

Sanlam Collective Investments: Commission impacts

Agent Code: 00001180

Agent: RAY GOVINDASAMY

NET BASIS (across all clients): R 268.08

Please note: The information below illustrates the potential impact on your commission, when the new business rules are applied.

1. We used your April 2015 Commission data for this exercise.
2. Most of these changes to your commission will take effect from Sanlam Collective Investments' platform migration in August 2015.

Also note:

1. If there is a "YES" under the heading "PSI", you were confirmed as the PSI when the business rules were applied.
2. If you were receiving *Legacy Trailer fees, the future loss of this amount is illustrated.
3. Sanlam Collective Investments will compensate intermediaries who will lose commission of more than R100 per year, on a net basis (across all clients). Eligible intermediaries will receive compensation for one year (Amount: April 2015 impact x 12 months). The compensation will be paid by the end of July 2015. Note: intermediaries that are out of service or not CIS licensed will not be eligible for compensation.
4. Where a positive amount is shown on a net basis across all clients or if the net loss is less than a R100 per year, compensation is not applicable.

***Legacy Trailer fee:**

Where applicable, we are ending the special arrangement to pay trailer fees on the following funds, where trailer fees are not included in the fee structure: Sanlam Asia Pacific Fund of Funds, Sanlam Global Equity Fund A, Sanlam Investments Management Financial Fund, Sanlam Investments Management Resources Fund, Sanlam Investments Management Value Fund, Sanlam India Opportunities Feeder Fund and Sanlam Pan-Europe Fund.

POTENTIAL IMPACT, PER COMMISSION TYPE

INVESTOR CODE	CLIENT NAME	PSI	RECURRING COMMISSION	ADVISORY FEE	TRAILER FEE	LEGACY TRAILER FEE*	APRIL 2015 COMMISSION
44615804	JANSE VAN RENSBURG DANIEL	Yes	R 0.00	R 0.00	R 2.73	R 0.00	R 2.73
44947203	NEWFELDT FELICITY	Yes	R 0.00	R 0.00	R 0.53	R 0.00	R 0.53
45599214	ICHHARAM HARIE	Yes	R 0.00	R 0.00	R 0.00	R -11.12	R -11.12
47091954	NATHOO SAVITA	Yes	R 0.00	R 0.00	R 3.76	R 0.00	R 3.76
47103332	JONES FREDDY	Yes	R 0.90	R 0.00	R 0.00	R 0.00	R 0.90
50187571	KOLL ELRICH	Yes	R 0.00	R 0.00	R 2.28	R 0.00	R 2.28
50295153	FABBRI CELSO	Yes	R 0.00	R 0.00	R 0.00	R -12.35	R -12.35
50295161	THOMPSON EMILY	Yes	R 0.00	R 0.00	R 0.00	R -12.35	R -12.35
50526279	ARNOLD ANDREA	Yes	R 0.00	R 0.00	R 4.61	R 0.00	R 4.61
50770617	GARDNER CONRAD	Yes	R 0.00	R 0.00	R 2.20	R 0.00	R 2.20
50807200	KOLL QUINTON	Yes	R 0.00	R 0.00	R 2.35	R 0.00	R 2.35
50807219	KOLL KEVIN	Yes	R 0.00	R 0.00	R 8.00	R 0.00	R 8.00
50810422	PARIS SIBYL	Yes	R 0.00	R 0.00	R 3.44	R 0.00	R 3.44
50840119	SETI MPUMELELA	Yes	R 0.00	R 0.00	R 0.31	R 0.00	R 0.31
50842154	PINCHES DENVER	Yes	R 0.00	R 0.00	R 1.91	R 0.00	R 1.91
50850092	SALEJIE SHANAZ	Yes	R 0.00	R 0.00	R 5.51	R 0.00	R 5.51
50855760	NTUTU MBUYISELI	Yes	R 0.00	R 0.00	R 3.86	R 0.00	R 3.86
50871227	VAN DER MERWE DALE	Yes	R 0.00	R 0.00	R 4.78	R 0.00	R 4.78
50881737	KEMP HEATHER	Yes	R 0.00	R 0.00	R 0.15	R 0.00	R 0.15
50916310	GOVINDASAMY PURISHLIN	Yes	R 0.00	R 0.00	R 2.47	R 0.00	R 2.47
50929667	PILLAY ANNETTE	Yes	R 0.00	R 0.00	R 8.37	R 0.00	R 8.37