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Glacier Top Brands Return Enhancer A structured solution

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Agenda

- ③ Characteristics of a structured solution
- ③ The ideal client
- ③ Glacier Top Brands Return Enhancer
- ③ Opportunities
- ③ Review of matured Enhancers
- ③ Upcoming maturities



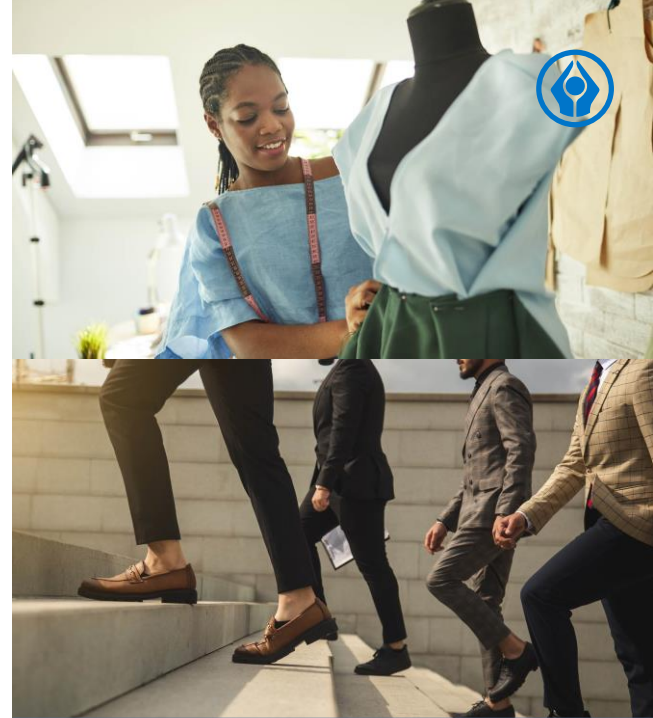
Characteristics of a structured solution

Provide a guarantee

There will be a term attached

Linked to an index

Different payoff profiles



The ideal client

Looking for a
guarantee / pre-
determined
outcome

Risk averse

Does not need
liquidity / access
to emergency
fund

Potential for
earning equity-
like returns

Investors
historically not
exposed to
offshore equity
markets

Does not want
currency risk



Glacier Top Brands Return Enhancer – structure

- Sinking fund five-year term
- Minimum lump sum R 100 000
- One nomination for ownership
- Individuals or trusts
- Credit risk provided by A-rated (or higher) investment bank



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Glacier Top Brands Return Enhancer - features



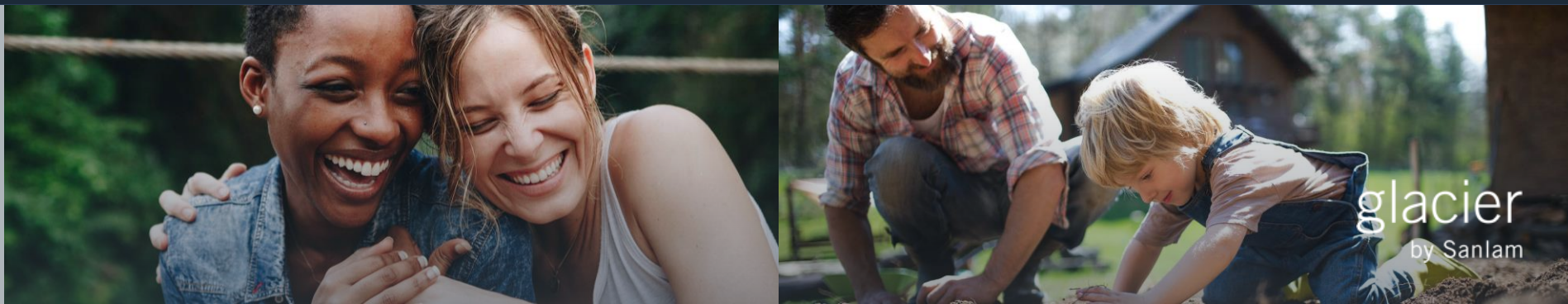
Portfolio return over 5 years	Return at maturity before tax
Negative up to and including 30%	Minimum return of 30% of initial investment amount.
Greater than 30%	Enhanced return of 90% of initial investment amount

Portfolio return over 5 years	Indicative annualised return after tax
Negative up to and including 30%	3.9% per annum
Greater than 30%	10.3% per annum



About the Global Portfolio (Index)

- Bloomberg Transatlantic Top Brands Fixed Selection Decrement 5% Index
- Return is measured in EUROS
- Exposure to 12 leading sector brands
- Equally-weighted (8.33%) rebalanced quarterly
- Dividends reinvested with a 5% decrement annually
- Live tracking on the BLOOMBERG SITE <https://www.bloomberg.com/quote/TBRANDPE:IND>



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TBRANDPE:IND
Bloomberg Transatlantic Top Brands Fixed Selection Decrement
5% Index EUR

+ ADD TO WATCHLIST

● MARKET OPEN

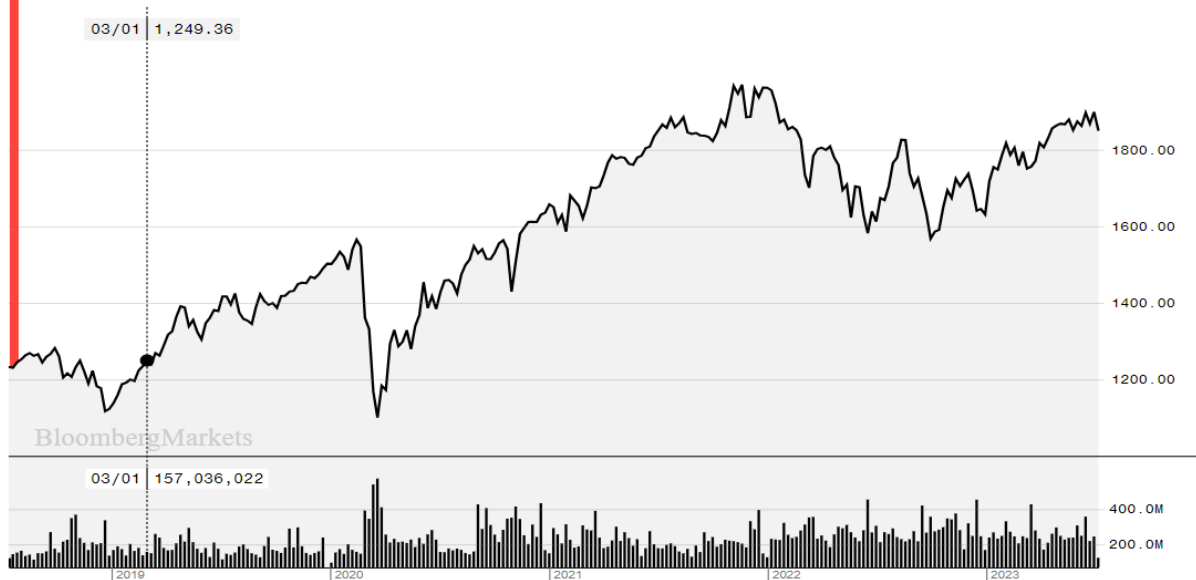
AS OF 05:24 AM EDT 07/07/2023 EDT

1,851.29 EUR -1.42 -0.08% ▼

1D 1M 6M YTD 1Y **5Y**

MINIMIZE CHART

Q Add a comparison



Source : <https://www.bloomberg.com/quote/TBRANDPE:IND>

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Composition of the Index



COMPANY	BLOOMBERG CODE	SUB-SECTOR	REGION
LVMH*	MC FP EQUITY	APPAREL & TEXTILE PRODUCTS	EUROPE
MERCEDES-BENZ	MBG GR EQUITY	AUTOMOTIVE	EUROPE
INDITEX	ITX SM EQUITY	RETAIL - DISCRETIONARY	EUROPE
ALLIANZ SE	ALV GR EQUITY	INSURANCE	EUROPE
SAP	SAP GR EQUITY	SOFTWARE	EUROPE
NESTLE SA	NESN SW EQUITY	FOOD	EUROPE
MCDONALD'S CORP	MCD US EQUITY	LEISURE FACILITIES & SERVICES	UNITED STATES
NIKE INC - CL B	NIKE US EQUITY	APPAREL & TEXTILE PRODUCTS	UNITED STATES
AMAZON.COM	AMZN US EQUITY	E-COMMERCE DISCRETIONARY	UNITED STATES
APPLE INC	AAPL US EQUITY	TECHNOLOGY HARDWARE	UNITED STATES
COCA-COLA CO	KO US EQUITY	BEVERAGES	UNITED STATES
WALT DISNEY CO	DIS US EQUITY	ENTERTAINMENT CONTENT	UNITED STATES

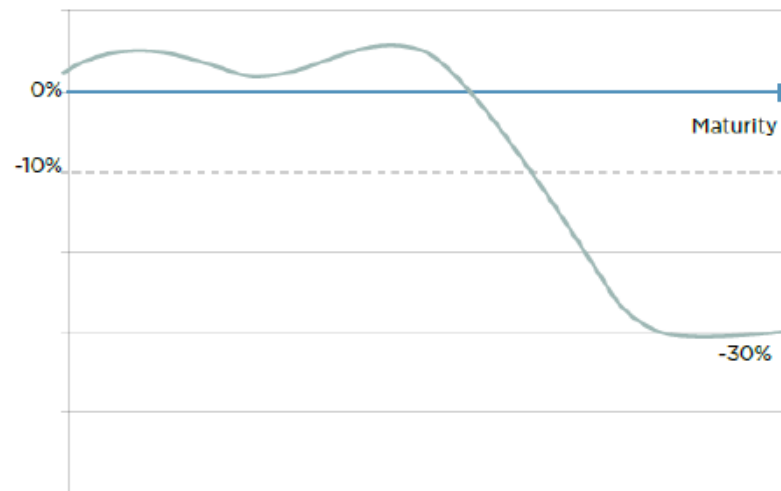
Source : Glacier Technical Guide



Examples

Scenario 3: Minimum return: capital protected and enhanced

For an investment of R1 000 000



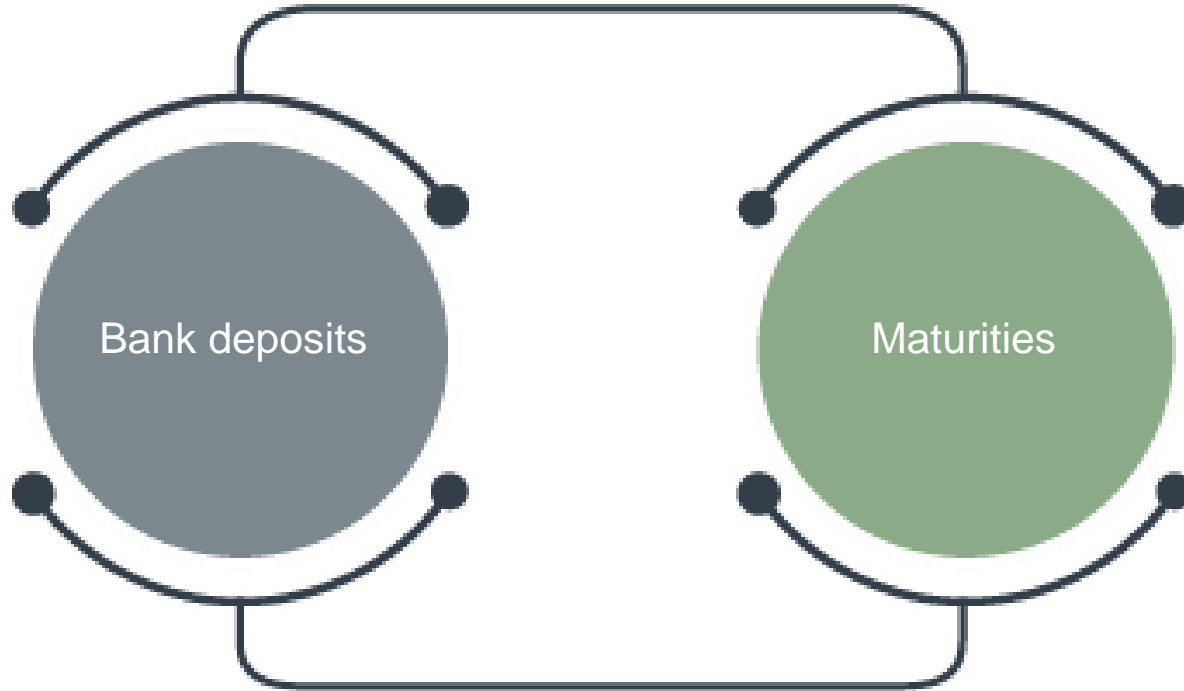
The global portfolio had a cumulative loss of -30% over the five-year period.

The investor's maturity amount **before tax** would be
 $R1\ 000\ 000 + (R1\ 000\ 000 \times 30\%)$
=R1 300 000

The investor's maturity amount **after tax** at 30% would be
 $R1\ 000\ 000 + (R300\ 000 \times 70\%)$
=R1 210 000



Opportunities



Review of matured Glacier Capital Enhancers



ISSUE 1: Glacier Capital Enhancer (14.07.2022)

Enhanced return level: 78%

	Starting index level	Latest index Level
Euro Stoxx 50 (70%)	3 525.94	3 396.61
FTSE 100 (30%)	7 378.39	7 039.81
Global Portfolio		

Performance
Capital protected
-3.67%
-4.59%
-3.94%

ISSUE 2: Glacier Capital Enhancer (23.08.2022)

Enhanced return level: 75%

	Starting index level	Latest index Level
Euro Stoxx 50 (70%)	3 438.63	3 652.52
FTSE 100 (30%)	7 382.65	7 448.11
Global Portfolio		

Performance
Capital + 75%
pre tax
0.22%
1.43%
4.78%

ISSUE 3: Glacier Capital Enhancer (04.10.2022)

Enhanced return level: 75%

	Starting index level	Latest index Level
Euro Stoxx 50 (70%)	3 594.91	3 484.48
FTSE 100 (30%)	7 467.58	7 086.46
Global Portfolio		

Performance
Capital protected
-3.07%
-5.10%
-3.68%



ISSUE 4: Glacier Capital Enhancer (13.12.2022)

Enhanced return level: 86%

Euro Stoxx 50
Global Portfolio

Starting index level
3 581.75

Latest index Level
3 986.83

Performance
Capital + 86%
pre-tax
11.31%
11.31%

ISSUE 5: Glacier Capital Enhancer (16.03.2023)

Enhanced return level: 80%

Euro Stoxx 50
Global Portfolio

Starting index level
3 390.98

Latest index Level
4 179.47

Performance
Capital + 80%
pre-tax
23.25%
23.25%

ISSUE 6: Glacier Capital Enhancer (16.05.2023)

Enhanced return level: 75%

Euro Stoxx 50
Global Portfolio

Starting index level
3 562.85

Latest index Level
4 315.51

Performance
Capital + 75%
pre-tax
21.13%
21.13%



Upcoming maturities in 2023

ISSUE 7: Glacier Capital Enhancer (01.08.2023)

Enhanced return level: 92.5%

	Starting index level	Latest index Level	Performance
Euro Stoxx 50	3 509.23	4 362.38	Positive 24.13%
Global Portfolio			24.13%

ISSUE 8: Glacier Capital Enhancer (11.10.2023)

Enhanced return level: 97%

	Starting index level	Latest index Level	Performance
Euro Stoxx 50	3 226.90	4 362.38	Positive 33.53%
Global Portfolio			33.53%

ISSUE 9: Glacier Capital Enhancer (12.12.2023)

Enhanced return level: 90%

	Starting index level	Latest index Level	Performance
Euro Stoxx 50	3 107.97	4 362.38	Positive 40.36%
Global Portfolio			40.36%



Summary

1

Technical Guide
& comparisons
of the different
Enhancers
available on the
Glacier web

2

Fact sheets and
performance
also available on
the web

3

Upcoming
maturities =
opportunities

4

Overall
Enhancers have
offered a positive
outcome for
investors

5

For additional
information,
please engage
your Sanlam
broker consultant

THANK YOU



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