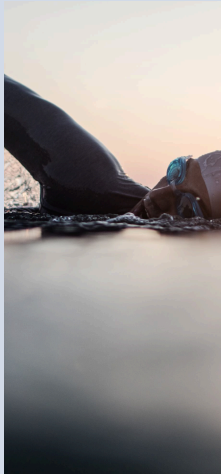
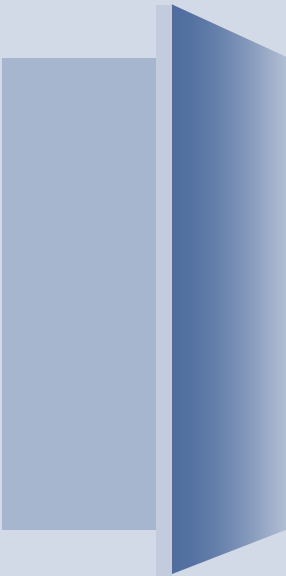


Unlocking Sustainable Retirement Solutions

BEYOND RETIREMENT: A GAME-CHANGING **INCOME STRATEGY**



glacier
by Sanlam

Review your strategy regularly so your income supports you for life.

Financial planning during retirement is an ongoing process. As part of that process, reviewing your retirement income source from time to time is necessary especiallay as you grow older. Most importantly, you have to be sure that **your income will support you throughout your lifetime.**

If you’re invested in a living annuity, it has many wonderful advantages, but often as life unfolds and you move from one life stage to the next, those benefits may become less attractive, or income security may simply become more important. Did you know that **it is possible to switch** from a living annuity to a life annuity during retirement if necessary?

Making the right decision about your income can shape your financial well-being throughout retirement and it’s important to discuss your needs for **income flexibility vs certainty, capital growth and preservation of legacy** with your financial planner.

Let’s take a look at the major differences between a living annuity and a life annuity.

Life annuity vs living annuity: a comparison		
Feature	Life Annuity	Living Annuity
Income Guarantee	<div>✔</div> Guaranteed income for life, regardless of market performance	<div>✗</div> No guarantee – income depends on investment returns and drawdown rate
Longevity Risk	<div>✔</div> Covers you for life – you can't outlive your income	<div>✗</div> No guarantee – income depends on investment returns and drawdown rate
Flexibility	<div>✗</div> No flexibility – fixed terms once annuity is purchased	<div>✔</div> Full control over investments and annual income drawdown (within legal limits)
Investment Control	<div>✗</div> No control – managed by insurer	<div>✔</div> You choose or manage how the capital is invested
Inflation Protection	<div>✔</div> Optional with escalating income or inflation-linked annuities (at a cost)	<div>✔</div> Possible through growth assets, but not guaranteed
Capital Access	<div>✗</div> No access to the lump sum after purchase	<div>✗</div> No access to lump sum withdrawals except if below threshold
Estate Planning	<div>✗</div> No capital left to heirs (unless with guarantee term)	<div>✔</div> Remaining capital can be left to beneficiaries
Cost Structure	<div>✔</div> Simple, built-in to the annuity pricing	<div>✗</div> Ongoing fees for advice, administration, and investment management
Market Risk Exposure	<div>✔</div> None – insurer bears the market risk	<div>✗</div> High – investor bears full investment risk
Tax Treatment	<div>✔</div> Taxed as income	<div>✔</div> Taxed as income

In summary

The benefits of a life annuity, especially with regard to income security, may start outweighing the benefits of a living annuity – such as flexibility to choose your own income level and potential investment growth – as one grows older. **Speak to your financial planner about the possibility of switching to a life annuity to protect your income stream and ensure that your income will sustain you for the rest of your life.**