



Sanlam Umbrella Fund:
**Investment
Feedback Session**

20 October 2022

Guidelines for this Webinar

Your cameras and microphones have been disabled for this webinar

Please send through questions via the Q&A button on the toolbar

A recording of this session and the slide deck will be made available on the link below

AGENDA

Recent updates from Sanlam Umbrella Fund

Anna Siwiak / Product Head
Sanlam Umbrella Solutions

Economic Overview

Panel Discussion
Moderated by Darryl Moodley

Update on the Performance on the Funds' investment portfolios

Solly Tsie / Principal Investment Consultant / Simeka
Danie van Zyl / Product Head / Sanlam Guaranteed Investments



Our success is founded on
Passion
Innovation
Transparency

AGENDA



Anna Siwiak

Product Head:
Sanlam Umbrella Solutions



Recent updates from

Sanlam

Umbrella Fund



Changes to Investment Offering



Trustee-Approved

Default Investment Strategies



- a. The Fund now has 2 types of trustee-approved default investment strategies, namely the Lifestage and Protection Strategies.
- b. Glidepaths for the preservation phase of the Sanlam Lifestage have been removed. The Sanlam Capital Protection Portfolio will be the only preservation phase portfolio available.
- c. Sanlam Wealth Creation Lifestage is now open to all.

Lifestage Strategy

Protection Strategy

Special Arrangements within the

Comprehensive Option



a. Tailored Default Investment Strategy is no longer available to new business.

b. The minimum criteria for Comprehensive Plus arrangements and Investment Exceptions has been revised.



Darryl Moodley

Head: Tailored Investments
Sanlam Corporate Investments



Mokgatla Madisha

Head of Fixed Interest
Sanlam Investments

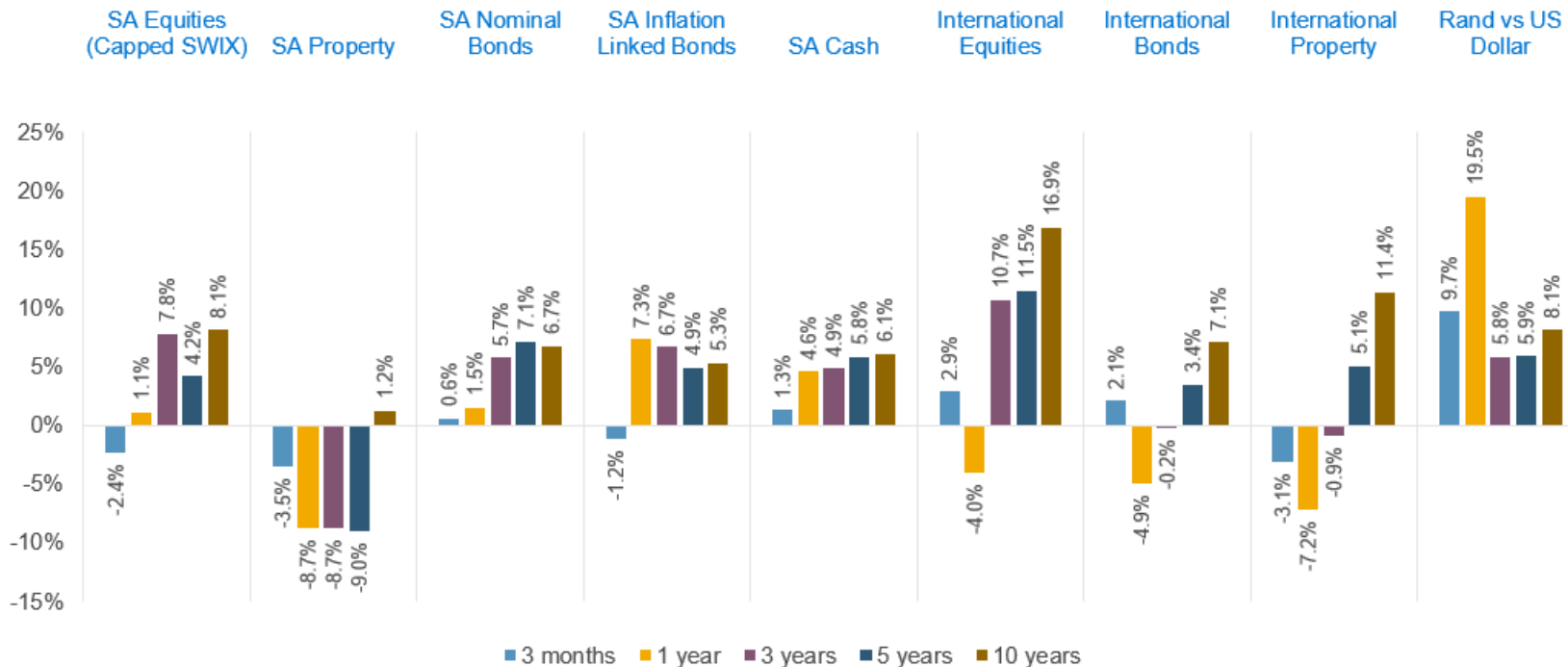


Kingsley Williams

Chief Investment Officer
Satrix

Meet
Our Panel

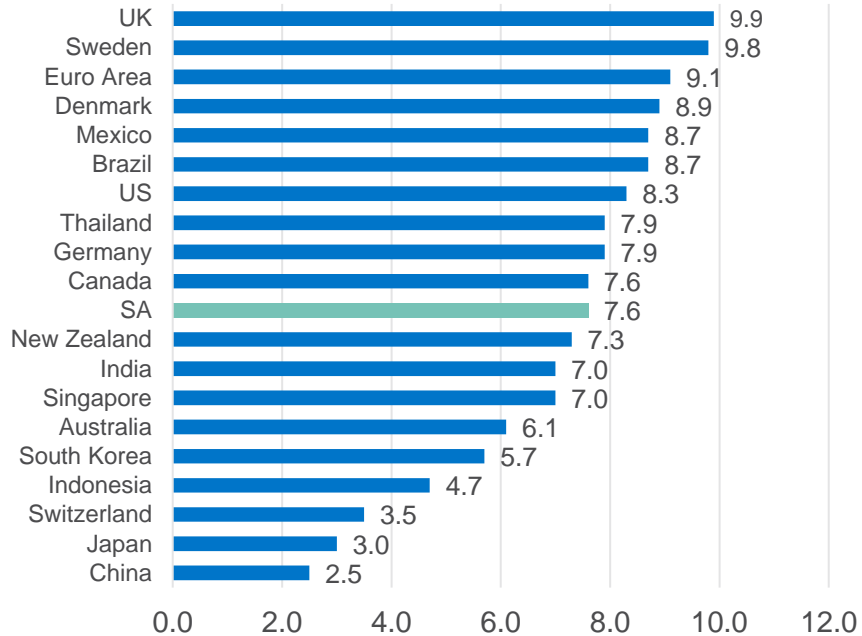
ASSET CLASS PERFORMANCE



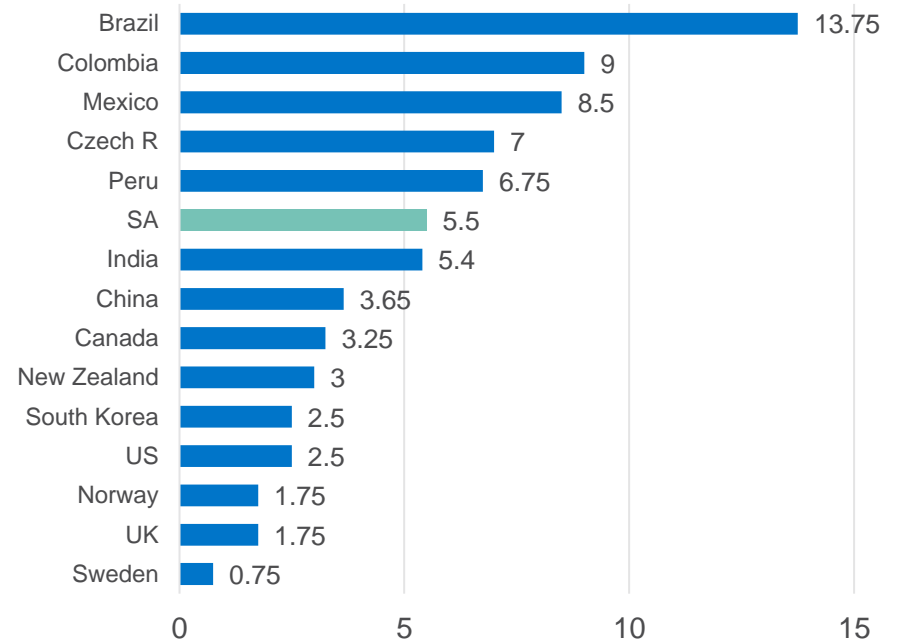
GLOBAL INFLATION AND POLICY RATES



Selected countries' inflation rate (y/y %) – Aug 2022



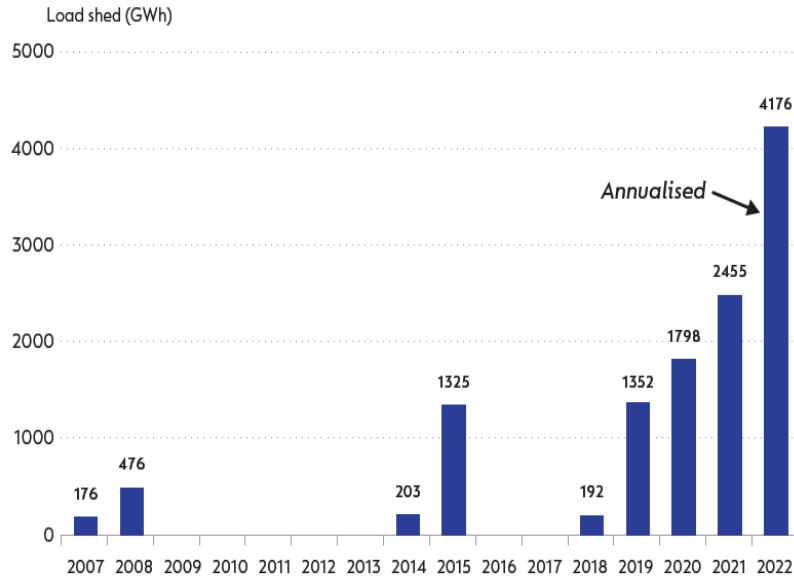
Select country current central bank rates



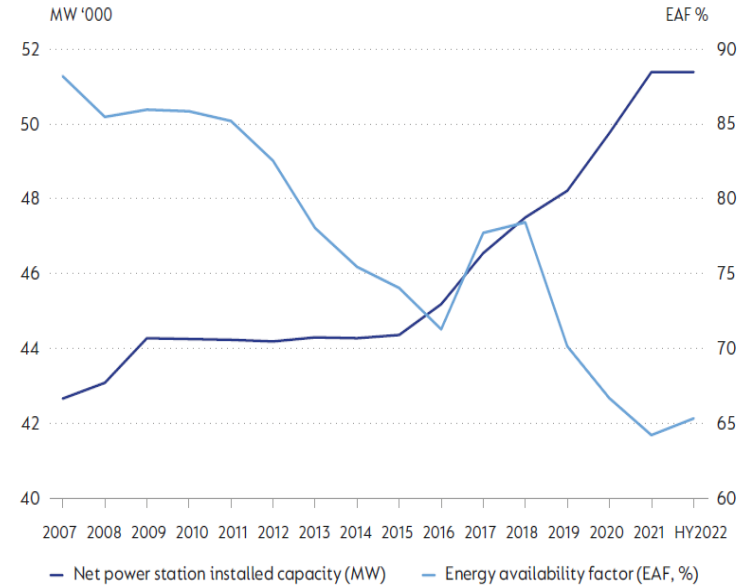
THE WOES OF ESKOM



Progression of loadshedding



Energy availability factor



The
Economist

THE PRINCE

The inside story of Xi
Jinping—and the threat he
poses at home and abroad



OCTOBER 1ST-7TH 2022

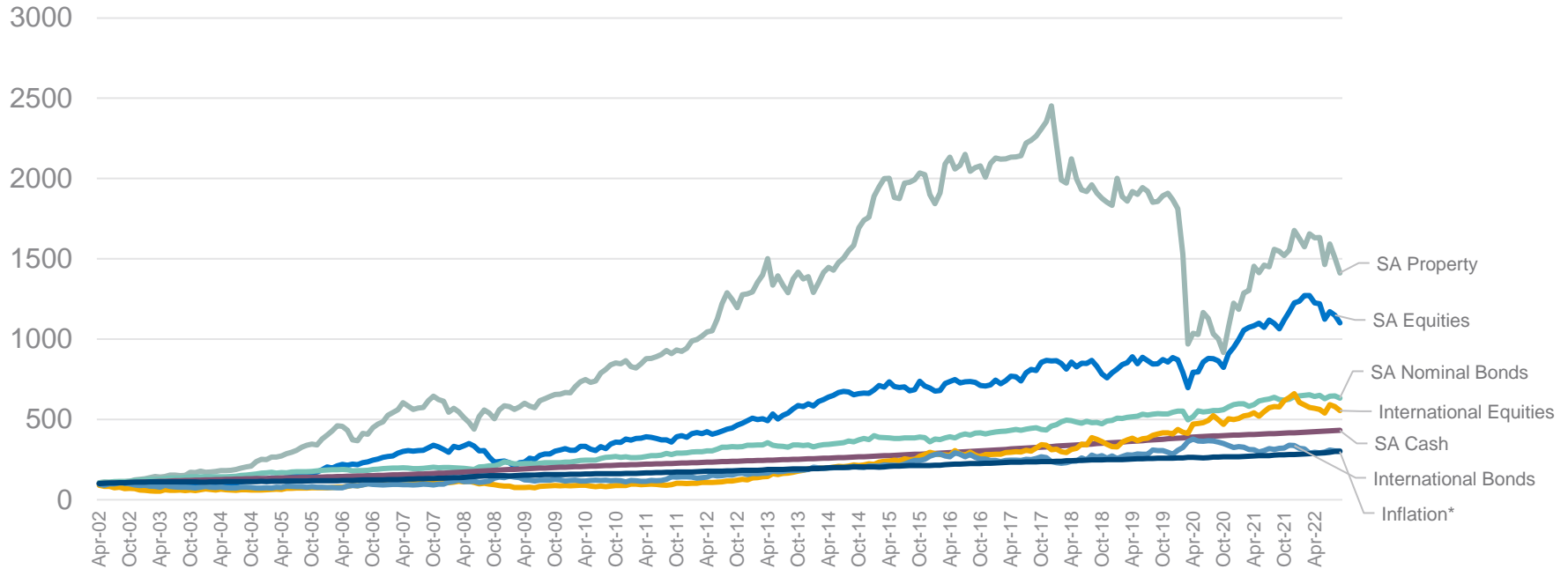
HOW NOT TO RUN A COUNTRY



“BOND MARKET
MAYHEM SET OFF A
PENSION TIME
BOMB”

- FINANCIAL TIMES (12 OCT 2022)

GROWTH OF R100 OVER ALMOST 2 DECADES



FROM APRIL 2004 TO 30 SEPTEMBER 2022, INFLATION IS LAGGED BY ONE MONTH



Danie van Zyl

Head: Guaranteed Investments
Sanlam Corporate Investments



Solly Tsie

Principal Investment Consultant
Simeka



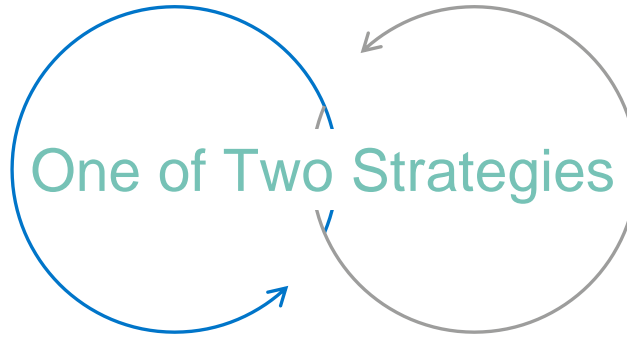
Performance



Fund Default Strategies



TRUSTEE APPROVED DEFAULTS



LIFESTAGE

Sanlam
Lifestage
Strategy

Passive
Lifestage
Strategy

Sanlam
Blue
Lifestage
Strategy

Sanlam
Wealth
Creation
Lifestage
Strategy

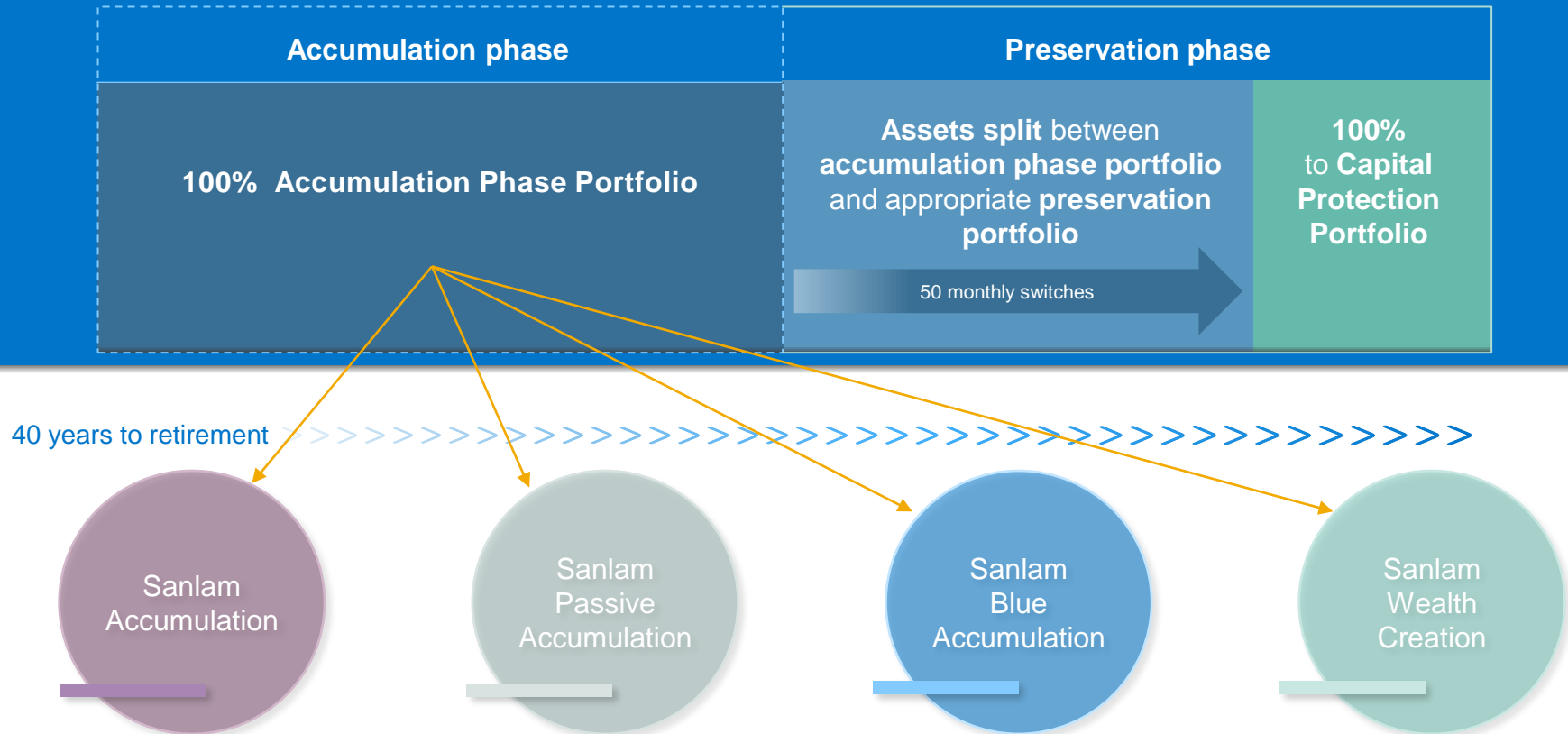
PROTECTION

Volatility
Protection
Strategy

Stable
Secure
Strategy

Sanlam
Stable
Strategy

LIFESTAGE STRATEGY

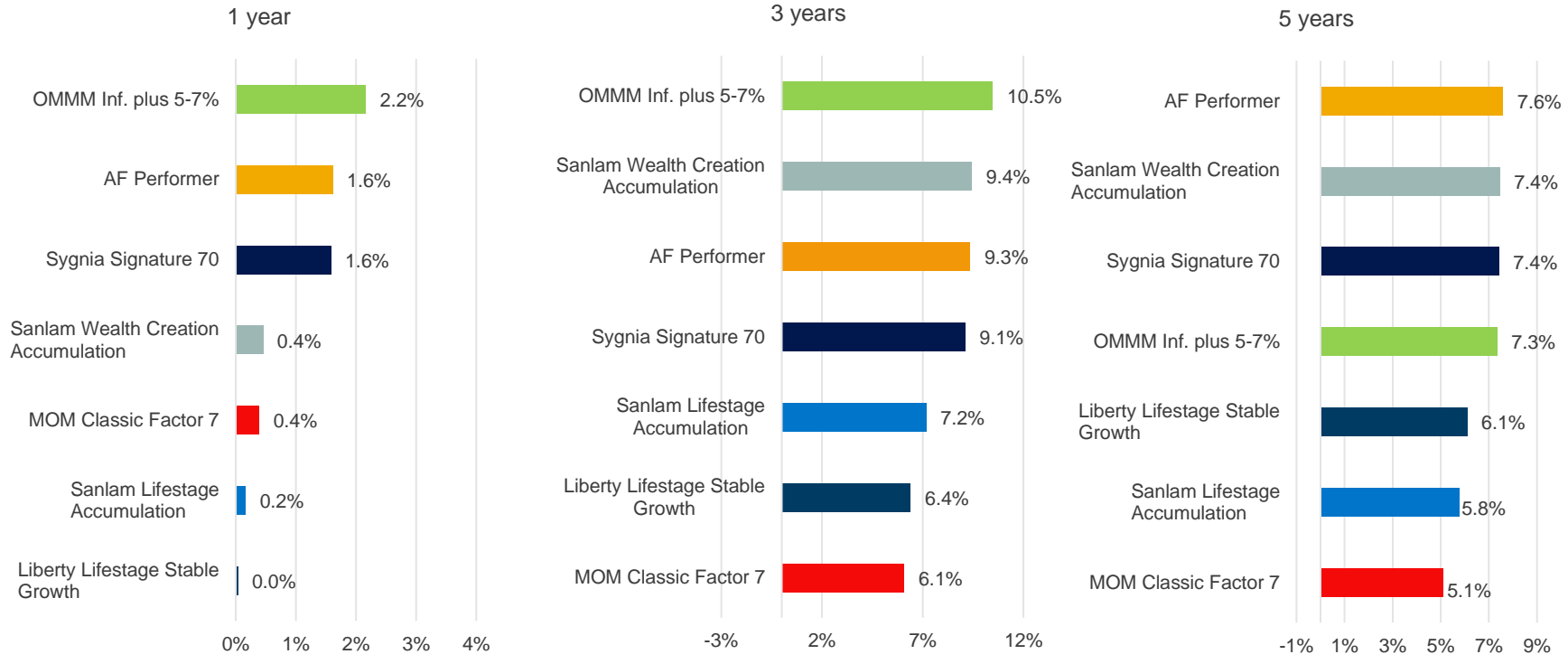


LIFESTAGE STRATEGIES



Accumulation Phase	3 months	6 months	1 year	3 years	5 years	10 years
Sanlam Accumulation Portfolio	-0.5%	-7.6%	0.2%	7.2%	5.8%	n/a
<i>Benchmark</i>	-0.6%	-7.9%	-0.5%	6.7%	5.5%	n/a
Sanlam Passive Accumulation Portfolio	-0.7%	-7.9%	-0.2%	7.7%	6.1%	9.5%
<i>Benchmark</i>	-0.8%	-7.9%	-0.5%	6.8%	5.6%	9.3%
Sanlam Blue Accumulation Portfolio	-0.9%	-4.7%	1.9%	6.3%	5.3%	8.8%
<i>Benchmark</i>	-0.1%	-4.7%	1.3%	7.5%	6.0%	9.1%
Sanlam Wealth Creation Accumulation Portfolio	-1.6%	-6.9%	0.4%	9.4%	7.4%	n/a
<i>Benchmark</i>	0.1%	-6.0%	0.2%	8.6%	7.1%	n/a

PERFORMANCE RELATIVE TO UMBRELLA PEERS

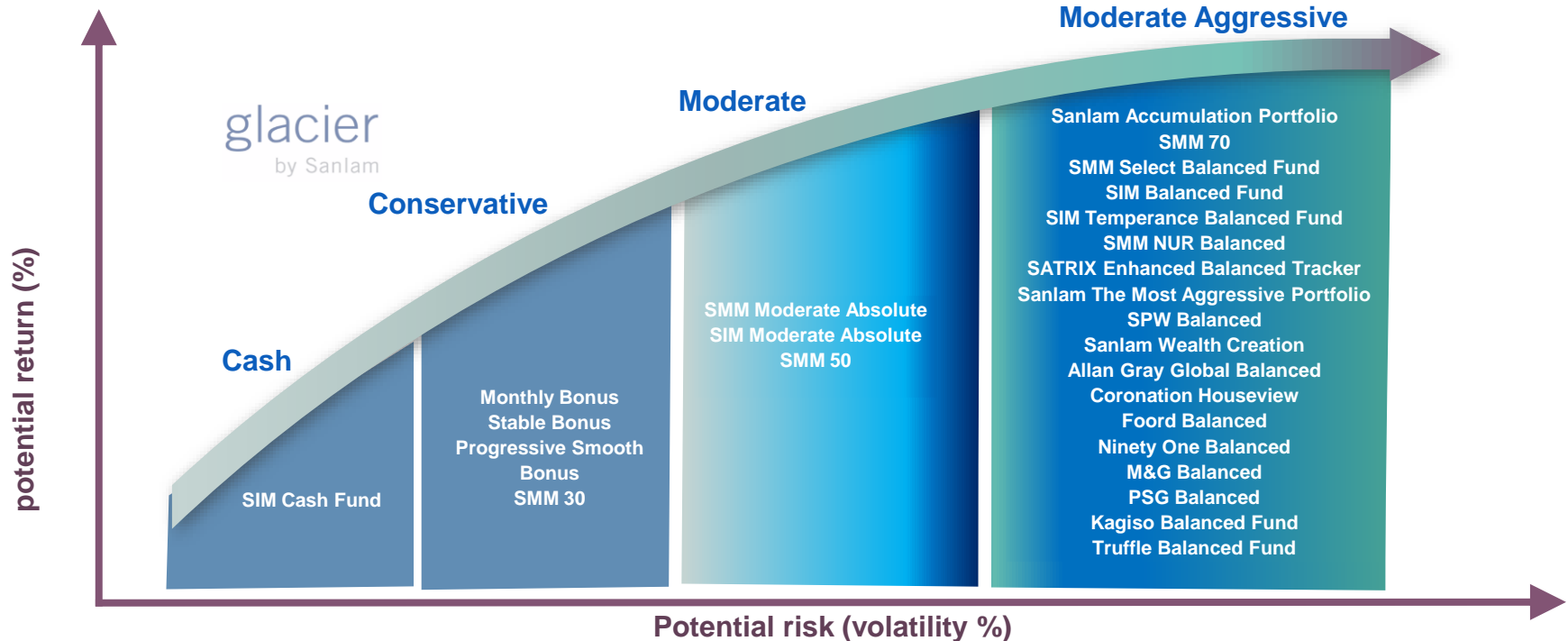




Member Choice Portfolios



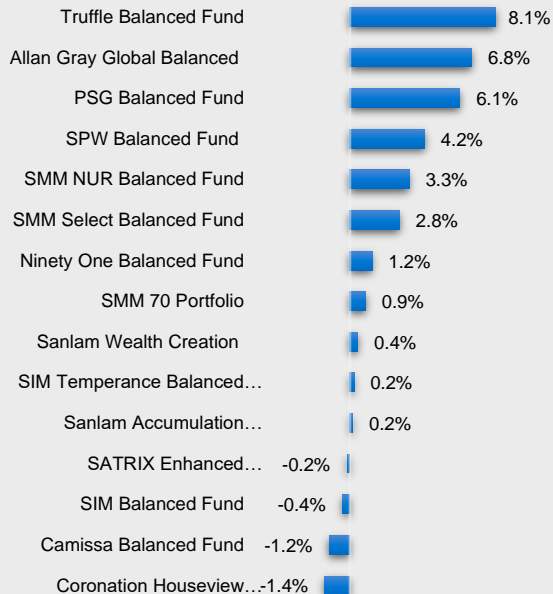
MEMBER INVESTMENT CHOICE



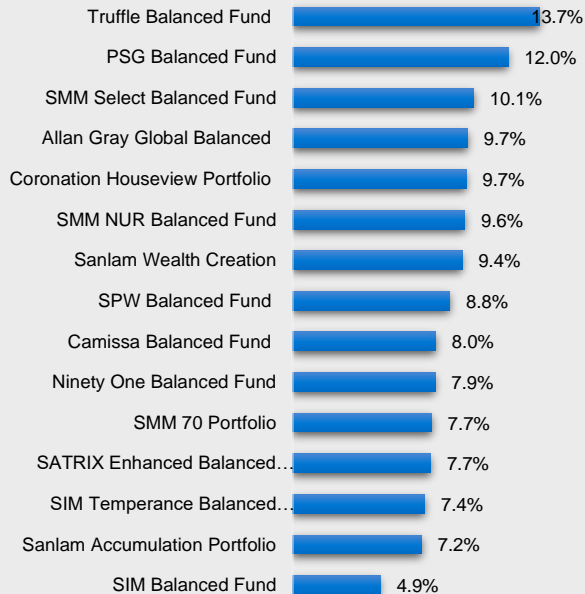
MODERATE AGGRESSIVE PORTFOLIOS



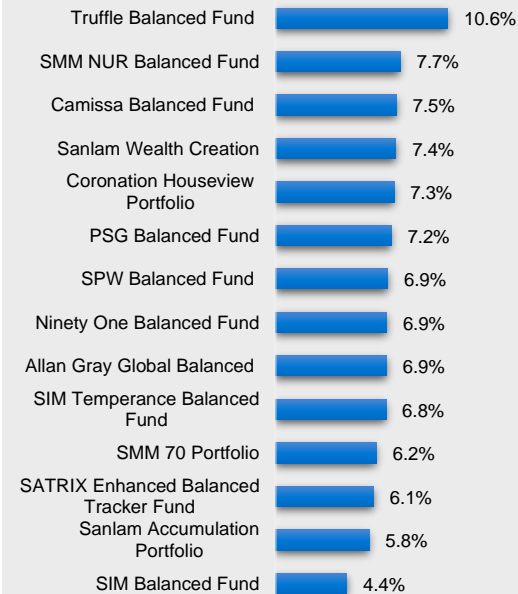
1 years



3 years



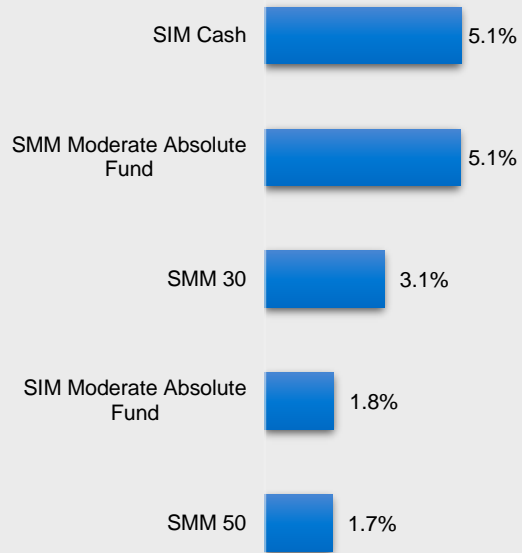
5 years



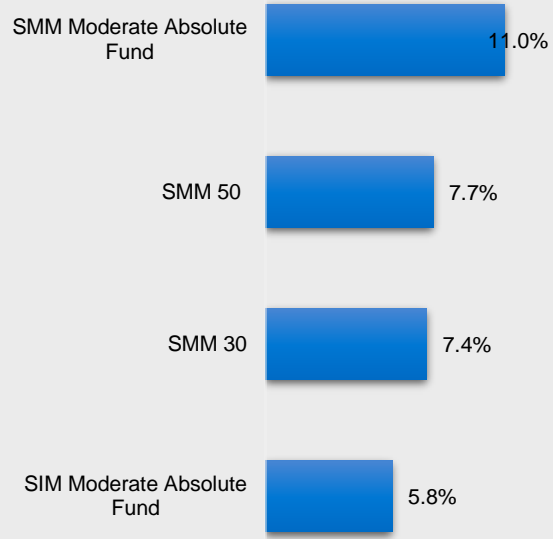
MODERATE AND CONSERVATIVE PORTFOLIOS



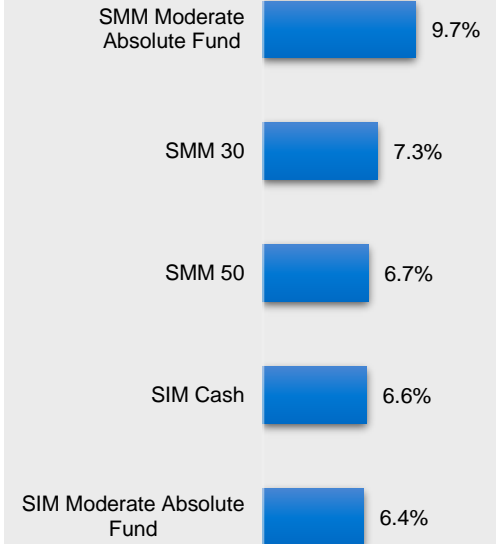
1 years



3 years



5 years





Protection Strategies



PROTECTION STRATEGIES



Sanlam
Secure
Strategy

Sanlam
Stable
Strategy

Volatility
Protection
Strategy



100% Monthly Bonus Fund

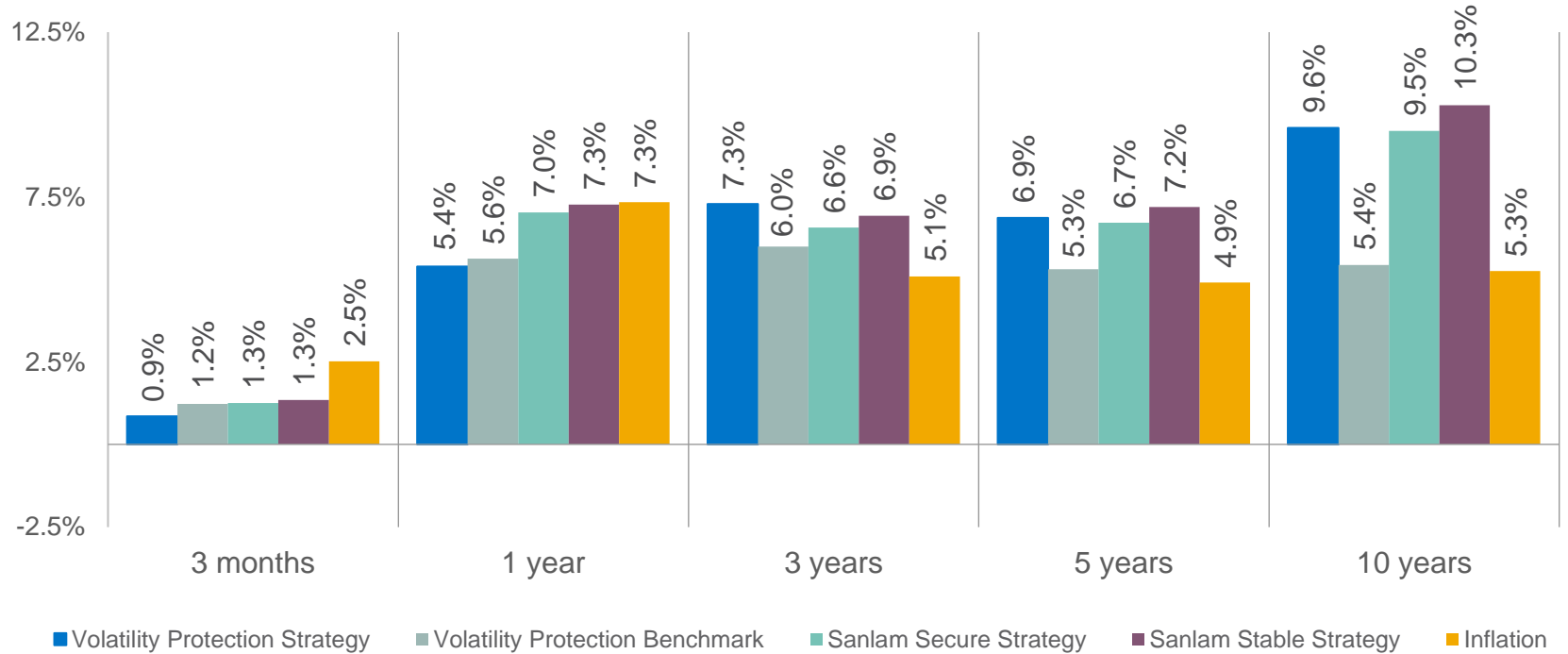


100% Sanlam Stable Bonus
Portfolio



75% Sanlam Monthly Bonus
Fund &
25% Satrix Enhanced Balanced
Tracker Fund

PROTECTION STRATEGIES

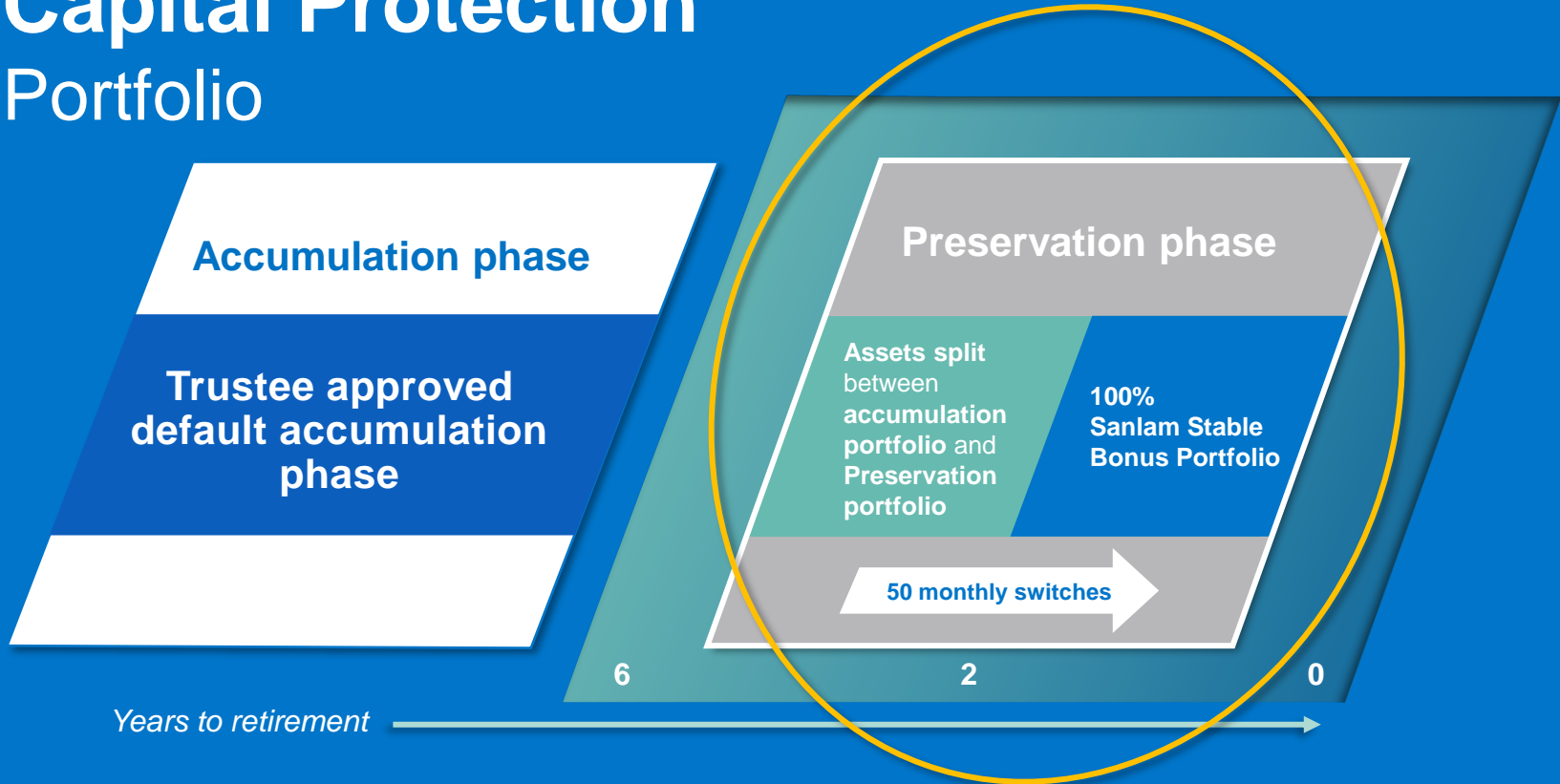




PRESERVATION PHASE



Sanlam Capital Protection Portfolio

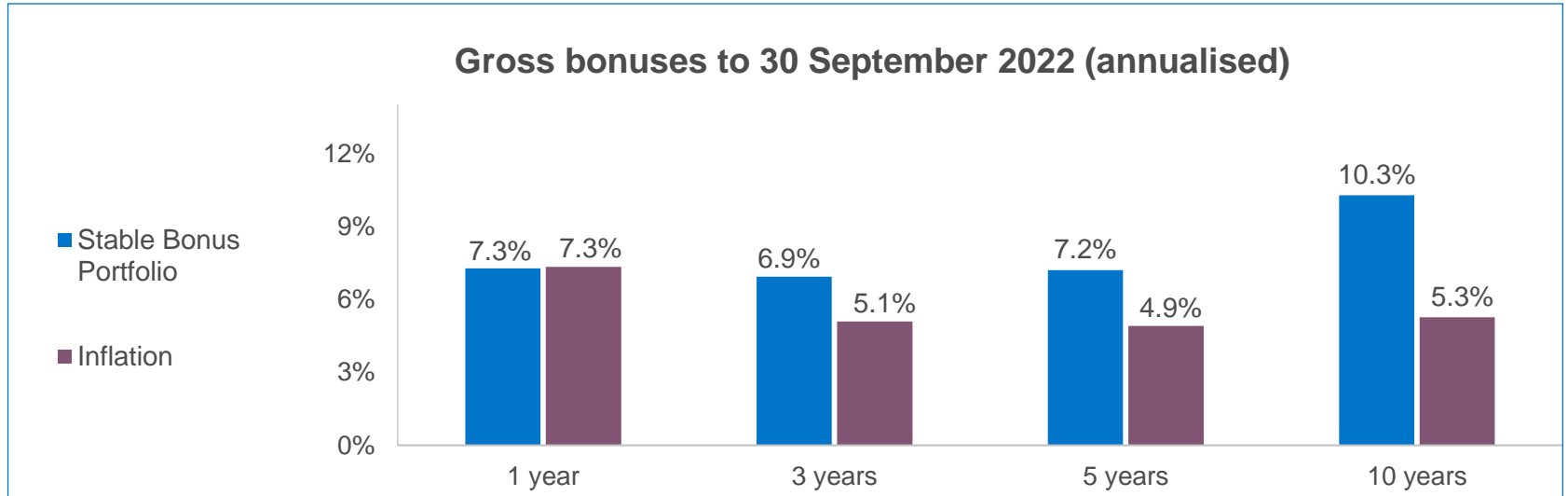




Why?

- ⌄ Underlying portfolio in the Capital Protection Portfolio - Sanlam Stable Bonus Portfolio.
- ⌄ This portfolio protects the invested capital by guaranteeing the net contributions invested.
- ⌄ The Stable Bonus Portfolio provides investors with exposure financial markets and equities, but also protects against adverse market movements.
- ⌄ The underlying portfolio has a diversified exposure to domestic equity, bonds, property and alternative investments as well as international assets.
- ⌄ The portfolio has a conservative risk profile.

PERFORMANCE

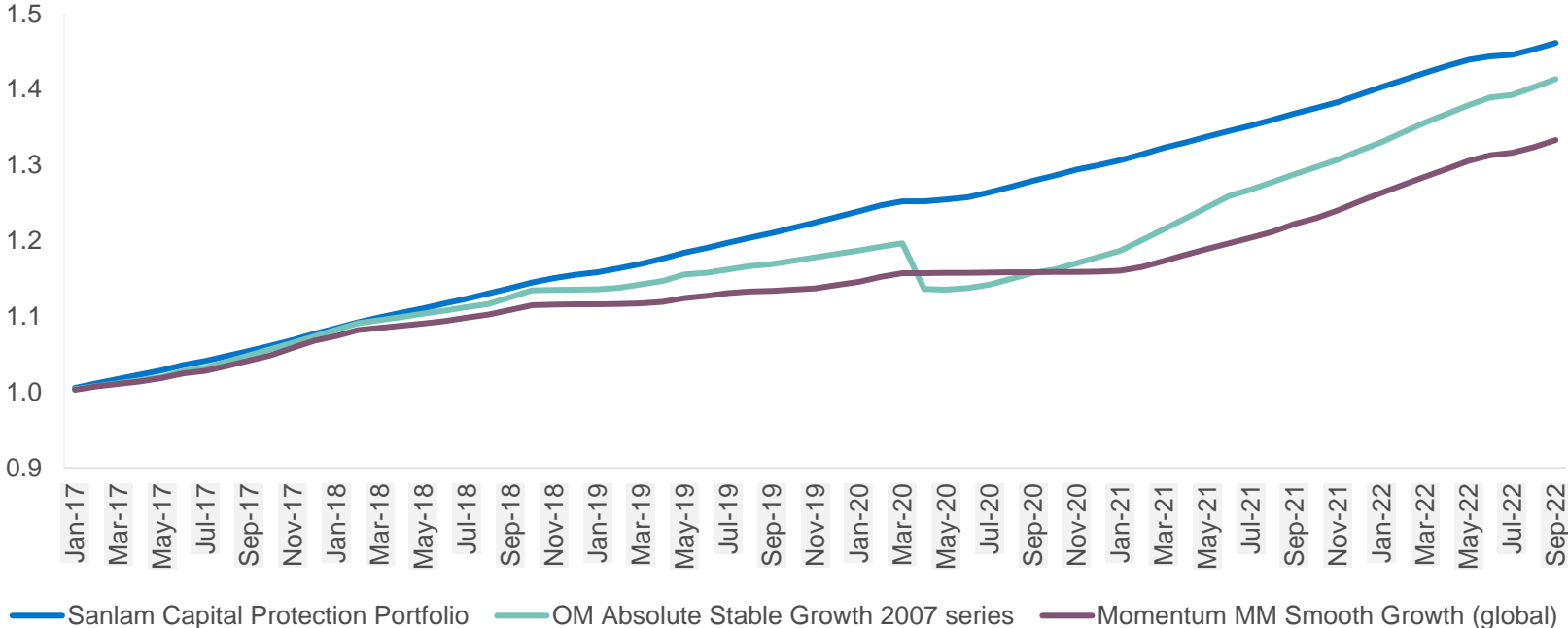


REAL RETURNS	1 year	3 years	5 years	10 years
Stable Bonus Portfolio	0.0%	1.8%	2.3%	5.0%

GROSS BONUSES NET OF GUARANTEE FEE

INFLATION UP TO 31 AUGUST 2022

NET CUMULATIVE BONUSES SINCE JANUARY 2017



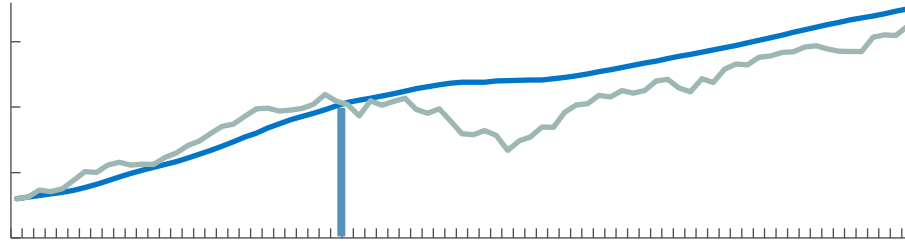
WHY IS SMOOTHING BENEFICIAL FOR RETIREES?



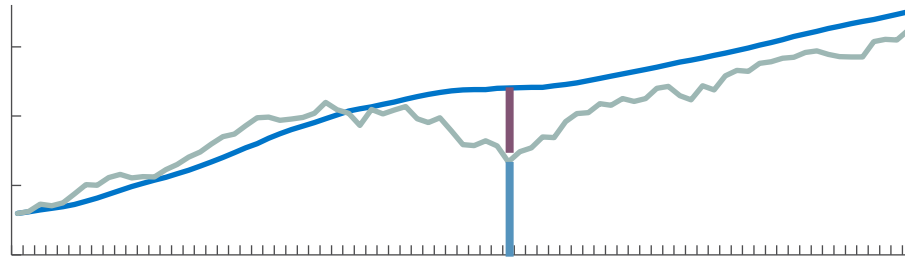
Solly



Danie



Solly retires end of March 2019



Danie retires end of March 2020

- Sanlam Stable Bonus Portfolio
- Average Balanced Fund (Global LMW median)

thank you 

