

FAMILY OFFICE

SOUTH AFRICA FEE SCHEDULE – VALID FROM 1
APRIL 2024 – 31 MARCH 2025



NOW AND FOR FUTURE GENERATIONS

FEE PHILOSOPHY

- Complete transparency and alignment of interests
- Fixed pricing based on a predefined scope
- Out of scope fees will be discussed and agreed upfront wherever possible
- No performance fees
- Annual inflationary increases will automatically be applied on 1 April of each year
- All services to be reviewed periodically (at least annually) for changes in risk, complexity and activity levels

All fees displayed within this document are indicative only. Each engagement will be individually assessed and tailored to the suite of services to be provided and the pricing will be determined based on a combination of risk, complexity and expected activity levels. Proposed fees will be presented following an internal assessment and pricing process which will be based on the information provided to us.

ONCE OFF CONSULTING SERVICES

	LOW Risk/Complexity/ Activity	MEDIUM Risk/Complexity/ Activity	HIGH Risk/Complexity/ Activity
Review of Wills & recommendations	R6 000	R8 000	From R10 000
Drafting of Wills and estate planning	R6 600	R12 900	From R17 700 +
Review of Trust Deeds	R9 000	R9 000	R9 000
Drafting of Deeds of Amendment	R7 000	R12 000	R17 000
Family Entity Structure review and recommendations	R12 900	R25 900	From R35 400 +
Corporate Structure review and recommendations	R17 000	R33 700	From R50 600 +
Estate Duty Calculation & review of Long Term Insurance Requirements	R10 600	R15 900	From R21 200 +
Emigrations	From R94 300	Approx R146 300	From R235 300 +
Executorship ¹	Up to 350bps		
Family Constitutions, Family Purpose, Vision & Values (PVV)	≥ R127 200	R190 800	From R265 000 +

¹ Executorship: dependent on size of Gross SA Estate



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ONGOING FAMILY GOVERNANCE AND FIDUCIARY SERVICES (all indicative fees below are quoted on an annual basis)

South Africa Family Office & Fiduciary

	Low Risk/Complexity/ Activity	Medium Risk/Complexity/ Activity	High Risk/Complexity/ Activity
Bi-Annual Family Council	R54 000	R91 100	From R118 100
Addition of a Key Advisor	R36 000	R65 200	From R82 700
Addition of Consolidated Global Reporting	R47 200	R76 300	From R94 300
Right Hand Person (outsourced CFO) Services - estimate	From R79 500	Approx R177 500	From R295 700
Intervivos trust set-up fee	R18 500		
Set-up of Charitable Trust, including PBO registration	R37 600		

Trustee Responsibility & Trust Administration

	Trust Holding a Single Class of Asset Activity Level: Low	Trust Holding 2-3 Classes of Assets* Activity Level: Moderate	Trust Holding Multiple Classes of Assets* Activity Level: High
Trustee Responsibility & Management	R34 000	R50 500	From R73 100
Trust Administration Fee	R9 000	R11 100	From R13 400
LOA Amendment Fee (including any Trustee appointment)	R13 500	R13 500	R13 500

INTERNATIONAL ASSET DIVERSIFICATION (excluding RM time)

Foreign Investment Allowance

Tax clearance - Funds invested externally	Free of charge R13 500	Trade is done through SF Trade is done through third party or <R5m
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Special Applications

Tax clearance - Funds invested externally	Free of charge R13 500	Trade is done through SF Trade is done through third party or <R5m
Tax clearance and SARB approval - Up to R200 mil	R13 500 R29 700	Trade is done through SF Trade is done through third party
Tax clearance and SARB approval - above R200 mil	R58 300 - R94 300	Estimate: actuals based on time
Authorised dealer fee on all special applications	R11 900	excl VAT
Annual Reporting to SARB	R5 000	

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Trust to Trust Distributions

Initial Application	Depending on Complexity	R80 000 – R150 000
Furth SARS and SARB engagement		Time spent
Approval fee	Only if our forex services are not used	
Up to R100m		20bps
R100m – R200m		17.5bps
R100m – R200m		15bps

Asset Swap – via third party bank

0 - R50 million	25bps
R50 million - R100 million	12.5bps
R100 million and above	10bps

FX Fees

Amounts up to R 10 million	50bps	
Amounts above R 10 million	28bps	split between Stonehage Fleming and third party dealer

SA Tax Compliance & Accounting

Calculated according to specific complexity tables and quoted directly by the Accounting & Tax Compliance team with the inclusion of RM review time.

Pricing for Payments

Banking Transaction charges	First 20 payments free ¹ , thereafter R410 incl. VAT per payment
<i>1. per calendar year</i>	

Discretionary Investment Management Fees

First \$1.5m	100bps per annum
Next \$1.5m	75bps per annum
Next \$3m	60bps per annum
Next \$9m	45bps per annum
\$15m and upwards	35bps per annum

CONTACT US

If you think we may be able to help you and your family, please contact us for a discussion.

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