

ALLAN GRAY

GROUP RETIREMENT ANNUITY OVERVIEW

Effective 29 March 2018



CONTENTS

An overview of the Allan Gray Group Retirement Annuity	1
How does the Allan Gray Group RA work?	2
Benefits for the employee of becoming a member of the Allan Gray RA	3
Benefits for employers	4
Things to be aware of that may be different from "traditional" group retirement arrangements	5
The benefits of independent financial advice	6
Contact details	7
Important information for investors	8

AN OVERVIEW OF THE ALLAN GRAY GROUP RETIREMENT ANNUITY

The Allan Gray Group Retirement Annuity system recognises that many employers wish to encourage their staff to make provision for their future retirement – but at the same time recognises that their staff may encounter change in their personal lives, employment and their financial requirements.

The Allan Gray Group Retirement Annuity enables employers to make a retirement savings solution available to their staff:

- Based on individual membership of the Allan Gray Retirement Annuity Fund
- With the benefits of group-based administration (a minimum of five employees is required)

Terms used in this document:

- "Allan Gray RA" refers to the Allan Gray Retirement Annuity Fund.
- "Allan Gray Group RA" refers to the Allan Gray Group Retirement Annuity system. It is a group-based administration system that enables employers to make contributions to the Allan Gray RA on behalf of their employees.

HOW DOES THE ALLAN GRAY GROUP RA WORK?

Each employee individually applies to become a member of the Allan Gray RA.

Then each month, each member's agreed monthly contribution is received by Allan Gray, from the employer, on a group basis. As individual members of the Allan Gray RA, members choose their investment portfolios and receive quarterly statements.

The Allan Gray Group RA:

- Caters for individual needs without the complexity of many group retirement funding arrangements (but any risk protection should be provided separately)
- Enables staff to monitor and manage their own retirement savings
- Offers access to Allan Gray's proven expertise and experience in managing retirement fund money
- Offers access to personalised client service and a direct point of contact
- Offers access to customised member education about the importance of saving for retirement
- Enables employers to offer their staff a tax-efficient, flexible and hassle-free way to save for their retirement

What minimums apply?

R500 per month per member. A minimum of five employees is required to make use of the Group RA System. If the average contribution is in excess of R2 000 per month per member, we may reduce the minimum monthly contribution for certain members.

BENEFITS FOR THE EMPLOYEE OF BECOMING A MEMBER OF THE ALLAN GRAY RA

Tax efficiency

Becoming a member of the Allan Gray RA is a tax-efficient way to save for retirement, as a portion of a member's contribution is tax-deductible. Tax deductions on contributions to retirement annuities are limited to the greater of 27.5% of taxable income or remuneration (excluding any retirement fund lump sum, withdrawal and/or severance benefits) per year, subject to a maximum of R350 000 per year. Any excess contributions can be carried over to the following tax year.

At retirement, members may take up to one-third of the benefit in cash. A portion of this benefit may be tax-free, and the rest will be taxed according to the tax table for retirement benefits, which is likely to be lower than the member's tax rate before retirement. If a member's benefit is less than R247 500 across all Allan Gray Retirement Annuity accounts, the full amount can be taken as cash. The withdrawal will be taxed.

Members do not pay tax on any interest or dividends received by the Allan Gray RA. Any capital gain realised is excluded from capital gains tax.

Choice of a range of underlying unit trusts

Members may choose from a range of underlying unit trusts to meet their specific needs, including Allan Gray unit trusts and unit trusts from other managers available on the Allan Gray investment platform.

Transparency and value for money

- All fees are transparent.
- There is no initial administration fee, no fee for switching between unit trusts and no exit fee.
- Initial and annual fees for investment management depend on each member's choice of unit trusts (please consult our fund list, available at www.allangray.co.za).
- Many of the underlying unit trusts offer performance-based fees, which are aimed at aligning the interests of the investment manager with the interests of the member.

Flexibility and portability

- Members may transfer their benefit under the Allan Gray RA to another approved retirement annuity fund with no penalty or exit fee.
- Members can stop and start contributions without any penalty.
- Members can switch underlying unit trusts within their accounts as their needs change.
- If an employee resigns, they may continue to be a member of the Allan Gray RA.

Easy access to reports and statements

- Members can monitor and administer their investment accounts online at www.allangray.co.za.
- Members can contact our Client Service Centre during business hours.
- Members receive quarterly statements in addition to an Annual Benefit Statement.

BENEFITS FOR EMPLOYERS

Clear individual accountability

Each employee becomes a member of the Allan Gray RA in their individual capacity. As such, each member must make specific investment choices. This makes it clear that it is ultimately the responsibility of each member to save adequately for his/her own retirement.

Flexibility for staff in the context of an increasingly mobile workforce

When a member leaves an employer, he/she remains a member of the Allan Gray RA and can:

- Continue to contribute to his/her retirement savings (as long as the prevailing minimum requirements are met), or
- Stop contributing without any penalty and start contributing again if desired

Helps employers fulfil their retirement savings obligation to their employees

Employers are able to ensure that their employees' contributions are in fact applied

to retirement savings (as opposed to paying employees cash as part of their remuneration package and placing the responsibility on them to make provision themselves).

Cost management

It enables employers to manage the increasing costs associated with existing employee pension/provident funds and umbrella funds.

Simplified administration

Monthly administration is done via a dedicated Group RA website.

Employee engagement

- Access to online reporting facilities, quarterly statements and informative articles will increase employees' awareness and engagement.
- Allan Gray can provide member training and investor education.

THINGS TO BE AWARE OF THAT MAY BE DIFFERENT FROM “TRADITIONAL” GROUP RETIREMENT ARRANGEMENTS

It is important to note that there are no insured death or disability benefits available for members of the Allan Gray RA. Any risk protection or additional benefits of this nature would have to be sourced and provided separately.

The Allan Gray RA Conditions of Membership and Allan Gray RA Rules apply to all members, whether their contributions are administered on a group basis or not. This means that (among other conditions of membership) a member may:

1. Take responsibility for their own retirement savings

Individuals are members of the Allan Gray RA in their own right. The Allan Gray RA allows members to choose underlying investments that suit their individual needs, with the help of an independent financial adviser, if necessary. An Allan Gray Retirement Annuity is portable – members can take their RA with them if they leave their employer and set up a debit order from their own bank account. An Allan Gray Retirement Annuity is like a personal pension plan.

2. Stop and start contributions at any time without any penalty

3. Transfer any benefit under the Allan Gray RA to another approved retirement annuity fund of their choice at any time without any penalty

4. Not “cash in” any benefit if they leave their current employer, in contrast to many occupational retirement schemes

Members may only take a withdrawal benefit from the Allan Gray RA if they are no longer contributing to the Allan Gray RA and the market value of the underlying investments of all their investment accounts in the Allan Gray RA is less than R7 000 (or any other amount determined by legislation or regulatory authorities from time to time). If a member is emigrating, or if he or she is a foreigner who was working and is now heading back home, the full investment can be withdrawn. The withdrawal will be taxed.

5. Only access their accumulated benefit when they retire from the Allan Gray RA at any date after they reach age 55

The Allan Gray RA provides for early retirement (before age 55) only if the member becomes permanently disabled.

THE BENEFITS OF INDEPENDENT FINANCIAL ADVICE

Allan Gray believes independent financial advice plays an important role in helping:

- Employers to decide on the most appropriate retirement funding vehicle for their staff
- Members to make the best investment decisions for their circumstances

Allan Gray is not authorised or able to provide advice or any guidance on whether or not the Allan Gray Group RA is the most appropriate option for employers or for individual members.

Allan Gray respects the right of all members to choose whether or not they need advice, who they receive advice from and what fee they negotiate with their adviser, subject to limits set by Allan Gray.

Within this context, it is important to point out that according to the Allan Gray RA Conditions

of Membership, the individual member may at any stage appoint another independent financial adviser. Allan Gray will only act on such an instruction after five working days and will notify the current adviser.

Investment choice

It is the role of the member to select their own unit trusts. The employer's selected financial adviser may wish to assess a group of staff's needs and provide advice on the basis of a more discrete range of unit trusts. Please bear in mind that, as mentioned above, it is the individual member's choice to accept and agree to this advice. Alternatively, members may consult and appoint their own financial adviser to provide advice on which unit trusts to select. Members may appoint, change or remove their financial adviser at any stage by writing to Allan Gray.

CONTACT DETAILS

Next steps for interested employers

If you would like more information, or if you are interested in getting a proposal, please contact the Group RA team using the details below.

Allan Gray Client Service Centre

Tel: 0860 000 654 / +27 (0)21 415 2301

Fax: 0860 000 655 / +27 (0)21 415 2492

Email: info@allangray.co.za

Website: www.allangray.co.za

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1 Silo Square
V&A Waterfront
Cape Town 8001

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Cape Town 8002

IMPORTANT INFORMATION FOR INVESTORS

The Allan Gray Retirement Annuity Fund is administered by Allan Gray Investment Services Proprietary Limited, an authorised administrative financial services provider and approved under section 13B of the Pension Funds Act as a benefits administrator. The underlying investment options of the Allan Gray retirement products are portfolios of collective investment schemes in securities (unit trusts or funds).

Allan Gray Unit Trust Management (RF) Proprietary Limited (the "Management Company") is registered as a management company under the Collective Investment Schemes Control Act 45 of 2002, in terms of which it operates unit trust portfolios under the Allan Gray Unit Trust Scheme, and is supervised by the Financial Services Board (FSB). Allan Gray Proprietary Limited (the "Investment Manager"), an authorised financial services provider, is the appointed investment manager of the Management Company and is a member of the Association

for Savings & Investment South Africa (ASISA). Collective investment schemes in securities (unit trusts or funds) are generally medium- to long-term investments. Except for the Allan Gray Money Market Fund, where the Investment Manager aims to maintain a constant unit price, the value of units may go down as well as up. Past performance is not necessarily a guide to future performance. The Management Company does not provide any guarantee regarding the capital or the performance of its unit trusts. Funds may be closed to new investments at any time in order for them to be managed according to their mandates. Unit trusts are traded at ruling prices and can engage in borrowing and scrip lending.

Need more information?

You can obtain additional information about your proposed investment from Allan Gray free of charge, either via our website at www.allangray.co.za or via our Client Service Centre on 0860 000 654.

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