



MTN Zakhele Futhi (RF) Limited

Shareholder Education – September to October 2019



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Section 2: MTN Zakhele Futhi Facilitated Trading Process

Etiquette

- The duration of the presentation is 90 minutes
- Directions to the toilets
- Switch off cell phones
- Respect one another; one person to speak at a time
- Question and answer session will be at the end



Shareholder Education

Overview of MTN Zakhele Futhi



- MTN Group Limited (MTN) launched its new Broad-Based Black Economic Empowerment (BBBEE) share scheme called MTN Zakhele Futhi (MTNZF) as its current BBBEE scheme on 24 November 2016.
- The sole purpose of MTNZF is to hold shares in MTN. MTNZF currently holds approximately 4% equity ownership in MTN.
- In 2016, MTNZF shares were offered at R20 per share, with a minimum investment of 100 shares being required.
- MTN Zakhele shareholders were offered to: (i) reinvest a minimum of 50 MTN Zakhele shares into the new BBBEE share scheme; (ii) receive cash in respect of their MTN Zakhele shares; or (iii) receive MTN shares.
- The shares were not fully subscribed, hence, MTN purchased about 27.9 million shares in MTNZF.
- On 25 November 2019, MTNZF intends to list on the JSE – ultimately allowing MTNZF shareholders to trade their MTNZF shares.

The restrictions on the MTN Zakhele Futhi shares



- The empowerment period for MTNZF is eight years.
- Shareholders could not sell or dispose of their MTNZF shares during the first 3 years of the empowerment period which ends on 24 November 2019.
- Shareholders cannot encumber or pledge (e.g. use for security) their MTNZF shares during the eight year empowerment period.
- Restricted trading is allowed during the 4th to 8th year of the empowerment period when the MTNZF ordinary shares will be listed on the JSE (i.e. from 25 November 2019 to 25 November 2024). Such sales or disposals may only be to eligible and BEE verified MTNZF shareholders.

What are shares?



- **Ownership of shares** means you own shares in a company (i.e. and ownership interest). Dividend rights allow you, as a shareholder, to share in the profits of the company to the extent that such profits are **declared as dividends**. Shares can also attract capital growth over the long term.
- The **value of dividends** you may receive will be determined by:
 - i) the dividend rights attaching to your shares, if any; and
 - ii) the number of shares you hold.
- Before companies can issue shares to you, they will prepare a **prospectus** (as was issued in 2016 during the offer period) / pre-listing statement, which is an invitation to subscribe for shares. It is a formal legal document which is required by law to provide details about an investment offering for sale to the public. It should contain the facts that an investor needs to make an **informed investment decision**.
- A **pre-listing statement** will also be issued by MTNZF in respect of the listing of the MTNZF ordinary shares on the JSE.

What influences share prices?



Shares do not offer guarantees

- When you invest in shares your **capital is not guaranteed**. For example, if you buy shares to the value of R6 000, your capital is not protected and therefore it is not guaranteed that you will receive this R6 000. All investments have a certain element of risk.
- Shares do not offer guarantees because they are risky by nature, remember **share prices move up and down** daily due to the following factors:
 - Market forces;
 - Company performance;
 - Political factors; and
 - Economic factors

What influences share prices?



| Market forces | Company performance | Political factors | Economic factors |
|--|--|--|--|
| <p>Market forces of demand and supply will influence the share price positively or negatively. If demand is high for shares, then share prices will increase because many people want to buy such shares. However, if people do not want to buy these shares, the share price will drop because there is no demand which will lead to an excess supply of the shares.</p> | <p>Company performance should increase the share price. If the organisation is well managed, it will result in increased profits and may ultimately influence the share price positively. If the company management is poor and the company incurs losses or profits are low, then the share price may react negatively and decrease.</p> | <p>Political factors such as labour unrest or strikes, corruption and poor leadership of a country will affect the share price negatively. However, when there is political stability through fair elections and good governance by the government this will attract investments to South Africa and share prices may increase.</p> | <p>Economic factors such as high unemployment, poor economic growth, high rates of inflation may decrease share prices because productivity will be low and therefore our economy will not grow as a result. However, when businesses grow and employ people, the economy will also grow which may increase share prices.</p> |

What is Net Asset Value?



Net Asset Value is the value of a company's assets less its liabilities. This number is then divided by the number of shares in issue (in the case of MTNZF this is 123 416 818) to obtain a net asset value per share.

Movements in the MTN share price, together with the level of debt, will have a direct impact on the Net Asset Value of MTNZF.

| | 30 June 2019 | 31 Dec 2018 | 31 Dec 2017 | 31 Dec 2016 |
|-----------------|--------------|-------------|-------------|-------------|
| Net Asset Value | R27.88 | R32.61 | R37.59 | R32.61 |
| MTN Share Price | R106.75 | R89.00 | R136.60 | R129.17 |

Shareholders are however reminded that a market price for the MTNZF ordinary shares can only be determined once trading on the JSE begins.

Trading MTN Zakhele Futhi shares



- All MTNZF shareholders are required to have a share trading account with a JSE registered broker in order to trade their shares (retain, buy additional or sell).
- MTNZF shareholders have the option of electing to use the facilitated or independent trading processes.

| Facilitated Trading Process | Independent Trading Process |
|---|---|
| The Facilitated Trading Process allows MTNZF shareholders to use Nedbank Private Wealth, the appointed Trading and Custody Entity, to provide trading and custody services in respect of their MTNZF shares | The Independent Trading Process allows MTNZF shareholders to elect their own Trading and Custody Entity, to provide trading and custody services in respect of their MTNZF shares. |
| The costs of this option to shareholders are partially subsidised by MTNZF. MTNZF will pay for the monthly custody fees while the MTNZF shareholder is required to pay brokerage fees (at an agreed rate) | The costs of this option to shareholders is not subsidised by MTNZF. The MTNZF shareholder will pay for the monthly custody and brokerage fees. |

Trading MTN Zakhele Futhi shares



- All MTNZF shareholders are required to be BEE Verified shareholders in order to trade their MTNZF shares.
- In order to be considered a BEE Verified shareholder, all shareholders (new and existing) must:

| Facilitated Trading Process | Independent Trading Process |
|--|---|
| - Be eligible in terms of the scheme rules | - Be eligible in terms of the scheme rules |
| - Agree to the MTNZF Facilitated Trading Process Verification Terms & Conditions | - Agree to the MTNZF Independent Trading Process Verification Terms & Conditions |
| - Agree to the NPW Trading & Custody Mandate | - Complete and agree to the terms and conditions in the BEE Contact |
| | - Complete a "Share Transfer Form" (only applicable to existing MTNZF shareholders) |

- All existing shareholders are initially considered to be eligible shareholders (unless notified to the contrary).
- Nedbank, acting through its Share Scheme Administration business unit, has been appointed as the BEE Verification Agent.

Facilitated Trading Process



- MTNZF has appointed Nedbank Private Wealth (“NPW”) as the trading and custody entity (Facilitated Trading Process).
- MTNZF shareholders are however able to appoint their own independent broker and custody entity if they wish (Independent Trading Process).
- NPW offers MTNZF shareholders a secure online share trading system and telephonic services
- MTNZF will pay the monthly custody fees of all MTNZF shareholders electing to use NPW
- Both the buyer and seller of MTNZF shares are required to pay a brokerage fee of 0.5% (plus VAT) of their matched value.

Facilitated Trading Process – cost to the MTNZF shareholder (Buyer)



Example:

If you buy 500 MTNZF shares @R50 per share from a seller:

| | | |
|-------------------------|----------------------------|-------------------|
| Value of transaction | 500 shares x R50 per share | R25 000.00 |
| Transaction fee | 0.5% | R125.00 |
| VAT on transaction fee | 15% of R125 | R18.75 |
| Securities Transfer Tax | 0.25% x R25 000 | R62.50 |
| Total costs | | R25 206.25 |

Facilitated Trading Process – cost to the MTNZF shareholder (Seller)



Example:

If you sell 500 MTNZF shares @R50 per share to a buyer:

| | | |
|------------------------|----------------------------|-------------------|
| Value of transaction | 500 shares x R50 per share | R25 000.00 |
| Transaction fee | 0.5% | (R125.00) |
| VAT on transaction fee | 15% of R125 | (R18.75) |
| Total proceeds | | R24 856.25 |

Independent Trading Process



- If a shareholder chooses the MTNZF Independent Trading Process, that shareholder may use their own stockbroker and custodian to hold, buy or sell MTNZF shares.
- Shareholders who choose to use the Independent Trading Process must complete and sign the forms which are available on the website (including the BEE Contract and the Independent Trading Process Verification Terms and Conditions) and check the trading and custody fees with their stockbroker.
- Existing shareholders wishing to use the MTNZF Independent Trading Process must complete and sign a Share Transfer Form (available on the website) to move their MTNZF shares to their elected broker. In addition, the shareholder must complete all the necessary forms for this process including the BEE Contract and the Independent Trading Process Verification Terms and Conditions (available on the website).



MTN Zakhele Futhi Facilitated Trading Process

MTN Zakhele Futhi Facilitated Trading Process

Restricted trading of MTN Zakhele Futhi shares will start on 25 November 2019 and expire on 25 November 2024. During this five year period trading of MTN Zakhele Futhi shares listed on the Johannesburg Stock Exchange (“JSE”) will take place between eligible MTN Zakhele Futhi shareholders.



MTN Zakhele Futhi Facilitated Trading Process – Existing Shareholders

Registering your account



All existing MTNZF shareholders are required to register an account with Nedbank Private Wealth in order to use the **Facilitated Trading Process**. This will allow you to:

- View the number of MTNZF shares held and their market value
- Sell your MTNZF shares
- Buy additional MTNZF shares

Only individual shareholders (who are not minors) can complete the registration process online. Minors and groups are required to complete a manual registration process accessible on <https://www.mtnzakhelefuthi.co.za>

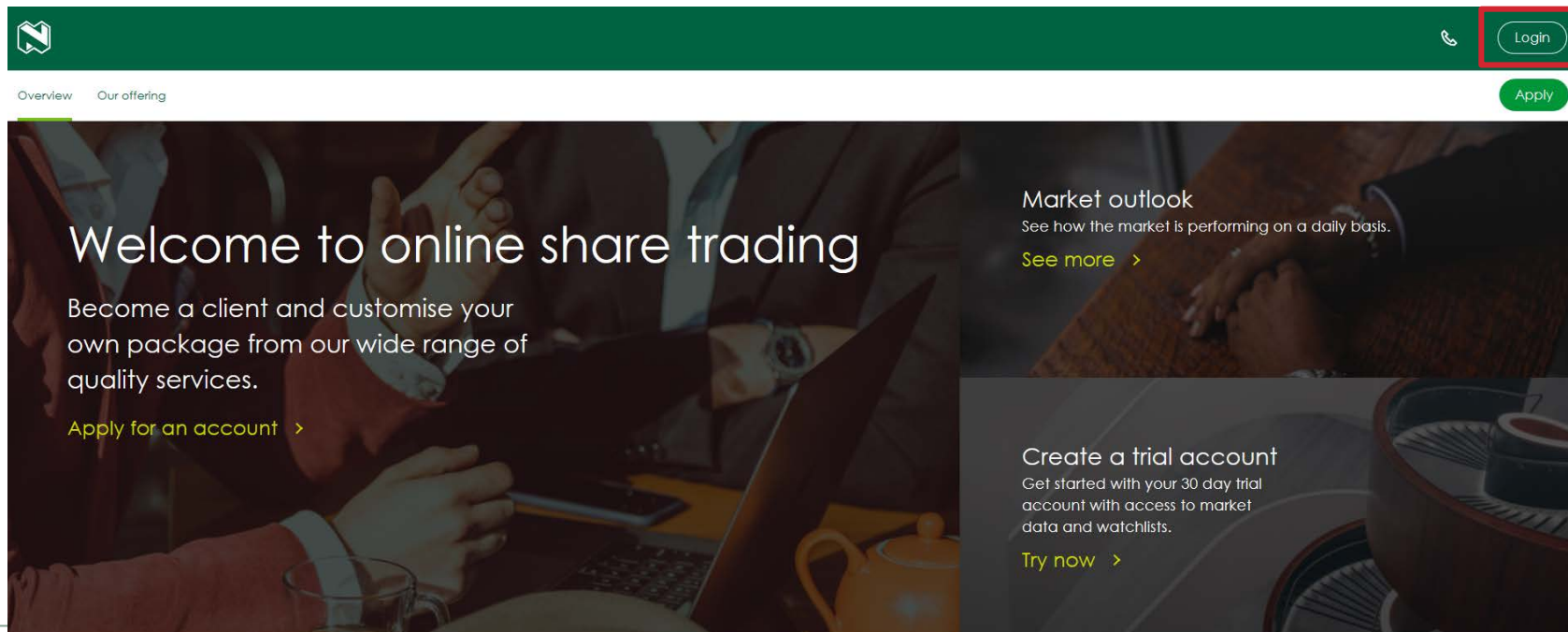
Individual shareholders not wishing to utilise the online registration process are also able to complete this process manually.

Existing shareholders wishing to use the **Independent Trading Process** can follow the relevant instructions on the MTNZF website.

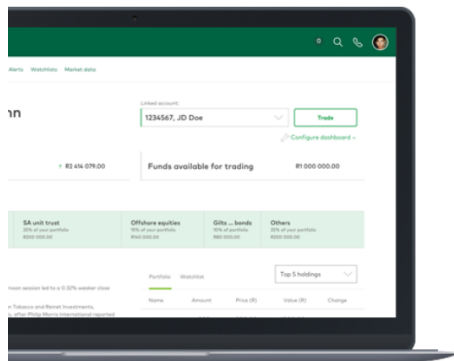
How to register your account?

Shareholders can log onto the NPW website using the following mechanisms:

- Following the link available on the MTNZF website
- Logging onto the following URL <https://onlinesharetrading.nedbank.co.za/>



After clicking on “**Log in**” the following screen will be presented:



Experience our new online share trading.



This enhanced trading experience is packed with access to many different shares and markets where investors can manage their own share portfolios and execute real-time share transactions.

Log in with Nedbank ID.

Username

qavunaro1

Password

••••••••

[Forgot your details?](#)

[Need some assistance?](#)

Log in

If you don't have a Nedbank ID, [register here](#)

A Nedbank ID is required to be created in order to log into your account. A step-by-step guide on how to create a Nedbank ID is available on the MTNZF website.

It is important to never share your Nedbank ID username or password with anyone. This information will never be requested when dealing with MTNZF Shareholder Services.



Once logged in:



Access for a MTN Zakhele Futhi account

Before you start

We have picked up that this access request is for a MTN Zakhele Futhi account.

Please note that to gain access to this account you will first need to:

- Confirm the personal details we have for you.
- Accept the MTN Zakhele Futhi terms and conditions.
- Accept the Nedbank Private Wealth trading and custody mandate.

Next

Access for a MTN Zakhele Futhi account

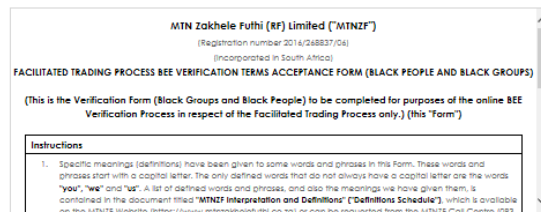
The details in the fields below are the details that we currently have for you.
If these are not your details, then please contact MTN Zakhele Futhi Shared Services
on either 083 900 6863 or SSA-ZakheleFuthi@Nedbank.co.za for assistance.

Full names
LINDIWE

Surname
NKOSI

ID number
7901200467084

To gain access to this MTN Zakhele Futhi account you first need to accept its terms and conditions.



By accepting the Facilitated Trading Process Verification Terms & Conditions:

- you confirm that you have chosen to use the Facilitated Trading Process;
- you confirm that you read, understand and agree to the Facilitated Trading Process Verification Terms and Conditions which is a contract between you and MTNZF;
- you are aware of, understand and agree to the limits, exclusions, liabilities, risks and promises in the Facilitated Trading Process Verification Terms and Conditions;
- you have the required capacity and authority to accept the Facilitated Process Trading Verification Terms and Conditions; and
- once you have ticked the box below, you will not be able to claim later that the details that you have included in this form and in your Supporting Documents were not true and correct when you provided this form or the Supporting Documents. MTN and/or MTNZF or other persons may also have claims and rights against you because of the details that you put in this form, and providing false information could be a criminal offence.

☐ I have read, understand and agree to the [Facilitated Trading Process Verification Terms and Conditions](#).

Next

Back

Request to accept the MTNZF Facilitated Trading Process Verification Terms and Conditions.

To view full terms and conditions click here.

There is also a link to these terms and conditions and the privacy policy available in the text box.

Personal details

- 01 Tell us more about yourself
- 02 What's your residential address?
- 03 How can we get in touch with you?

Tell us more about yourself

Title
Ms

Initials
LN

Full name
LINDVIE

Surname
NECOS

What type of client are you?
South African citizen residing in South Africa

Gender
Female

What is your date of birth?
20 Jan 1979

In which country were you born?
Search for country

Which city or town were you born
City or town

Eg Johannesburg

What's your nationality?
South Africa

What's your citizenship?
South Africa

Please provide only up to 7 additional citizenships
you may have below

Your primary citizenship as per Nedbank ID
South Africa

+ Add citizenship

Are you married?
Yes No

Next

Shareholders are required to confirm the static details that are currently on record. They have the ability to update any information with the exception of the following:

- Title
- Full name
- Surname

To amend these details shareholders must submit a change of details form.

The following fields are required to be inserted:

- Country of birth
- City born in
- Marital status

All fields must be completed in order to continue with the registration process.



Personal details

✓ Tell us more about yourself

02 What's your residential address?

03 How can we get in touch with you?

What is your residential address?

Country of address

South Africa

Complex or residential area?

Complex

Residential

Building number

GWI GWI MRWEBI STR

Street name

619 BLOCK 6A BRICKFIELDS

Eg Marlboro

Name of the suburb

NEWTOWN

Eg Sandown

Name of city or town

JOHANNESBURG

Eg Johannesburg

Province

Select province

Postal code for residential address

2001

Eg 2126

Is your residential address the same as your postal address?

Yes

No

Next

Back

Shareholders are required to confirm their residential and postal addresses.

Residential addresses may not be updated online. A change of details form must be submitted if changes are required to the residential address.





Personal details

- ✓ Tell us more about yourself
- ✓ What's your residential address?
- 03 How can we get in touch with you?

How can we get in touch with you?

Email

A confirmation will be sent to the address

Cellphone number

+27 0828727778

Eg 0821112222

Home telephone number

+27 Home telephone number

Eg 0821112222

Work telephone number

+27 Work telephone number

Eg 0821112222

Fax number

+27 Fax number

Eg 0821112222

Would you like to receive newsletters?

Yes No

Would you like to receive research?

Yes No

Would you like to receive market roundup?

Yes No

Would you like to receive international research?

Yes No

Would you like to receive company reports?

Yes No

How would you like your statement/broker note delivered?

Select option

Where did you hear about us?

Select option

Next

Back

Shareholders are required to confirm their email address, cellphone number and other contact numbers.

Cellphone numbers cannot be changed online. A change of details form must be submitted if changes to cellphone numbers are required.

All fields must be completed in order to continue with the registration process.

These fields are greyed out and cannot be selected by the shareholder.



Service levels

Select your preferred access and pricing service level

These costs are only deducted if you do not trade within a calendar month

☒ Basic service
Free
Delayed price and research

☐ Live price service
R70 per month
Live price and delayed research

Next

Back

Shareholders may only select “**Basic Service**” to ensure that they do not incur any charges on their accounts.

The live pricing option has been greyed out.

Employment details

Tell us a bit more about your job

Are you a Nedbank employee?

| | |
|-----|----|
| Yes | No |
|-----|----|

Employment status

Select employment status

Employer

Eg Old Mutual

Occupation

Select occupation

Eg Financial advisor

Which industry sector is the business in?

Select industry sector

Eg Insurance, Investments

Are you a director of any FTSE or JSE listed company?

| | |
|-----|----|
| Yes | No |
|-----|----|

Next

If a shareholder is “**unemployed**” they will still be required to complete the “**occupation**” and “**which industry**” fields.

Suggested fields for these individuals are as follows (and can be selected from the drop down menus):

- Occupation: “Unemployed”
- Industry: “Other services”



✓ Personal details >

✓ Service levels >

✓ Employment >

Almost done

Almost done

01 Your banking details

02 Purpose and funding of the account

03 Handling of your investment income

04 Tax residence declaration

05 Terms of service

06 Standard declaration

Your banking details

Bank's name

Capitec Bank

Branch's name

Eg Sandton City

Branch code

470010

Eg 123456

Account holder's name

LP KENKE

Eg John Themba Zulu

Account number

1264429957

Account type

Current account

Next

Back

Shareholders are required to confirm their banking details but are not able to make any changes.

A change of details form must be submitted, together with the required supporting documentation, if changes are required to banking details.

This is the bank account into which all proceeds from the disposal of MTNZF shares and dividends (if any) will be paid on T+4 (being 4 days after the trade has matched on the JSE).





✓ Personal details

✓ Service levels

✓ Employment

Almost done

Almost done

✓ Your banking details

02 Purpose and funding of the account

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Purpose and funding of account

This information is required in terms of the Financial Intelligence Centre Act as amended, and is compulsory)

Investing in South African equity investments?

Yes

No

What is the objective?

Long term growth and capital preservation

Expected investment timeframe

Long term (more than 3 years)

Expected investment activity

Low (less than 50 trades in a 12 month per...

Investing in offshore equity investments?

Yes

No

Investing in derivative instruments?

Yes

No

Expected number of deposits per annum?

0 - 12

Expected value of deposits per annum (R)?

Less than R1 million

Expected number of withdrawals per annum?

0 - 12

Expected value of withdrawals per annum (R)?

Less than R1 million

What is the source that will be used to transact?

(Please select all the applicable options below)

☒ Other

Please specify

MTN Share Scheme

Source of wealth?

(Please select all the applicable options below)

☒ Savings from employment income

☐ Maturing investments or encashment claim

☐ Sale of shares

☐ Sale of property

☐ Company sale or sale of an interest in a company

☐ Inheritance

☐ Loan

☐ Gift

☐ Donation

☐ Other

Next

Back

Selections on this screen are pre-populated but can be changed by the shareholder if required.





✓ Personal details > ✓ Service levels > ✓ Employment > Almost done

Almost done

- ✓ Your banking details
- ✓ Purpose and funding of the account
- 03 Handling of your investment income
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- 06 Standard declaration

Tax residency declaration

South African tax payer?

| | |
|-----|----|
| Yes | No |
|-----|----|

Affected by foreign tax laws?

| | |
|-----|----|
| Yes | No |
|-----|----|

Are you a United States citizen, a US national or do you have US tax obligations?

| | |
|-----|----|
| Yes | No |
|-----|----|

Next

Back

The “Handling of your investment income” screen is not available or applicable to MTNZF shareholders and will therefore not be viewed in the registration process and has been greyed out.

All proceeds from the disposal of MTNZF shares and dividends (if any) will be paid on T+4 into the bank account on record. It is therefore important that your bank account details are accurate and kept up to date.





Almost done

✓ Your banking details

✓ Purpose and funding of the account

03 Handling of your investment income

✓ Tax residence declaration

05 Terms of service

06 Standard declaration

Terms of service

1. Legal information ^

Please complete all the relevant sections and schedules, and read the terms and conditions before submitting this agreement to Nedgroup Private Wealth Stockbrokers (Pty) Limited ("NPWS" or "we"). By ticking the "Client Signature" tick box at the end of this application deems your acceptance of the terms and conditions of this mandate. When considering your application.

- 1) NPWS may use credit reference agencies that will record enquiries made about you.
- 2) NPWS is authorised to enter into both Offshore and South African investments
- 3) NPWS is hereby authorised to have a personal interest as principal in any transaction for the purchase or sale on your behalf of your investments. Unless so requested by you, NPWS is not required to disclose such interest to you specifically prior to entering into any transaction in which it may have a personal interest.

2. Custodial control of securities ^

You authorise NPWS to hold on your behalf securities at NPWS' chosen Central Securities Depository Participant ("CSDP"), or otherwise, any securities which you may, from time to time, hand to NPWS for such purpose and any securities which we purchase or receive on your behalf. If upon your request, NPWS sells any securities held in custodial control of NPWS's CSDP and reinvests the proceeds for your account in other securities, such other securities shall also be held in custodial control on the same basis. In the case of certificated securities, you authorise NPWS to hold on your behalf in safekeeping, in fungible consolidated share certificate form ("jumbo certificate"), at NPWS's CSDP.

You authorise NPWS to hold on your behalf securities at NPWS' chosen Central Securities Depository Participant ("CSDP"), or otherwise, any securities which you may, from time to time, hand to NPWS for such purpose and any securities which we purchase or receive on your behalf. If upon your request, NPWS sells any securities held in custodial control at NPWS's CSDP and reinvests the proceeds for your account in other securities, such other securities shall also be held in custodial control on the same basis. In the case of certificated securities, you authorise NPWS to hold on your behalf in safekeeping, in fungible consolidated share certificate form ("jumbo certificate"), at NPWS's CSDP.

My general preference for corporate actions is:

- ☒ Cash (Transfer the amount in cash into my trading account)
- ☐ Shares (Reinvest, on my behalf, in shares)
- ☐ Contact Me (I want Nedgroup Private Wealth Stockbrokers to contact me for my instruction when a corporate action takes place.)

Please note

You will be contacted by e-mail for any corporate events. Please ensure that you keep your e-mail address up to date. If you cannot be reached at your e-mail address as supplied to us the default option for any corporate event on your portfolio will apply. It is your responsibility to respond in time to any corporate event notice.

4. Investment Decisions - Execution Only

Execution only portfolios are not managed by NPWS and transactions are only effected on the basis of your prior instruction and consent. NPWS is not obliged to pro-actively advise you, however the NPWS portfolio advisors are at your disposal for information and advice when so requested. NPWS' right to purchase and sell such investments on your behalf may only be exercised by NPWS on your instruction and prior consent and/or the instruction of the individual authorised to act on your behalf, if so designated by you. You acknowledge that you have not completed a Risk Profiling Questionnaire and hereby indemnify NPWS against any losses incurred on your portfolio as a result of the investment decisions made by you.

Automatically populated

5. Email and facsimile indemnity

Full names
1) LIZZIE KENKE

I have expressly requested Nedgroup Private Wealth Stockbrokers (Pty) Ltd, (herein referred to as "the Broker") to transmit/accept email and/or facsimile of documents to us and/or act according to instructions conveyed to the Broker by means of a facsimile message, and

- 2) We acknowledge that fax/email transmitted instructions/documents can be tampered with prior to being transmitted, can be fraudulently abused by others, that delays can occur and that it is not possible to verify signatures which may not be legible and that discrepancies can occur as a result thereof, and
- 3) The Broker is hereby indemnified and held harmless against all demands, actions and proceedings, which may be made or instituted against the bank and all injury, loss or damage which may be suffered by the Broker, whether directly or indirectly which is no related to any negligent or default by any of the Broker's employees or agents acting in the course of their employment.
- 4) The Broker's liability to the Client is therefore limited to the instances where injury, loss or damage is suffered as a result of any negligence or default on the part of the Broker's employees and/or agents acting in the scope and course of their employment.

6. Client signature

- ☐ By your submission of this mandate, you authorise NPWS to manage your investments in accordance with your instructions as set out in this mandate subject to the [terms and conditions](#) of this mandate and subject also to the applicable legislation. You acknowledge that you have read and accepted the terms and conditions of this mandate, as well as the Settlement Obligation.

7. Acceptance by Nedgroup Private Wealth Stockbrokers (Pty) Ltd

NPWS hereby undertakes to carry out the terms of this mandate in accordance with the provisions of the relevant rules and directives of the JSE and in accordance with any other rules, directives or decisions of the JSE which may now have or which may in the future have a bearing on the conduct of managed accounts and will try to achieve the best results possible which are compatible with your objectives.

8. Terms and conditions

To open an online share trading account you are required to confirm that you have read and understood the Terms and Conditions. Please agree to these Terms by checking the checkboxes below. If you do not wish to comply, please save your application and Contact us

View the FICA requirements that must be complied with

- ☐ I have read and accepted the [terms and conditions](#), [settlement obligation](#) and the [disclaimer](#) and agree to be bound by the terms of this mandate

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✓ Personal details

✓ Service levels

✓ Employment

Almost done

Almost done

✓ Your banking details

✓ Purpose and funding of the account

03 Handling of your investment income

✓ Tax residence declaration

✓ Terms of service

06 Standard declaration

Standard declaration

Legal and General Information

While Nedbank Group Limited and all its subsidiaries and associates and itscessionaries, delegates or successors in title (collectively 'Nedbank') are constantly striving to provide an easy and convenient service, all South African banks are legally obliged to verify, including identity verification with statutory bodies, and retain information received from you. Apart from the information you will provide in application forms or mandates, Nedbank may require additional documentation and information from you. Accordingly you will be required to complete this declaration.

Privacy consent

I provide my express consent to Nedbank to process my personal information as defined in legislation, including fingerprints, biometric personal identification details, photographs and identity verification in terms of the Financial Intelligence Centre Act of 2001, for purposes of providing financial services and preventing fraud and money laundering, and to send my personal information to third parties in order to provide a service to me, and also to send such information to foreign countries, when necessary, by electronic or other means for processing. I understand that such countries may not have specific data privacy laws.

Further processing

- 1) Nedbank may search, update or place my records at credit reference bureaus and government agencies in order to verify my identity, assess my ability to obtain credit or to provide collateral of any kind, including guarantees or sureties, and may, on request from another credit provider with whom I have applied for credit, provide my personal information, including my credit reference data, to such credit provider and also make any enquiries that it deems necessary to confirm the details on this form for marketing purposes and to assess my creditworthiness.
- 2) Nedbank may use my personal information for debt enforcement, including but not limited to recovery, collection, repayment, surrender, enforcement and cession of debts.
- 3) I confirm that where required, I have fully disclosed my debt repayment history.

Communication and Marketing

Receive notifications from Nedbank on new products and special offers?

| | |
|-----|----|
| Yes | No |
|-----|----|

Allow Nedbank to present exclusive offers from other organizations to you?

| | |
|-----|----|
| Yes | No |
|-----|----|

Allow Nedbank to request reputable research organizations to contact you?

| | |
|-----|----|
| Yes | No |
|-----|----|

What is the preferred method of communication?

- ☐ Email
- ☐ Mail
- ☐ Telephone
- ☐ SMS
- ☐ All of the above

Please note

Nedbank may use a method of communication other than that preferred by me as well as my personal information to market its products to me, including electronic marketing and telematics, until I give an instruction to the contrary.

Give Nedbank an instruction?

| | |
|-----|----|
| Yes | No |
|-----|----|

Financial

Investable assets over R3m?

| | |
|-----|----|
| Yes | No |
|-----|----|

Income over R1.3m Per Year?

| | |
|-----|----|
| Yes | No |
|-----|----|

If yes to either, can a private banker call you?

| | |
|-----|----|
| Yes | No |
|-----|----|

Has your will been updated in the last year?

| | |
|-----|----|
| Yes | No |
|-----|----|

Comfortable to discuss your will with our experts?

| | |
|-----|----|
| Yes | No |
|-----|----|

Comfortable to discuss estate planning?

| | |
|-----|----|
| Yes | No |
|-----|----|

Confirmation

- 1) Nedbank has explained its products and costs, where applicable, to me and I confirm that I fully understand the contents of this declaration and that I am completing it of my own free will.
- 2) I warrant that I have fully answered all questions and responded to requests for information truthfully as part of the client assessment process, and that I am not aware of any other information that may negatively affect an application or mandate.
- 3) I warrant that I have fully answered all questions and responded to requests for information truthfully as part of the client assessment process, and that I am not aware of any other information that may negatively affect an application or mandate.
- 4) All consents provided in this document will survive any contractual relationship that I have with Nedbank, unless I provide written notice to Nedbank that I have cancelled such consents.

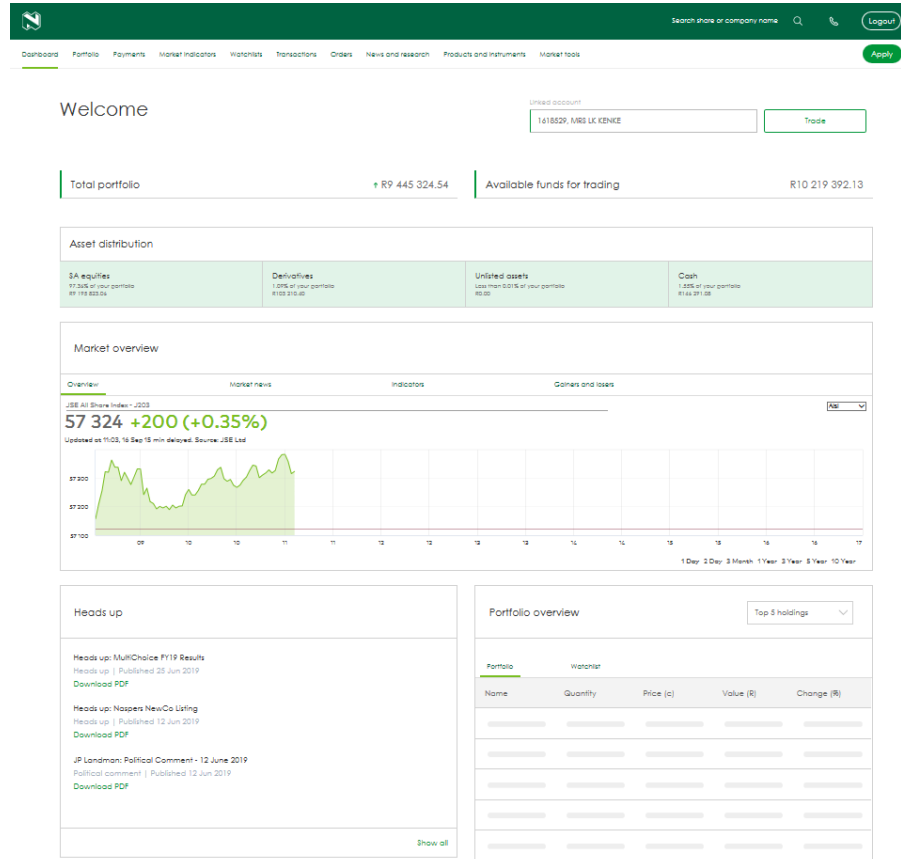
Please note

By clicking on the submit button your IP will be logged as a digital signature accepting all the terms and conditions of this document.

Submit

Back

After clicking “submit” the shareholder will automatically view their portfolio:



If at anytime during the registration process the shareholder closes the website, they will receive the following message when they login again:

Resume application

We see you did not complete your application process, would you like to resume?

| | |
|--------------------|-------------|
| ✓ Personal details | Complete |
| Service levels | In progress |
| Employment | To be done |
| Almost done | To be done |

[Resume application](#)

[Exit and logout](#)

Click on “**resume application**” to take you back to where you left off

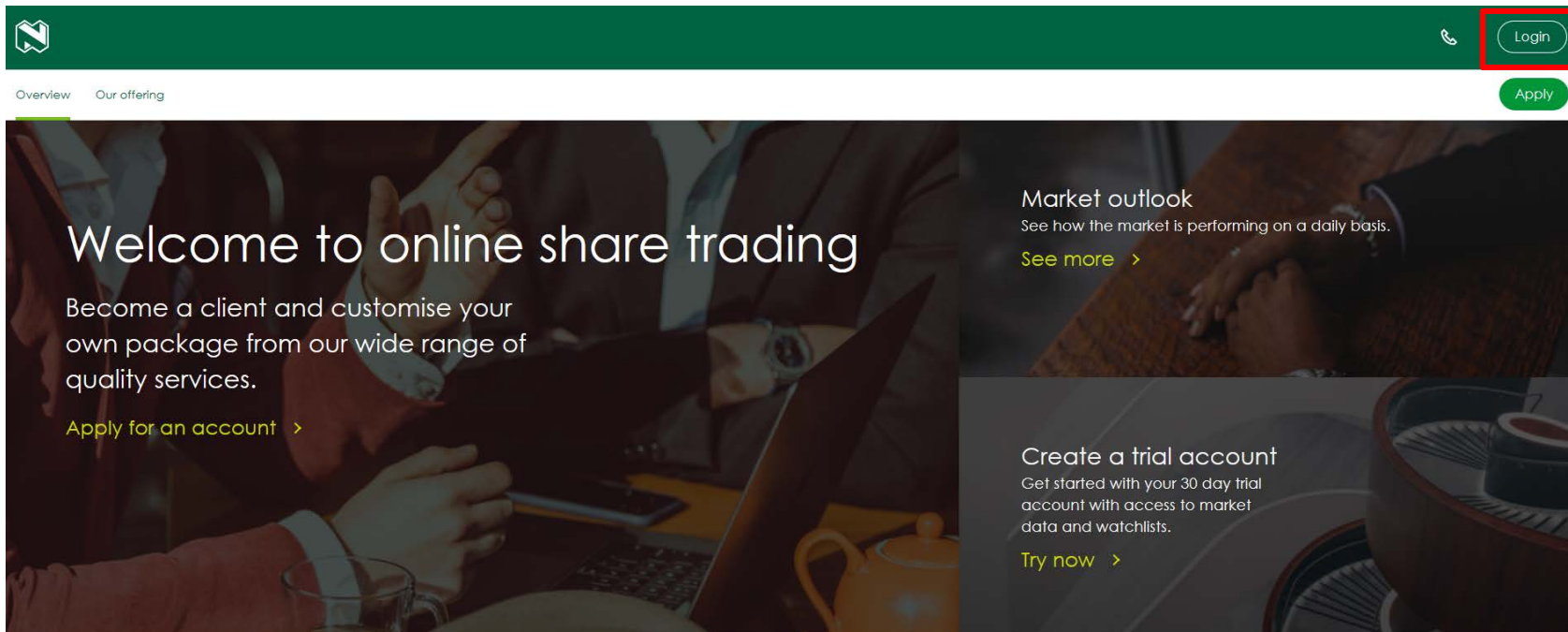
- Please note that the BEE Verification Agent will be required to confirm that you have been successfully verified prior to you being able to buy or sell MTNZF shares. You will be notified by SMS and/or email once you have been successfully verified.
- The verification process for existing MTNZF shareholders commences after you have accepted the required terms, conditions and mandates during the NPW registration process.

MTN Zakhele Futhi Facilitated Trading Process – Viewing your portfolio

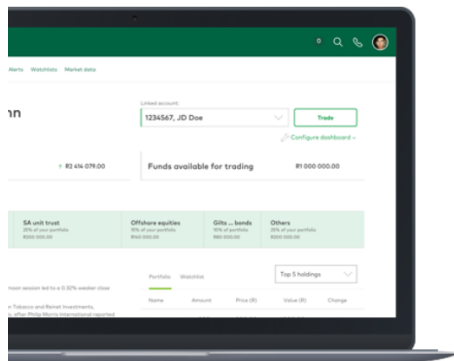
Viewing your portfolio

Shareholders can log onto the NPW website using the following mechanisms:

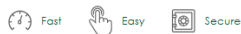
- Following the link available on the MTNZF website
- Logging onto the following URL <https://onlinesharetrading.nedbank.co.za/>



After clicking on “**Log in**” the following screen will be presented:



Experience our new online share trading.



This enhanced trading experience is packed with access to many different shares and markets where investors can manage their own share portfolios and execute real-time share transactions.

Log in with Nedbank ID.

Username

qavunaro1

Password

••••••••

[Forgot your details?](#)

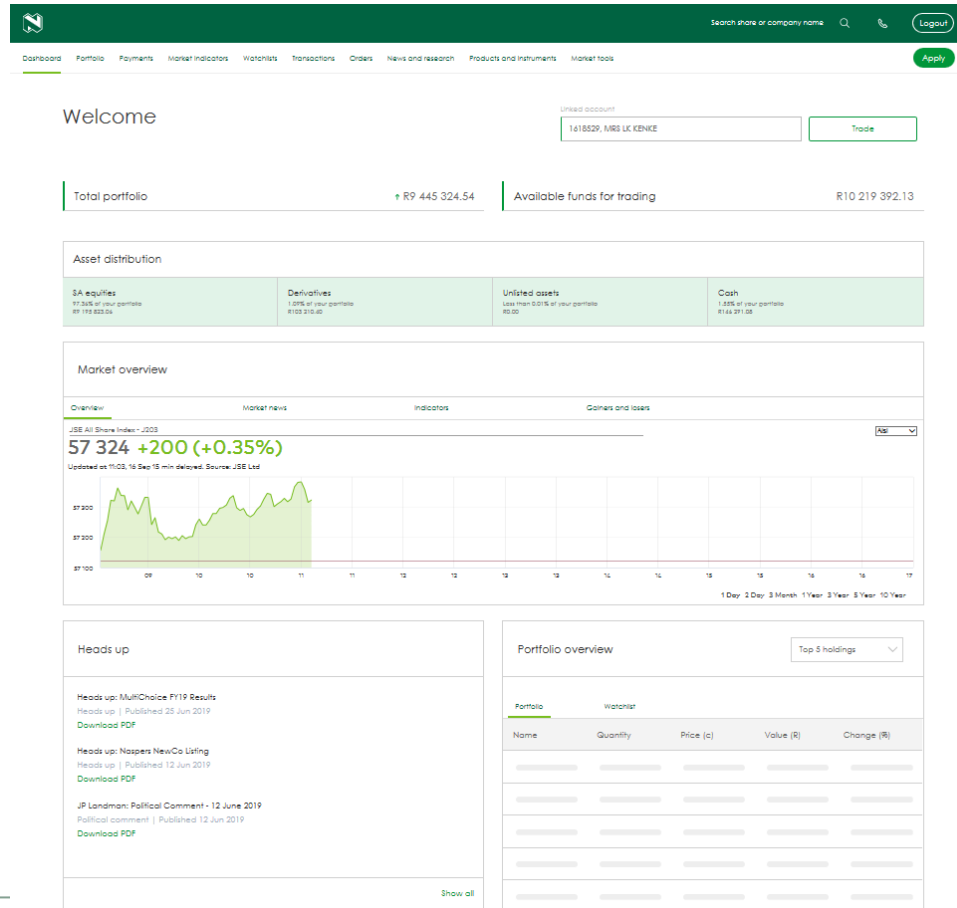
[Need some assistance?](#)

Log in

If you don't have a Nedbank ID, [register here](#)



The following screen will be presented after inserting your Nedbank ID:



The following options are available to you when viewing your portfolio:



Dashboard Portfolio Payments Market indicators Watchlists Transactions Orders News and research Products and instruments Market tools

Dashboard: The dashboard provides a consolidated view of your total portfolio and displays the total value of your portfolio and any cash you may have deposited into your trading account in anticipation of trading.

Portfolio: The portfolio tab provides you with a view of all the investments held by you through Nedbank Private Wealth.

Payments: The payments tab allows you to see how much money you have in your brokerage account. Once you have sold your shares, proceeds received will be automatically transferred into the bank account on record on T+4.

Transactions: The transaction tab gives you the history of all your completed deals (i.e. shares bought, shares sold). You will not be able to view open orders that have not yet matched in the market on this tab – you will need to click on the “orders” tab to view this information. Statements are only available to MTNZF shareholders electronically and can be accessed by clicking on the “**statements**” link.

Transactions

Deals history Funds for trading Statements Closing balance



The following options are available to you when viewing your portfolio:



Dashboard

Portfolio

Payments

Market indicators

Watchlists

Transactions

Orders

News and research

Products and instruments

Market tools

Orders: The orders tab allows you to view what transactions have been placed in the market and have not yet matched. The status button will allow you to determine if the order is matched, open or has been cancelled.

All the above-mentioned information is also available on the dashboard view of the website. Should you require any further guidance on interpreting this webpage please contact your financial advisor.



MTN Zakhele Futhi Facilitated Trading Process – Buying MTNZF shares

To buy MTNZF shares you are required to log into your NPW stock broking account on the following website: <https://onlinesharetrading.nedbank.co.za/>

Portfolio

My assets: 21

Portfolio filter

Set view: View by market

| Name vT | Cost (R) vT | Price close (R) vT | Market value (R) vT | Daily move (R) vT | Daily move (%) vT | Profit/Loss (R) vT | Profit/Loss (%) vT |
|--|--------------|--------------------|---------------------|---------------------------|-------------------|--------------------|--------------------|
| SA equities 60% of your portfolio | R 142.25 | 12 675.19 | 12 425.62 | -253.57 | -1.95 | -253.57 | -1.95 |
| Shares | | | | | | | |
| ANW - AngloGold Ashanti Ltd. | + 9.55 | 649.57 | 6 | Mining | 649.57 | 17 077 | 17 077 |
| MTN - MTN Group Ltd. | - 0.40 | 849.60 | 10 | Mobile telecommunications | 849.60 | 8 496 | 8 496 |
| NED - Nedbank Group Ltd. | - 261.66 | 71 088.50 | 64 | Banks | 71 088.50 | 28 165 | 28 165 |
| Total | - 253.57 | 12 425.62 | R 142.25 | | | | |
| Derivatives 10.0% of your portfolio | 219 920.00 | 290 400.00 | 289 900.00 | -500.00 | -0.16 | 29 970.00 | 13.63 |
| CFDs 30.0% of your portfolio | + 127 262.00 | - 117 428.11 | + 1 781 762.36 | 162 144.73 | + 162.91 | 22 180.73 | 1.24 |
| Cash 9.0% of your portfolio | 94.57 | 94.57 | 94.57 | | | | |
| Total portfolio | 1 421 458.92 | 186 709.65 | 1 463 034.57 | 187 092.16 | +130.20 | 17 488.07 | +1.19 |
| Available funds for trading | | | | | | | - 75 740.37 |

- (1) Ensure you are on the “Portfolio” view tab
- (2) Click on the drop down box next to SA equities
- (3) Select the MTNZF shares
- (4) Click on the “...” icon to display the drop down menu.
- (5) Select “Trade”

Place new trade order

Instrument type
1 Equity (Markets open) ▼

Trade from account
2 Your MTNZF Account ▼
Funds available for trading: 4 466.38

Instrument name ⓘ
3 MTNZ ✕
Company name: MTN Zakhele Futhi
JSE:MTNZ

Trade type
4 Buy Sell

Order volume
5 Insert number of shares here
Current holding: 0
Demat quantity: 0

1. Select your instrument type from the drop-down menu. When trading MTNZF shares this will be “Equity (Markets open)”.
2. Select the account you would like to trade from using the drop-down menu. If more than one account has been created for you, you are required to select the account number of the account that holds and will hold your MTNZF shares.
3. Select the instrument name being the share you would like to trade. This will be “MTNZF” and will be automatically populated.
4. Select “Buy”.
5. Insert the number of shares you would like to buy. The number of shares you currently hold in MTNZF are included below the table. You will not be able to buy more shares than the value of funds available for trading indicated in the “trade from account” section.

Order type ?

6 ☐ Market ☐ Limit

Projected total cost of trade: R940.56

Limit price (c) ?

7

Maximum buy price: 8749

Estimated number of shares allowed to buy: 1 - 51

Life of order

8

Set email alert ☐


9 Set sms alert ☐

10 ☒ By selecting I confirm that all the details are correct before I submit my order.

11

6. Select your order type being market or limit.
Market: A market order will be executed as quickly as possible at the present share price.
Limit: A limit order is an instruction to the broker to buy a certain number of shares at a specified price or less. A limit order is not guaranteed to be executed.
If trading through the Call Centre you will only be able use Market as your order type.
7. If you have selected a “Limit” order type, you are required to insert the price at which you wish to buy. This price cannot be more than the price indicated as the maximum buy price.
8. Select the life of the order from the drop-down menu. This is the length of time that your buy order can be in the market without a seller being found before it expires.
9. Select whether you would like to receive an SMS or email alert once your trade has been executed.
10. Click the box to confirm that the details you have inserted in the form are correct.
11. Click on the “submit trade order” button.

The following information will be presented on the right-hand side of the order form:

| | | | | | | |
|--|--|---|---|---|---|--|
| <div>18 494c -6 (-0.07%)</div> <div>02 August, 3:24:26 PM</div> | | | | | <div> Reload</div> | |
| <div>2</div> <div>Open</div> <div>8 496c</div> | <div>3</div> <div>High</div> <div>8 499c</div> | <div>4</div> <div>Low</div> <div>8 494c</div> | <div>5</div> <div>Close</div> <div>8 500c</div> | <div>6</div> <div>Volume</div> <div>221 323</div> | | |

1. The 15-minute delayed share price. The date and time at which the share price was taken is reflected below the price.
2. The opening share price, being the price that was applicable when the JSE opened at 09h00 that morning.
3. The highest price that the share traded at during the day.
4. The lowest price that the share traded at during the day.
5. The closing price of the share from the previous day.
6. The total number of shares that have been traded in the market during the day.

It is important to ensure that you update the information presented to you by clicking on the “reload” button on a regular basis.



MTN Zakhele Futhi Facilitated Trading Process – Selling MTNZF shares

To buy MTNZF shares you are required to log into your NPW stock broking account on the following website: <https://onlinesharetrading.nedbank.co.za/>

Portfolio

My assets: 21

Portfolio filter

Set view: View by market

| Name | Cost (R) | Price close (R) | Market value (R) | Daily move (R) | Daily move (%) | Profit/Loss (R) | Profit/Loss (%) |
|--------------------------------------|--------------|-----------------|------------------|----------------|----------------|-----------------|-----------------|
| SA equities 60% of your portfolio | 16 142.25 | 12 675.19 | 12 425.62 | -252.57 | -1.95 | -725.63 | -4.50 |
| Shares | | | | | | | |
| ANW - AngloGold Ashanti Ltd. | 1 545 | 649.50 | 1 004.25 | -100.00 | -10.00 | -540.75 | -35.00 |
| MTN - MTN Group Ltd. | 1 000 | 849.60 | 849.60 | 0.00 | 0.00 | 0.00 | 0.00 |
| NED - Nedbank Group Ltd. | 1 000 | 11 000.00 | 11 000.00 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total | 3 545 | 12 425.62 | 12 425.62 | -100.00 | -10.00 | -540.75 | -35.00 |
| Derivatives 10% of your portfolio | 259 920.00 | 259 920.00 | 259 920.00 | -900.00 | -0.35 | -900.00 | -0.35 |
| CFDs 10.00% of your portfolio | 1 071 263.00 | 1 107 428.00 | 1 179 176.38 | 168 144.75 | 15.80 | 107 913.38 | 10.00 |
| Cash 10.00% of your portfolio | 94.57 | 94.57 | 94.57 | 0.00 | 0.00 | 0.00 | 0.00 |
| Total portfolio | 1 421 458.92 | 186 709.65 | 1 463 634.57 | 167 042.15 | +11.75 | 127 488.87 | +8.96 |
| Available funds for trading | | | | | | | - 75 740.37 |

- (1) Ensure you are on the “Portfolio” view tab
- (2) Click on the drop down box next to SA equities
- (3) Select the MTNZF shares
- (4) Click on the “...” icon to display the drop down menu.
- (5) Select “Trade”

This is the same process as that used to buy MTN shares

Place new trade order

Instrument type
Equity (Markets open) ▼

Trade from account
Your MTNZF Account ▼
Funds available for trading: 115 050.77

Instrument name ⓘ
MTNZ ✕
Company name: MTN Zakhele Futhi
JSE:MTNZ

Trade type
Buy Sell

Order volume
Insert number of shares here
Current holding: 2 240
Demat quantity: 2 240
Number of shares allowed to sell: 1 - 2 240

1. Select your instrument type from the drop-down menu. When trading MTNZF shares this will be “Equity (Markets open)”.
2. Select the account you would like to trade from using the drop-down menu. If more than one account has been created for you, you are required to select the account number of the account that holds and will hold your MTNZF shares.
3. Select the instrument name being the share you would like to trade. This will be “MTNZF” and will be automatically populated.
4. Select “Sell”.
5. Insert the number of shares you would like to sell. The number of shares you currently hold in MTNZF are included below the table. You will not be able to sell more shares than you hold and must insert a number equal to or less than the number of shares indicated.

Order type ?

6 ☐ Market ☐ Limit

Projected total proceeds from trade: R639.68

Limit price (c) ?

7

Lowest sell price: 8239

Life of order

8

Set email alert ☐

9 Set sms alert ☐

10 ☒ By selecting I confirm that all the details are correct before I submit my order.

11

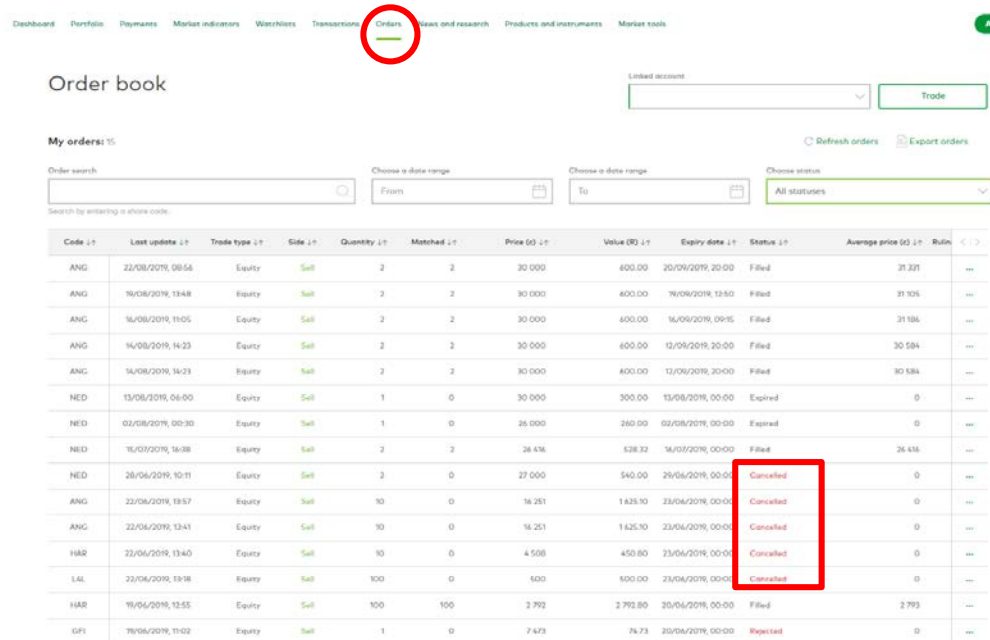
6. Select your order type being market or limit.
Market: A market order will be executed as quickly as possible at the present share price.
Limit: A limit order is an instruction to the broker to sell a certain number of shares at a specified price or better. A limit order is not guaranteed to be executed.

If trading through the Call Centre you will only be able to use Market as your order type.

7. If you have selected a "Limit" order type, you are required to insert the price at which you wish to sell. This price cannot be less than the price indicated as the lowest sell price.
8. Select the life of the order from the drop-down menu. This is the length of time that your sell order can be in the market without a buyer being found before it expires.
9. Select whether you would like to receive an SMS or email alert once your trade has been executed.
10. Click the box to confirm that the details you have inserted in the form are correct.
11. Click on the "submit trade order" button.

MTN Zakhele Futhi Facilitated Trading Process – Cancelling your order

You can cancel a buy or sell order provided it has not yet been executed in the market.



Order book

My orders: 15

Order search: Choose a date range: From To Choose status: All statuses

| Code | Last update | Trade type | Side | Quantity | Matched | Price (€) | Value (€) | Expiry date | Status | Average price (€) | Ratio |
|------|-------------------|------------|------|----------|---------|-----------|-----------|-------------------|-----------|-------------------|-------|
| ANG | 22/08/2019, 08:54 | Equity | Sell | 2 | 2 | 30 000 | 600.00 | 20/09/2019, 20:00 | Filled | 31 321 | ... |
| ANG | 16/08/2019, 13:48 | Equity | Sell | 2 | 2 | 30 000 | 600.00 | 16/09/2019, 12:50 | Filled | 31 105 | ... |
| ANG | 16/08/2019, 11:05 | Equity | Sell | 2 | 2 | 30 000 | 600.00 | 16/09/2019, 09:15 | Filled | 31 184 | ... |
| ANG | 16/08/2019, 14:23 | Equity | Sell | 2 | 2 | 30 000 | 600.00 | 12/09/2019, 20:00 | Filled | 30 584 | ... |
| ANG | 16/08/2019, 14:23 | Equity | Sell | 2 | 2 | 30 000 | 600.00 | 12/09/2019, 20:00 | Filled | 30 584 | ... |
| HED | 13/08/2019, 06:00 | Equity | Sell | 1 | 0 | 30 000 | 300.00 | 13/08/2019, 00:00 | Expired | 0 | ... |
| HED | 02/08/2019, 00:30 | Equity | Sell | 1 | 0 | 26 000 | 260.00 | 02/08/2019, 00:00 | Expired | 0 | ... |
| HED | 16/07/2019, 16:38 | Equity | Sell | 2 | 2 | 26 436 | 528.72 | 16/07/2019, 00:00 | Filled | 26 436 | ... |
| HED | 28/06/2019, 10:11 | Equity | Sell | 2 | 0 | 27 000 | 540.00 | 29/06/2019, 00:00 | Cancelled | 0 | ... |
| ANG | 23/06/2019, 19:57 | Equity | Sell | 10 | 0 | 16 251 | 1 625.10 | 23/06/2019, 00:00 | Cancelled | 0 | ... |
| ANG | 22/06/2019, 13:41 | Equity | Sell | 10 | 0 | 16 251 | 1 625.10 | 23/06/2019, 00:00 | Cancelled | 0 | ... |
| HAR | 22/06/2019, 13:40 | Equity | Sell | 10 | 0 | 4 508 | 450.80 | 23/06/2019, 00:00 | Cancelled | 0 | ... |
| LAL | 22/06/2019, 19:38 | Equity | Sell | 100 | 0 | 600 | 600.00 | 23/06/2019, 00:00 | Cancelled | 0 | ... |
| HAR | 19/06/2019, 12:55 | Equity | Sell | 100 | 100 | 2 792 | 2 792.80 | 20/06/2019, 00:00 | Filled | 2 793 | ... |
| GFI | 19/06/2019, 11:02 | Equity | Sell | 1 | 0 | 7 673 | 76.73 | 20/06/2019, 00:00 | Rejected | 0 | ... |

- To cancel an order, you are required to log into your share trading account and click on **“orders”**.
- By clicking on the status column, as indicated above, you will be able to amend the trade to **“cancelled”**. If your trade is not included in the above table, it has already been matched and you will not be able to cancel it.

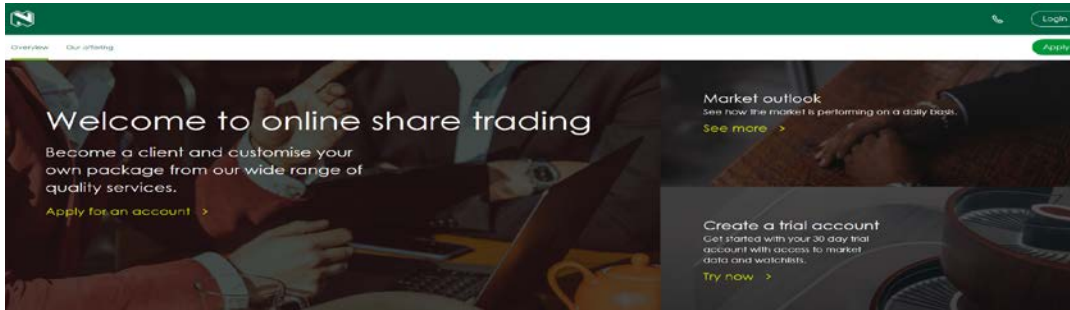


MTN Zakhele Futhi Facilitated Trading Process – New Shareholders

Applying to become an MTNZF shareholder



- Any eligible black person or black group wishing to buy MTNZF shares through the **Facilitated Trading Process** is required to apply for a Nedbank Private Wealth brokerage account.
- This application can be done online (for individuals) or manually (for groups and minors).
- All manual application forms are available on the MTNZF website.
- Please visit <https://onlinesharetrading.nedbank.co.za/> and click “apply” on this webpage to complete this process

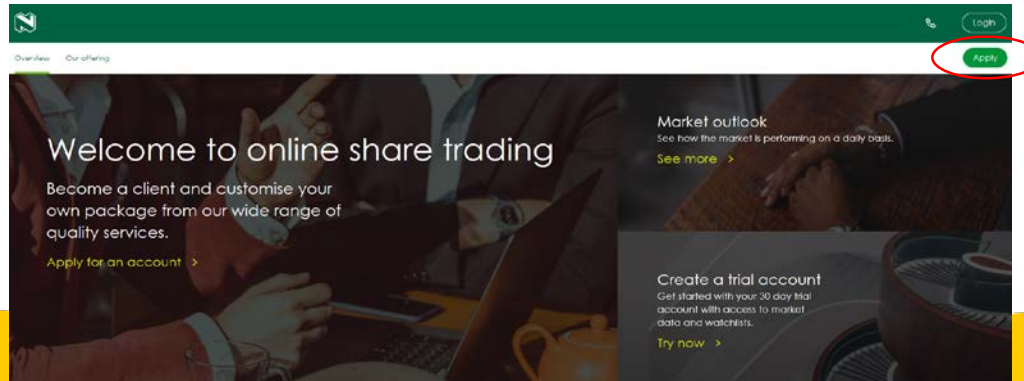


- All applicants wishing to use the **Independent Trading Platform** must complete the application forms manually.

Applying to become an MTNZF shareholder (online)



- You will be required to complete an application form on the NPW website.
- To access this form you will need to create a Nedbank ID (in the same way existing MTNZF shareholders did). A step-by-step guide on how to create a Nedbank ID is available on the MTNZF website.
- Once your application form is submitted and your application, together with the required supporting documents, have been reviewed and approved you will be required to apply for an MTNZF specific trading account.
- To apply for an MTNZF specific trading account you will be required to log into your NPW stock broking account and click on the “apply” button.




Applying to become an MTNZF shareholder (online)



- Select “MTNZF” and follow the online instructions.


Online share trading

You are applying for a...




MTNZF

MTN Zokwelo Entity is listed on the JSE BEE board. In order to invest you must be an eligible investor and have accepted the specific Terms and Conditions.




CFD

Contracts for difference (CFD) account allows you to assume on if an asset's price will fluctuate up and down.



TFSA

Tax free savings account provides you with an opportunity to save your money and enjoy the proceeds, tax free.



Entity

To apply for a new trading account as a legal entity.



Questions