

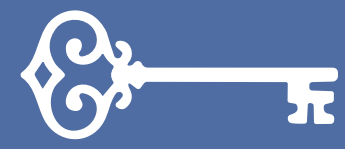
glacier  
by Sanlam

TAILORED RETIREMENT  
SOLUTIONS FOR  
**EVERY INDIVIDUAL**

Your complete guide







# INTRODUCING GLACIER



**Glacier by Sanlam** brings together leading experts and respected financial services companies to meet clients' investment needs.

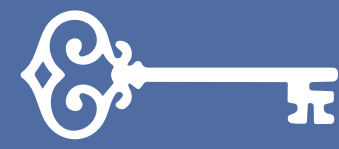
We deliver focused financial services through specialist teams, and pride ourselves on being a chosen partner of acclaimed financial intermediaries through our superior solutions and our quality service.

Our collection of financial solutions has been designed to span a lifetime, and to fulfil the needs each life stage may bring – whether you are focusing on the creation or the preservation of your wealth.

We recognise that different people need different things at retirement. One specific retirement income solution may not meet all your needs and risk concerns, and it is important to choose a solution that will ensure a reliable and sustainable income for the rest of your life.

**Glacier by Sanlam** is uniquely positioned to offer retirement income solutions that cover various needs, like stability and certainty, but also growth, and provision for loved ones after your death.





# NOW IS YOUR TIME

As your retirement option date approaches, it's important to choose a retirement solution that will ensure a sustainable income for the rest of your life. Glacier is uniquely positioned to offer a retirement income solution that provides security as well as longevity in retirement planning.

## What happens at retirement?

When you retire, you will be allowed to take a portion of your savings as a lump sum. The remainder must be used to purchase an income-generating product (compulsory annuity), which aims to provide you with an income for the duration of your retirement.

## What can you do with the portion you're allowed to take as a lump sum?

Let your money continue to work for you, even though you've retired. You can save and grow your capital in one of Glacier's investment solutions – whether it is to cover unexpected expenses or to have a supplemental income source during retirement.

### Access to your funds

Access to your funds is determined by the Two-Pot System, which came into effect on 1 September 2024. In summary, your retirement savings are divided into 3 components, and each component gets treated differently at retirement.



#### 1. Vested component:

This component, which is exempt from the Two-Pot System, may potentially consist of two portions: one with vested rights and one with non-vested rights. This will be the case if your retirement annuity was funded by a provident or provident preservation fund. At retirement, benefits in the vested rights portion will be available as a lump sum (subject to taxation), as an annuity, or as a combination. Benefits in the non-vested rights portion are subject to the purchase of a compulsory annuity with at least two-thirds of the value.



#### 2. Retirement component:

You can't withdraw a cash lump sum from this component.

All the retirement savings in this component must be used to purchase a compulsory annuity which will provide income unless the de minimis rule (see FAQ) applies.

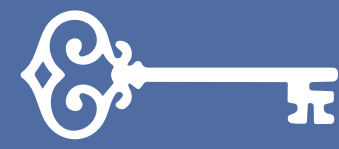


#### 3. Savings component:

At retirement, you may take up to the full balance that is left in this component as a cash lump sum. You can also purchase a compulsory annuity with the value in this component.







# RETIREMENT INCOME: WHAT ARE YOUR OPTIONS?



## Security LIFE ANNUITY

- ✓ Provides you with a guaranteed lifelong income that can increase every year – either by a percentage you choose or in line with inflation.
- ✓ You can add a second life insured, to whom the income gets paid after your death.

### Products:

#### Sanlam Life Annuity

Enjoy guaranteed income throughout retirement, with the option to select a specific period during which the income is guaranteed irrespective of whether you are still alive, so that your family is taken care of. A one-off payment has to be sufficient to provide a monthly income of at least R100.

[LEARN MORE](#)

#### Sanlam Income with Capital Preservation Plan

Receive a regular income from your retirement savings for the rest of your life and take care of your family by means of an added life cover policy. Minimum contribution: R20 000 lump sum.

[LEARN MORE](#)



## Choice LIVING ANNUITY

- ✓ Pays out remaining funds to your nominated beneficiaries when you die.
- ✓ Allows you to choose the underlying investment funds and adjust your income once a year.
- ✓ Provides 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 it keep pace with or beat inflation.
- ✗ The income is not guaranteed for life – it depends on the performance of the funds you invest in.
- ✗ You run the risk of outliving your capital if the income you draw is too high or if the portfolio returns are poor.

### Product:

#### Glacier Investment-Linked Living Annuity

With control over the underlying investments and the income you draw, you can manage your retirement savings to get an income that will suit your needs.

Minimum contribution: R250 000 lump sum.

[LEARN MORE](#)



## Best of both LIFE + LIVING ANNUITY

Combining a living annuity and a life annuity will provide the certainty of a guaranteed and stable income on one hand, and income flexibility and continued capital growth on the other.

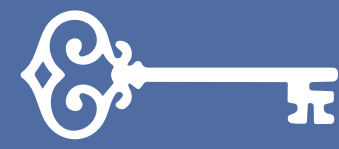
- ✓ A guaranteed income for life from the Life Annuity PLUS a flexible income from the Living Annuity.
- ✓ Opportunity for capital growth in the Living Annuity.
- ✓ Longevity protection through the Life Annuity, as the income is paid for as long as you live.
- ✓ Provide for loved ones by adding a second life insured and guaranteed income payment term to the Life Annuity, and leaving the capital in the Living Annuity to beneficiaries.

Get advice on which combination of Life and Living Annuity is best for you.

[LEARN MORE](#)

## GET ADVICE NOW





# GROWING YOUR CAPITAL: WHAT ARE YOUR OPTIONS?

Invest any lump sum you receive at retirement in Glacier's discretionary investment solutions to continue growing your wealth, or to supplement your retirement income. Choose from a number of options to suit your individual needs.

**Grow your wealth flexibly and access your money at any time**



## GLACIER INVESTMENT PLAN

R2 500 per month or R100 000 lump sum, with R15 000 per additional contribution whenever you have extra money available.

**Why?** Customise your investment portfolio and stop or change your contributions according to your needs. PLUS you can easily access your money.

[LEARN MORE](#)

**Get rewards along your investment journey**



## SANLAM WEALTH EDGE ENDOWMENT

R100 000 minimum contribution with a minimum investment term of 5 years.

**Why?** Get a boost to your investment amount upfront, optional protection against falling markets, access to managed portfolios, rewards for staying invested and a death benefit with this tax-efficient investment.

[LEARN MORE](#)

**Plan for loved ones**



## GLACIER VANTAGE LIFE PLAN

R100 000 minimum contribution with a minimum investment term of 5 years.

**Why?** Choose from a range of well-researched underlying funds in this five-year, tax-efficient investment that will pay out to your loved ones at the death of the last life insured.

[LEARN MORE](#)

**Secure an income for life and plan for dependants**



## SANLAM INCOME WITH CAPITAL PRESERVATION (OPTIONAL)

R20 000 minimum contribution with lifelong investment.

**Why?** Receive a guaranteed income for life, plus the ability to provide a lump sum for dependants after your death, by means of an added life cover plan.

[LEARN MORE](#)

**Secure a fixed return with/without a regular income**



## SANLAM FIXED RETURN PLAN WITH/WITHOUT INCOME

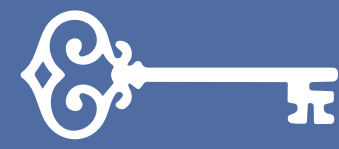
R100 000 minimum contribution with a minimum investment term of 5 years.

**Why?** Receive capital protection in the form of a fixed return, with the option of a regular income throughout the investment term.

[LEARN MORE](#)

WILL YOU FOLLOW THE OLD RETIREMENT PRINCIPLES  
– OR CREATE NEW POSSIBILITIES?





# NAVIGATING YOUR RETIREMENT CHOICES

Retirement planning means securing your financial future, but it comes with risks that could impact your income and peace of mind. Understanding these risks is the first step to choosing a plan that works for you. Here's what you need to know:

## Longevity risk:

The risk that you live longer than expected and that your capital will be insufficient to provide the required income for the rest of your life.

## Investment risk:

The possibility that poor returns from your investment portfolio reduce your income or capital, especially if your plan relies on market performance.

## Inflation risk:

The threat that rising prices erode your income's purchasing power if it doesn't grow to match or beat inflation over time.

## Trouble deciding? Discover your retirement roadmap in 2 steps

### 1. How much retirement income security do you need?



Guaranteed income for life, plus the ability to provide for dependants after I die, by adding a second life insured and/or guaranteed income term.



Sanlam Life Annuity

Guaranteed income for life, plus the ability to provide a lump sum for dependants after I die, by means of an added life cover plan.



Sanlam Income with  
Capital Preservation Plan

Flexibility and growth potential are more important to me than a secure guaranteed income for life.



Glacier Investment-Linked Living Annuity

I want both flexibility and the opportunity for growth, as well as a secure guaranteed income for life.



Glacier Investment-Linked Living Annuity  
+  
Sanlam Life Annuity

### 2. What do you want to do with your lump sum?

Grow it flexibly and access my money at any time.



Glacier Investment Plan

Secure an income for life and plan for dependants.



Sanlam Income with  
Capital Preservation Plan (Optional)

Secure a fixed return and still enjoy a regular income.



Sanlam Fixed Return Plan  
with/without Income

Plan for loved ones.



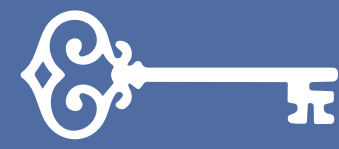
Glacier Vantage Life Plan

Get rewards along my investment journey.



Sanlam Wealth Edge Endowment





# YOUR PRE-RETIREMENT ACTION PLAN

Preparing for your retirement can be overwhelming. We've put together a handy checklist to help you stay on track and be retirement-ready when your option date arrives. Consult your financial adviser to ensure you understand all your options and receive expert guidance on structuring your retirement income.



## 12–24 months before retirement

- ☐ Assess your retirement savings alongside your financial adviser.
- ☐ Understand your options: ask your adviser about life annuities, living annuities and options for lump sum withdrawals.
- ☐ Estimate your income needs: calculate monthly expenses, including healthcare and lifestyle costs, and projected needs during retirement.
- ☐ Review investments with your adviser's assistance to ensure your portfolio aligns with your retirement goals.



## 6–12 months before retirement

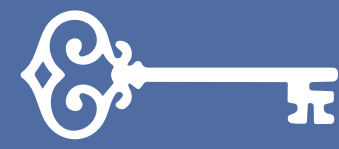
- ☐ Decide on a retirement income strategy along with your financial adviser.
- ☐ With your adviser's help, decide how you would like to invest your lump sum withdrawal. Ask your adviser how lump sum withdrawals and your retirement income will be impacted by tax.
- ☐ Plan healthcare coverage: review medical aid plans and consider gap cover.
- ☐ Update your estate plan: review and update your will and beneficiary nominations with your adviser.
- ☐ Reduce debt where possible: pay off outstanding loans or restructure repayments.



## 3–6 months before retirement

- ☐ Start the retirement process with your adviser and submit the required paperwork to the provider.
- ☐ Speak to your adviser regarding withdrawal strategies and finalise how you will draw down your retirement income.





# FREQUENTLY ASKED QUESTIONS

## How will my annuity be taxed?

If you purchase a compulsory annuity (for example a living and/or life annuity) at retirement, the income paid from the annuity will be taxed at marginal tax rates according to the income tax tables.

## How will my lump sum withdrawal be taxed?

The cash lump sum is taxed according to the retirement lump sum tax table. You will receive the lump sum net of tax.

## What is the *de minimis* rule?

The de minimis rule applies when the full value of the retirement component plus two-thirds of the non-vested rights portion in the vested component is equal to or less than R165 000. In this case, the full value of the retirement component and the non-vested rights portion of the vested component may be taken as a taxable cash lump sum.

## Why should I consult an adviser?

At retirement, different people need different things. One specific solution may not meet all their needs and risk concerns. A registered financial adviser will help you navigate all the retirement income solutions on offer to craft a personalised solution for your unique needs and goals, to ensure an income for life during retirement. An adviser will assist you in your decision-making process, and with the practical steps of finalising your retirement, saving you time and reducing stress during this critical transition.

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# glacier

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