

### 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





In a time of increased environmental and social consciousness, wouldn't you feel good about investing in the greater good of humankind?

The Glacier Sustainable World Enhancer is set up in a sinking fund policy underwritten by Sanlam Life. This five-year tax-efficient investment is linked to the performance of a portfolio of global companies that contribute to the United Nations' Sustainable Development Goals. The investment offers full capital protection and enhanced participation in the positive performance of the global portfolio.

### WHAT IT OFFERS

### **CAPITAL IS PROTECTED**

Your capital will be protected if you hold the investment to maturity. Should the global portfolio end the five-year term with a negative return, you will receive your full initial investment amount.

### THERE IS NO CURRENCY RISK

The returns are measured in EUR but provided in South African rand and will not be affected by changes in the rand exchange rate.

### ENHANCED PARTICIPATION IN POSITIVE PERFORMANCE

You will earn an enhanced return if the global portfolio delivers a positive performance over the investment term. Based on current market conditions, the indicative participation level is 350% (or 3.5 times) the return of the global portfolio.

### ILLUSTRATIVE MATURITY OUTCOMES

PORTFOLIO RETURN OVER FIVE YEARS

BENEFIT

BENEFIT

RETURN AT MATURITY (BEFORE TAX) BASED ON INDICATIVE PARTICIPATION LEVEL

Capital protection

100% of investment amount

Positive

Enhanced return

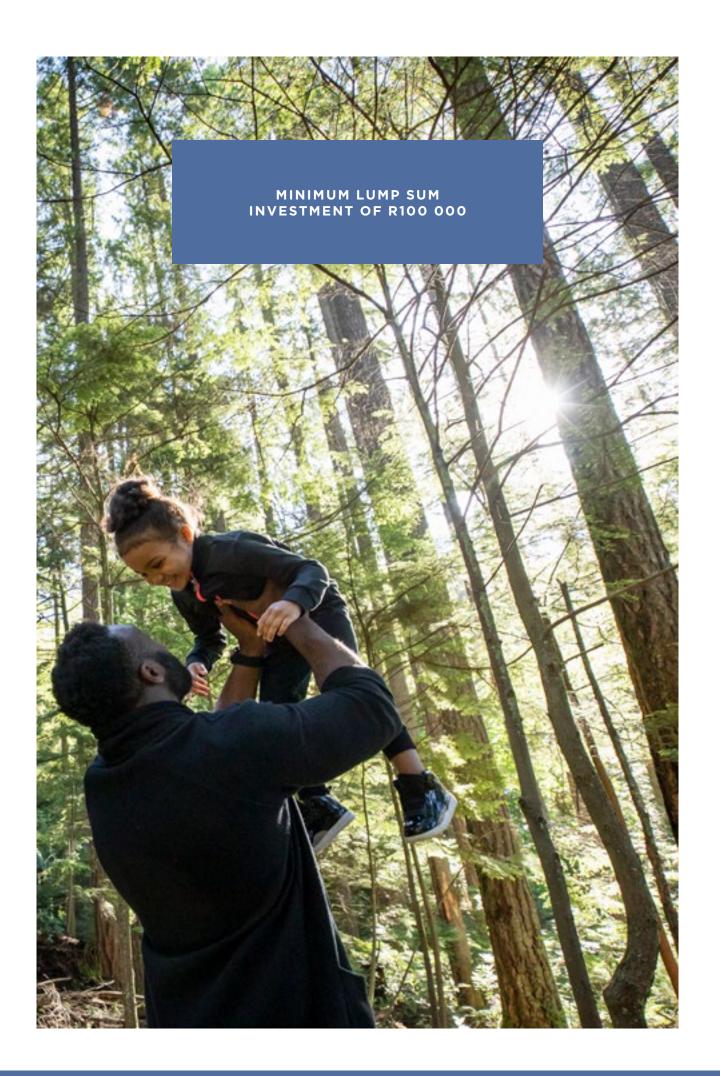
350% (or 3.5 times) global portfolio return

The returns are before tax and are subject to market conditions, and may therefore change. Glacier will target an enhanced participation level of 350%; however, due to the volatile nature of the underlying assets, we will proceed to trade as long as the enhanced return level is 250%. or higher, without notifying investors. We will not proceed on the inception date should the enhanced return level be below 250%.. Final levels on the inception date will be confirmed in your investment confirmation.

# SECURE, TAX-EFFICIENT ACCESS TO GLOBAL MARKETS

### THE GLACIER SUSTAINABLE WORLD ENHANCER OFFERS:





# THE SUSTAINABLE DEVELOPMENT GOALS OF THE UNITED NATIONS

The Sustainable Development Goals are the blueprint for a better and more sustainable future for all. They address the global challenges we face, including those related to poverty, inequality, climate change, environmental degradation, peace and justice.





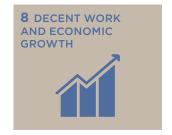










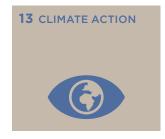






















The Sustainable Development Goals are a set of 17 universal goals, adopted to guide international cooperation to:

- · achieve sustainable development,
- end poverty, and
- deal with climate change.

Achieving the Sustainable Development Goals will require active participation not only from governments, but also the private sector: Corporates and investors have a major role to play.

### MAKING THE INVESTMENT

Only natural persons and trusts with natural persons as beneficiaries can invest in the Glacier Sustainable World Enhancer. A minimum lump sum investment of R100 000 is required and no additional investments can be made during the term of the investment.

### WHO SHOULD INVEST?

### THE GLACIER SUSTAINABLE WORLD ENHANCER IS SUITABLE FOR YOU IF YOU:

- want exposure to a low volatility index that invests in global companies that contribute to the sustainable development goals of the United Nations,
- want to invest in equities with a more predictable outcome and capital protection,
- wish to invest for a period of five years and do not anticipate requiring access to the capital during this period,
- want access to global markets without exposure to currency exchange rate movements, and
- are comfortable to accept the default risk (see page 9) that comes with credit exposure to a leading global bank.

### Before investing, you should:

- discuss the Solactive Sustainable Development Goals World RC 8 EUR index with your intermediary and be comfortable with how it works.
- understand that the indicative participation in the return of the global portfolio is subject to market conditions and will only be known once the investment trades, and
- be comfortable to proceed with the investment as long as the participation is at least 250%..

### HOW IT WORKS

You have exposure to the Solactive Sustainable Development Goals World RC 8 EUR index, referred to as the global portfolio.

The capital protection and investment return are provided by a leading global bank with a long-term credit rating of at least A (or equivalent) from Fitch, S&P or Moody's.

#### THERE ARE TAX ADVANTAGES

The Glacier Sustainable World Enhancer is set up in a sinking fund policy underwritten by Sanlam Life. Tax will therefore be calculated and deducted in accordance with the fivefund tax approach at maturity.

Tax administration is taken care of within the policy on your behalf. All returns earned will be taxed as capital gains at maturity, using the prevailing tax rates. The current effective capital gains tax (CGT) rate is 12% in the individual policyholder fund.

### **ACCESS TO THE FUNDS**

You may exit this investment prior to maturity. The value will be calculated based on the realisable market value of the asset, which could be less than the original capital amount. The capital protection is only provided if the policy is held to maturity (i.e. for the full fiveyear term).

After the initial investment term, the maturity amount less tax will be switched into the Glacier Money Market Fund within the Glacier Vantage Plan (sinking fund policy) on the Glacier platform. You will then have access to a wide range of collective investment funds, wrap funds and share portfolios, and will be able to make switches between investment options, and any number of withdrawals.

### **ESTATE-PLANNING BENEFIT**

Nominating someone for ownership not only ensures that the investment can continue after your death – it can also bring about savings on executor fees.

### **DEFAULT RISK**

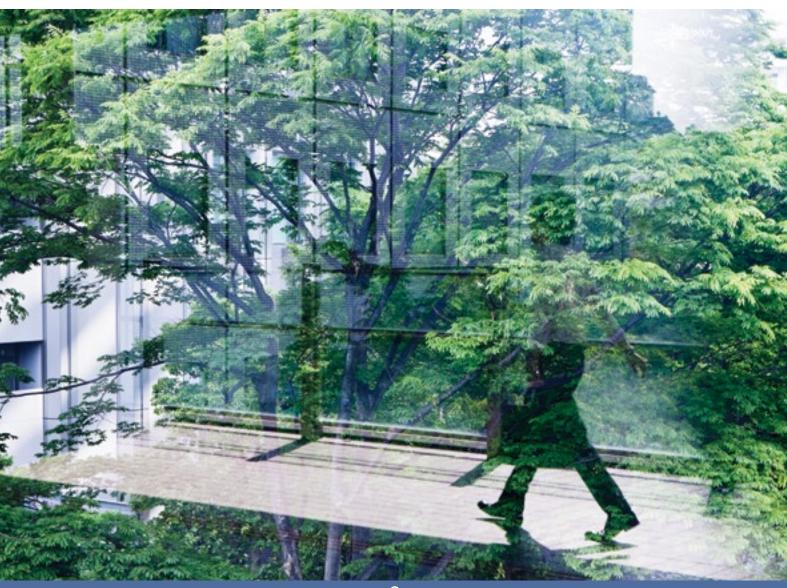
Default risk is the chance that a party to an agreement will be unable to make the required payments. It is related to the creditworthiness of the party.

While only banks with high credit ratings (at least A, or equivalent, from Fitch, S&P or Moody's) will be selected for provision of the 100% capital protection and investment return, the maturity benefit can be reduced in the unlikely event that the bank should default.

## FEES AND CHARGES ARE INCLUDED

All fees, including Glacier's annual administration fee and the initial fee you negotiated with your financial intermediary, are priced into the Glacier Sustainable World Enhancer. No additional fees will be deducted separately, which means that 100% of your investment amount will be invested.

The fees are set out in the quotation and investment confirmation. VAT is payable on fees where applicable.



### **ASK YOUR FINANCIAL INTERMEDIARY**

The information in this brochure is a summary of the features of the Glacier Sustainable World Enhancer. It is important to discuss the benefits and risks of this investment solution with your financial intermediary.

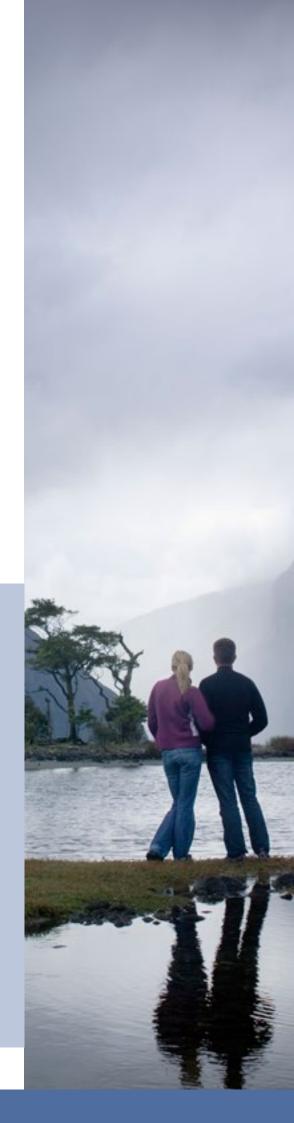
### LET US EXCEED YOUR EXPECTATIONS

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, and should be read in conjunction with the quote.

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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December 2022