

## FTSE 100 Growth Plan 18

100% of any rise in the FTSE 100 after 5 years up to a maximum return of 50% of your initial investment.

Your initial investment is protected against any FTSE 100 decline.

Limited offer ends: 20 August 2010



Professional Adviser **2010**  
**awards**  
**Winner**  
Best Structured Products  
Provider 2009 and 2010

Investment Advisor **PPR STRUCTURED  
PRODUCTS AWARDS  
2009** *Winner*  
Best Service to IFAs  
Best Income Product:  
FTSE 100 Bonus Income

Investment 09  
**Awards**  
**FT INVESTORS  
CHRONICLE**  
FINANCIAL  
TIMES **WINNER**  
Structured Product  
Provider of the Year

# FTSE 100 Growth Plan 18

## Key events and dates

### Offer periods

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Direct investments and ISAs:

**12 July 2010 to 20 August 2010**

ISA transfers:

**12 July 2010 to 6 August 2010**

### Plan dates

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Start Date:

**7 September 2010**

Maturity Date:

**14 September 2015**

## Ways to invest

- Direct investment (not via an ISA)
- Stocks and shares ISA
- ISA transfer
- SIPPP/SSAS pension arrangements
- Trustee, corporate, charity and nominee investments

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Capitalised terms used in the brochure, unless otherwise defined, have the meanings given to them in the Terms and Conditions appearing on page 15 of this brochure.

## Who is Investec?

This brochure has been prepared by Investec Structured Products which is a trading name of Investec Bank plc, which is part of the Investec Group of Companies.

The Investec Group is an international specialist banking organisation that provides a diverse range of financial products and services to a niche client base in three principal markets, the United Kingdom, South Africa and Australia, as well as certain other countries. The group was established in 1974 and currently has approximately 5,600 employees.

The Investec Group focuses on delivering distinctive profitable solutions for its clients in five core areas of activity: Capital Markets, Private Client Activities, Investment Banking, Asset Management and Property Activities.

## FTSE 100 Growth Plan 18

### What is the aim of the FTSE 100 Growth Plan 18?

The aim is to increase the value of your investment after 5 years.

### Your commitment

You must be able to commit a sum of at least £1,500 for the full 5 years.

### Plan overview

The Plan is designed to increase your investment in line with FTSE 100 growth, without exposure to FTSE 100 declines at maturity:

- 100% of any rise in the FTSE 100 after 5 years, up to a maximum return of 50% of your initial investment.
- Return of your initial investment, regardless of any fall in the FTSE 100.

For further details on how we calculate returns please see 'How does the Plan work?' on page 6.

## What are you investing in?

You are investing in a 5 year security-based Plan. Securities are a type of debt issued by a bank. In effect you are lending money to the bank (Investec Bank plc) for the duration of the Plan, and we are legally required to pay the Plan returns to you at maturity.

Your money will be used to buy securities issued by Investec Bank plc.

## What are the risks of the investment?

- If you redeem your investment before the end of the term, you may get back less than the amount you originally invested.
- Your money will be held by Investec Bank plc. If Investec goes bankrupt or similar, you could lose some or all of your money.
- Inflation will reduce what you could buy in the future.
- The past performance of the FTSE 100 is not necessarily an indication of its future performance.
- The tax treatment of the Plan could change at any time.

## What is the FTSE 100 Index?

The FTSE 100 Index is a widely used benchmark for the UK stock market. The Index measures the performance of the shares of the 100 largest companies traded on the London Stock Exchange.

The FTSE 100 is a highly international index which includes global leaders such as HSBC, Vodafone, Royal Dutch Shell and GlaxoSmithKline. As a whole, the companies that comprise the FTSE 100 derive more than two thirds of their revenues from outside the UK, therefore provide exposure to the world economy as well as the UK.

# FTSE 100 Growth Plan 18

## How does the Plan work?

Your initial investment is not affected by FTSE 100 movements, however your return is linked to its performance over the 5 year term. In order to determine what return you will receive, a comparison is made of the FTSE 100 at the start of the Plan (the 'Initial Index Level') to the FTSE 100 at the end of the Plan (the 'Final Index Level').

If the Final Index Level is higher than the Initial Index Level, you will receive back your initial investment plus 100% of the rise in the FTSE 100, capped at 50% return.

For this Plan, the Initial Index Level is the closing level of the FTSE 100 on 7 September 2010.

The Final Index Level is calculated using 'averaging', meaning that we take the average of the closing levels of the FTSE 100 on each Business Day over the last 6 months of the Plan Term. The closing levels of the FTSE 100 are taken between 11 March 2015 and 11 September 2015, both days inclusive.

The use of averaging to calculate your returns can reduce adverse effects of a falling market or sudden market falls shortly before maturity. Equally, it can reduce the benefits of an increasing market or sudden market rises shortly before maturity.

## Examples of what you might get back at the end of the Plan

The table below shows examples of maturity proceeds based upon an initial investment of £10,000. The exact return you receive will be dependent on the amount you invest and FTSE 100 performance.

FTSE 100 performance at maturity (compared to the starting level)	Maturity proceeds
110% higher	£15,000
75% higher	£15,000
50% higher	£15,000
25% higher	£12,500
No change	£10,000
25% lower	£10,000
50% lower	£10,000
75% lower	£10,000
100% lower	£10,000

## Are there any compensation arrangements in place?

If the Bank issuing the securities (i.e. Investec) fails or becomes insolvent, it is highly unlikely that you would be covered by the Financial Services Compensation Scheme (FSCS) because you are investing in a security-based Plan rather than a deposit-based Plan.

There are exceptional circumstances under which you could be covered (subject to eligibility), for example if the Bank issuing the securities or the Plan Manager were also found to have been in breach of FSA rules.

Further details of the FSCS and eligibility criteria are available at [www.fscs.org.uk/consumer](http://www.fscs.org.uk/consumer).

## Is this investment right for you?

### **This investment may be right for you if:**

- You are looking for an investment linked to the performance of stock markets
- You do not need access to your money over the next 5 years
- You want a tax-efficient investment using your ISA allowance or via a SIPP/SSAS
- You have a minimum of £1,500 to invest

### **This investment may not be right for you if:**

- You want a regular income and dividends
- You may need immediate access to your money before maturity
- You cannot commit to the full 5 year Plan Term
- You want a known guaranteed return on your investment
- You want to add to your investment on a regular basis
- You do not want to invest in a UK onshore asset that is subject to UK tax rules

## FTSE 100 Growth Plan 18

### Early Bird Interest

If you are eligible to participate in the Plan and we receive your cheque and Application Form before the Plan closing date of 20 August 2010, we will pay you Early Bird Interest of 1.5% gross per annum. Please see 'What will happen if I invest before the closing date?' on page 9 for further details.

### How to Invest

Applications for the Plan must be submitted via a financial adviser and received by 5pm on 20 August 2010 (6 August 2010 for ISA transfers). Funds transferred from another ISA provider must be received by 3 September 2010.

Cheques should be made payable to 'Investec Bank plc'. Please note that we will not accept post dated cheques.

All investments are subject to our Plan minimum of £1,500 and maximum of £1,000,000.

## Your questions answered

### Plan information

#### **Q: What will happen if I invest before the closing date of 20 August 2010?**

A: If we receive your cheque and Application Form before the closing date of 20 August 2010, we will pay you Early Bird Interest of 1.5% gross per annum, from 4 Banking Days after we receive your cheque, until 6 September 2010. The Early Bird Interest you earn will be added to your investment into the Plan on 7 September 2010.

See the 'How are returns taxed?' questions for further details on tax.

#### **Q: Where will my money be held before the Start Date?**

A: Prior to the Start Date your money will be held by us as banker and not as client money. This means that, in the event of insolvency during this period, you would need to seek compensation from the FSCS. Further details of the FSCS and eligibility criteria are available at [www.fscs.org.uk/consumer](http://www.fscs.org.uk/consumer).

#### **Q: What happens if I change my mind?**

A: Shortly after we receive your investment, we will send you a cancellation notice which provides you with a 14 day period in which to change your mind. If you decide to cancel, we will return your initial investment without interest.

If we receive your cancellation notice after the Start Date we will pay you the current market value of the Plan which may be less than the amount you originally invested.

If you are transferring an existing ISA to us, the cancellation notice will be sent to you shortly after we receive the proceeds from your previous ISA manager. If you decide to cancel then you can choose to transfer your ISA back to the original manager, a new manager, or have the proceeds returned to you as a cheque. In the latter event, you will lose any favourable tax treatment associated with the ISA.

If you wish to exercise your right to cancel simply complete and return the cancellation notice or write to us at the address given under 'How can I contact you?' on page 13.

#### **Q: What happens if I cash in my investment early?**

A: The Plan is designed to be held for the full term. If you need to cash in your investment early, you may, however we cannot guarantee what its value will be at that point and it may be less than you originally invested. We will pay you the value of your investment in accordance with the prevailing market rate at that time, less any associated selling costs and transfer taxes, including Stamp Duty or Stamp Duty Reserve Tax to the extent applicable. We would need to receive an instruction from you in writing.

Further information on procedures for cashing in your Investment early is provided in the Terms and Conditions.

#### **Q: Are partial withdrawals allowed?**

A: Partial withdrawals or partial ISA transfers are permitted subject to a minimum of £1,500 remaining invested in the Plan. Any returns at maturity will be based on the amount remaining in the Plan.

#### **Q: Can I get a copy of the Base Prospectus?**

A: Yes, a copy of the approved Base Prospectus, dated 2 October 2009, and Final Terms can be obtained upon request from Investec Structured Products, 2 Gresham Street, London EC2V 7QP.

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### Q: What happens if I die during the Plan Term?

A: **Single applicants:** In the event of your death, your estate can choose to cash in the Plan or transfer ownership to a beneficiary.

If the Plan is cashed in, we will pay the greater of (a) the market value of your Plan at the time of your death and (b) the value at the time of processing payment.

If your estate chooses to transfer ownership to a beneficiary, the Plan will continue until maturity, although any ISA tax status will be lost, therefore the tax treatment of returns may change.

In all cases the Plan will be administered in accordance with the instructions from your personal representatives and/or as part of probate/administration.

**Joint applicants:** For Plans invested in the name of husband and wife, the Plan will transfer automatically to the name of the surviving partner. For other joint applications, the Plan will be administered in accordance with the instructions of your personal representatives, and/or as part of probate/administration.

### Plan maturity

#### Q: What happens at the Plan maturity?

A: You will have the option to cash in your Plan, or transfer it to a plan offered by another plan manager, or to reinvest the proceeds into other products which may be available at that time from Investec Bank plc. We will contact you shortly before maturity to ask your preference. Until we receive your instructions we will hold the relevant maturity proceeds on deposit and no interest will be paid. Please note that such monies will be held by us as banker and not as client money.

If we have received your written instructions, you will receive financial settlement within 5 Banking Days of the Plan maturing.

### Q: What happens to the ISA status of my investment at maturity?

A: If you wish to maintain the ISA status of your investment, you could either transfer it to another stocks and shares ISA product offered by Investec Bank plc or you could transfer your investment to another ISA manager. If you do not wish to maintain the ISA status of your investment, you could invest in any other product offered by Investec Bank plc or cash in your investment.

### Investec

#### Q: Who is the Plan Manager?

A: The Plan Manager is Investec Bank plc (Registered No. 00489604 England), which is authorised and regulated by the Financial Services Authority. Investec is on the Financial Services Authority's register, under number 172330.

#### Q: What is Investec Bank plc's credit rating?

A: Investec Bank plc has a credit rating of BBB with a negative outlook (13 November 2009) as rated by Fitch. This means that Fitch is of the opinion that Investec Bank plc has a good credit quality and indicates that expectations of default risk are currently low. Investec Bank plc has a credit rating of Baa3 with a stable outlook (4 March 2009) as rated by Moody's. This means that Moody's is of the opinion that Investec Bank plc is subject to moderate credit risk, is considered medium-grade, and as such may possess certain speculative characteristics.

For more information on Investec Bank plc please visit: [www.investec.com](http://www.investec.com).

### Q: What is the relevance of credit ratings?

A: Credit ratings are assigned by companies known as rating agencies and are reviewed regularly. They can go up or down at any point in response to changes in the financial position of the institution in question. Credit ratings are only one way to assess the likelihood that an institution will be able to pay back any monies owed. Institutions with better credit ratings should go bankrupt less frequently than institutions with worse credit ratings, although this has not necessarily been the case over the last few years. Ultimately, however remote the likelihood of bankruptcy might be, the risk will always exist. To reduce this risk, we suggest that structured products are used as part of a broader portfolio and that investors diversify their structured product investments across a range of issuers.

## Charges and fees

### Q: What are the charges?

A: No charges are taken away from your initial investment. As Plan Manager, Investec incurs costs and charges in administering and marketing the Plan, including paying commission to your financial adviser. We allow approximately 5% to cover these costs and our management fee, when setting the return for the Plan. The exact amount will depend on the actual costs we incur.

No charges or fees are taken away from your original deposit or your potential maturity payment, and there are no annual management charges, so any returns are based upon the full amount you invest into the Plan.

## Tax

### Q: How are returns taxed (UK tax resident individuals)?

A: **Direct investments:** Any gains made at maturity are liable to Capital Gains Tax (CGT). However, there is an annual CGT exemption (£10,100 for the current tax year), which can be utilised to reduce or eliminate the tax payable, depending on your individual circumstances.

Early Bird Interest is paid net of basic rate income tax. If you are a higher rate tax payer a further liability will arise. If you are not a tax payer and are entitled to receive Early Bird Interest gross (i.e. without tax deducted at source) you will need to ensure that we hold a valid Form R85 before the Start Date. You can find a copy online at [www.hmrc.gov.uk/forms/r85.pdf](http://www.hmrc.gov.uk/forms/r85.pdf).

**ISA investments:** Maturity returns from stocks and shares ISAs are not subject to tax, and are therefore paid gross.

If at maturity you sustain a capital loss within an ISA, you cannot offset this for tax purposes against other gains.

Early Bird Interest in respect of a stocks and shares ISA is paid net of a HMRC flat rate charge of 20%.

### Q: How are returns taxed (non-UK tax resident investors)?

A: Early Bird Interest will be paid net of basic rate income tax. If you are entitled to receive this gross, you will need to ensure that we hold a valid Form R105 at the Start Date. You can find a copy online at [www.hmrc.gov.uk](http://www.hmrc.gov.uk).

Maturity returns will be paid gross.

The tax treatment thereafter will depend on your personal circumstances and the tax legislation in your jurisdiction. This investment is a UK onshore asset that is subject to UK tax rules. Assets bought onshore will be subject to UK tax legislation.

You should seek specialist tax advice before making any investment into this Plan.

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### **Q: How are returns taxed (SIPP/SSAS, corporates, registered charities and offshore bonds)?**

A: Maturity returns and Early Bird Interest will be paid gross. Please seek your own advice as to how you should treat them for tax purposes.

Tax rules and your benefit from them may change at any time.

You should seek independent advice from your financial or tax adviser if you are unsure of the tax treatment of the product for your purposes, before you invest.

## **ISAs**

### **Q: How much can I invest in a stocks and shares ISA?**

A: You can invest up to £10,200, as long as you have not already used all or part of your stocks and shares or cash ISA allowances for the tax year. If you have, you can invest the difference between the amount already used and the £10,200 total ISA allowance. You can only subscribe to one stocks and shares ISA in each tax year.

To make an investment into a stocks and shares ISA, you need to be over 18 and a UK resident for tax purposes. An ISA investment can only be held in your name.

### **Q: Can I transfer any existing ISAs into this Plan?**

A: If you have other ISA investments (either cash ISA or stocks and shares ISA) you can transfer them into this Plan (subject to our Plan minimum of £1,500), and this will ensure that the ISA tax status of your investment will continue.

You can transfer as many existing ISAs as you like, without affecting your annual ISA allowance. You can also transfer current year subscriptions. This must be for the whole current year subscription in that

ISA, up to the day of transfer. Once the subscription is transferred it is treated as if it had been invested directly into our ISA. If you transfer your current year cash ISA subscription, it will be treated as though it has been made to a stocks and shares ISA. Therefore, you may still be able to subscribe to a cash ISA in the current year, should you wish.

If you wish to transfer, you should check with your existing ISA manager that this is permitted. They may impose a charge for transferring. You should also be aware of the potential for the loss of income or growth whilst the transfer is pending.

When we receive the transfer funds, we will set up an individual Plan for each existing ISA that you transfer to us.

### **Q: What happens if my ISA transfer funds are received after the transfer funds deadline of 3 September 2010?**

A: Regrettably, we are unable to accept transfer funds received after the deadline, therefore they will be returned to your original ISA Manager for re-investment.

## **Compensation**

### **Q: Who is not eligible to receive compensation from the FSCS?**

- A: (a) All companies, or collective investment schemes, or overseas financial institutions or trustees of occupational pension schemes of an employer which is a company, which do not meet at least two of the following three criteria:
- (1) Turnover less than £6.5 million;
  - (2) Balance sheet is less than £3.26 million;
  - (3) Fewer than 50 employees.
- (b) Trustee of a Small Self-Administered Scheme (SSAS) or an occupational pension scheme of an employer which is a partnership with net assets of more than £1.4 million;

- (c) Trustee of a SSAS or an occupational pension scheme of an employer which is a mutual association with net assets of more than £1.4 million;
- (d) Mutual associations with net assets of more than £1.4 million; or
- (e) Credit institutions.

Please note these criteria may change in the future.

For further information, please refer to the Financial Services Compensation Scheme website: [www.fscs.org.uk](http://www.fscs.org.uk).

## Financial advisers

### Q: How much will any advice cost?

A: We may pay your financial adviser commission for arranging the sale of this Plan. Your financial adviser will tell you the level of commission before you invest and we will confirm the exact amount in writing to you.

### Q: What support do you provide to financial advisers?

A: We provide financial advisers with additional benefits which are designed to enhance the quality of their service to you. These benefits may include some or all of the following: training, seminars and marketing materials.

Further details of any benefits received from us are available on request from your adviser.

## Investor information

### Q: To whom is this investment available?

A: This investment is available to:

- (a) **UK tax resident individuals:** To invest in the Plan you must be aged 18 or over. You must be resident and ordinarily resident in the UK for tax purposes.

- (b) **Non-UK tax resident investors and corporates:**

To invest in the Plan you must be aged 18 or over and resident in Jersey, Guernsey or the Isle of Man. For individual investors, we will need your tax identification number, country or place of birth and a copy of your passport or identification issued by the state. A certificate of incorporation will be required for corporate investors. Non-UK tax resident investors cannot invest in an ISA.

This product is not available to persons in the U.S. or to a U.S. Person.

- (c) **UK corporates, charities and trustees.**

### Q: What is my customer category?

A: We will treat you as a Retail Client for the purposes of the FSA Rules. This means you will receive the highest level of regulatory protection available for complaints and compensation and receive information in a straightforward way. You may request to be treated as a Professional Client or Eligible Counterparty, however, if you do so you will lose the protections afforded to Retail Clients under the FSA Rules.

### Q: How will you keep me informed?

A: We will send you a written acknowledgement by the end of the next working day following receipt of your completed Application Form. After the start of the Plan, we will send you a confirmation letter. Thereafter, we will send you a statement annually.

### Q: How can I contact you?

A: As you have a financial adviser please continue to use them as your first point of contact.

You can write to us at:  
Investec Administration, PO Box 1008,  
St Albans, Hertfordshire AL1 9LZ.

You can also contact us by telephone  
on 0845 603 9176.

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### **Q: How do I complain?**

A: Any complaint about the sale of this Plan should be made to your financial adviser. A complaint about any other aspect of this Plan should be made to Investec Administration, PO Box 1008, St Albans, Hertfordshire AL1 9LZ. (Telephone no. 0845 603 9176).

If your complaint is not dealt with to your satisfaction you can complain to the Investment Division, Financial Ombudsman Service, South Quay Plaza, 183 Marsh Wall, London E14 9SR. Making a complaint will not prejudice your right to take legal proceedings.

### **Q: What should I do if I have more questions?**

A: It is essential that you only invest in the Plan if you fully understand the benefits and associated risks. Where you have unanswered questions you should seek advice from a financial adviser or tax adviser in your jurisdiction.

- The information in this brochure does not constitute tax, legal or investment advice from Investec. You should think carefully about the features and risks of this Plan and whether it suits your personal circumstances and attitude to risk before deciding whether to invest. You should seek advice from a financial adviser in your jurisdiction before deciding to invest. Investec does not offer advice or make any investment recommendations regarding this Plan.
- For unbiased general information about this type of product, please refer to the FSA's website 'MONEYmadeclear' at [www.moneymadeclear.fsa.gov.uk](http://www.moneymadeclear.fsa.gov.uk).

## Terms and Conditions

### Definitions

'Application Form' means the FTSE 100 Growth Plan 18 application for an ISA and/or a Direct investment.

'Banking Day' means a day on which commercial banks in London are open for general business (including dealings in foreign exchange and foreign currency deposits).

'Business Day' means any day on which the Exchange and each Related Exchange is scheduled to be open for trading for its regular trading sessions.

'Calculation Agent' means Investec Bank plc acting as calculation agent.

'Client Money' means the provisions of the FSA's Client Assets Sourcebook relating to client money.

'Dealing Date' means any Business Day throughout the Plan Term.

'Direct Account' means any part of the FTSE 100 Growth Plan 18, which is not an ISA.

'Early Bird Interest' means interest payable for application monies received in advance of the Plan closing date, 20 August 2010. The Early Bird Interest you earn will be added to your investment on 7 September 2010.

'Exchange' means The London Stock Exchange (LSE).

'Final Index Level' means the average of the closing levels of the FTSE 100 on each business day from, and including, 11 March 2015 to, and including, 11 September 2015.

'Fitch' means Fitch Ratings.

'FSA' means the Financial Services Authority. [www.fsa.gov.uk](http://www.fsa.gov.uk).

'FSA Handbook' means the FSA Handbook of Rules and Guidance as amended from time to time.

'FSA Rules' means the Rules included within the FSA Handbook issued by the FSA.

'FSCS' means the Financial Services Compensation Scheme.

'FTSE 100' means the FTSE 100 Index. This product is not in any way sponsored, endorsed, sold or promoted by FTSE International Limited.

'HMRC' means Her Majesty's Revenue & Customs.

'Index Sponsor' means FTSE International Limited, a UK incorporated company which calculates the FTSE 100 and which is owned jointly by the London Stock Exchange and the Financial Times.

'Initial Index Level' means the closing level of the FTSE100 on the Start Date.

'Investec' means Investec Bank plc.

'Investments' means the excluded indexed securities which the Plan Manager purchases and holds on your behalf under the Plan, the redemption amount of which will reflect the percentage change (if any) over the securities redemption period in the value of chargeable assets of a particular description.

'ISA' is a scheme of investment managed in accordance with the ISA Regulations by the ISA Manager under terms agreed between the ISA Manager and the investor (ISA terms and conditions). An ISA is restricted to UK tax resident individuals only.

'ISA Manager' means Investec Bank plc.

'ISA Regulations' means The Individual Savings Account Regulations 1998, as amended or replaced from time to time.

'Issuer' means any issuer of Investments. The Issuer is Investec Bank plc, a company incorporated and resident in the United Kingdom.

'Maturity Date' means 14 September 2015.

'Moody's' means Moody's Investor Services Limited.

'Nominee' means Ferlim Nominees Limited.

'Plan' means the FTSE 100 Growth Plan 18, comprising the Investments subscribed for through your ISA and/or your Direct Account, as specified in your Application Form(s).

'Plan Objective' means the objective of securing the return described in the brochure to which these Terms and Conditions are attached.

'Plan Manager' means Investec Bank plc which is authorised and regulated by the FSA and bound by its rules.

'Plan Term' means the period from 7 September 2010 to 14 September 2015, both days inclusive.

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'Related Exchange' means each exchange or quotation system where trading has a material effect (as determined by the Calculation Agent) on the overall market for futures or options contracts relating to the FTSE 100, including any transferee or successor to any such exchange or quotation system or any substitute exchange or quotation system to which trading in futures or options contracts relating to the FTSE 100 has temporarily relocated (provided that the Calculation Agent has determined that there is comparable liquidity relative to the futures or options contracts relating to the FTSE 100 on such temporary substitute exchange or quotation system as on the original Related Exchange).

'Start Date' means 7 September 2010.

'U.S. Person' means a U.S. Person as defined in regulation S under the U.S. Securities Act of 1933, as amended, or as defined in the U.S. Internal Revenue Code of 1986, as amended.

## **The Plan Manager provides the FTSE 100 Growth Plan 18 to you on the following Terms and Conditions (of which the Application Form is a part):**

### **1. Application**

- 1.1 On the receipt of a duly completed Application Form and cheque (or banker's draft, telegraphic transfer or any other means acceptable to the Plan Manager) the Plan Manager may accept your application subject to these Terms and Conditions. The Plan Manager reserves the right to reject an application for any reason.
- 1.2 For the purposes of investment, investors in Jersey, Guernsey and the Isle of Man can subscribe to this Plan.

### **2. Cancellation Rights**

- 2.1 The Plan Manager will give you the right to cancel your Plan within 14 days of the Plan Manager's acceptance of your Application Form in accordance with the requirements of the FSA Handbook. You will be informed of your right to cancel in the information that the Plan Manager sends you on receipt of your application. Alternatively you can write to Investec Administration, PO Box 1008, St Albans, Hertfordshire AL1 9LZ. If you do so, please provide your name and address and the Plan number

with clear instructions to cancel your investment. If the Plan Manager receives your cancellation notice after the close of the offer period, and before the Start Date, it will return to you without interest any cash subscriptions in the Plan. If the Plan Manager receives your cancellation notice after the Start Date, it will return to you without any interest cash subscriptions that may be subject to a market value adjustment. Where you do not exercise your cancellation rights, the Plan will continue in line with the Terms and Conditions.

### **3. Direct Accounts**

- 3.1 For Direct Account investments, when Investec Bank plc receives your investment, we will hold such monies as banker and not as client money. In the event of Investec's insolvency your money will not be protected and you must rely on your right of recourse to the FSFS. You may lose all or part of your initial investment.
- 3.2 Except as stated below interest will not be paid on monies held within client accounts. For the avoidance of any doubt we will not pay interest on any money held after the Plan matures or following an early withdrawal from the Plan. Where Early Bird Interest is paid, it will be after deduction of any tax payable and it will be credited to your Account. Early Bird Interest will begin to accrue 4 Banking Days after the date of receipt of your cheque, provided it is received before the Plan closing date of 20 August 2010 and will be payable at a rate of 1.5% gross per annum until 6 September 2010. The amount of interest invested or reinvested will be rounded down to the nearest whole number of pounds and the balance retained by the Plan Manager. It will be credited once on a simple interest basis. The amount of interest invested or reinvested will be subject to a deduction of basic rate tax of 20% for direct investments. For direct investments a further tax liability may exist for higher rate tax payers. If you are a UK tax resident individual and are entitled to receive your interest gross (i.e. without tax being deducted) please complete an R85 registration form and return it with this application. If you are not ordinarily resident in the UK and would like to receive your interest gross, please complete the relevant version of Form R105 and return it with this application.

#### **4. ISA Accounts**

- 4.1 You must subscribe to your ISA with your own cash or by transfer of cash from an existing ISA. Transfers of cash from existing ISAs will normally be arranged with the existing ISA managers. Once the cash from the existing ISA has been transferred, your ISA will be subject to these Terms and Conditions. In respect of an ISA transfer, a cancellation notice will be sent to you after the funds are received from your previous ISA manager. If, following an ISA transfer you cancel your ISA, you may lose the favourable tax treatment applicable. The Plan Manager reserves the right to withhold any amounts under £1 which cannot be applied to the Plan. The remaining pence will not be returned to you.
- 4.2 'ISAs' can be either cash or stocks and shares. If you are subscribing for a stocks and shares ISA you must not have subscribed and may not subscribe to another stocks and shares ISA in the same tax year. Please note that the Plan Manager only offers the stocks and shares component in this investment.
- 4.3 You will immediately inform the Plan Manager in writing if you cease to be a qualifying individual for the purposes of the ISA Regulations. The Plan Manager will notify you if, by reason of any failure to satisfy the provisions of the ISA Regulations, an ISA has, or will, become void.
- 4.4 The Plan Manager shall not accept any further amounts into an ISA if the ISA Regulations no longer give you the right to invest in that ISA.
- 4.5 For ISA investments, when Investec Bank plc receives your investment, it will be deposited into an ISA designated account with us as banker. In the event of Investec's insolvency your money will not be protected and you must rely on your right of recourse to the FSCS. You may lose all or part of your initial investment.
- 4.6 Except as stated below interest will not be paid on monies held within client accounts. For the avoidance of any doubt no interest is payable on money held after the Maturity Date or following an early withdrawal from the Plan. Where Early Bird Interest is paid it will be after deduction of a 20% flat rate charge. Early Bird Interest will begin to accrue 4 Banking Days after the date of receipt of your cheque, provided it is received before the Plan closing date of

20 August 2010 and will be payable at a rate of 1.5% gross per annum until 6 September 2010. The amount of interest invested or reinvested will be rounded down to the nearest whole number of pounds and the balance retained by the Plan Manager. It will be credited once on a simple interest basis.

- 4.7 The proceeds of an ISA will not be subject to either UK Income Tax or UK Capital Gains Tax and any gains or losses on your investment will be disregarded for the purposes of UK Capital Gains Tax. Where Investments are held through the Direct Account you may be subject, depending on your personal circumstances, to UK tax on any income paid or any capital gain arising on disposal. These statements are based on current legislation, regulations and practice, all of which may change.
- 4.8 On your death, your ISA will lose its ISA status immediately and your Plan will be dealt with in accordance with the instructions of your personal representatives. Your personal representatives can sell your Investments or transfer them to your beneficiaries.

#### **5. Maturity**

- 5.1 Under the terms of the Plan, the Plan will mature after 5 years and 1 week. The Investments are structured so that the amount you are due to receive from your Plan is in accordance with the Plan Objective. The Plan Manager will contact you to inform you of your options at maturity and any action required by you. The Plan Manager may, at its discretion, repay maturity proceeds to you by transferring the funds into the bank or building society account from where the initial investment originated. Should this occur you will be informed in writing by the Plan Manager. You should note that once the Plan has matured, we will hold the proceeds on deposit as banker. The proceeds will, therefore not be held in accordance with the Client Money rules and interest will not be paid.

#### **6. Purchase of Plan Securities**

- 6.1 On the Start Date, the Plan Manager will purchase Investments for your Plan. The Investments will be securities that have been specifically structured to match the Plan Objective. The amount payable on redemption will be determined by reference to the percentage change

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of chargeable assets (if any), over the security's redemption period. Investments are purchased on your behalf and the Plan Manager will not be obliged to account for any interest earned pending settlement. Investment in the Plan will not commit your funds to any extent beyond the amount invested by you.

- 6.2 When the Plan Manager purchases and sells Investments in accordance with these Terms and Conditions, it will always be acting as your agent, and not as the agent of the Issuer.

## 7. Conflict of Interest

- 7.1 Occasions can arise where the Plan Manager, or one of its other clients, will have some form of interest in business which is being transacted for the Plan. If this happens, or the Plan Manager becomes aware that its interests or those of one of its other clients conflict with your interests, you will be informed and asked for your written consent before any transaction is carried out. A copy of Investec Bank plc's conflicts policy can be obtained upon request from Investec Administration, PO Box 1008, St Albans, Hertfordshire AL1 9LZ (0845 603 9176). A summary can be found at [www.investec.com/unitedkingdom/ukpolicies](http://www.investec.com/unitedkingdom/ukpolicies).

## 8. Registration and Custody

- 8.1 Your Investments will be registered in the name of Ferlim Nominees Limited, and documents of title, if any, will be kept in the custody of the Nominee, who is not authorised under the Financial Services and Markets Act 2000. In the case of direct investments, you may, however, request that the Plan Manager register your Investments with a custodian other than Ferlim Nominees and that documents of title, if any, be kept in the custody of such other custodian expressly nominated by you. The Plan Manager may, at its discretion, agree to such alternative custodial arrangements as it may determine from time to time without notice to you. Such documents of title shall not be lent to any third party and money may not be borrowed on your behalf against the security of those documents.
- 8.2 Unless alternative custodial arrangements are agreed as above, your Investments will be registered collectively in the name of the Nominee and, although the amount of

Investments that you hold will be recorded and separately identified by the Plan Manager, your holding may not be identifiable by separate documents or certificates of title. Therefore, in the event of default, any shortfall in the Investments may be shared pro rata among all investors in the FTSE 100 Growth Plan 18 whose Investments are registered in the name of the Nominee.

## 9. Insurance Cover

- 9.1 The Plan Manager will maintain insurance cover to indemnify you against, amongst other risks, misappropriation of funds or securities by any employee of the Plan Manager.

## 10. Record Keeping

- 10.1 At all times you or your nominated agent may request sight or a copy of entries in the Plan Manager's records relating to your Investments in accordance with the rules of the FSA Handbook. Such records will be maintained for a minimum of seven years after the Start Date.
- 10.2 The Plan Manager will supply you annually with a report on the value of the Investments held through your ISA and/or your Direct Account.
- 10.3 The Plan Manager may employ agents in connection with the services it is to provide and may delegate any or all of its powers or duties to any delegate(s) of its choice in accordance with the ISA Regulations. The Plan Manager will satisfy itself that any person to whom it delegates any of its functions or responsibilities under these Terms and Conditions is competent to carry out those functions and responsibilities. The Plan Manager shall not be liable for the fraud, negligence or wilful default of any such agent or delegate. This shall not exclude or restrict any liability towards you to which, by virtue of the ISA Regulations, the Financial Services and Markets Act 2000, or the FSA Handbook, the Plan Manager may be subject.

## 11. Termination

- 11.1 The Plan or any Account comprised in it may be terminated immediately by the Plan Manager on giving written notice to you if in its opinion it is impossible to administer the Plan or that Account in accordance with the ISA Regulations or you are in breach of the ISA Regulations.

- 11.2 The ISA will terminate automatically with immediate effect if it becomes void under the ISA Regulations. The Plan Manager will notify you in writing if the ISA becomes void.
- 11.3 The Plan Manager may terminate the Plan on one month's notice if you fail to pay any money due under these Terms and Conditions or are in breach of any of these Terms and Conditions.
- 11.4 The terms of the Investment may permit the Issuer of these Investments to withhold, defer, reduce or even terminate payments in certain events including, but not limited to, illegality, force majeure or other events beyond the control of the Plan Manager, and as a result, you may receive less than you would otherwise have anticipated or may have to wait for the proceeds.
- 11.5 The Plan Manager may terminate the Plan at any time for reasons including, but not limited to illegality, force majeure or other events beyond the control of the Plan Manager, provided the Plan Manager gives you a reasonable period of written notice as the situation dictates.
- 11.6 You may terminate the Plan or any Account at any time by giving written notice to that effect to the Plan Manager. The notice must specify whether you wish the proceeds from the sale of the Investments to be paid directly to you or, for an ISA, to be transferred to another ISA manager. Early redemption may result in a loss of capital. There will be a restricted market in the sale of Investments.
- 11.7 Termination of the Plan or any Account will not affect the settlement of any outstanding fees and will not affect any legal rights or obligations which may have already arisen or any provision of these Terms and Conditions which is expressly or by necessary implication intended to survive termination. On termination, the Plan Manager will promptly account to you for the proceeds of sale of the Investments held through your Plans, save that it will be entitled to retain any funds required to pay any outstanding tax or other amounts payable from the Plan.

## 12. Charges

- 12.1 The returns which you are due to receive, in accordance with the Plan Objective, are net of all anticipated charges and expenses due to third parties (excluding any tax that

you may be liable to pay, or charges we may reasonably require you to pay in respect of significant taxation changes). These charges are estimated to be not more than 5%, excluding any such tax or charges for taxation changes, but including commission paid to any financial adviser who arranged the investment. No other charges are anticipated. If you terminate your Plan before maturity, no further charges will be deducted nor will those taken at the Start Date be rebated, however you may not get back the original amount invested. In addition, Stamp Duty or Stamp Duty Reserve Tax, as applicable, may be payable. Please note that it is possible that you will be liable to pay additional taxes or costs that are not paid, or imposed, by us.

## 13. Variation of Terms

- 13.1 The Plan Manager may vary these Terms and Conditions by giving you reasonable written notice:
- (a) to comply with any changes to the ISA Regulations, other relevant legislation, HMRC practice and the FSA Rules (or the way they are applied);
  - (b) to make them fairer to you or to correct a mistake (provided this correction would not adversely affect your rights); or
  - (c) in order to manage your Plan more effectively, or to introduce additional facilities or options within your Plan. The Plan Manager will notify you of any such change as soon as is reasonably practicable after the change has been made, if you have not been given prior notice.

## 14. Exclusion of Liability

- 14.1 The Plan Manager will exercise due care and diligence in managing your Plan, however the Plan Manager will not be liable to you:
- (a) for any default by the Nominee, or any securities depository with whom your Investments are deposited, or for any fraud, negligence or wilful default on the part of the Nominee or any such securities depository or other third party;
  - (b) for any loss, depreciation or fluctuation in the value of the Investments held within your Plan, except as a result of fraud, negligence or wilful default by the Plan Manager;

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- (c) if the Plan Manager cannot carry out its responsibilities because of circumstances beyond its reasonable control;  
or
- (d) for the acts or omissions of any professional adviser who arranged your Investment in the Plan.

The Plan Manager will exercise its authority under these Terms and Conditions in an appropriate way. However, whilst the Investments will be structured with a view to meeting the Plan Objective, the Plan Manager is unable to (and does not) guarantee that the Plan Objective will be met. You acknowledge that you have read and understood these Terms and Conditions and the risk factors set out in the brochure provided to you in connection with your Plan. In particular, you acknowledge that your entitlement under the Plan is dependent on the exact terms of issue of the Investments. These may contain provisions allowing for (a) adjustments to the timing of calculation of entitlements and (b) the termination of the Investments, including (without limitation) in circumstances where the Plan Manager is in default. No provision in these Terms and Conditions will operate so as to exclude or limit the liability of the Plan Manager and/or the Issuer to the extent that this would be prohibited by law or the FSA Rules.

## 15. No Security over Plan

- 15.1 At all times during the continuance of the Plan, you will remain the beneficial owner of the Investments held in the Plan and the Investments must not be used as security for a loan.

## 16. Voting Rights

- 16.1 Unless alternative custodial arrangements are agreed as above, the Nominee will hold the voting rights (if any) in relation to the Investments in your Plan. The Nominee will have the right to exercise such voting rights (or abstain from exercising them) at its discretion. If you wish, however, you may request the Plan Manager to arrange for you to attend (and vote at) meetings of holders of securities in relation to Investments in the Plan which is an ISA, to the extent that this is permitted by the terms of the relevant instrument for the Investments concerned. If you request,

and your Plan is an ISA, the Plan Manager will send you copies of the annual report and accounts and any offering circular, prospectus or other information which is issued to holders of Investments in your Plan. To make this request please write to Investec Structured Products, 2 Gresham Street, London EC2V 7QP.

## 17. Partial Withdrawals and ISA Transfers

- 17.1 Partial withdrawals or partial ISA transfers are permitted subject to a minimum of £1,500 remaining invested in the Plan. Any returns at maturity will be subject to the remaining amount invested in the Plan.
- 17.2 Subject to Clause 11.6, on your instructions and within the time stipulated by you, an ISA or part of an ISA, shall be transferred to another ISA manager.
- 17.3 Subject to Clause 11.6, on your instructions and within the time stipulated by you, all or part of the Investments held in the ISA and proceeds arising from those Investments shall be transferred or paid to you.

## 18. Telephone Recording

- 18.1 For your security and for training and monitoring purposes telephone conversations may be recorded.

## 19. Communication

- 19.1 The Plan Manager will always write and speak to you in English.

## 20. Force Majeure

- 20.1 In the event of any failure, interruption or delay in the performance of its obligations resulting from breakdown, failure or malfunction of any telecommunications or computer service, industrial disputes, failure of any third party to carry out its obligations, acts of governmental or supranational authorities, or any other event or circumstance whatsoever not reasonably within its control, the Plan Manager may be unable to fulfil its financial responsibilities in the market then your ability to realise your investment may be restricted and the Plan Manager shall not be liable or have any responsibility of any kind for any loss or damage you incur or suffer as a result.

**21. No Restriction on Investment Services**

21.1 Nothing in these Terms and Conditions shall restrict the Plan Manager's right to provide investment services to others.

**22. Money Laundering**

22.1 All transactions relating to this Plan are covered by the Proceeds of Crime Act 2002 and the Money Laundering Regulations 2007 (as amended from time to time) and the guidance notes provided by the Joint Money Laundering Steering Group. The Plan Manager is responsible for compliance with these regulations. You may be asked for proof of identity and evidence of address when investing or on maturity. The Plan Manager may also make enquiries of third parties in verifying identity. This would include electronic verification through a third party provider.

22.2 For business received from overseas countries/territories whose Money Laundering Legislation is not deemed to be comparable with the legislation imposed on the Plan Manager, the Plan Manager reserves the right to request enhanced evidence of identity/address.

**23. HMRC**

23.1 You authorise the Plan Manager to provide HMRC with all relevant particulars of the Direct Account, ISA and its investments which HMRC may reasonably request at any time.

**24. Governing Law**

24.1 These Terms and Conditions shall be governed by English law and will become effective on acceptance by the Plan Manager of your signed Application Form.

**Isle of Man**

Investec Bank plc (the 'Bank') is not subject to approval or regulation by the Isle of Man Financial Supervision Commission (the 'Commission') and the Commission does not vouch for the correctness of any statements made or opinions expressed with regard to it. Accordingly this Offer Document and any other document or material in connection with the offer may not be circulated, distributed, nor may the securities be offered or sold, or made the subject of an invitation for subscription, whether directly or indirectly, to persons in the Isle of Man other than in accordance with the Isle of Man Companies (Private Placement) (Prospectus Exemptions) Regulations 2000.

The offer is being made on a private placement basis to persons within the following description:

- (a) persons whose ordinary activities involve them in acquiring, holding, managing or disposing of shares or debentures (as principal or agent) for the purposes of their business; or
- (b) persons who it is reasonable to expect will acquire, hold, manage or dispose of their investment in the Plan (as principal or agent) for the purposes of their business; or
- (c) a restricted circle of persons whom the Bank reasonably believes to be sufficiently knowledgeable to understand the risks involved in accepting the offer constituted by this document; or
- (d) a restricted circle of persons numbering no more than fifty whom it is reasonable to believe will acquire the Plan for investment purposes and not with a view to their imminent resale.

**Guernsey**

This Plan may only be offered or sold in or from within the Bailiwick of Guernsey either (i) by persons licensed to do so under the Protection of Investors (Bailiwick of Guernsey) Law, 1987 (as amended) (the 'POI Law'); or (ii) to persons licensed under the POI Law; or (iii) to persons licensed under the Insurance Business (Bailiwick of Guernsey) Law, 2002, the Banking Supervision (Bailiwick of Guernsey) Law, 1994, or the Regulation of Fiduciaries, Administration Businesses and Company Directors, etc., (Bailiwick of Guernsey) Law, 2000.

**United States**

This product is not available to persons in the U.S. or to a U.S. Person as defined in this brochure.

If you have difficulty in reading our literature, please call us on 08000 890 305.  
We can supply this in a range of formats including large print, audio and Braille.

**Please return completed and signed Application Forms to your financial adviser who will send them to: Investec Administration, PO Box 1008, St Albans, Hertfordshire AL1 9LZ.**

Registered and incorporated in England No. 00489604.

Investec Bank plc is authorised and regulated by the Financial Services Authority.  
Registered under Financial Services Authority No. 172330.

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