

A photograph of two men in business suits standing next to a dark car at night. The man on the left is smiling and looking towards the camera, while the man on the right is looking down at a smartphone he is holding. A large, semi-transparent, stylized 'G' logo is overlaid on the left side of the image. The background is dark with some blurred lights.

THE GLACIER INVESTMENT PLAN

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.

Our offering encompasses local investments, including fixed-term investments and investments with guarantees, international investments, retirement saving solutions and retirement income solutions.

While each solution has its own distinct purpose, they all share the world-class quality and commitment that have come to distinguish Glacier.

WHAT DO MY INTERMEDIARY AND I CONSIDER BEFORE INVESTING?

Your investment objectives

Your time horizon

Protection from inflation

Investments that best suit your needs





THE GLACIER INVESTMENT PLAN AT A GLANCE

INVEST IN THE FINANCIAL MARKETS TO GROW YOUR ASSETS WITH A FLEXIBLE INVESTMENT THAT IS TAILORED TO YOUR SPECIFIC NEEDS.

What it offers

- Access to the widest range of collective investment funds
- Flexibility to customise and adjust your portfolio
- Access to your money

Minimum contribution

R2 500 per month or

R100 000 lump sum

R15 000 per additional contribution



Your investment choices

You have access to the widest choice of investments. You can customise your investment portfolio according to your needs, circumstances, and how much risk you are willing to take on.



Investment term

There is no fixed investment period, but a minimum of three years is recommended to limit the negative impact of short-term market fluctuations.



How it works

- You make a lump sum contribution and/or regular contributions.
- We invest the money in the underlying investments that you choose in collaboration with your financial planner.
- Your money can grow over time based on your underlying investments and compound interest earned on any growth.



Access to your money

- You can make regular withdrawals, either monthly, quarterly, half-yearly or yearly.
- You can make ad hoc withdrawals at any time.
- When you die, the investment will form part of your estate.



Tax

- You may pay income tax on income distributions up to certain limits.
- You may pay capital gains tax when you dispose of assets, or sell or switch units within an investment.

A warm, golden-hour photograph of a young man and woman sitting closely together on a couch. The man is on the left, smiling, and the woman is on the right, also smiling and holding a dark mug. They are in a room with large windows in the background, through which bright sunlight is streaming, creating a soft, warm glow. The overall mood is cozy and intimate.

INTRODUCING THE GLACIER INVESTMENT PLAN

INVEST YOUR CAPITAL AND GROW YOUR WEALTH IN A PERSONAL INVESTMENT PORTFOLIO, CUSTOMISED BY YOU AND YOUR INTERMEDIARY TO SUIT YOUR NEEDS AND TOLERANCE FOR RISK.

You know what you want in life, and you work hard to secure your future and that of your family. So it makes sense to put your money to work too. You can invest in the financial markets to grow your assets – whether it is to pay off debt, save for your children’s education, contribute to your retirement savings, or simply to ensure financial security.

Our range of investment solutions can help you build a secure future for you and your family.

The Glacier Investment Plan

Minimum contribution
R2 500 per month
or
R100 000 lump sum

Investment period
Minimum 3 years recommended

Features

- Flexible investment term.
- Easy access to your money.
- Change your contributions or stop contributing at any time.





MAKING THE INVESTMENT

A minimum lump sum investment amount of R100 000 is required, and you may add to the investment at any time, subject to certain minimums, whether on an ad hoc basis or by making scheduled monthly investments. There is no penalty if you stop your regular investments.

HOW IT WORKS

YOU ARE IN CONTROL

Glacier, as an administrative financial services provider, administers the investment.

We provide the investment platform and execute your instructions. Your financial intermediary will provide you with advice and help you manage your investment in accordance with your investment objectives and tolerance for risk. You select the underlying investments and instruct Glacier when and how to adjust your investment.

Within our investment plans, you can:

- invest your money in a range of investment options,
- structure your investment in accordance with the level of risk you are willing to tolerate,
- switch between investment choices as your needs and circumstances change, and
- obtain around-the-clock online access to view and transact on your investments.

AVAILABLE INVESTMENT OPTIONS

- Glacier offers the widest range of collective investment funds, managed by respected collective investment management companies, with exposure to a variety of asset classes.
- You may also invest in wrap funds, managed by discretionary investment managers.
- You can invest a portion of your investment amount in a portfolio of listed shares.
- For more risk-averse investors, we offer a select range of investment options that offer some protection against adverse market conditions.

WRAP FUNDS

A wrap fund is a portfolio consisting of underlying collective investment funds managed or “wrapped” according to a specific investment mandate.

TAX WILL AFFECT YOUR INVESTMENT

Interest

- Local interest earned on your investment is taxable at your marginal rate, but a rebate may apply.
- Foreign interest is fully taxable at your marginal rate.

Dividends

- Dividends are taxable, and the tax is withheld at the standard dividends tax rate.
- Foreign dividends are taxable, but this is not a withholding tax and it will be your responsibility to declare it to the South African Revenue Service.

- Dividends declared on REITs (property) are taxable at your marginal rate.

Capital gains

- Capital gains tax is payable when you sell assets and realise a profit. This can happen when switches are made between funds and when funds are withdrawn.

Estate duty

- On your death, the investment will form part of your estate and may be subject to estate duty.

THE GLACIER CASH OPTION

The Glacier Cash Option offers a cost-effective “parking place” for funds waiting to be invested elsewhere, or for investors looking for a low-risk, cash-type investment. You can switch to and from the Cash Option whenever you and your financial intermediary consider it an appropriate time to do so. This option offers access to the Glacier Money Market Fund and a select range of fixed income funds, and no administration fees are applicable.



INVESTING IS NOT WITHOUT RISK, AND RETURNS ARE NOT GUARANTEED

Financial markets are unpredictable and fluctuate daily. The value of your investment can therefore rise and fall, and there is no guarantee with respect to either the capital or the return on the investment on most of our solutions. Some of our investment solutions, however, do provide certain guarantees.

It is important that the investment portfolio you select is in line with your investment risk profile. Your financial objectives and personality determine how much investment risk you are willing to take on, and your financial intermediary will help you determine the level of risk that is right for your personal circumstances.

We empower your intermediary
to help you make appropriate
decisions.

Glacier's research team conducts ongoing, robust fund research and provides valuable insights to help intermediaries make informed investment choices for their clients.



FEES AND CHARGES ARE PAYABLE

Fees are charged for the administration and management of your plan. Glacier's annual administration fee and the annual financial intermediary fee are deducted by repurchasing units from the investment.

Glacier's administration fees

Glacier charges an annual administration fee.

If you wish to enhance your investment with shares or wrap fund options, additional fees will apply.

Financial intermediary fees

You and your financial intermediary agree on the fees for their financial advice and services provided. You may renegotiate these fees at any time.

Investment management fees

The managers of the investment options you select will charge a fee. These fees are set out in the application form, investment confirmation, applicable mandates and fund fact sheets.

Value-added tax (VAT) payable on fees

VAT is payable on fees where applicable.



LET US EXCEED YOUR EXPECTATIONS

We value our clients and want to provide you with the best service. That is why we welcome your feedback. If you are dissatisfied with any aspect of our service or products, please tell us. Our team will investigate and aim to resolve the matter in a fair and efficient manner.

This document is intended for use by clients, alongside their financial intermediaries.

The information in this document is provided for informative purposes only and should not be construed as the rendering of advice. 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.

For professional advice, please speak to your financial intermediary.



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(NCRCP43)

November 2022