

Glacier International now offers direct access to Exchange Traded Funds

The benefits of diversifying offshore - across different sectors and geographies - are well-known, especially in a country that represents less than 1% of global GDP. Now investors can access global market indices via low-cost exchange traded funds (ETFs) directly on the Glacier International Platform.

The ETFs complement Glacier International's existing range of underlying investment options (including share portfolios, funds, model portfolios and structured notes) and are available through the following solutions:

- The Glacier International Global Life Plan (an offshore endowment policy issued by Sanlam Life Bermuda branch)
- The Glacier International Global Investment Plan (an offshore sinking fund policy issued by Sanlam Life Bermuda branch)
- The Glacier Offshore Investment Plan (a discretionary savings solution).

Previously, investors could access ETFs within these solutions via a share portfolio but now the ETFs are loaded directly on the platform, allowing for more cost-effective and efficient access to ETFs as part of their investment portfolio.

The offering

The offering will include a selection of core ETFs which cover the main markets in the world. These include the MSCI World, MSCI Emerging Markets, S&P 500, Euro Stoxx 50, FTSE 100, Japan, and Developed Markets Property Yield.

What are ETFs and why should you include them in your portfolio?

ETFs share many similarities with funds. They're both regulated, liquid and transparent. An ETF is listed on an exchange and tracks an index or a basket of assets. ETFs are typically more cost-effective than most actively managed funds.

ETFs provide clients with the opportunity to gain certain market, risk and theme-specific access at lower costs. Their inclusion in portfolios allows for the blending of both active and passive

managers. Investors should note that because ETFs track an index rather than being actively managed, they will move in line with the market during times of market drawdowns, as there is no active manager to manage the downside. This needs to be taken into consideration when blending ETFs with active managers in the portfolio.

Accessing ETFs directly via the platform, i.e. not going via a stockbroker, reduces the cost, which in turn will have a positive impact on returns over the long term.

Other advantages of ETFs include the following:

- ETFs tend to have lower costs than actively managed funds (although passive funds are also available).
- ETFs are regulated, liquid and are easily accessible.
- Investors gain broad exposure to all the underlying shares in the index via a single investment, without having to research and invest in each single share.
- ETFs are transparent as investors can readily see the underlying companies that make up the index.

[More about our ETF offering](#)

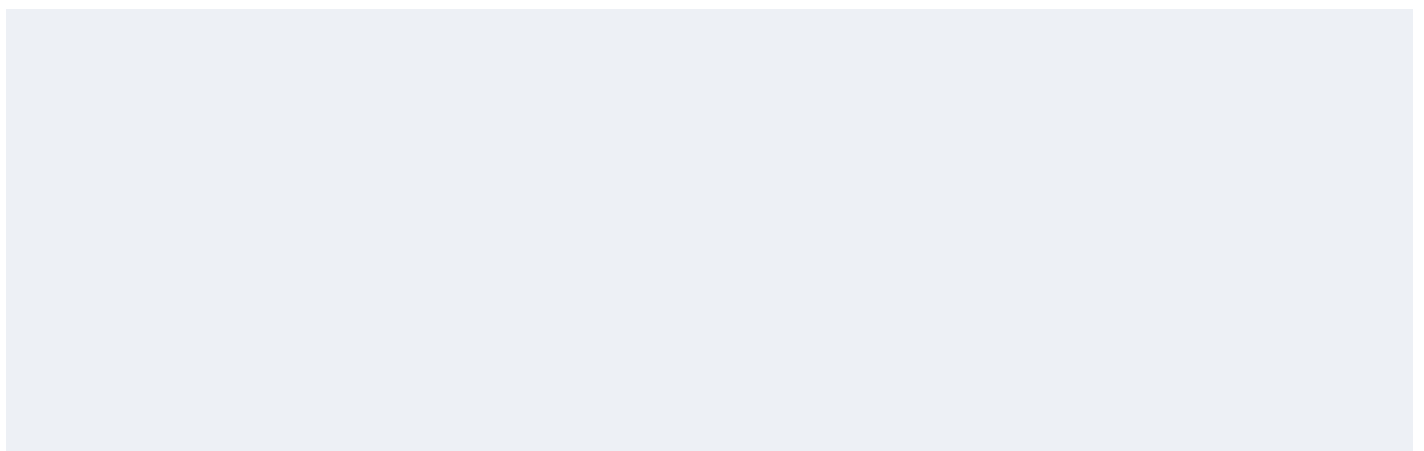
[Glacier International's range of investment options](#)

Glacier Financial Solutions (Pty) Ltd and Sanlam Life Insurance Ltd are licensed financial services providers.

Glacier International is a division of Sanlam Life Insurance Ltd.

The Global Life Plan is an offshore endowment policy and the Global Investment Plan is an offshore sinking fund. Both policies are issued by the Sanlam Life Insurance Bermuda branch.

The Glacier Offshore Investment Plan is administered by Glacier Financial Solutions (Pty) Ltd, a licensed administrative financial services provider, FSP 770.



This document is intended for use by clients, alongside their financial intermediaries. The information in this document is provided for information purposes only and should not be construed as the rendering of advice to clients. 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.

Glacier Financial Solutions (Pty) Ltd.

A member of the Sanlam Group

Private Bag X5 | Tyger Valley 7536 | Email client.services@glacier.co.za | Tel +27 21 917 9002 / 0860 452 364 | Fax +27 21 947 9210 | Web www.glacier.co.za | Reg No 1999/025360/07

Licensed Financial Services Provider | Glacier Financial Solutions (Pty) Ltd. is also a Licensed Discretionary Financial Services Provider FSP 770, trading as Glacier Invest | Sanlam Multi-Manager International (Pty) Ltd. | A member of the Sanlam Group

Private Bag X8 | Tyger Valley 7536 | Tel +27 21 950 2600 | Fax +27 21 950 2126 | Web www.smmi.com *|*Reg No 2002/030939/07

Licensed Discretionary Financial Services Provider, acting as Juristic Representative under the Glacier Financial Solutions FSP 770

Glacier International is a division of Sanlam Life Insurance Limited

Sanlam Life Insurance Ltd. | Email life@sanlam.co.za | Tel + 27 21 916 5000 / 0860 726 526 | Fax +27 21 947 9440

Reg No 1998/021121/06 | Licensed Financial Services Provider