



EXCHANGE TRADED FUNDS ON GLACIER'S LINKED INVESTMENT PLATFORM

Glacier offers access to a variety of underlying investment options to assist in the construction of well-diversified investment portfolios. Alongside collective investment funds, a select range of Exchange Traded Funds (ETFs) can be accessed directly on our platform, across our range of solutions. The cost of investing in ETFs is significantly reduced when offered directly on the platform, impacting returns substantially over the long term.

Your questions about ETFs, answered

1. What is an ETF?

An ETF (Exchange Traded Fund) is a passive investment option. Passive investments attempt to replicate market performance and ETFs do this by tracking major indices such as the FTSE/JSE Top 40 index, replicating the constituents of the index in an actual portfolio.

2. What are the differences and similarities between ETFs and unit trust funds?

Both ETFs and unit trust funds are collective investment schemes; both are highly regulated, transparent and liquid, and both allow investors to access a pool of assets through ownership of a proportionate share of the assets.

ETFs are listed and traded on the stock exchange like a company share. Like shares, they are priced and traded continuously throughout the trading day, while unit trust funds are priced and traded once a day.

3. Can I invest in ETFs through Glacier?

While clients holding share portfolios within their investment portfolios at Glacier have always had access to ETFs, clients *without* share portfolios can

now also invest in a select range of ETFs - directly on our platform. If accessed via a share portfolio, an ETF can be traded throughout the day and will be subject to costs related to the client's share portfolio. If accessed alongside unit trust funds on the platform, however, a single unit price will be calculated for the ETF each day, as is the case with a unit trust fund.

4. How will the unit price be calculated for ETFs on the platform?

ETFs offered directly on the Glacier platform will be treated the same as other collective investment funds. We will calculate a single unit price each day, as for a unit trust fund. This price will take into account the performance of the ETF after transaction costs have been taken into account. This price will differ from the published price for the ETF, which does not take cash flows and transaction costs into consideration.

5. How are ETFs regulated?

ETFs are governed by the Collective Investment Schemes Control Act (CISCA). Both ETFs and unit trust funds are monitored by independent trustees and highly regulated by the Financial Sector Conduct Authority (FSCA).

Investment solutions through which ETFs can be accessed

The ETFs will be available on most of our linked investment platform solutions, including:

- Glacier's Retirement Annuity Fund
- Glacier's Preservation Funds
- The Glacier Investment-Linked Living Annuity
- The Glacier Investment-Linked Lifetime Income Plan
- The Glacier Investment Plan
- The Glacier Tax-Free Investment Plan
- The Glacier Vantage Life Plan (Endowment)



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