

BISHOPS

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*B*ISHOPS entered into a joint marketing initiative with Investec Private Bank in March 2004. Through this initiative Bishops receives a portion of any business that is written by our family with Investec Private Bank.

These funds produce an additional revenue stream, thereby reducing the annual increase in fees.

Bishops benefits:

1. A fee for each acquired Bishops family client - a portion of this is then paid to the OD Union Bursary Scheme
2. A percentage of the net profit from each Investec Private Bank Account
3. A percentage of all cash deposits and cash investments raised by Bishops Investec Private Bank clients
4. A percentage of the initial investment upfront fee for a minimum investment portfolio of R3.5 million
5. A percentage of the total capital lend for all lending transactions subject to a R2 million minimum facility
6. An annual marketing fee

An Investec Private Bank Account offers you:

- Direct access to a dedicated Private Banker ensuring seamless, efficient service
- All existing debit orders are transferred across to your new account
- A unique combination of features and benefits in one account with one statement. This includes:
 - A Visa Platinum credit card and Journey card (*petrol card*)
 - Current account
 - Overdraft facility
 - Single, transparent fee structure
 - Free online and telephone banking
 - The exclusive Investec Dividends rewards programme
 - Earn 4% interest on credit balances and charges
 - Prime less 1% on debit balances
 - Excellent cash investment rates

All this at no additional cost to you!



How can I support this initiative?

We ask you to consider using the services of Investec Private Bank for your personal and business banking. Investec Private Bank will value the opportunity to discuss your banking requirements in confidence and to explain the Investec Private Bank offering. We appreciate that there might be an existing relationship with your banks, but we believe there is an opportunity to consider additional services which could benefit you and Bishops! Remember, there is no additional cost and this does not require you to change your existing banking arrangements.

*Your support and loyalty to Bishops
is very much appreciated.*



For further details, questions or comments, please contact:

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