D en Verbruikers Rekening
5. Die bogenoemde dokumente moet volledig ingevul word en aan Philip Craib Investments gefaks word by (012) 460-6950. Wanneer Philip Craib Investments die dokumentasie ontvang, sal die belegging aangepas en bestuur word.

MANDATE ENTERED INTO BETWEEN

_____ AND **PHILIP CRAIB INVESTMENTS C.C.**
(I.D. _____) (C.C. REG. CK 97/57637/23) (FSP REG. 26/10/670)
(hereinafter referred to as the Client) (hereinafter referred to as the Discretionary Financial Service Provider)

FOR THE MANAGEMENT OF INVESTMENTS

WHEREBY IT IS AGREED

1. INTRODUCTION

- 1.1. The approval granted to the Discretionary Financial Service Provider in terms of section 7(1) of the Financial Advisory and Intermediary Services Act, 2002 applies to the management of investments as prescribed in the Codes of Conduct for Administrative and Discretionary Financial Service Providers, section 15(1)(a) of the said Act.
- 1.2. Chapter II, Part II, section 5.1 of the said Code which specifically sets out the Code of Conduct for discretionary FSP's requires that a discretionary FSP shall enter into a written mandate with the Client to record the arrangements between the Client and the discretionary FSP.

2. DEFINITIONS

- 2.1. **'the Act'** means the Financial Advisory and Intermediary Services Act, 2002 (Act No. 37 of 2002) and any word or expression to which a meaning has been assigned in the Act shall have the meaning so assigned to it; **'discretionary FSP'** hereinafter referred to as **'the FSP'** means an authorised FSP that renders, without implementing any bulking, intermediary services of a discretionary nature as regards the choice of particular financial product, acting for that purpose in terms of the Code of Conduct referred to in paragraph 1.2 above; **'investments'** in terms of the Act mean – (i) securities and instruments listed on the stock exchange or a foreign exchange including: shares, debentures and securitized debt, warrants, certificates and other instruments acknowledging; (ii) participatory interests in collective investment schemes registered or licenced either in South Africa or in a foreign country; (iii) funds intended for the purchase of any such investments; **'management of investments'** means the buying and selling of investments by the FSP on behalf of the Client in terms of this mandate; and **'value'** means the realisable market value of the investments referred to.

3. SCOPE AND REGISTRATION OF INVESTMENTS

- 3.1. The Client authorises the FSP to buy, sell or otherwise deal with the investments of the Client listed in paragraph 3.2 below at the sole and absolute discretion of the FSP.
- 3.2. The FSP shall register the investments that the FSP has from time to time purchased on behalf of the Client either in the name of the Client (for LISPs) or in the name of the nominee company (Members of the Stock Exchange) as the case may be.

INSTITUTION	INVESTMENT NUMBER	REGISTERED NAME*

- **For LISP='Client', For Members of Stock Exchange='Name of registered nominee company'**

- 3.3. The investment objectives of the Client are to achieve (i) long term capital growth or (ii) other - state _____ (Delete item not applicable).
- 3.4. The Client authorises the FSP to vote on the Client's behalf at any meeting of shareholders held in respect of investments listed in paragraph 3.2 above.

3.5. The FSP shall obtain and transmit to the Client any information which a relevant product supplier must disclose in terms of any law.

3.6. The Client authorises the FSP, in order to render the desired intermediary service, to utilise the services of its own staff or that of another approved FSP.

4. TREATMENT OF FUNDS

4.1. The FSP shall forthwith deposit, and when applicable, withdraw moneys received in the connection with the management of investments to the credit of the Client into a trust account held at the First National Bank bearing the name Philip Craib Investments CC Trust Account with the account number 51790020262.

4.2. Cash accruals (including dividends and interest) that become due to the Client shall be re-invested by the FSP in terms of this mandate.

5. REPORTING

5.1. The FSP shall furnish, upon request, but in any event at intervals not exceeding three months, a client report to the Client.

5.2. The client report submitted to the Client by the FSP will be based on information contained in, and is to be regarded as supplementary to, that furnished to the client by the party referred to in paragraph 3.2 of this mandate. The said report already contains sufficient accounting information to enable the client to produce a set of financial statements and to understand the extent of the true economic value of the investments and the changes therein over the period reported.

5.3. The primary purpose of the supplementary client report submitted to the Client by the FSP will be to appraise the client of the comparative performance of his/her investments relative to certain accepted norms and accordingly will provide at least the following information;

5.3.1. details of all assets held at the end of the review period at current realisable market values by asset and by class;

5.3.2. details of cash injections or withdrawals by the client during the period which are necessary to determine the adjusted performance of the investment;

5.3.3. a graphic comparison with all the required accompanying data of the adjusted performance for the year to date of the investment with a relatively riskless investment in the money market at prevailing interest rates;

5.3.4. a separate, detailed statement of account of any remuneration which may be payable, in arrears, at the end of the review period to the FSP by the Client for services rendered, calculated and recoverable as set out in paragraphs 6.1.1 and 6.1.2 below;

6. REMUNERATION

6.1. The Client shall remunerate the FSP for the management of investments on behalf of the Client, at the end of each reporting period, as follows:

6.1.1. a share of the profit equal to 15% (fifteen percent) of any increase in the realisable value of the investment above the highest previously attained periodic value.

6.2. The Client shall at the time of initiating the investment pay the FSP an acceptance fee of 0% (nil percent) of the investable amount.

6.3. No further remuneration other than that detailed in paragraphs 6.1.1 and 6.2 above will be receivable by the FSP from the institution referred to in paragraph 3.2

6.4. In the case of listed securities and instruments the Client authorises the FSP to recover the remuneration referred to in paragraphs 6.1.1 in arrears, from the investments of the Client. In the case of participatory interests in collective investment schemes the Client authorises the party referred to in paragraph 3.2 of this mandate to recover the portfolio management fees (including the performance fees) referred to in paragraph 6.1.1 at the percentage or rate instructed by the FSP from the underlying investment portfolio of the Client by repurchasing participatory interests from the underlying funds and to pay such investment fee in arrears to the FSP.

6.5. In instances where the rules of the party referred to in paragraph 3.2 of this mandate do not permit this, the Client agrees to pay the said amount directly to the FSP.

7. PROHIBITION FROM SELLING OR BUYING CERTAIN INVESTMENTS

7.1. The FSP shall not directly or indirectly;

7.1.1. sell any investments owned by the FSP to the Client;

7.1.2. buy for own account any investments owned by the Client.

8. RISK DISCLOSURE

- 8.1. The Client acknowledges that he/she has been made aware by the FSP that all securities/participatory interests in collective investment schemes carry the inherent risk not only of failing to yield a positive return but also of actual capital loss. In the case of Clients with foreign securities/ participatory interests in a collective investment scheme(s), he/she also acknowledges that such investments are in addition exposed to risks associated with uncontrollable changes in currency exchange rates.
- 8.2. The Client records that he/she accepts such risks, which may result in financial loss and will not hold the FSP responsible therefore.

9. TERMINATION OF MANDATE

- 9.1. Any amendment of any provision of this mandate shall be in writing and shall be by means of a Supplementary or New Agreement between the Client and the FSP.
- 9.2. The Client or the FSP shall be entitled to terminate this mandate after notice in writing of not more than 60 (sixty) calendar days.
- 9.3. When this mandate is terminated, the FSP shall immediately provide the Client with a final detailed statement of account.

10. ADMINISTRATIVE ARRANGEMENTS

10.1. The Client and the FSP hereby designate as their *domicilium citandi et executandi* for all purposes of this mandate the following addresses:

10.1.1. The Client (physical address) _____

10.1.2. The FSP: **PHILIP CRAIB INVESTMENTS CC, 72 DELY ROAD, WATERKLOOF 0181**

11. EFFECTIVE DATE

- 11.1. This mandate will become of force and effect on the signing of this mandate by the Client and the FSP.
- 11.2. In the event that the Client or the FSP do not sign this mandate at the same time, the Client or the FSB, as the case may be, shall sign this mandate within seven (7) days of the first signature on the mandate.

SIGNED AT _____ ON THIS _____ DAY OF _____ 200_

By the Client

As witnesses to the signature of the Client

_____ 1. _____ 2. _____

SIGNED AT PRETORIA ON THIS _____ DAY OF _____ 200_

By the Financial Service Provider

As witnesses to the signature of the FSP

_____ 1. _____ 2. _____

PHILIP CRAIB INVESTMENTS CC (FSP REG. 26/10/670)
POWER OF ATTORNEY APPOINTMENT & INDEMNIFICATION AGREEMENT

I, _____, residing at _____ do hereby appoint **PHILIP CRAIB INVESTMENTS CC** whose *domicilium citandi et executandi* is **72 Dely Road, Waterkloof, 0181**, and whose daytime telephone number is **(012) 460-6959**, and the specimen signature of whose representative appears below, my true and lawful investment management agent for me and in my name to purchase, redeem or transfer shares/units with respect to:

account number _____ of _____ **plan** and

account number _____ of _____ **plan**

at _____ (**linked investment service provider (LISP)**).

I hereby authorise and direct the said LISP and each of their officers to treat such transaction requests with the same force and effect as if the requests had been made by me personally. When making transaction requests pursuant to the authority granted hereunder the said investment management agent will disclose such capacity.

I hereby agree to indemnify and hold the said LISP harmless from acting upon any written instruction believed to have originated from the said investment management agent and from any and all his acts with respect to the shares/units held in the said account(s).

Notwithstanding any of the above I hereby accept that _____ of _____ (**Broker Code: _____**)

will continue to act in all other respects as the **servicing agent** for the said investment account(s).

This agreement is to remain in full force until revoked by me in writing. Such revocation will not effect any transactions initiated by the said investment management agent before such revocation has become effective.

The undersigned has read and understood the foregoing in its entirety before signing.

Executed by the undersigned at _____ on this _____ day of _____, 200_

Signature of INVESTOR

Witness to signature of Investor

I have read this document and accept the appointment as agent hereby conferred.

Executed by the undersigned in _____ on this _____ day of _____, 200_ .

Signature of PHILIP CRAIB INVESTMENTS CC

Witness to signature of Investment Agent

I(Full names and surname of Broker)
confirm that:

I have established and verified the identity of the client and all associated persons if applicable in accordance with section 21 of the Financial Intelligence Centre Act (38 of 2001), read with the regulations thereto.

Client name:

Client ID Number: Reference Number:.....

Broker code: Brokerage Name:.....

Broker Signature: Date:

FINANCIAL SERVICES BOARD

446 Rigel Avenue South Erasmusrand Pretoria South Africa 0102
PO Box 35655 Menlo Park Pretoria South Africa 0102
Tel (012) 428-8000 Fax (012) 347-0221 E-Mail info@fsb.co.za
Int +27 12 428-8000 Int +27 12 347-0221 Toll free 0800110443



Enquiries: Miss Felicity Mabaso
Our ref: 14/2/11/2/228
Date: 03 March 1998

Direct dialling: 428-8186
Fax: (012) 347-1379

Philip Craib Investments CC
44 Long Street
BREDASDORP
7280

Attention: Mr Philip Craib

Dear Sir

STOCK EXCHANGES CONTROL ACT, 1985, ("SECA") APPROVAL TO ACT AS INVESTMENT MANAGER

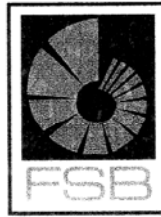
Your application for approval dated 30 January 1998 refers.

1. Philip Craib Investments CC is hereby approved as an investment manager in terms of section 4(1)(a) of the SECA.
2. The record of the authorised representative of Philip Craib Investments CC is as follows:

RECORD OF AUTHORISED REPRESENTATIVES AS AT 03 MARCH 1998	
Stock Exchanges Control Act, 1985	Mr Philip Craib

Yours faithfully


REGISTRAR OF STOCK EXCHANGES



FINANCIAL SERVICES BOARD

LICENCE No. 670

FINANCIAL SERVICES PROVIDER
Financial Advisory and Intermediary Services Act, 2002

It is hereby certified that with effect from 30 September 2004

PHILIP CRAIB INVESTMENTS CC

**IS LICENSED AS A FINANCIAL SERVICES PROVIDER IN TERMS OF SECTION 8 OF THE
FINANCIAL ADVISORY AND INTERMEDIARY SERVICES ACT, 2002 (ACT No. 37 OF 2002)**
subject to the conditions and restrictions set out in the Annexure



.....
REGISTRAR OF FINANCIAL SERVICES PROVIDERS

This document to be displayed in terms of section 8(8)(a) of the Act. The Annexure to be available for the information of clients.

**CERTIFIED A TRUE
COPY OF THE
ORIGINAL**

Lorraine Zeelle
Commissioner of Oaths
EX OFFICIO ADVOCATE R.S.A
C/o Financial Services Board
446 Rigel Avenue South
Erasmusrand - Pretoria

