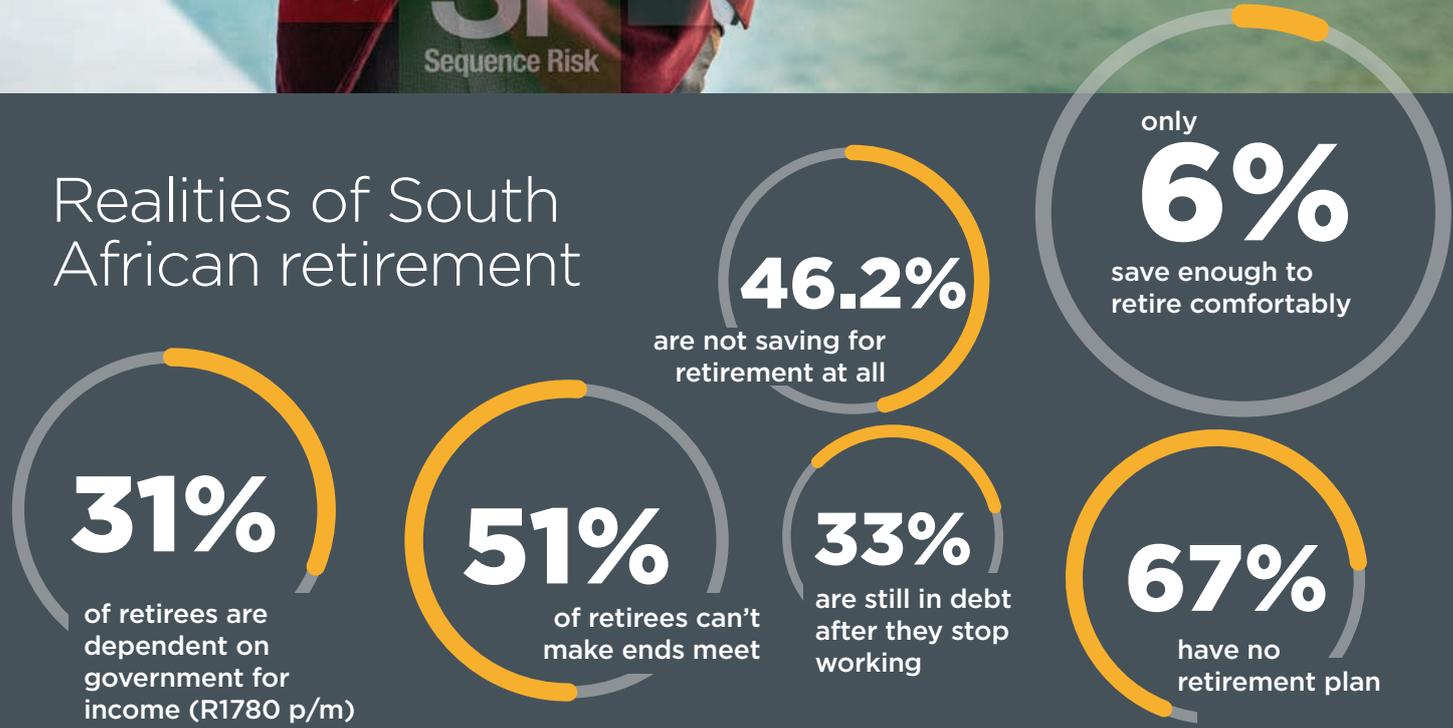


# GLACIER INVEST LIVING ANNUITY INCOME

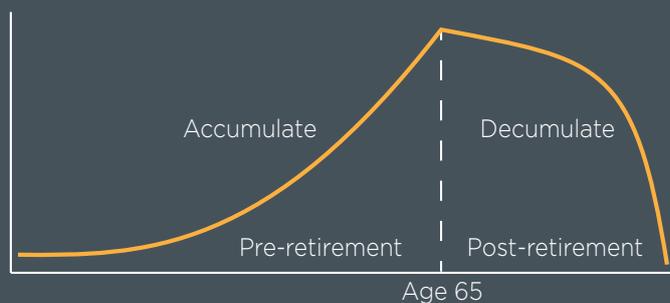
## SOLUTIONS

### Realities of South African retirement



Source: Sanlam Benchmark Symposium, 2019

We believe that a client has two distinct phases in their retirement journey - the accumulation phase (saving for retirement) and and decumulation phase (post-retirement, where a client is drawing an income from their accumulated retirement savings).



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## MAIN RISKS FACING NEW RETIREES

Outliving retirement savings or investments (“longevity risk”).

Retiring during or just before adverse market conditions that can negatively impact retirement savings (“sequence risk”).

Reducing your capital and consequently your income by withdrawing a monthly income that is too high.

Having progressively less purchasing power due to the level of income not keeping up with inflation.

### To overcome these risks, different tools should be used when building pre and post-retirement portfolios.

How does one go about developing a solution for this retirement problem? It starts with finding a solution that is deliberate in its outcome.

New thinking and innovative portfolio construction techniques are required to solve post-retirement problems.

We believe that post-retirement challenges can be solved by applying an asymmetric approach when constructing portfolios.

Asymmetry protects against market falls and tries to capture as much upside as possible when markets rise.

In reducing volatility in returns, an asymmetric approach is designed to preserve capital and offer protection against market falls.

It aims for higher, more positive returns more often, while aiming to decrease the amount of negative returns.

At Glacier Invest our investment process and philosophy enable us to identify unique strategies and opportunities that can be combined with traditional assets through our portfolio construction process further enhance the asymmetric characteristics of our retirement income solutions. These include hedge funds, smoothing techniques and alternative assets.

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Portfolio Construction

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Average return

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Average return

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Accumulation

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Time Horizon

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Consistency



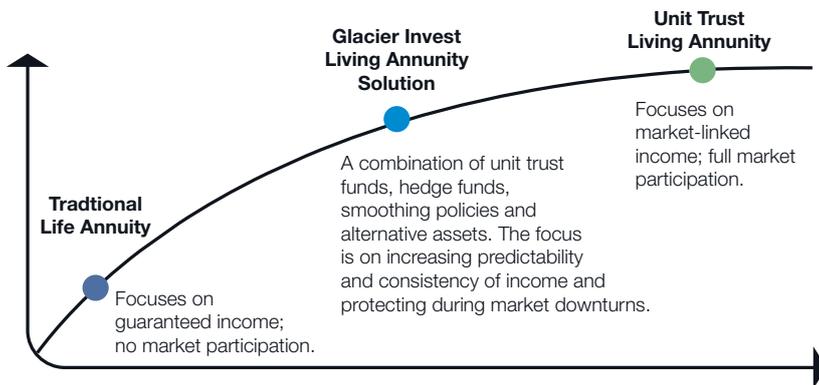
# WHAT DO THESE STRATEGIES ACHIEVE?

Hedge funds reduce risk and enhance returns (improving portfolio efficiency).

Smooth bonus funds create more income stability and reduce volatility.

Alternative assets boost returns, enabling the portfolio to better recover from drawdowns.

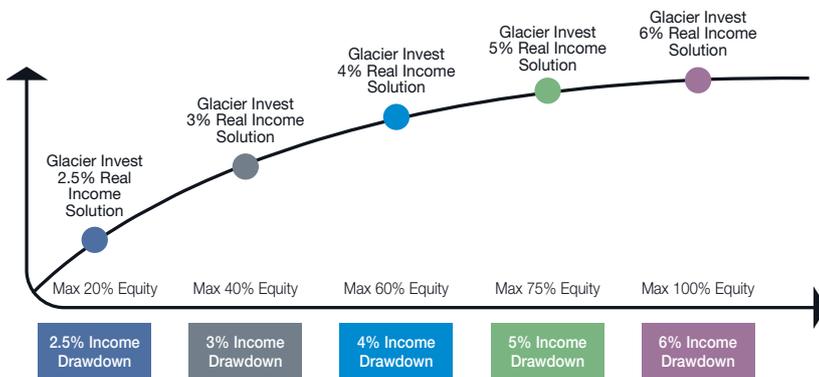
## Glacier Invest Living Annuity Income Solutions versus traditional living annuities



Source: Sanlam Investments Multi-Manager (2020)

Our solutions focus on an absolute return investment philosophy applied through an asymmetric approach (asymmetry simply means that the upside potential is greater than the downside risk). This ensures outcomes are more consistent and less volatile. We adopt an appropriate portfolio construction technique suited for post-retirement portfolios. This portfolio construction approach addresses the needs of post-retirement clients who are drawing an income.

## Glacier Invest Living Annuity Income Solutions



Source: Sanlam Investments Multi-Manager (2020)

# RETIREMENT INCOME SOLUTIONS FOR YOU

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The Glacier Investment-Linked Living Annuity is underwritten by Sanlam Life Insurance Ltd and administered by Glacier Financial Solutions (Pty) Ltd.

