

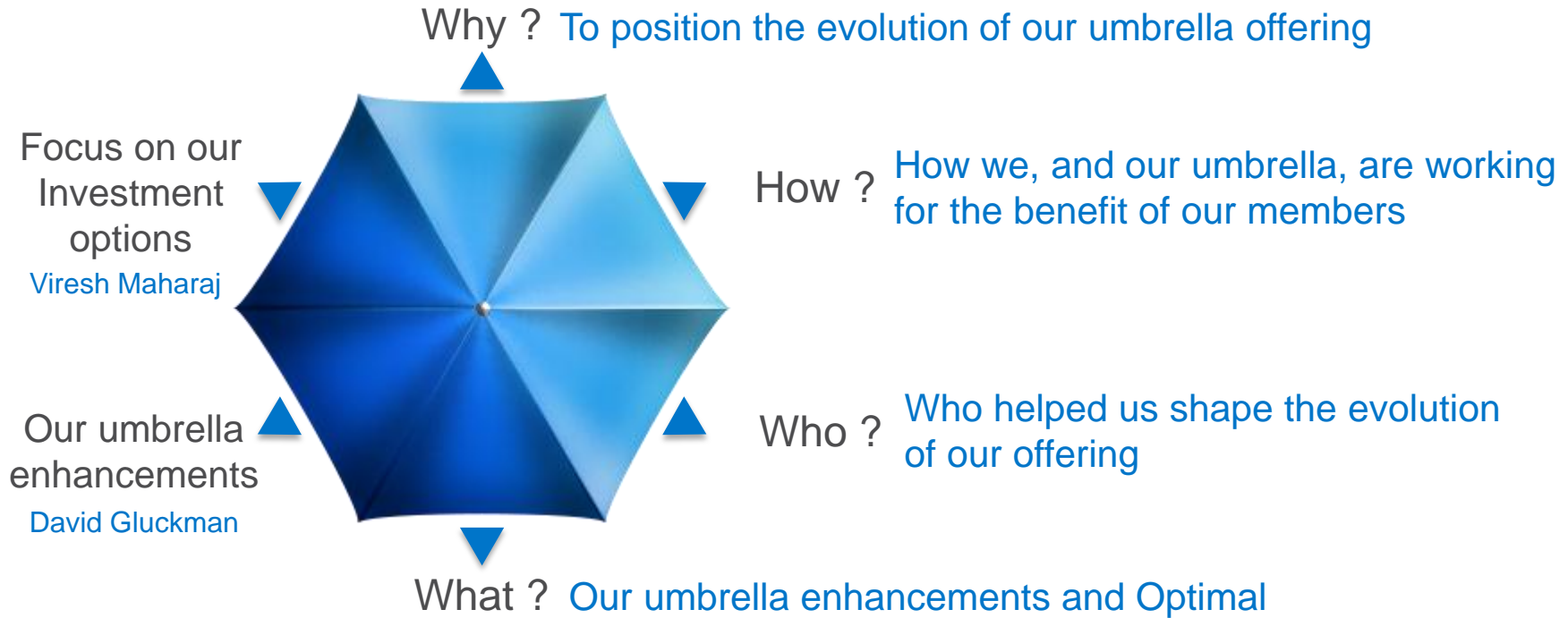
Sanlam Optimal

The best of two worlds

Wealthsmith video



Agenda





Why ?

Why ?

To position the evolution of our umbrella offering

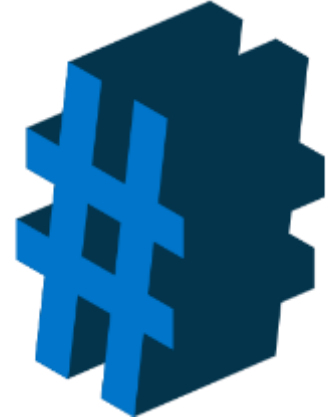


Partner with you to
Build and Protect
Wealth for Members

State of the Nation



- Majority failing
- Regulation accelerating
- #Consolidation trending
- Longevity rising
- Competitors emerging
- Lines blurring



Why the Sanlam Umbrella Fund?



- The umbrella fund is the vehicle that will take the majority of South Africans towards good outcomes
- There are a number of opportunists benefiting at the cost of good retirement outcomes
- We each have a moral and fiduciary duty to do better for members



Why the advancements to the Umbrella Fund?



1. Governance requirements overly restrictive
2. Complicated and hence non-transparent pricing
3. All members pay for investment choice but few use the facility
4. Affluent members prefer greater flexibility



Vision 2020



A funding system that
enables good
retirement outcomes

Vision 2020



- Simplicity
- Transparency
- Efficiency
- Portability
- Solidarity



How ?

How ?

How we, and our umbrella, are working for the benefit of our members



- Leading debates
- Evolving models
- Simplifying costs
- Partnering to create shared value
- Optimising outcomes

How ?

How we, and our umbrella, are working for the benefit of our members



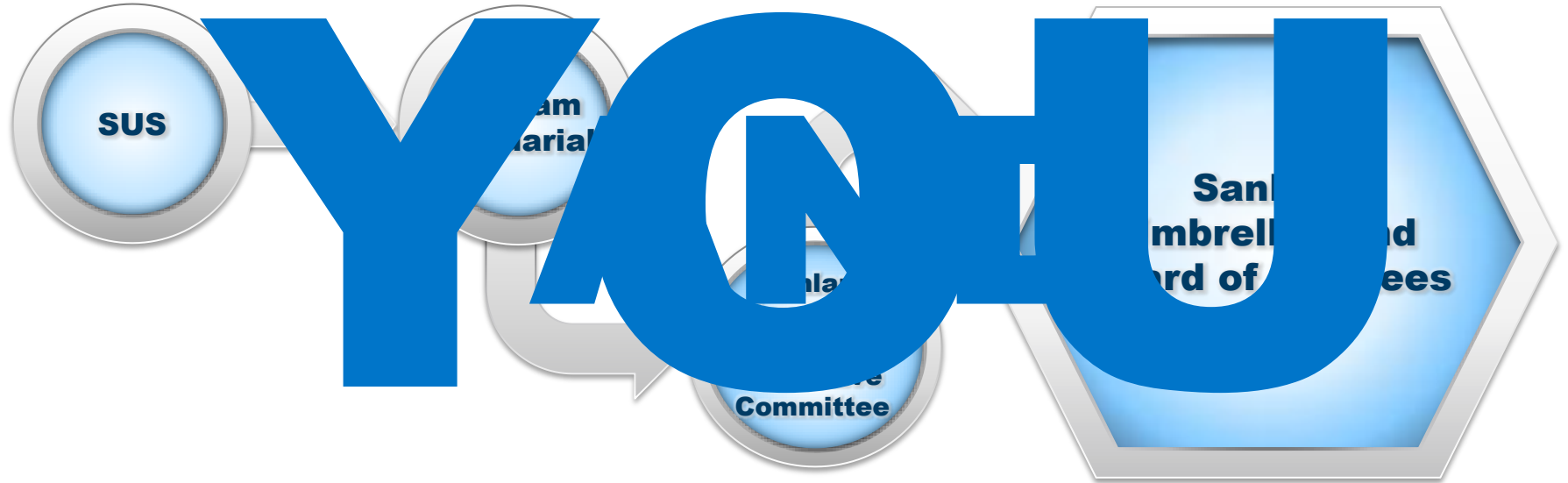
- 35 years of research
- National treasury engagement
- Thought leadership



Who ?

Who ?

Who helped us shape the evolution of our offering



Themba Video



What ?

What is the scope of the enhancements to our fund



What ?



KAIZEN
“Continuous”
Improvement



- Investments
- Risk
- Governance
- Costs
- Insights

Hotstix Video

