Retirement Seminar:

graviton
member of Sanlam group

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Graviton Wealth Management

Independent advice backed by the Sanlam Group!

1. Graviton is a **well-established, FSCA approved wealth management business** established in 2012.
2. Consists of a network of **100 qualified advisors (CFPs, CFAs, MBAs & CA(SA)) across South Africa** covering **all 11 official languages.**
3. Specialises in assisting **individual members needing advice on resignation or retirement** on how to maintain their lifestyles, create financial independence and build wealth.
4. Assets under Advisement of approximately **R 59.5 billion from 30 278 clients**.
5. **Backed and supported by the Sanlam Group** for compliance and operations requirements.
6. Graviton is a **Level 1 BBBEE** contributor.

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Elements of a Financial Plan



- Budget & debt management
- Risk cover needs
- Retirement savings & Retirement Planning
- Will and trust
- Estate planning
- Savings & investments
- Short term insurance
- Medical aid and gap cover


Pension Fund
Benefits

Pension Fund Benefits

60 million
people live in South Africa

15 million
people are employed – **25%**

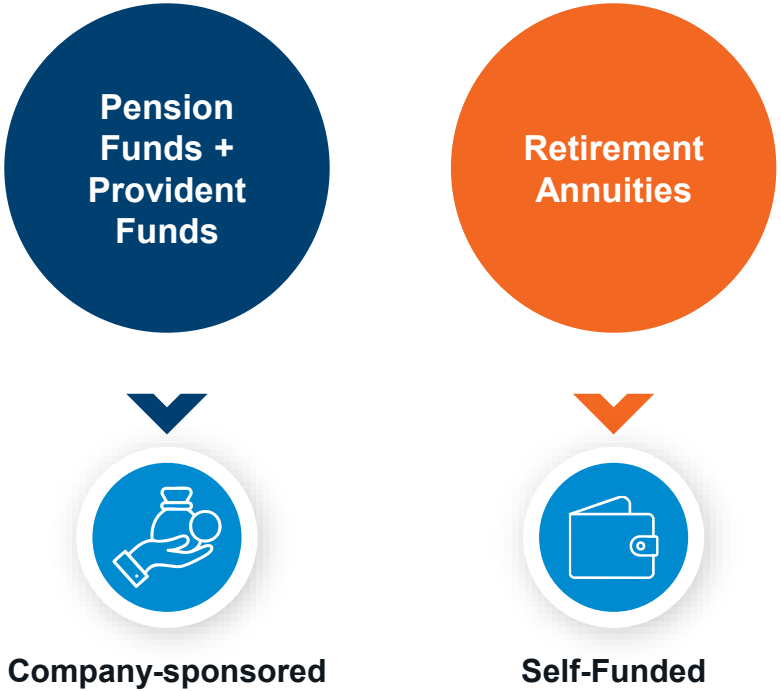
Congratulations on being one of **5.6m (37%)** of employees who contributes to a pension fund



Pension Fund Benefits

Pension funds and provident funds are company-sponsored retirement vehicles but retirement annuities are self-funded

- Any reference to a pension fund includes a provident fund but not a retirement annuity
- A pension fund usually has a savings component and a risk component



Pension Fund Benefits

- Both you and your employer contribute a predetermined percentage of your monthly earnings towards your pension fund
- You may make additional voluntary contributions (AVCs)



Pension Fund Benefits

for your future

- Your savings **grow tax free** in underlying funds
- In some cases, there is a **default portfolio** (fund) and in others, there is **member investment choice**
- In these funds, your savings are allocated to a combination of asset classes being **equities, property, bonds and cash**



EQUITIES
Pay dividends



PROPERTY
Yields rental income



BONDS AND CASH
Earn interest

Pension Fund Benefits

- On the spectrum, equities carry the highest risk and highest potential returns and cash, the lowest risk and lowest potential returns
- Equities can be volatile in the short and medium terms but tend to outperform other asset classes over 20 year rolling periods
- The longer your term to retirement, the more risk you can afford to take i.e. the more equities you can have in your portfolio



Pension Fund Benefits

for your future

Risk benefits may include life cover, spouse's life cover, disability cover, critical illness cover and funeral cover





Life and funeral cover pay out when you die



Disability cover pays out if you are temporarily or permanently disabled after a set waiting period



Critical illness cover pays out if you are diagnosed with specific illnesses like heart failure and cancer

Pension Fund Benefits

for your future

Risk benefits may include life cover, spouse's life cover, disability cover, critical illness cover and funeral cover



The levels of death, lump sum disability and critical illness cover are based on multiples of your annual earnings



Higher levels of risk cover will consume a greater proportion of your combined monthly contribution leaving less for savings

Pension Fund Benefits

- Your pension fund is the most important component of your financial planning and security
- Pension funds meet most of the financial planning needs of most members
- But we are all **unique** and therefore have individual circumstances and needs
- It is therefore essential that you consider personalizing your financial plan!



administered by Sanlam

Sanlam Umbrella Pension Fund benefit statement

Statement date: 13/08/2026

Mr. G Slabbert
12792/0001605X2
36044833

Goudland - Suiderlig

Dear Mr. Slabbert

As a member of this Fund, your main benefit is that you are saving towards your retirement in a cost effective manner, but you may also qualify for further benefits. So take a few moments to read your personal benefit statement from the Fund carefully.

Your personal details

Membership number	36044833	Employee number	12792/0001605X2
Date of birth	10/09/1965	Date joined Fund	01/10/2013
Date of employment	01/01/2002	Pensionable service date	01/01/2002
Planned retirement age	65	Planned retirement date	30/09/2030

Your current annual salary details

Pensionable Salary	R 1,356,000.00

Your Fund details

Fund	Sanlam Umbrella Pension Fund	Monthly Member Contribution	7.50%
Employer	Goudland - Suiderlig	Monthly Employer Contribution	20.00%
Branch	Goudland - Suiderlig	Normal Retirement Age	65
		Normal Retirement Date	30/09/2030

Your member share

Your member share is the sum total of all amounts transferred from other funds (if applicable to you), all the contributions you and/or your employer have made and if applicable, less total expenses of the Fund and the costs of insured benefits, plus the investment returns earned.

Movements in your pension fund member share for the period 13/07/2026 to 13/08/2026		
Opening balance		**R 2,000,000**
Total Contributions:		**R 31,075.00**
Member contributions	R 8,475.00	
Employer contributions	R 22,600.00	
Total Expenses:		**(R 508.84)**
Fund operating expenses	(R 508.84)	
Total Group Cover costs:		**(R 1,399.17)**
Life insurance (approved)	(R 761.85)	
Comprehensive Critical Illness insurance	(R 637.32)	
Investment return		**R 127,226.12**
Your total member share on 13/08/2026		**R 2,300,000.00**

Where is your money being invested?

The table below shows the portfolio(s) where your current member share is being invested.

Portfolio name	Opening value on 13/07/2026	Closing value on 13/08/2026
Sanlam Wealth Creation Lifestage Portfolio (SUPE)	R 3,966,614.84	R 3,938,784.89
Sanlam Capital Protection (SUPE)	R 3,098,323.99	R 3,282,547.05
Your total member share value is	**R 7,064,938.83**	**R 7,221,331.94**

The table below shows the portfolio(s) where your future contributions will be invested.

Portfolio name	Percentage
Sanlam Capital Protection (SUPE)	46.00%
Sanlam Wealth Creation Lifestage Portfolio (SUPE)	54.00%

Your retirement benefit

When you retire, you will have access to the money you've been saving during your working career, through your Retirement Fund. This is called your member share. This money is there to pay you a pension/income after you retire. To find out how much your pension might be, use the retirement calculator available on the Sanlam Member Portal at https://www.sanlamonline.co.za/ or download the "Sanlam Portfolio" app from Google Play or the App Store.

The Rules of the Fund allows you to leave your money invested in the Fund even after you retire or stop working for your employer. You can also choose to postpone the payment of your retirement benefit to a later date of your choice. If you are invested in a lifestage programme and you are planning to postpone your retirement from the Fund, you **must update** your "Planned retirement date" with the Fund / Administrator.

Your retirement savings/member share is split into different "Pots", and each has its own rules. The table below shows what each "Pot" means and what you can do with the money when you retire.
(Values are as at 13/08/2026)

Investments		Pots totals	What you may do at retirement
Vested Pot Vested Amount Non-Vested Amount	 R 0.00 R 1,500,00.00	R 1,500,000.00	You can either take the Vested amount as cash (it will be taxed at the SARS retirement tax table rates), or use it to buy an annuity. Non-Vested amount – refer *** Note 1 below.
Retirement Pot		R 200,000.00	Retirement Pot – see *** Note 1 below
Emergency Savings Pot		R 100,000.00	You can take this money as cash (it will be taxed at the SARS retirement tax table rates), or you can add it to your Retirement Pot to buy an annuity.
TOTAL MEMBER SHARE		**R 2,300,000.00**	

**** Note 1: You may take a maximum of one-third of your Non-Vested amount as cash, and must use the balance to buy an annuity/pension of your choice. If two-thirds of your Non-Vested member share plus your Retirement Pot is R240 000 or less, you may take the entire amount in cash (i.e. both the Non-Vested amount and the Retirement Pot).*

Watch this short video https://www.youtube.com/watch?v=h9tfLcpD_bk&t=56s for a few pointers on how the different "Pots" work.

Your withdrawal benefit

The two-pot system is aimed at giving you access to some of your retirement savings, before you retire, in case of emergencies. Remember, making withdrawals from your retirement emergency savings pot means you'll have less when you retire. So, only access money from your emergency savings pot for true emergencies. It is important that you preserve your benefits when you change jobs.

The Rules of the Fund allows you to leave your money invested in the Fund even after you retire or stop working for your employer. You can also choose to transfer the retirement savings/member share to your new employer's retirement fund, a retirement annuity, or a preservation fund of your choice.

Your retirement savings/member share is split into different “Pots”, and each has its own rules. The table below shows what each “Pot” means and what you can do with the money when you withdraw. (Values are as at 13/08/2026)

Investments		Pots totals	What you may do at withdrawal
Vested Pot Vested Amount Non-Vested Amount	 R 0.00 R 6,475,490.83	R 6,475,490.83	This amount may be preserved in the Fund, transferred, or taken in cash. If taken in cash, the amount will be taxed according to the withdrawal tax tables.
Retirement Pot		R 471,268.25	This amount has to be preserved.
Emergency Savings Pot		R 274,572.86	This amount may be preserved in the Fund, transferred, or taken in cash. If taken in cash, the amount will be taxed according to your marginal tax rate.
TOTAL MEMBER SHARE		**R 7,221,331.94**	

Watch this short video https://www.youtube.com/watch?v=h9tfLcpD_bk&t=56s for a few pointers on how the different “Pots” work.

Your group insurance cover

The following is a summary of the group insurance cover you are insured for currently.

Description		Cover amount	Insurer
Life insurance (unapproved)	4X	R 5,424,000.00	Benefitconduit Sanlam Group Risk
Spouse's Life insurance	1.25X	R 1,695,000.00	Benefitconduit Sanlam Group Risk
Life insurance (approved)	2X	R 2,712,000.00	Sanlam Group Risk
Comprehensive Critical Illness insurance		R 1,356,000.00	Benefitconduit Sanlam Group Risk

More information on the group insurance cover:

The insured benefits are always subject to the terms and conditions as contained in the Rules of the Fund and the relevant Fund policies/separate group schemes. Please note that these benefits are subject to change as a result of amendments to the Rules of the Fund and/or the policies, in which case the amended benefits as set out in the Rules of the Fund and/or the policies will apply.

Your **Spouse's Life insurance cover** will end when you reach normal retirement age or turn 70 years old (whichever comes first). This cover will also end when you: die, leave the fund, in the event of a divorce, and **when your spouse turns 70 years old**.

The **Critical Illness Insurance** is subject to the option taken by your employer and the policy terms and conditions will be applicable.

Your death benefit

If you die while still a member of the Fund, (and providing there were no changes as a result of amendments to the Rules of the Fund and/or the policies) your dependants and/or nominees may qualify for the following benefits:

- An amount of your member share as shown above.

- The amount of the Life insurance as shown under Group insurance cover.

What is Approved Group Life insurance / Lump Sum Disability insurance (if applicable)? These are benefits payable in terms of the Fund rules in accordance with the Pension Funds Act in the event of your death or disability (where applicable) and may be subject to tax. The trustees of the Fund have the duty to allocate your benefits payable on your death to one or more of your dependants and/or nominees in the proportion deemed fair by the trustees. The person/s you nominated on your beneficiary nomination form as well as other factors will be taken into account by the trustees before making a decision about how to pay your death benefits.

What is Unapproved Group Life insurance / Lump Sum Disability insurance (if applicable)? These are benefits payable in terms of a separate group life scheme in the event of your death or disability (where applicable). This benefit is not subject to the Pension Funds Act and is not subject to tax. Benefits payable to your dependants and/or nominees on your death will be paid as specified in the relevant group life policy document.

Your beneficiary nominations

In the event of your death, the trustees of the Fund (in case of unapproved benefits, your employer), will need to know who your dependants and beneficiaries are. Keep your information updated at all times!

You can either submit your nomination to your HR/Pensions officer or alternatively if your Fund makes provision for it, capture or change your nomination at Sanlam's member online facilities. Go to https://www.sanlamonline.co.za/login/. Once logged in, click through to your pension/provident fund and update your fund beneficiaries or download the free Sanlam Portfolio app.

Read the online information brochure that explains how your benefits will be allocated and paid in the event of your death.

Tax on Retirement Fund Lump Sum or Retrenchment

for your future

0% Tax

< R550 000

- build-up:
  - emergency fund
- pay-off:
  - bond/debt
  - travel
- other:
  - business proposition

18% Tax

R 550 001 – R 770 000

27% Tax

R 770 001 – R 1 150 000

36% Tax

> R 1 150 001

Living Annuity or Life Annuity?

Tax on Early withdrawal (before 55)

0% Tax	18% Tax	27% Tax	36% Tax
< R27 500	R 27 501– R 726 000	R 726 001– R 1 089 000	> R 1 089 001

Remember: Previous withdrawals

Tax Tables

Individual Tax Brackets (2026/2027)

Taxable Income (R)	Rates of Tax (R)
1 – 245 100	18% of taxable income
245 101 – 383 100	R44 118 + 26% of taxable income above R245 100
383 101 – 530 200	R79 998 + 31% of taxable income above R383 100
530 201 – 695 800	R125 599 + 36% of taxable income above R530 200
695 801 – 887 000	R185 215 + 39% of taxable income above R695 800
887 001 – R1 878 600	R259 783 + 41% of taxable income above R887 000
1 878 601 and above	R666 339 + 45% of taxable income above R1 878 600

Applies to – Salary, Living annuity, Life annuity, Savings pot withdrawals

Tax

for your future

Tax-Free Thresholds

You are completely exempt from income tax if your total taxable income falls below these age-adjusted limits:

Under 65 years:	R99 000 (R8 250 pm)
65 to 74 years:	R153 250 (R12 770 pm)
75 years and older:	R171 300 (R14 275 pm)


Pensions Payable
At Retirement

Types of Annuities ALSO AVAILABLE IN-FUND

Type	Guaranteed Annuity	Investment linked life annuity (ILLA) / Living annuity
Overview	Term certain Spouses pension Pension increases – various forms e.g. CPI, fixed	Flexibility of income Minimum withdrawal 2,5% Maximum withdrawal 17,5% Assets remaining at death left to dependents/nominees
	Product types: Level, Escalating, Capital-back, Joint Life	Monthly pension is linked to the investment portfolio of your choice
	Capital Protection Policy	At death of pensioner capital is at the disposal of dependants/nominees

Age, Gender, Product Type, Interest Rates

Advantages & Disadvantages of Life Annuity

- Pension is payable for the rest of your life/spouse
- Pensioner does not have any responsibility in terms of investment decisions and mortality risk
- Guaranteed Term/Assets left behind for family in the event of death



Advantages & Disadvantages of Living Annuity

- **More control** of your retirement capital
- Able to leave assets behind for your family
- If pension exceeds investment income earned capital will be diminished.



Do not ask which one is best?

for your future

But rather which one is post appropriate for me.

You need to take into account various factors like:

- Cost of Guaranteed Annuities
- Inflation
- Life expectancy
- Spending patterns
- Financial needs after you have died
- Volatile investment markets

You can also combine a life annuity and living annuity




How Much is Enough?

How much is Enough?

Every Person is Different

- Meet with an advisor for an accurate retirement income calculation based on your individual needs.

- Future Living Expenses
- Retirement Age & Life Expectancy
- Inflation Assumptions
- Expected Investment Returns
- Current Savings & Contributions
- Other Income Sources
- Withdrawal Strategy
- Tax Considerations

The 25x Expenses Rule

- Aim for 25 × your annual living expenses
- Example: Expenses = R40,000/month (R480,000/year) 👉 Target = R12 million
- Based on actual lifestyle, not income
- Works even if income fluctuates
- Aligns directly with retirement reality

The R5k per R1m Rule

- For every R1 million invested, you can sustainably draw about R5,000 per month

What That Implies
- R1 million → R5,000/month
- R5 million → R25,000/month
- R10 million → R50,000/month
- 👉 Simple way to translate capital → monthly income

Where It Comes From
- Equivalent to a 6% annual withdrawal rate

Assumption vs. Reality

	What People Assume	What's Sustainable
Per R1 million	R5,000 / month	R3,000 – R4,000 / month
Withdrawal Rate	6%	3.5% – 4%
On R10 million	R50,000 / month	R30,000 – R40,000 / month
Outcome	Feels comfortable	Actually sustainable
Risk	Running out of money	Longevity protected

Risks in Retirement?





Expect To Live

for your future

	 65-year-old man	 65-year-old woman	 65-year-old couple*
50% Chance	87 years	90 years	94 years
25% Chance	93 years	96 years	98 years


for
your
future
Thank You