



Make the most of retirement

When you retire, one of the most important decisions you have to make is how to best employ your retirement savings to generate an income that will meet your needs for the rest of your life.

When you retire from a retirement fund, such as an employer's pension or provident fund, preservation fund or a retirement annuity, you may transfer these proceeds to a retirement income solution, which will provide you with a regular income during retirement.

While there are a number of retirement income solutions from which to choose, the most suitable one for you will depend on your expenses after retirement, whether you wish to leave money to your dependants, and to what extent you're willing to accept the various risks relating to retirement income, which are discussed in the table below.

Longevity risk	The risk that you may live longer than expected, which could lead to your running out of a retirement income later in life. This risk is becoming ever more relevant given that life expectancy is increasing globally.
Investment risk	The risk that your income or capital is negatively affected by worse than expected investment returns from your underlying investment portfolio.
Inflation risk	The risk that the purchasing power of your income is eroded due to the level of income not keeping up with inflation.

WHAT DO MY INTERMEDIARY AND I CONSIDER BEFORE INVESTING?

Your investment objectives | Your time horizon | Protection from inflation | Investments that best suit your needs

This document is intended for use by clients, alongside their financial intermediaries. The information in this document is provided for information purposes only and should not be construed as the rendering of advice to clients. Although we have taken reasonable steps to ensure the accuracy of the information, neither Sanlam nor any of its subsidiaries accept any liability whatsoever for any direct, indirect or consequential loss arising from the use of, or reliance in any manner on the information provided in this document. January 2019

Glacier Financial Solutions (Pty) Ltd. | A member of the Sanlam Group | Private Bag X5 | Tyger Valley 7536 | Email client.services@glacier.co.za | Tel +27 21 9179002 / 0860 452 364 | Fax +27 21 947 9210 | Web www.glacier.co.za | Reg No 1999/025360/07 | Licensed Financial Services Provider

Sanlam Life Insurance Ltd. | Email life@sanlam.co.za | Tel + 27 21 916 5000 / 0860 726 526 | Fax +27 21 947 9440 | Reg No 1998/021121/06 | Licensed Financial Services Provider

LINKED INVESTMENT PLATFORM SOLUTIONS

We offer the Glacier Investment-Linked Living Annuity and the Investment-Linked Lifetime Income Plan, both of which have specific features that may influence your selection.

Glacier Investment-Linked Living Annuity	Glacier Investment-Linked Lifetime Income Plan
<p>Minimum contribution R100 000 lump sum</p> <ul style="list-style-type: none">You have control over the amount of income you take, within legislated limits.You can adjust the level of income you take once a year as your circumstances change.You are able to construct a diversified investment portfolio from a wide range of investment options to suit your personal circumstances.You can adjust the composition of your underlying investment portfolio as your circumstances change.You can provide for your dependants after your death by appointing beneficiaries who will receive the remaining capital in your portfolio when you die.	<p>Minimum contribution R250 000 lump sum</p> <ul style="list-style-type: none">You secure a lifelong income in the form of a guaranteed number of retirement income units payable throughout retirement.The level of your income will move in line with your underlying investment performance.You are able to construct a diversified investment portfolio with the aim of producing the investment returns that will drive your income growth.You can adjust the composition of your underlying investment portfolio as your circumstances change.You are able to provide for your dependants after your death by either selecting to add a second life insured to your plan or by specifying a guaranteed income payment term.

THE GLACIER INVESTMENT-LINKED LIVING ANNUITY

How it works

We invest the proceeds from the retirement savings you've accumulated in a registered retirement fund in underlying investments that you choose in collaboration with your financial intermediary, and you draw a regular income from your investment.

The Glacier Investment-Linked Living Annuity, which is underwritten by Sanlam Life, offers:

- The means to protect the purchasing power of your income**

By exposing the source of your income to market returns, you have the opportunity to let your income keep pace with, or beat inflation.
- Flexibility**

You can adapt your cash flow to meet your changing needs by changing your income level once a year, on the anniversary date of the investment.
- Continuity**

On your death, your beneficiaries can choose to either take the full benefit (minus tax) in cash, continue with the annuity, or take a part in cash and transfer the remainder to an annuity.

This document is intended for use by clients, alongside their financial intermediaries. The information in this document is provided for information purposes only and should not be construed as the rendering of advice to clients. Although we have taken reasonable steps to ensure the accuracy of the information, neither Sanlam nor any of its subsidiaries accept any liability whatsoever for any direct, indirect or consequential loss arising from the use of, or reliance in any manner on the information provided in this document. January 2019

Glacier Financial Solutions (Pty) Ltd. | A member of the Sanlam Group | Private Bag X5 | Tyger Valley 7536 | Email client.services@glacier.co.za | Tel +27 21 9179002 / 0860 452 364 | Fax +27 21 947 9210 | Web www.glacier.co.za | Reg No 1999/025360/07 | Licensed Financial Services Provider

Sanlam Life Insurance Ltd. | Email life@sanlam.co.za | Tel + 27 21 916 5000 / 0860 726 526 | Fax +27 21 947 9440 | Reg No 1998/021121/06 | Licensed Financial Services Provider

About the income

How much can I draw?

By law, you may draw an annual income of between 2.5% and 17.5% of the capital value of your investment. You may change the percentage every year on the plan's anniversary date. The income is paid by the regular repurchasing of units from the underlying investment funds, and is taxable at the relevant SARS income tax rates.

You have the power to preserve your capital

Select suitable underlying investments

The investments held in your living annuity are made up of various types of asset classes, such as equities, bonds, property and cash. These underlying assets have different levels of risk and returns associated with them.

For this reason you and your financial intermediary must consider the overall composition of your living annuity

The underlying capital is payable as a death benefit

You may nominate a beneficiary (or beneficiaries) to receive the underlying capital on your death. Your beneficiaries may continue with the living annuity in their name, or choose to receive the benefit as a lump sum payment. They may also combine a lump sum payment with a living annuity in their name.

THE GLACIER INVESTMENT-LINKED LIFETIME INCOME PLAN

How it works

A unique concept. Guaranteed retirement income units.

1. Retirement capital is used to purchase guaranteed retirement income units.
2. The retirement income units are invested in an investment portfolio selected by you in collaboration with your intermediary.
3. The growth in the value of the retirement income units will be linked to the performance of the portfolio.
4. An equal number of retirement income units will be paid out each year as income.

The Investment-Linked Lifetime Income Plan offers:

- **Certainty that you will receive a regular income during retirement for the rest of your life**
The capital amount is used to purchase a guaranteed number of retirement income units per year – payable for as long as you live.
- **The opportunity to benefit from market related growth on your income**
- **The ability to protect the purchasing power of your income from inflation**
- **The option to provide for your dependants after your death**

This document is intended for use by clients, alongside their financial intermediaries. The information in this document is provided for information purposes only and should not be construed as the rendering of advice to clients. Although we have taken reasonable steps to ensure the accuracy of the information, neither Sanlam nor any of its subsidiaries accept any liability whatsoever for any direct, indirect or consequential loss arising from the use of, or reliance in any manner on the information provided in this document. January 2019

Glacier Financial Solutions (Pty) Ltd. | A member of the Sanlam Group | Private Bag X5 | Tyger Valley 7536 | Email client.services@glacier.co.za | Tel +27 21 9179002 / 0860 452 364 | Fax +27 21 947 9210 | Web www.glacier.co.za | Reg No 1999/025360/07 | Licensed Financial Services Provider

Sanlam Life Insurance Ltd. | Email life@sanlam.co.za | Tel + 27 21 916 5000 / 0860 726 526 | Fax +27 21 947 9440 | Reg No 1998/021121/06 | Licensed Financial Services Provider

LIFE INVESTMENT SOLUTIONS

LIFE ANNUITY BY



How it works

The proceeds of your retirement savings in a registered retirement fund are used to provide regular, guaranteed income payments for the rest of your life.

A Sanlam Life Annuity offers:

1. Certainty that you will receive a regular income during retirement for the rest of your life
2. The option to provide for your dependants after your death
3. The ability to protect the purchasing power of your income from inflation

About the income

The amount of income you receive depends on the following factors at the start date of the life annuity:

- prevailing interest rates when the capital amount is received;
- the age and gender of the lives insured, and
- the product options you've chosen, such as a guaranteed income payment term, income growth, additional life cover, etc.

The income is paid monthly until the death of the last life insured, or the end of the guaranteed income payment term, whichever occurs last.

Growth of income payments

You can choose that income payments remain level throughout the term, or that the income grows annually at a fixed rate.

Tax is payable on income.

The full brochure is available on www.glacier.co.za .

This document is intended for use by clients, alongside their financial intermediaries. The information in this document is provided for information purposes only and should not be construed as the rendering of advice to clients. Although we have taken reasonable steps to ensure the accuracy of the information, neither Sanlam nor any of its subsidiaries accept any liability whatsoever for any direct, indirect or consequential loss arising from the use of, or reliance in any manner on the information provided in this document. January 2019

Glacier Financial Solutions (Pty) Ltd. | A member of the Sanlam Group | Private Bag X5 | Tyger Valley 7536 | Email client.services@glacier.co.za | Tel +27 21 9179002 / 0860 452 364 | Fax +27 21 947 9210 | Web www.glacier.co.za | Reg No 1999/025360/07 | Licensed Financial Services Provider

Sanlam Life Insurance Ltd. | Email life@sanlam.co.za | Tel + 27 21 916 5000 / 0860 726 526 | Fax +27 21 947 9440 | Reg No 1998/021121/06 | Licensed Financial Services Provider