Fountain Grove Office Park
Cnr Second Road and
William Nicol Drive, Hyde Park
PO Box 2754, Saxonwold, 2132
Tel. 011 502 8810 / 087 353 6992
www.galileocapital.co.za
Registered Financial Services Provider
FSP Licence Number 21239

AN INTRODUCTION TO OUR SERVICES AND FEES

We empower people to make the best decisions so they can live life with peace of mind.

Background

Galileo Capital (Pty) Ltd is an owner-managed financial services provider. We provide objective, personal, life goals orientated advice.

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

Objective advice is our key differentiator

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

What you can expect from us as your advisers

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

What we ask of you

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

Our Fees

Option 1: Wealth Management (Ongoing adviser fee – R5m minimum investment)

Detailed written Investment Plan that we will implement and manage on an ongoing basis

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

Size of assets under our advice	Fee	Fee + VAT
R5m – R10m	1%	1.15%
R10m – R60m	0.5%	0.58%
Assets above R60m	0.3%	0.35%

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

Assets under management	Fee % (incl. VAT)	Annual Fee	Monthly Fee
R5m	1.15%	R57,500	R4,792
R15m	0.96%	R143,750	R11,980
R30m	0.77%	R230,000	R19,167
R80m	0.59%	R471,500	R39,292

Option 2: Investment Plan (once off fee)

Detailed written Investment Plan that is designed for you to manage on your own that we will implement on your behalf.

We charge a flat fee of R 56,390 (including VAT) for an Investment Plan that we will implement on your behalf. The Investment Plan will provide an overall investment strategy designed for your needs as well as detailed recommendations for how your investments should be managed going forward. We will recommend investment companies that will deal directly with you without charging an ongoing advice fee.

Option 3: DIY Investor (Hourly consultation)

We charge R2,270 (including VAT) for hourly consultations with our qualified Financial Planners to discuss a specific personal finance issue that you might have.

Option 4: DIY Investor Plus (R150 000 minimum investment)

As with DIY Investor, we charge R2,270 (including VAT) for an initial consultation to discuss your personal circumstances and ensure this solution is best for you**.** You will then develop your own financial plan using an automated advice platform. We review your plan before implementation and you will receive regular statements and an automated annual progress report. The cost of this platform is 0.25% (excl. VAT). You will receive discounts on future hourly consultations as follows:

Size of assets under our advice	Fee + VAT	Discount on future consultations
R150,000 – R3m	0.29%	20%
R3m – R5m	0.29%	40%

Option 5: Email consultation

We charge R1,535 (including VAT) for an email consultation with one of our qualified Financial Planners to discuss specific financial questions that you may have. This option is suitable if you are not able to take time out from work during business hours, or if you have already met with one of our Financial Planners, and just have additional questions.

Please indicate which of our services you require:

1. Wealth Management (Manage your investments on an ongoing basis)	please initial here
2. Compile and implement an Investment Plan for you that you will manage going forward	please initial here
3. DIY Investor (Hourly consultation)	please initial here
4. DIY Investor Plus (Hourly consultation + Automated advice)	please initial here
5. Email consultation	please initial here