

DISCRETION INTEGRITY INDEPENDENCE TRANSPARENCY



FINTAX
GROUP

ABOUT FINTAX

Fintax was established in 1983 by Anabel Mackie, Chairman of the business. The primary objective for the firm was, and still is, to provide needs-driven, independent financial solutions for our clients.

Fintax prides itself on its high standard of client service which, like the financial solution designed for the client, is tailored to suit his or her needs. The firm has a stable and loyal client base, many of whom have been with the firm for 15 years or longer, reflecting the importance we place on the building of long-term relationships. The Fintax Service extends to all aspects of our clients' financial affairs, if required, and is comparable with a private banking service.

Fintax is a small firm, with very low staff turnover. Each member of our staff is personally committed to delivering an immediate and seamless service at all times. Based on the needs analysis, portfolio recommendations are made, and once accepted these are implemented and checked to ensure accuracy of implementation.

As a result of the sizeable assets under management, Fintax has good relationships with the various product houses locally. In addition, we have established an enviable network of international firms with whom we have close working relationships.

VISION

To provide a personally tailored financial planning service to people we enjoy working with, building long-term relationships or mutual respect and trust with all individuals and firms involved.

STRATEGIC OBJECTIVES

- To provide independent investment and financial planning advice
- To assist high-net-worth individuals and associated entities with financial solutions
- To build long-term relationships with like-minded investors and investment firms
- To be competitive on a global basis
- To give clients access to professionals who are leaders in their specialist financial fields

INVESTMENT PHILOSOPHY

We believe that no one investment manager or firm is able to consistently outperform across all regions and asset classes. As a result, we have adopted a multi-manager, multi-asset class investment approach internationally. We have a global network of investment professionals, and an independent advisory team based in London, who research and advise us on investment opportunities. The successful performance of our client portfolios attest to the importance of this information from the coal face.

Locally, we deal with the top asset management firms who are able to construct solutions to suit individual needs. Private Share Portfolios, focusing on high dividend yield to meet income needs of retired clients, are one such opportunity.

We define risk simply as the tolerance to losing money and, where possible, we look to limit overall portfolio risk through a careful blend of asset classes, including traditional assets such as equities, bonds, property and cash, as well as private equity and hedge funds where appropriate.

We are comfortable working to an absolute return mandate, and are not benchmark driven in our allocation of investments.

SERVICES PROVIDED

Each client solution is different as each individual has different lifestyle considerations that impact his or her requirements

ADVICE - *We advise on all elements of our clients' financial affairs.*

- Local and offshore investments including global private equity
- Private Share Portfolios tailored to individual mandates
- Pre-tax (retirement funding) and post-tax (discretionary) investments
- Estate planning and structuring both on and offshore
- Tax structuring
- Cashflow projections
- Retirement planning

SERVICE - *Our high level of service is one of our key differentiating features*

Once again, this is tailored to suit individual needs. In addition to meetings, performance and income reviews, we provide our clients with consolidated performance reports and handle all contact with the various investment houses on their behalf. We implement all recommendations, once accepted, and check each transaction for accuracy. We ensure that clients receive the necessary tax information from the investment firms.

We conduct fee negotiations on behalf of all our clients, and, where appropriate, we have been able to make special arrangements that benefit our clients. Professionalism, attention to detail and accuracy are key to all our dealings. Our high level of service is one of our key differentiating features.

LONG-TERM RELATIONSHIPS AND THE FINTAX NETWORK

Our general knowledge of tax and law as it applies to our field enables us to advise on general issues. In specialist areas of tax or law, our approach has been to contract in the necessary skills for the challenge at hand.

Fintax has established a network of legal, accounting and tax professionals who are able to assist with specific queries at competitive rates. This network is independent of any investment provider and, therefore, advice given is independent, impartial, and client-specific. Fintax is not paid or incentivised in any way for these referrals.

COSTS

Costs eat into investment returns, especially in a low inflation, low interest rate, low return environment. Our financial solutions are fee-sensitive, and our fee structure is extremely competitive.

The initial consultation is free – it allows us to get an understanding of whether we are able to add any value. Portfolio recommendations always include full details of all costs. Fintax may charge a fee for a detailed analysis and a written report-back and if so, this amount will be agreed to in advance of the work being done. If we are then appointed, this fee will be offset against any fees earned. Alternatively, Fintax will undertake the work on risk, recouping the fee once business has been placed.

We have negotiated competitive fees with the product houses with whom we deal. All fees, rebates, commissions etc. are included in our proposals and are disclosed at all times. We are remunerated by way of salary only, and not by commissions or incentives.

SOCIAL RESPONSIBILITY

Fintax believes powerfully in the importance of education in South Africa and have a dedicated annual budget to cater for this need. Visit www.fintaxgroup.com for more.

INVESTOR PROTECTION

Fintax Consulting Group (Pty) Ltd (trading as Fintax Group) is registered with the Financial Services Board as a Financial Service Provider, License Number FSP642.

The compliance function has been outsourced to Compliance Consulting Compliance Risk Management & Advisory Services, run by Greta Maritz. Greta's legal background and experience in all matters relating to investments, trusts and tax add value to the business. Any complaints must be addressed to Compliance Consulting Compliance Risk Management & Advisory Services, Attention : Greta Maritz, 71 Lurgan Road, Parkview, Johannesburg, 2193, tel 011 486 0729, fax 011 646 1587.

When investing, clients transfer the funds directly into the nominee bank account of the relevant investment firm, and these investments are registered in their names. No transactions can take place without the clients' written authority. Fintax acts as advisor and not principal, meaning that all the products we advise on are administered by external product suppliers. Clients therefore contract with the product providers directly, and will be bound by the terms and conditions on any forms that they sign with product providers. Fintax is independent and deals with most firms. More than 30% of revenue is earned from the FirstRand Group with whom we have negotiated reduced client fees.

Fintax holds professional indemnity insurance as required by the Financial Advisory and Intermediary Services (FAIS) Act of 2002.

In the event of Fintax and Compliance Consulting Compliance Risk Management & Advisory Services not handling a complaint to your satisfaction, you have recourse to the FAIS Ombudsman, Ms. Noluntu Bam, at Eastwood Office Park, Baobab House, Ground Floor, Cnr. Lynwood Road and Jacobson Drive, Lynnwood Ridge, 0081 (P.O. Box 74571, Lynnwood Ridge, 0040) Telephone 012 470 9080/99 or 0860 432 766 sharecall.

PLEASE REMEMBER:

- Never sign a blank or partially completed document.
- Always complete documents in ink.
- Retain copies of records given to you.
- Record any verbal disclosures given to you by a representative, in writing.
- You are under no obligation to accept any advice or disclosures given to you.
- Please ensure that you are satisfied with the advice given to you and that it is suitable before you enter into a mandate with us.
- Any complaints received will be logged, recorded and attended to.

COMPANY DETAILS

Directors

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CONTACT DETAILS

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