

HOW TO TOP UP YOUR UNITS

1. Complete all the relevant sections in full using BLOCK LETTERS. If you require any assistance in completing this form, please call us on 021 531 5085.
2. Deposit your lump sum top up directly into the bank account set out below. Investors who wish to top up via a once-off direct debit or monthly debit order must complete section C.

ACCOUNT NAME	ACCOUNT NUMBER	BANK NAME	BRANCH NAME	BRANCH CODE
FOORD UNIT TRUSTS LTD	6204 4711 366	FIRST NATIONAL BANK	CAPE TOWN CORPORATE	20-41-09

3. Please fax this Top Up Form together with a copy of the deposit slip to Foord Unit Trusts Limited on 021 531 5086. These documents should then be mailed to Foord Unit Trusts Limited, PO Box 135, Howard Place, 7450.
4. Business cut-off time for receiving all instructions is 14h00.

A. INVESTOR DETAILS

NATURAL PERSONS / LEGAL ENTITY

Name/s / Institution _____ Client No. _____

Identity No. / Registration No. _____ Tel () _____

DETAILS OF SECOND JOINT NAME OR PERSON ACTING ON BEHALF OF AN INVESTOR

Title _____ First Name/s _____ Surname _____

Relationship _____

B. INVESTMENT DETAILS

Subject to the conditions of the relevant Trust Deeds, I hereby apply to purchase units in the following funds, at the ruling prices:

FUND	MINIMUMS	LUMP SUM	MONTHLY	ANNUAL DEBIT ORDER INCREASE* (% or Rand value)	DISTRIBUTIONS** (X to action)		ACCOUNT NO.
					Pay out	Reinvest	
Foord Flexible	R 1 000	R	R				
Foord Balanced	R 1 000	R	R				
Foord Equity	R 1 000	R	R				
Foord International	R 1 000	R	R				
TOTAL		R	R				

* This facility allows you to automatically increase your investment amount by a set percentage or rand amount on each anniversary date.

** Should you elect to have your February and August distributions paid out, they will be paid into the bank account specified in section C. All distributions below R1 000 will automatically be re-invested.

PAYMENT METHOD Electronic Transfer Cheque Deposit Monthly Debit Order Once-Off Direct Debit

MONTHLY DEBIT ORDER (fund minimums apply) Debit order date _____ Commencing month _____
Please allow at least 3 days notice

SOURCE OF INVESTMENT FUNDS Savings / inheritance / bonus / other (please specify): _____

C. CHANGE OF INVESTOR BANK ACCOUNT DETAILS

This section need only be completed if your bank account details have changed since you submitted your initial investment application form.

Name/s of account holder/s _____

Bank _____ Branch _____

Branch code _____ Account No. _____

Signature _____ (only if third party bank account holder is authorising the payment)

Account type: Current Transmission Savings

- NOTES:
- If your bank account details have changed, a cancelled cheque or recent bank statement must accompany this form.
 - If the bank account holder is a third party, we require a copy of that person's Identity Document and specimen signature.
 - No payments will be made into credit card or post office accounts.
 - No payments will be made to third parties.
 - No payments will be made by cheque.

D. FINANCIAL SERVICES PROVIDER (FSP) DETAILS AND DECLARATION

This section should only be completed by Financial Services Providers (FSPs) registered with Foord when advice relating to this investment has been supplied to the client.

FSP name (natural person) _____

FSP institution name _____ Foord Code _____

VAT vendor status: Registered Not Registered

I declare that:

- I have made the disclosure required in terms of the Financial Advisory and Intermediary Services Act 37 of 2002 (FAIS) and subordinate legislation thereto, to the investor/s.
- I have fully explained the meaning and implications of replacement (if applicable) to the investor/s and that I am fully aware of the possible detrimental consequences of replacement.
- I have established and verified the identity of the investor/s (and persons acting on behalf of the investor) in accordance with the Financial Intelligence Centre Act 38 of 2001 (FICA) and the regulations thereto, and I will keep records of such identification and verification according to the provisions of FICA.
- I have explained all fees that relate to this investment to the investor/s and I understand and accept that the investor/s may withdraw his / her authority for payment to me in writing to Foord.

Signed at _____ Date _____

Signature of the Financial Services Provider _____

E. COMPLIANCE AND COMPLAINTS

Compliance

Please do not hesitate to contact us if you not satisfied with the service received from Foord. A complaint must be submitted to the Compliance Officer at the contact address set out below. Foord will acknowledge the complaint in writing and will inform the investor of the contact details of the persons involved in the resolution thereof.

PO Box 135, Howard Place, Pinelands, 7450 | Tel: 021 531 5085 | Fax: 021 531 5086 | Email: unittrusts@foord.co.za

Complaints

If an investor is not satisfied with the response from Foord Unit Trusts or if an investor has a complaint about the advice given by the Financial Advisor, he/she has the right to address his/her complaint in writing to the Ombud for Financial Services Providers at the address below.

PO Box 74571, Lynwood Ridge, 0040 | Tel: 012 470 9080 | Fax: 012 348 3447 | Email: info@faisombud.co.za

The Ombud is legally empowered to investigate and adjudicate complaints in a procedurally fair, economical and expeditious manner.

F. INVESTOR DECLARATION

All information in this application form, and in all documents that have been or will be signed by me in connection with this investment, whether in my handwriting or not, are accurate and complete and form the basis of this agreement.

I warrant that I have full power and authority to enter into and conclude this contract, with the necessary assistance where such assistance is a legal requirement.

I have read and fully understood all the pages of the initial and this application form and agree to the terms and conditions of this investment. I am aware of the charges and fees, the total expense ratio, investment objectives, risk factors and income distributions applicable to my investment as set out in this form and in other documentation provided to me. I know that there are no guarantees on my investment capital and that this product offers no cooling-off rights.

I authorise Foord to:

- accept instructions by facsimile and hereby waive any claim that I may have against Foord and indemnify Foord against any loss incurred as a result of Foord receiving and/or acting upon such facsimile;
- debit the specified bank account with the monthly amount / lump sum specified, if applicable.

Name _____ Date _____

Signature _____

	FOORD FLEXIBLE FUND OF FUNDS	FOORD BALANCED FUND	FOORD EQUITY FUND	FOORD INTERNATIONAL FEEDER FUND
Initial, exit and switching fees	0.0%	0.0%	0.0%	0.0%
Minimum fee	0.57% (0.5% plus VAT)	0.57% (0.5% plus VAT)	0.57% (0.5% plus VAT)	0.40% (0.35% plus VAT). A 1.35% fee is levied in the Foord International Trust.
Maximum fee	Uncapped	Uncapped	Uncapped	0.40% (0.35% plus VAT) A 1.35% fee is levied in the Foord International Trust.
Fee at benchmark	1.14% (1.0% plus VAT)	1.14% (1.0% plus VAT)	1.14% (1.0% plus VAT)	Not applicable.
Performance fee sharing rate	10%	10%	15%	Not applicable.
Benchmark	CPIX plus 5% per annum	Market value weighted average total return of the Domestic - Asset Allocation - Prudential Variable Equity unit trust sector, exd Foord Balanced Fund.	Total return of the FTSE/JSE All Share Index.	The ZAR equivalent of the MSCI World Equities Index.
Total Expense Ratio (TER)	The total expense ratio of a portfolio, which is set out in the latest Fund Fact Sheet, is a measure of the portfolio's annual operating costs expressed as a percentage of the daily average value of the portfolio. A higher TER does not necessarily imply a good return. The current TER is not an indication of future TERs.			
Mandate Restrictions	None - the fund is unconstrained	Maximum equity exposure of 75%. Maximum offshore exposure of 25%. Complies with pension fund investment regulations.	Minimum equity exposure of 75%.	Invests in the Foord International Trust.
Income Distributions	End-February and end-August each year	End-February and end-August each year	End-February and end-August each year	End-February and end-August each year, although distribution is unlikely (see below)
Income Characteristics	Low to medium income yield depending on the asset allocation. The income yield is affected by the level of performance fees accrued.	Typically double that of the FTSE/JSE All Share Index dividend yield. The income yield is affected by the level of performance fees accrued.	Low income yield, typically similar to FTSE/JSE All Share Index dividend yield. The income yield is affected by the level of performance fees accrued.	Marginal to zero income yield as the Foord International Trust is a roll up fund and does not distribute its income.
Portfolio Orientation	Exploiting the benefits of global diversification, the portfolio continually reflects Foord's prevailing best investment view on all available asset classes in South Africa and around the world.	Typically a medium to high weighting in JSE shares, and includes exposure to bonds and money market instruments, listed property and foreign assets.	Fully invested equity portfolio of JSE shares that present compelling long-term investment value.	Fully invested in the Foord International Trust allowing South African investors to diversify investment risk and hedge against ZAR depreciation.
Risk of Loss	High in periods less than 6 months. Low in periods greater than 1 year.	High in periods shorter than 6 months. Low in periods greater than 1 year.	High in periods less than 1 year. Low in periods greater than 3 years.	Low in periods greater than 1 year. The rand dollar exchange rate adds volatility over the short-term.
Return Objective	To achieve a 5% real return over rolling 3 year periods.	To exceed the return of the Benchmark, over rolling 3 year periods.	To exceed the return of the FTSE/JSE all share index, over rolling 3 year periods.	To exceed the return of the MSCI World Equities Index in rand terms.
Suitable Investors	Investors with a moderate risk profile who require long-term inflation beating total returns, but who do not require a high income yield. It is appropriate for investors seeking a balanced exposure to domestic and foreign assets, according to Foord's best investment view.	Pension funds, pension fund members, holders of contractual savings products, medium-term investors and those investors who require the asset allocation decision to be made for them, within prudential investment guidelines.	Those requiring long-term capital growth and who are able to withstand investment volatility in the short- to medium-term.	Those seeking diversification into a conservatively managed offshore portfolio and those who seek a hedge against ZAR depreciation.
Fund Manager/s	Dave Foord	Dave Foord, Dane Schrauwen & William Fraser	Dave Foord, Dane Schrauwen & Nicholas Balkin	Dave Foord