

FAIRBAIRN CONSULT

WEALTH CREATION AND PROTECTION



JANUARY
2026

ADVISORS & PLANNERS

VALUE PROPOSITION

Fairbairn Consult (FC) is a licensed Financial Services Provider (FSP 9328) and a member of the Old Mutual Group. We are a firm of registered financial advisors, committed to Treating Advisors Fairly. Our model enables you to run and grow your practice without the hassle of your own FSP licence.

This document sets out our value proposition to financial advisors and planners (for simplicity we only refer to advisors). It is updated regularly as the proposition evolves; the latest version will always be available on our website www.fairbairnconsult.co.za

Terms and conditions apply.

OUR ETHOS

We're an advisor-centric business

Every business must choose who they put at the centre of what they do. In FC, we understand our responsibilities to the clients and shareholders, but we choose to focus on our advisors.

Umbrella for IFAs

Legally we are a corporate brokerage, but philosophically we see the business as an "umbrella for IFAs". This means that our advisors make many of the choices that impact their practices, including determining their own "house views" on lines of business, product providers and levels of production.

Treating Advisors Fairly

We believe in fairness, which means that everyone gets the same great deal. Key to this is that, with specific exceptions, we do not have restraints of trade, and our advisors can freely leave with their clients.

Simplicity and Transparency

Our proposition is straightforward - what you see is what you get. Complex models are only needed if you have something to hide.

We have one value proposition, with one remuneration model, which applies to everyone. We don't have any "fine print" or secret terms and conditions.

Supported but not managed

Our model is to support advisors rather than manage them. This means that we're always available to assist, but you will never have to attend management or sales meetings.

Choice

Our model is specifically designed to allow you to run your own practice, where you make all the decisions around staff, premises, business hours, leave etc. To enable proper unbiased advice, our advisors have the choice of over 120 product providers, with no house views that restrict this.

Community rather than conformity

While we give you freedom to run your practice, we understand that it can be a lonely world. As a result, we create a community where you can engage others as often as you choose.



OUR VALUES

Different situations require different values. So rather than a list of a few words, we've created a word cloud that describes our values holistically. If this resonates with you, then FC is the right business for you.



OPTIONS WHEN JOINING FC

Before contracting, all advisors who want to join us go through a screening and vetting process. Once that is complete, you have several options to join FC:

- Join as an individual advisor
- Create your own small practice of 2 - 3 advisors
- Join one of our existing small practices
- Create your own Franchise with a minimum of 3 other advisors
- Join one of our existing Franchises
- Join Fairbairn Consult Financial Planning as a salaried financial planner

You can move between these options at any time.

FEES FOR INDIVIDUAL ADVISORS & SMALL PRACTICES

You have the option of contracting with Fairbairn Consult in your name or via a company. Individual advisors are paid 100% of commission / advice fees less the fixed and variable fees payable to Fairbairn Consult. Where two or more advisors work in a small practice, each advisor's remuneration is calculated and paid separately, and the fixed fee payable to Fairbairn Consult is reduced accordingly.

Variable fee

The variable fee is based on your **total income** and applies to all commission/fees regardless of when the products was sold, or the services was rendered. This includes:

- 1st and 2nd year commission
- Ongoing commission
- Premium updates
- Upfront advice fees
- Ongoing advice/trail fees
- Upfront and ongoing financial planning fees.

All commissions and fees are aggregated, and the following variable fee is calculated for each advisor.



Monthly fixed fees adjusted annually and are currently scaled as follows:



**1 Advisor = R6 500 excl. VAT
(R7 475 incl. VAT)**



**2 Advisors = R5 900 excl. VAT
(R6 785 incl. VAT) each**



**3 Advisors or more = R5 300 excl. VAT
(R6 095 incl. VAT) each**

FEES FOR FRANCHISES

To create a franchise **four or more advisors** join a company from which they operate. The owner/manager of the company **does not need to be a key individual or an advisor**, and there are no restrictions on company ownership. However, it is important to assess whether the company is classified as a PSP by SARS.

While the owner/manager is responsible for recruiting advisors into the franchise, the vetting and mandating of advisors onto the Fairbairn Consult FSP is at the sole discretion of Fairbairn Consult.

How franchise fees are calculated

Franchise fees differ from individual advisor fees because the **total commission/fees for all advisors in the franchise are aggregated** before the fixed and variable fees payable to Fairbairn Consult are deducted.

Monthly fixed fees are adjusted annually and are currently as follows:

- For franchises with 4-10 advisors, the monthly fixed fee is R5 300 excl. VAT (R6 095 incl. VAT) per advisor.
- For franchises with more than 10 advisors, the monthly fixed fee is R4 200 excl. VAT (R4 830 incl. VAT) per advisor.

Variable fee

The franchise variable fee is **5% of the aggregated total commission/fees** for all advisors in the franchise. Please note that the aggregated total is **net of all credits and debits**, and includes amounts relating to both current and former advisors in the franchise.

Fee caps

The same fee caps that apply to individual advisors also apply within franchises:

- If an advisor's total annual income **exceeds R3 million**, their **fixed monthly fee reduces to zero**.
- The combined **fixed + variable fee** is capped at **R300 000 per year** for each advisor.

Payments to the franchise

We make **two lump-sum payments** to the franchise each month. The franchise has full discretion over how amounts are split between the individual advisors in the franchise. Fairbairn Consult will provide the franchise manager with the individual commission/fee accounts for each advisor to support this process.

WHAT'S INCLUDED IN OUR MONTHLY FEES

- Advice Council
- AdviceTech
- Annual conference
- Anti-money laundering client screening
- Astute usage
- Certain Succession Plan (CSP)
- Client referrals for ST, medical schemes and EB
- Commission management
- Compliance monitoring
- CPD
- Extra Mile Club
- FC branding
- FIA membership
- Gravitas Tax simulations
- Key Individual (KI) services
- Microsoft 365
- Old Mutual IFA Association membership
- PI Cover
- Product Provider contracts and codes
- Product information
- ProfileMe
- Succession planning
- Website
- Welcome pack
- WhatsApp Groups

Advice Council

All FC advisors can choose to refer complex matters to our Advice Council for a second opinion. This is completely optional, and it is intended to give you confidence that you are giving your clients the correct advice.

AdviceTech

Your fixed fee covers your AdviceTech license and one other for your assistant. Additional licenses can be purchased if required.

Annual conference

All advisors in good standing attend our annual conference that is held in a different location each year. FC covers the cost of the entire event (i.e your travel, accommodation, meals while conferencing and conference fees). The conference is for our advisors and franchise owners/managers only.



Anti-Money Laundering client screening

We use Beeswax to screen and risk rate clients. You are required to do this for all clients, in addition to completing the RMCP questions.

Astute usage

You get unlimited access to Astute to obtain your clients' policy information.

Certain Succession Plan (CSP)

All FC advisors can create their own succession plan. In addition, our advisors can sign up for the CSP where we will pay you or your beneficiaries 20% of the future income from your clients if you exit the industry through retirement, ill-health, disability or death.

Client referrals for ST, medical scheme and EB

You have the option of doing all lines of business on our CAT I license (subject to accreditations etc). Should you choose not to do short-term insurance, medical schemes or employee benefits, you have the option to refer clients to specialists within FC. Those specialists will do all the relevant work, and they will respect that the clients are yours. You will receive 30% of all commission as a referral fee.

Commission management

We manage all commission and advice fees for you. The fees and commission from all product providers are paid to FC where they are aggregated and paid to you twice monthly. You will be given detailed commission statements with each payment. Where applicable, you will need to register for VAT, and amounts paid by FC will have VAT added.

Compliance monitoring

We use Masthead for compliance monitoring. Your compliance officer will meet with you quarterly to check that everything is in order. Where required, you will need to implement the appropriate remedial action.

Complaints resolution

All client complaints are directed to our Chief Operating Officer, who investigates each matter and assists the advisors throughout the process. Where relevant, we will engage all regulatory bodies on your behalf.

CPD

All advisors are required to have a CPD plan and to complete each CPD cycle - both in terms of FAIS and any professional bodies such as the FPI. CPD points are available for free through the Old Mutual IFA Association, the FC conference, the FIA, FAIS Exchange and from various product providers.

Extra Mile Club

This is our advisor recognition programme. It is not a product competition, instead, it rewards advisors for running strong, professional practices. Advisors who meet and exceed the required standards are recognized at our annual conference and receive a range of exclusive benefits.





FC branding

You can make use of the FC logo and icon, however all marketing and advertising must adhere to the marketing guidelines, and must be signed-off by a KI as per FAIS regulations.

Financial Intermediary Association (FIA) membership

We are a corporate member of the FIA and all our advisors are members. You will be invited to a range of events from your local FIA branch.

Gravitas Tax simulations

We have a corporate agreement with Gravitas Tax, providing all our advisors access to their advanced Fintech platform. This tool allows you to accurately simulate tax directives for your clients by directly linking to SARS.

Key Individual (KI) services

We have KIs for all lines of business on a CAT I license.

Microsoft 365

You and your assistant each receive a full Microsoft 365 license. This gives you access to all Office applications, including Word, Outlook, Excel, Teams, OneDrive, and more, both online and on your desktop.

Old Mutual (OM) IFA Association membership

The OM IFA Association hosts bi-weekly sessions and quarterly roundtables on a wide range of topics.

Professional Indemnity (PI) Cover

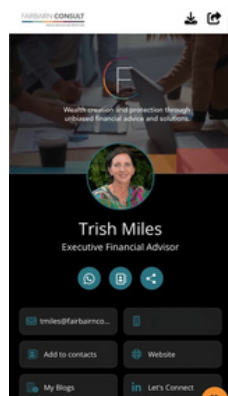
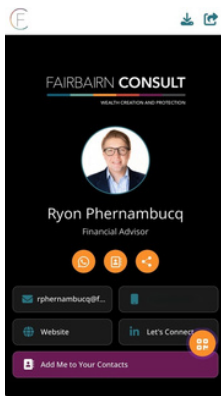
We provide full PI Cover under the OM Group PI policy, so you are not required to obtain your own PI cover. However, this does not extend to reckless or negligent behaviour, and we may recover any losses resulting from such actions.

Product Provider contracts and codes

We hold contracts with a wide range of product providers across investments, Life, short-term, health, fiduciary, gap cover, banking-related, employee benefits and group schemes. Simply let us know which provider codes you require, and we'll arrange them for you.

Product Information

We know that researching every product on the market can be time-consuming. To help you make informed decisions, we offer optional Friday morning sessions where different providers present their products in detail.



ProfileMe

A digital business card and mini website that you can easily share via WhatsApp, SMS, email, and more. It provides key information about you and your practice, helping you make a strong first impression. All our advisors receive a free Light version for 24 months, with the option to upgrade to the Premium version at any time to access additional features.

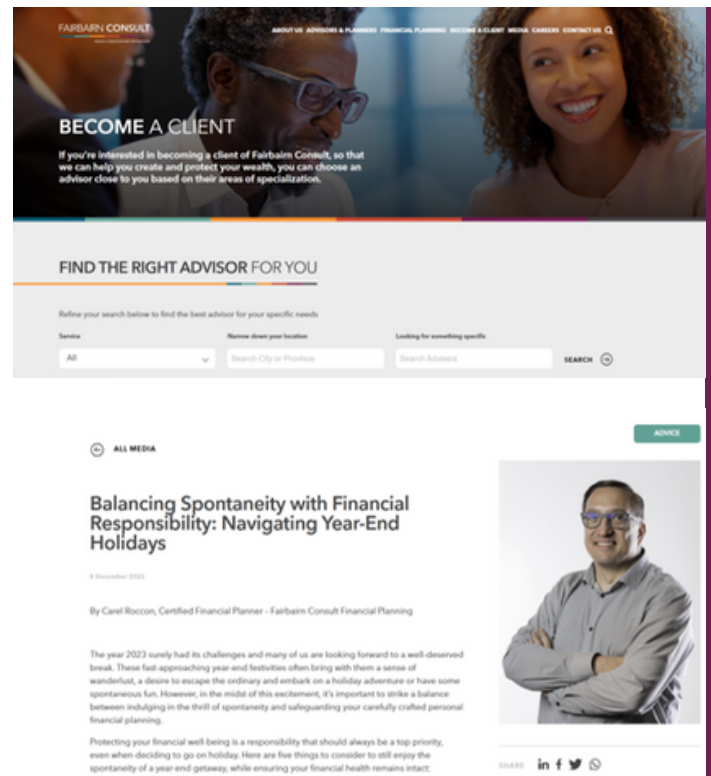
Succession planning

We will help you develop a comprehensive succession plan that addresses both your business continuity (your “drop-dead” plan) and your retirement strategy. If you do not yet have a successor, or if you would like additional peace of mind, please refer to the Certain Succession Plan outlined above.

Website

Our website continues to evolve as our business grows. The latest version includes information about our company, a media page featuring articles and videos, and a dedicated page where prospective clients can find an advisor.

All advisors can showcase their profiles, including a photo and bio. You can also enhance your presence by contributing articles, which we will feature on the media page and share across our social media channels.



Welcome pack

All new advisors joining us for the first time receive a Welcome pack, which includes a laptop bag and a selection of branded items.

WhatsApp Groups

We have different WhatsApp Groups for our advisors (e.g Investments, Short term, Compliance etc) where you can ask your colleagues for advice. And you almost always get an answer straight away.

SPECIAL DISCOUNTS FOR FAIRBAIN CONSULT ADVISORS

- Experia Solutions
- FC Store
- Masthead Learning Centre
- Old Mutual Wealth partnership programme
- ProfileMe Premium
- Seed Analytics

Experia Solutions - virtual assistant

Experia Solutions offers affordable virtual assistance for FAIS-related aspects of your practice, including capturing information into AdviceTech and maintaining your Business Registers. They understand our business processes and AdviceTech configuration, helping you streamline compliance and improve efficiency in your practice.

FC Store

The FC Store offers a wide range of branded items that you can purchase for your office or clients. This includes merchandise such as cups, golf shirts, and banners, as well as practical items for your practice, such as client folders, calendars, and pens.

Masthead Learning Centre

All our advisors get discounted rates from Masthead to gain access to their CPD content and to use their CPD tracking system.

Old Mutual Wealth partnership programme

The programme includes integrated

wealth planning, business management solutions, streamlined investment solutions, and dedicated financial planning and business coaches. Our advisors who join this programme receive a 40% discount.

ProfileMe Premium (full version)

You can upgrade to the full version at any time to enjoy all the features of this award-winning platform.

Seed Analytics - investment portfolio statements

Advisors who focus on investments can get consolidated monthly portfolio statements for each of their clients, regardless of whether the assets are on a LISP or directly with an investment company. In addition to showing each investment individually, the statements also provide a consolidated portfolio view in terms of return and asset allocation. Advisors who subscribe to this service save significant time and differentiate themselves by providing the client with a single view of their portfolio.

ITEMS FOR YOUR ACCOUNT

The following items are not included in our fees and are for your account. The extent to which you wish to use or acquire these is entirely yours and these items are only listed here to avoid confusion about who pays for them:

- Office staff such as administration and support staff, paraplanners, sales management etc
- Infrastructure such as premises and office equipment
- Employee benefits such as retirement funding, group life cover, medical aid, etc
- Additional AdviceTech licenses
- Additional Microsoft licenses

WANT MORE INFO? CONTACT US

Visit fairbairnconsult.co.za or email info@fairbairnconsult.co.za



Guy Holwill
Chief Executive Officer

T: 082 294 0899

E: guy@fairbairnconsult.co.za



Zeyn Ally
Chief Operating Officer

T: 078 248 7182

E: zeyn@fairbairnconsult.co.za