

LETTER OF INTRODUCTION & DISCLOSURES

In complying with the FAIS legislation, we are required to bring the following information to your attention:

Valem Financial Services CC is an authorised financial services provider, is licenced to render financial services and which accepts responsibility for the activities of their brokers.

A copy of the licence, which contains details of the financial services authorised to provide, as well as any exemptions, are available for inspection on request.

Valem Financial Services CC has written authority to market the products of the following product suppliers:

Risk Products	Investment Products	Health Care	Pension/Provident/Risk Funds
Bidvest Life Discovery Life Liberty Life Momentum Old Mutual PPS Sanlam TSA	Allan Gray Discovery Invest Glacier Liberty Life iTransact Momentum Wealth Old Mutual Wealth Sanlam Sygnia STANLIB	<u>MEDICAL SCHEMES</u> Bonitas Discovery Health Fedhealth Momentum Health <u>GAP COVER</u> Admed Ambledown Stratum Benefits Zestlife	Allan Gray Group Retirement Discovery Group Risk Liberty Corporate Benefits Momentum Funds at Work Old Mutual Employee Benefits Sanlam Employee Benefits TSA Triarc

Valem Financial Services CC employs the following financial planners:

1. Leon Wessels
2. Maurette Wessels

Leon Wessels had been providing financial advice and intermediary services since **SEPT 2002** in the following areas of financial planning: **Death and Disability Planning; Retirement Planning; Investment Planning; Estate Planning, Employee Benefits, Healthcare and Gap Cover.**

Maurette Wessels is a Health Care Broker since **March 2011**.

Neither Valem, nor their brokers hold more than 10% of the shares issued by any product supplier.

Valem Financial Services CC received more than 30% of last year's commission and remuneration from the following product suppliers: Discovery Group, Liberty Group

Valem Financial Services CC is remunerated for financial services by being paid commission from the product supplier. Under certain conditions, **Valem Financial Services CC** will charge the following by mutual agreement:

1	Obtain policy information via Astute	R 100
2	Administrative services and support for Medical Aid, Gap Cover & Financial Advice	R 150 per hour
3	Consultation for all aspects of Financial Planning	R 500 per hour
4	Trustee services as a Trustee of a Trust	R 750 per hour

Valem Financial Services CC does hold Professional Indemnity Insurance in the **amount of R7,5m**.

Compliance with the FAIS Act is monitored by Masthead Distribution Services (Pty) Ltd, a compliance practice approved by the Financial Services Board. Their postal address is PO Box 856, Howard Place, 7450. Their contact numbers are 021 686 3588(t) and 021 686 3589(f)

Valem Financial Services CC is a proud member of the **Masthead Financial Advisors Association**, which provides services such as compliance, practice management and technology support.

This support helps Valem Financial Services CC, in conjunction with their brokers and staff, to provide you with professional services and support. The compliance service ensures that Valem Financial Services CC remains fully compliant with FAIS legislative requirements and therefore that you as customer receive sound financial advice.

Valem Financial Services' brokers may from time to time receive non-cash incentives or indirect consideration from product suppliers, their representatives or other 3rd party persons. A record of these incentives is kept and is available for inspection should you require it.

All information obtained or acquired about you shall remain confidential unless you provide us with written consent to allow **Valem** to share your information, or unless required by Law to disclose such information.

If you are dissatisfied with any aspect of the service and/or advice received, you should address in the first instance your complaint in writing to the undersigned at the above address. A copy of my Complaints Resolution Policy is available on request.

Yours faithfully



Leon Wessels