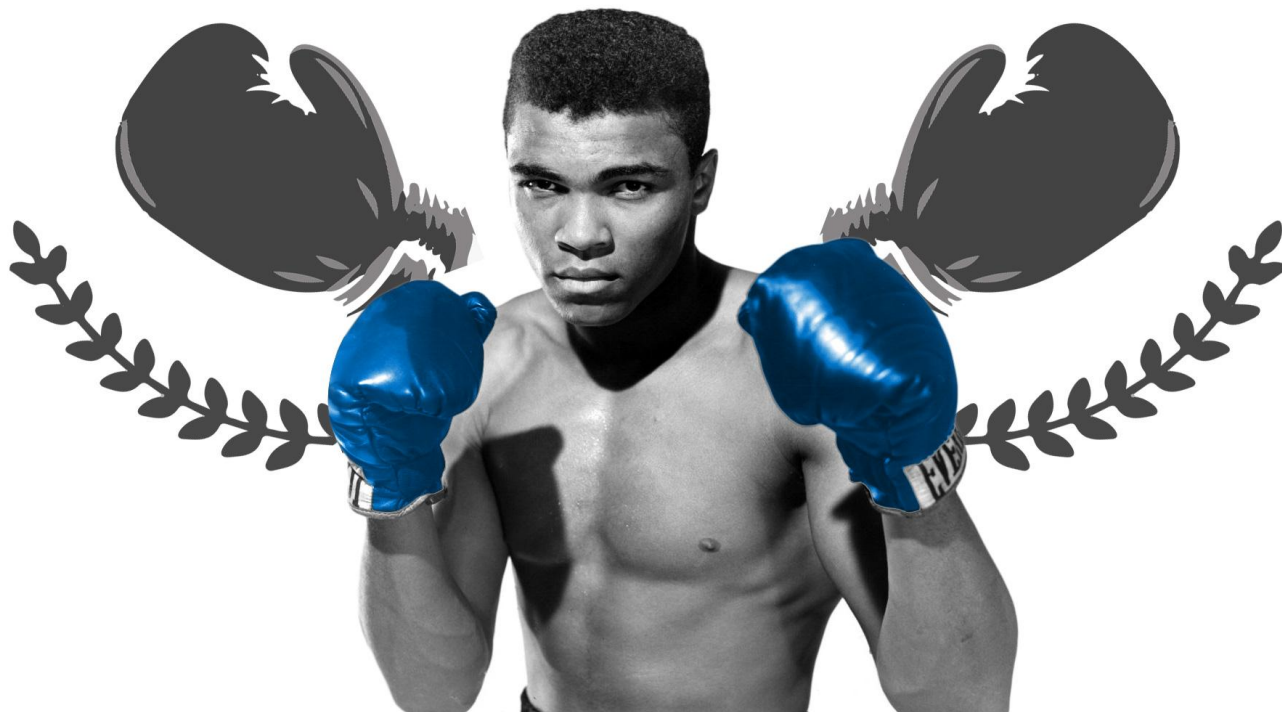


Sanlam Blue



Best of Sanlam



- SIM Balanced
- Volatility Protection Strategy
- Glacier LISP
- Sanlam Private Wealth Capability

Sanlam Blue



- Only available under Optimal product option
- SIM Balanced is the default portfolio
- 75 bps all-in investment management fee and zero performance fees
- Risk averse members can switch into Volatility Protection Strategy
- One free switch

Sanlam Blue



- Qualifying members enjoy full investment flexibility via Glacier LISP platform
- Access to Sanlam Private Wealth Capability
- Zero fees for Glacier members as charged on Glacier platform
- Trustees can review choice underlying Sanlam Blue at any time

Bold vs. Cautious

Knowing when to be which is what makes us Wealthsmiths

We've spent enough time in the ring to know the sweet science when it comes to investing.



Sanlam Investment Management

Balanced Fund

SINCE 1995

training room

corner team

pragmatic investment philosophy



300 years

collective investment experience

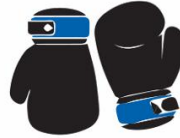
WEALTHSMITHS



18 Acturics
44 CFAs
77 CAs

89

investment professionals



People

No fringe contenders and pound for pound the best in class. We cut the ring, focused and **passionate** about what we do.

Discipline

Creating true wealth means going the **distance**, again and again, knowing when to bob and weave, and rolling with the punches through all the rounds.



Process

Study the tale of the tape, leave emotion in the locker room and pound the **risk** out of every round.



Performance

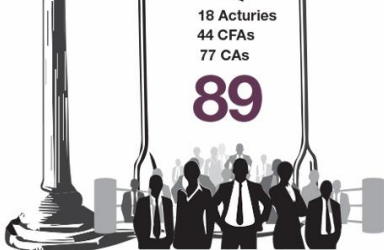
We play for points. We're ready to duck the feint punches and deliver the haymakers to ensure we **always** go the distance and finish the fight.

pragmatic investment philosophy



collective investment experience

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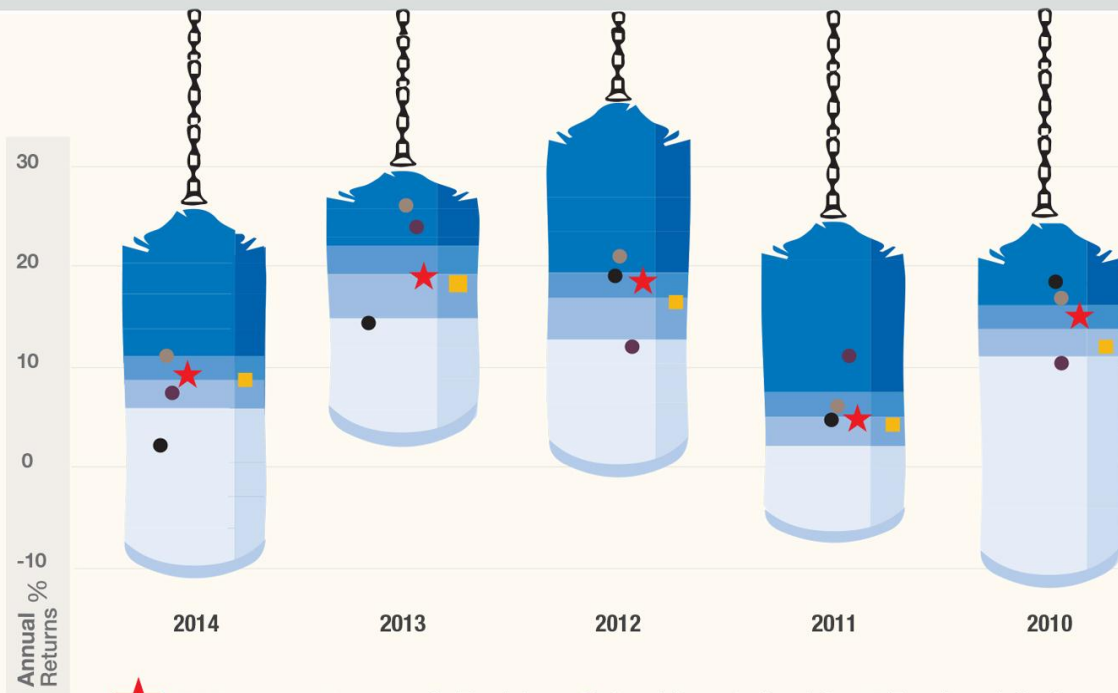
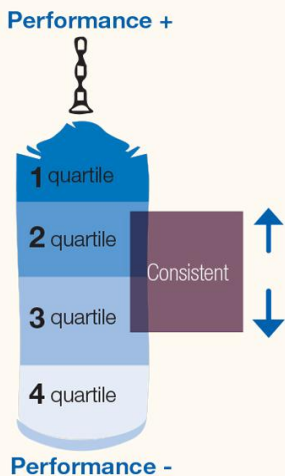
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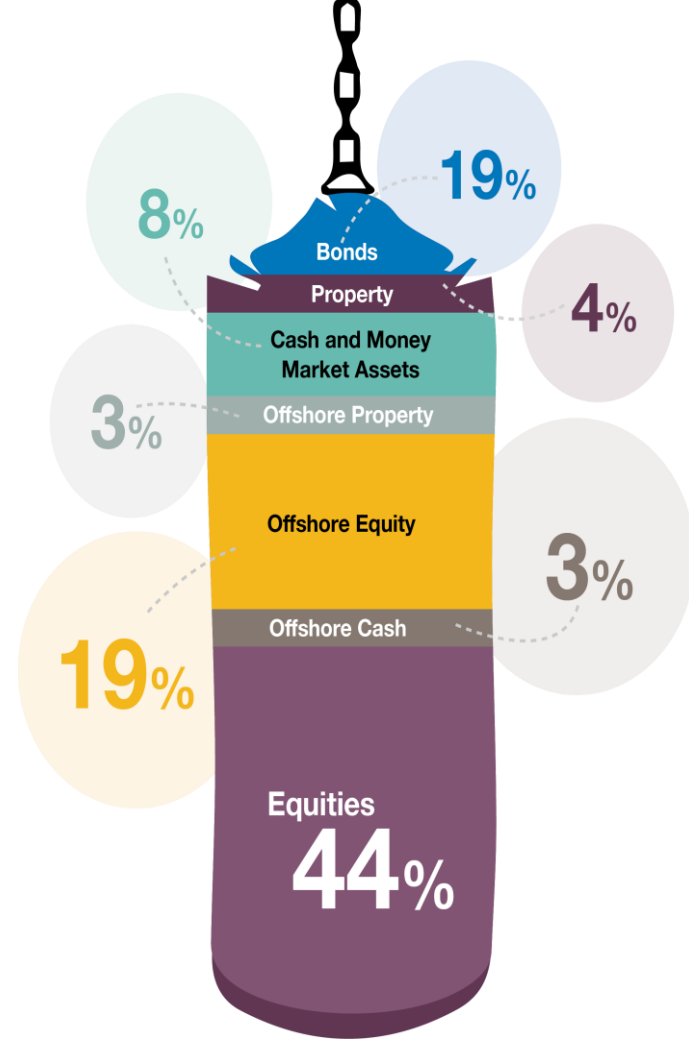
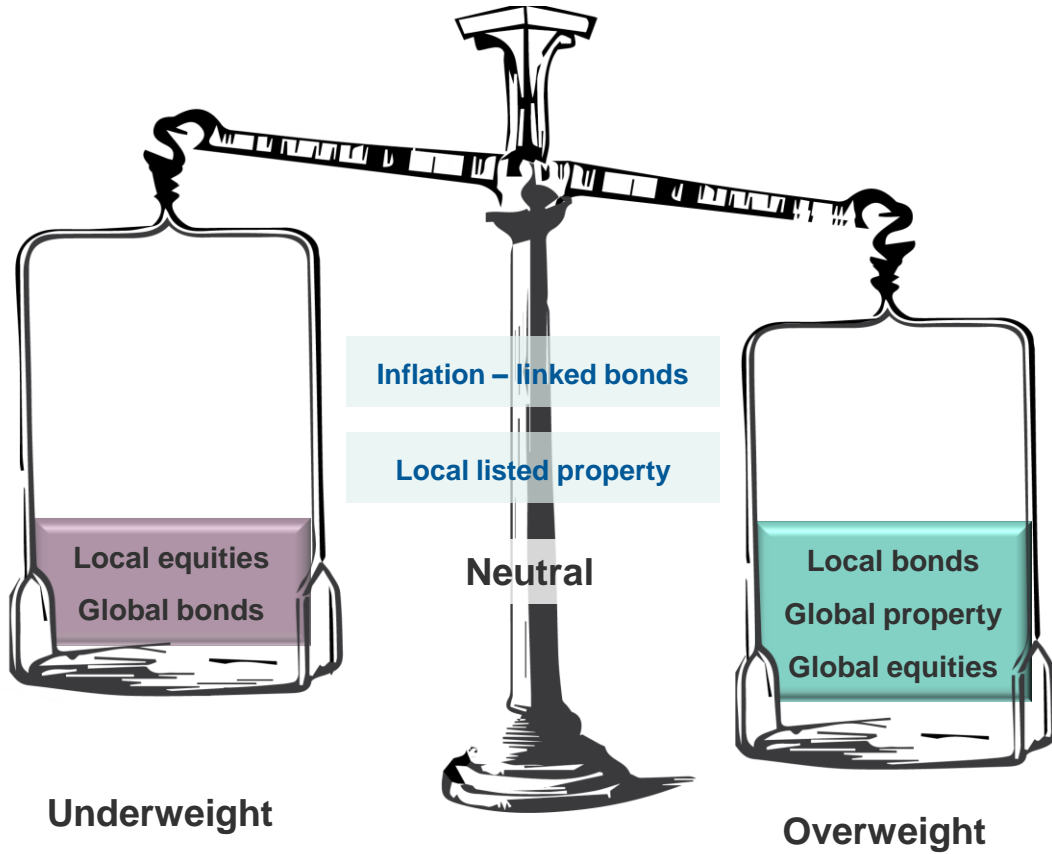
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in the ring

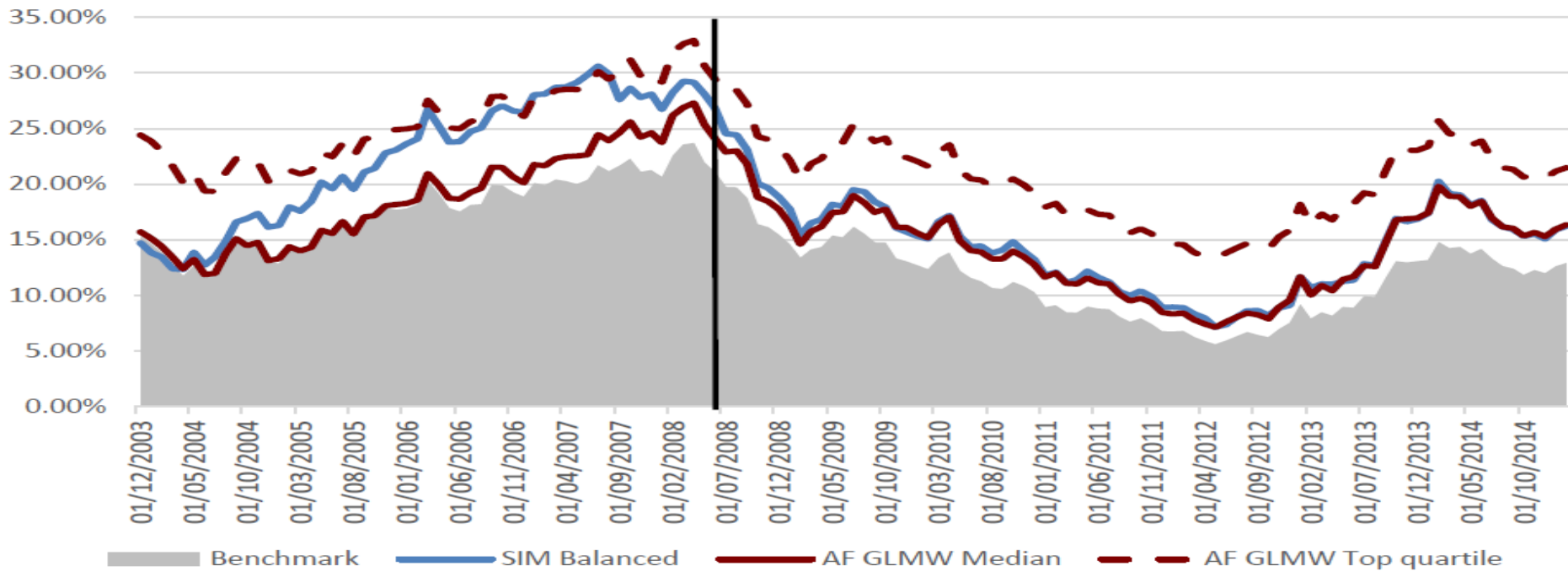
- The fund's investment process is based on our pragmatic value approach, which consistently aims for its target.
- The fund aims to achieve the required return at the minimum required active risk. We always evaluate the risk-return payoff of all investment decisions.
- We limit the active bets in the fund on both an asset class and instrument level.
- Less active risk for greater consistent reward.



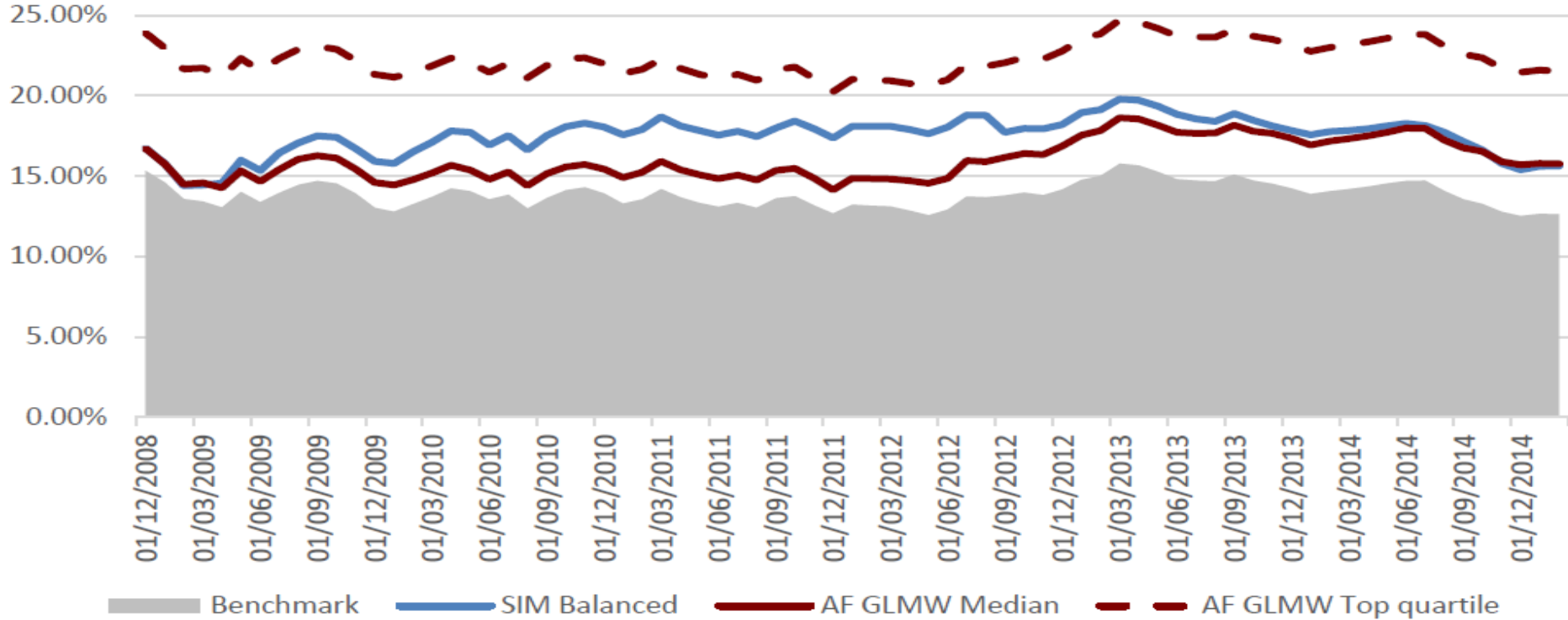
★ SIM Balanced Fund ● Fund A ● Fund B ● Fund C ■ Benchmark Performance



Comparative Performance – 5 Year



Comparative Performance – 10 Year



Why SIM Balanced?



- Benchmark beating;
- Peer group tracking;
- Low cost active option to deliver sustainable returns; &
- Risk management framework mitigates undue risks.

... A cautious choice for a bold investment strategy

WE ARE THE

1%



Glacier



- Retail solution within the Institutional context
- Suitable for Affluent members
- Uniquely tailored portfolios – unit trust & direct shares
- Building block principal
- Choice and flexibility
 - 36 Asset Managers
 - 1,200 collective investment schemes
 - 7 Stockbrokers

Glacier



- 24 hour 7 days week web access to portfolio
- Online transacting (unlimited free switches)
 - Rebalance your portfolio
 - Switch between unit trusts
 - Daily updated portfolio balance
- Fully consolidated quarterly statements
- Individual regulation 28 reporting

Glacier



- Seamless transfer
- At exit (resignation, retirement, etc.)
- Transfer the member to another Glacier solution
- Retain all underlying units
- Retain share portfolio
- Client remains fully invested
- No risk of provider not having the exact same class and funds

Sanlam Private Wealth



Suitable for Ultra High Net Worth Individuals

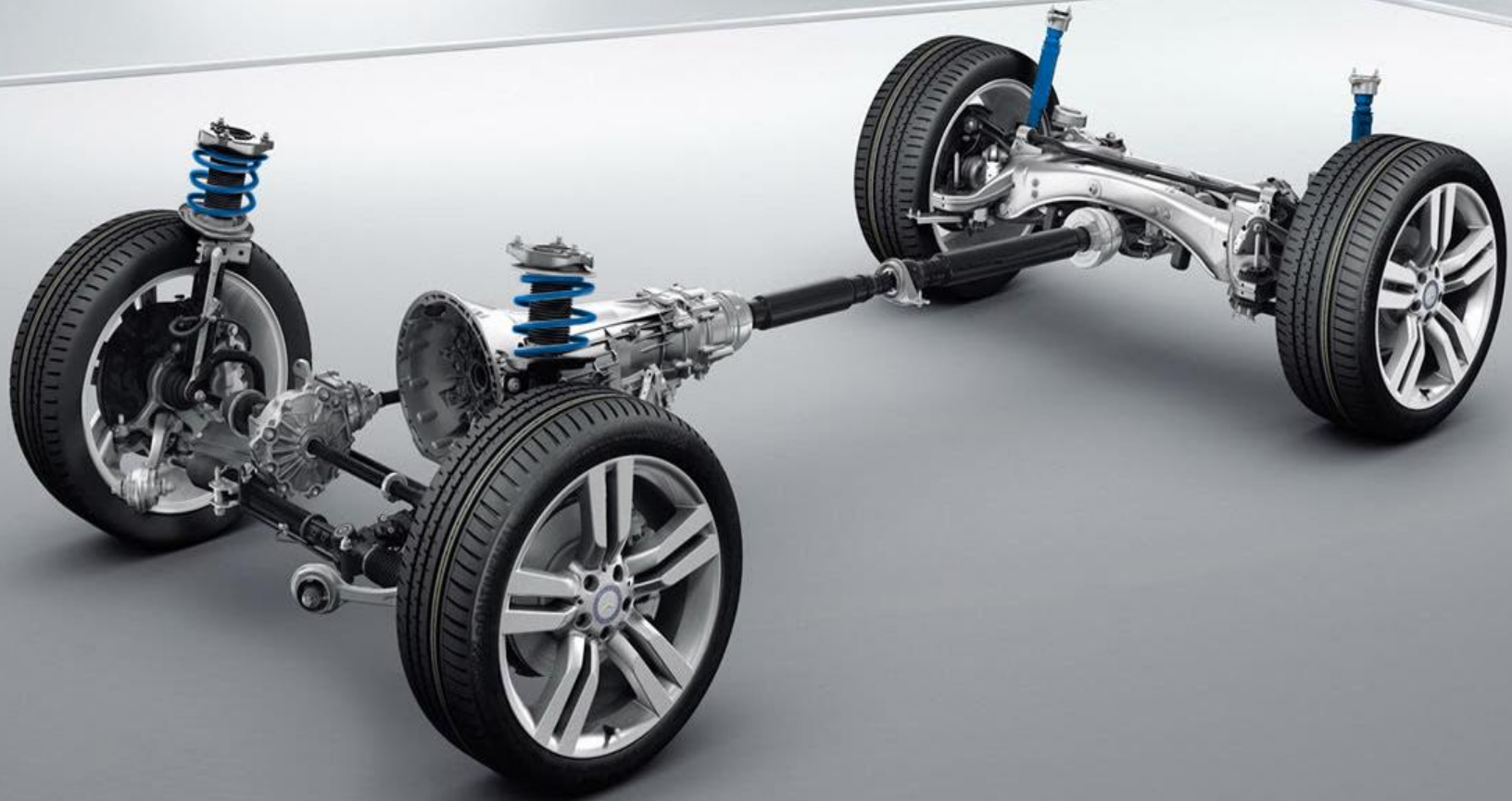
SA's Top Wealth Manager – 2014 & 2015

Hold shares directly

“We work as though you are our only client, tirelessly dedicated to making the most out of every Rand that you entrust to us. That’s what makes us Wealthsmiths”

- Daniel Kriel, CEO of Sanlam Private Wealth

Volatility Protection Strategy



Why protect against Volatility?



Joe



Jane



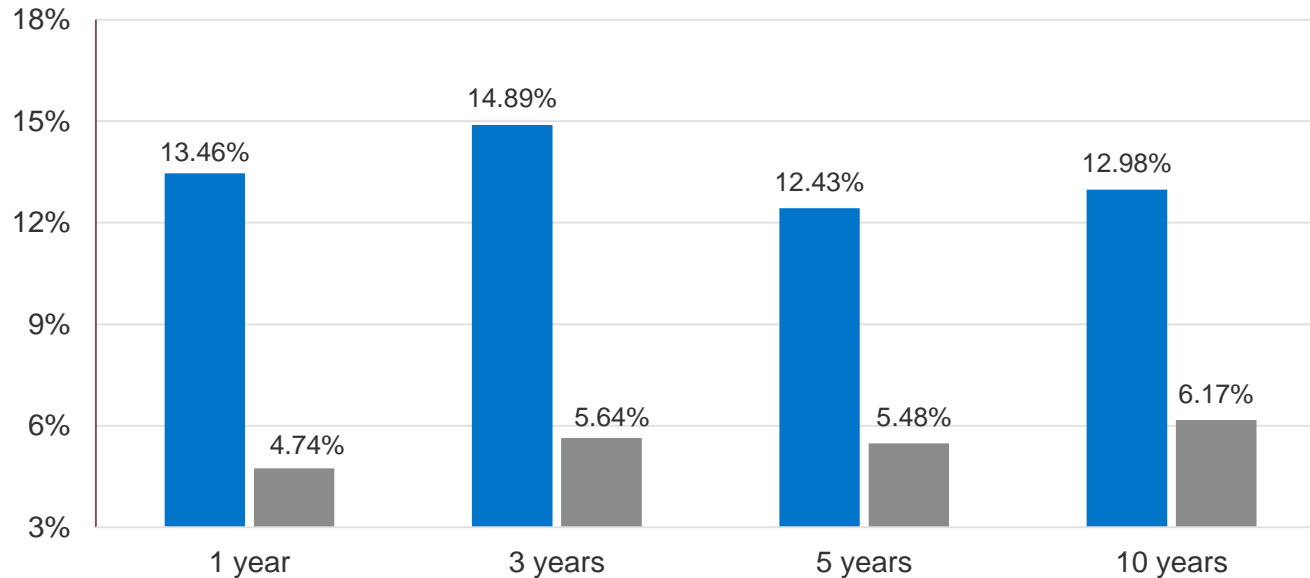
— Sanlam Monthly Bonus Fund

— Average Balanced Fund
(Global LMW median)

Volatility Protection vs CPI

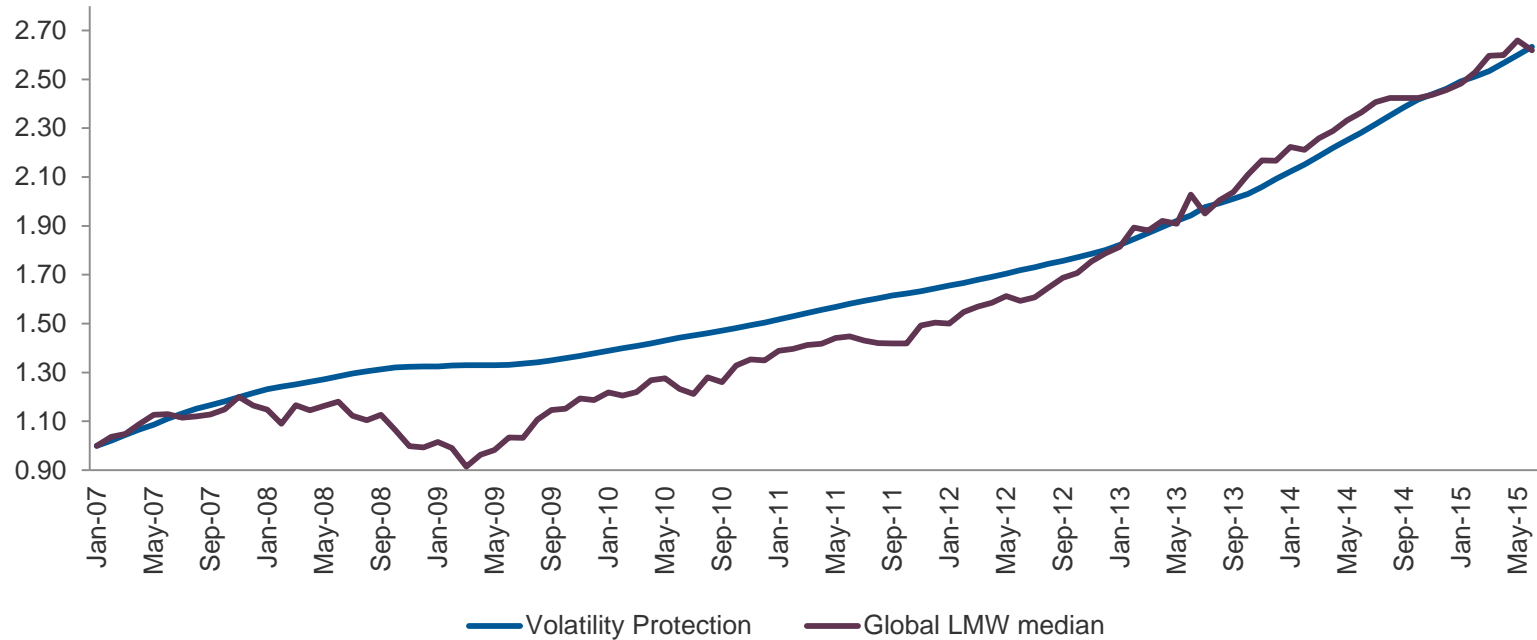


Net bonuses to 31 July 2015 (annualised)



Real return	8.72%	9.25%	6.95%	6.81%
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Gross cumulative returns since January 2007



Sanlam Blue



Q&A



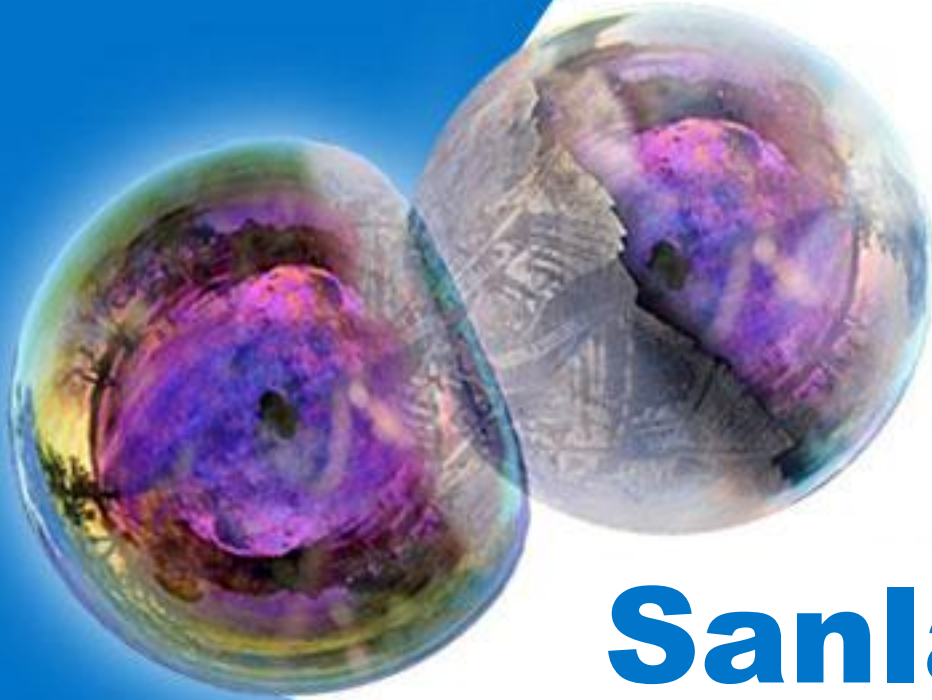
Next



Optimal available immediately
Client Solutions Specialist will be in touch
Collateral

- SUF AGM Trustee report
- Fund in Detail
- Glacier Retirement brochure

Lunch



Sanlam Optimal

The best of two worlds