

Wealth Bonus

Wealth Bonus rewards contribute to your wealth in different ways. Wealth Bonus tracks the market to grow with compounding returns, like a real investment. Along the way, some products reward you with regular payouts. Others mature with the product to give you a retirement boost. Our quick calculator shows how products could help you to create wealth.

Sanlam's flagship products now come with built-in Wealth Bonus®. The same quality solutions that help you prepare financially, now create extra wealth for you. So, the more you invest in you, the more we invest in you

Qualifying Wealth Bonus Products

1. Life Insurance
2. Disability Cover
3. Income Protection
4. Severe Illness Cover
5. Funeral Cover
6. Money Saver Card
7. Retirement Plan
8. Retirement Preservation Fund
9. Endowment Plan
10. Sanlam Personal Loans

Product Combinations to Boost Wealth Bonus

1. MTN

- a. MTN customers get extra Wealth Bonus
- b. Take out any Sanlam Indie policy with your MTN number and get 10% of each monthly contribution.

2. Bonitas

- a. Bonitas members get a 15% boost
- b. Bonitas main members who take up a Sanlam Matrix Premier Insurance solution with Wealth Bonus get a Wealth Bonus boost of 15%.
- c. Bonitas main member with a Sanlam Indie policy, get an extra 10% added to their Wealth Bonus each month.

3. FedHealth

- a. Fedhealth members get a 15% boost
- b. Take out any Fedhealth medical plan to boost your monthly Sanlam Matrix Premier insurance Wealth Bonus contributions by 15%.

Wealth Bonus Basics

What is Wealth Bonus?

Introducing Wealth Bonus: the monetary reward for clients that rewards you to build meaningful long-term wealth.

With Wealth Bonus, each participating product comes with a built-in, wealth-building benefit. These benefits are collected in your Wealth Bonus portfolio.

Creating wealth takes time and patience, so we designed Wealth Bonus with that in mind. The longer you stay a client and keep your Wealth Bonus benefits active, the greater the reward.

Each benefit contributes to your long-term wealth in some way – a bit like products in an investment portfolio. Your Wealth Bonus continues to grow as long as your policy or product is active. Your Wealth Bonus value generally increases the longer you are paying a premium, and if the value of the premium increases.

We want to empower you to take charge of your finances. Track your Wealth Bonus growth, make withdrawals and manage your preferences in your Wealth Bonus Dashboard.

How to get Wealth Bonus

To get started with Wealth Bonus, you must buy a participating Sanlam Group product. The product provider will start contributing to your Wealth Bonus according to their own contribution rules.

How to earn more Wealth Bonus?

You can grow your Wealth Bonus by adding more participating products to your Sanlam Group portfolio. Each product you add means another product adding more money contributed to your Wealth Bonus every month. Over the years, these boosts to your Wealth Bonus compound to add even more value.

How much Wealth Bonus will I Get?

Different participating products pay out in different ways. Some products regularly unlock portions of their own contributions, plus any growth. Some products pay out unlocked money automatically. Other products leave unlocked money where it is so you can withdraw it later. The longer you leave it, the more time it has to grow with compound interest.

Whenever money unlocks, it becomes yours, permanently. No matter when or how much cash unlocks, it's yours to do with as you please.

How do I get Money out of Wealth Bonus?

What you get out depends on what goes in. How much you get out of Wealth Bonus over time is affected by which products you buy, how long you have them for, and whether you withdraw money whenever it unlocks or leave it invested. Plus, because it works like an investment portfolio, market performance will also affect your Wealth Bonus returns.

The earlier you start your Wealth Bonus, the longer it will have to grow. For example, a 20-year-old who keeps a single life insurance policy until retirement could build up a Wealth Bonus of millions* by the time they retire.

Wealth Bonus Portfolio

What is investing?

Investing is where you buy something with the aim of making money from it. For example, you might buy financial products like stocks or cryptocurrency, or you might invest in property or a business.

You make money from your investments in two ways, depending on what you buy:

1. You can keep the product until it increases in value, and then sell it again. For example, you could buy and sell stocks in this way.
2. You could receive payments from the product over time. For example, you could receive dividends from stocks that you own.

How is investing different from saving?

Investing is different from saving, and a bit more complicated. When you save money, you put it aside in a bank account where it grows with interest. The idea is that your money's purchasing power (what you can buy) keeps up with inflation (the way things increase in cost over time). Saving is a great way to keep some money aside for a short-term goal.

Investing is a way to grow your money to surpass inflation over the long term. That's because the earlier you start investing, the more time your money will have to grow with compounding returns. That makes it a better solution for a long-term goal like retirement.

How is Wealth Bonus like an investment portfolio?

One popular method is to buy financial products through an investment account, such as a retirement annuity. An investment account is a collection of financial products. The account might be overseen by a professional who makes decisions on your behalf. This person would manage your investment based on things like your risk appetite and your financial goals.

Your Wealth Bonus is not an investment portfolio, but in some ways it works a bit like one. Each product contributes to your long-term wealth in different ways - and some benefits track the market like an investment. Exactly which investments those benefits track depends on your product portfolio.

Is Wealth Bonus a real investment portfolio?

Wealth Bonus isn't a "real" investment portfolio, although it behaves a bit like one. Instead, it's a collection of wealth-creating loyalty benefits you get for staying an active client. You'll need to meet certain conditions to get access to the full amount, and any locked portions will be lost if you cancel or lapse the products that came with a Wealth Bonus benefit.

The money you eventually get from Wealth Bonus if you stay a client is as real as the cash you'd get from an investment portfolio.

The differences are:

- The way Wealth Bonus is taxed (in some cases)
- The way the contributions are made
- How you access the cash
- What happens if you die

How are Wealth Bonus contributions different from contributions to an investment?

You would pay into your investment directly and would choose how much to contribute. For example, you could increase your monthly contributions, or make once-off lump sum contributions.

But with Wealth Bonus, you don't specify how much the product providers contribute. Instead, their contributions are based on your products.

How is access to my Wealth Bonus portfolio different from an investment portfolio?

In a traditional investment, the entire investment is yours. There are usually strict penalties for withdrawing or moving the money, but you can if you want to.

With Wealth Bonus, the money from your Wealth Bonus benefits becomes yours only when it unlocks. Unlocked money is yours to do with as you please.

Locked amounts are assigned to you but won't be yours until you fulfill certain conditions - usually, remaining a customer for a certain time.

What happens if I die?

Wealth Bonus works differently to financial products like an investment portfolio or savings account. With these financial products, all the money is yours, so you could leave it to a beneficiary in your will. Depending on the type of financial product, your beneficiary might immediately get a payout, or be able to take over the account or investment.

But with Wealth Bonus, only unlocked money is yours. For most products, any money that is unlocked at the time of your death might be paid out to your beneficiaries or could become part of your estate, depending on which product made the contributions. Any locked money will be lost and we'll close your Wealth Bonus.

Some life insurance policies allow someone else to take over the policy, in which case the new plan holder will also inherit that product's Wealth Bonus

Wealth Bonus Boosters

What are Wealth Bonus Boosters

Boosters are additional ways for clients to earn more Wealth Bonus. A Booster is a monetary benefit that will contribute to the client's overall Wealth Bonus portfolio. Conditions may be attached to these monetary benefits, such as different product holdings, product combinations, premium thresholds, a client's/product's qualifying criteria, etc.

What is age next birthday?

If you are born on 8 March 1994, then your age next birthday calculated on 1 January 2023 is 29 years. So, your 'age next birthday' means your age at a particular time with the addition of one year.

When do you qualify for Wealth Bonus Booster for Graduates and Professionals?

You will start qualifying for the Booster on the date that you meet the minimum payment requirement on both qualifying products, from March 2023.

What is Wealth Bonus Booster for Graduates and Professionals?

Wealth Bonus Booster for Graduates and Professionals is an addition to the existing Wealth Bonus benefits you have. As a graduate or professional life insured, you have an exclusive opportunity to earn more Wealth Bonus through

the Wealth Bonus Booster if you have at least two qualifying Sanlam Life products that already earn Wealth Bonus.

This means that in addition to the current Wealth Bonus you receive, Sanlam Life will now also calculate an amount related to the payments made on your qualifying Sanlam Life products where you are a graduate or professional life insured, which will accumulate over time to provide Wealth Bonus Booster.

How do you qualify for Wealth Bonus Booster for Graduates and Professionals?

To qualify for the Booster for Graduates and Professionals, you should meet the following minimum requirements:

- Must be a life insured
- Age 50 next birthday, or younger
- Have at least a three-year degree or four-year diploma

You will start qualifying for the Booster on the date that you meet the minimum payment requirement on both qualifying products. We refer to the annual recurrence of this date as the Wealth Bonus Booster anniversary.

How will changes to any qualifying plan impact Wealth Bonus Booster?

If, at any time, any of the qualifying plans no longer meet the minimum payment requirements due to any of the reasons below, you will lose your locked Booster and not earn any further Wealth Bonus through Wealth Bonus Booster:

- Requesting an alteration on a qualifying plan that results in the payment being reduced
- Lapsing or cancelling a qualifying plan
- Making a qualifying RA paid-up or retiring before the final unlock date of the Booster, except if you retire before age 55 due to ill health

If due to a claim or due to a benefit reaching its contractual cease date, the Matrix Premier risk product no longer meets the minimum payment requirements, but payments used in the Wealth Bonus Booster calculation are still being made, either on the Matrix Premier risk plan or the Cumulus Echo RA plan or on both, you will not lose your locked Wealth Bonus Booster. However, if any subsequent alterations, cancellations or lapses result in the payments of the Matrix Premier risk plan reducing further, you will forfeit your locked Wealth Bonus Booster and not qualify for any further Wealth Bonus Booster.

Can I withdraw my Wealth Bonus earned from Booster?

Wealth Bonus Booster is unlocked as a single amount for all the qualifying plans and not as individual amounts per qualifying RA or risk plan. No withdrawals are allowed before the Booster becomes unlocked.

When the Booster is unlocked you can either withdraw the unlocked amount or leave it to earn more growth. If you withdraw any unlocked Booster amount, your Wealth Bonus Booster will be decreased by the amount you have withdrawn. Note that loans against the Booster are not allowed.

Wealth Bonus Booster must be taken in full when it unlocks on its last anniversary on or before your 60th birthday. We refer to this date as the Booster's final unlock date. Any unlocked Booster amount that is not withdrawn by that date will automatically be paid to you. No Wealth Bonus through Wealth Bonus Booster can be earned after the Booster's final unlock date.

Does my Wealth Bonus Booster earn interest?

Yes, the Booster grows at a market-related interest rate.

When will Wealth Bonus Booster become unlocked and be available to be withdrawn?

Wealth Bonus Booster becomes unlocked at specific times depending on your age next birthday when you first qualified for the Booster

Which payments are used in the Wealth Bonus Booster calculation?

- **Cumulus Echo RA:**
 - o The full payment received on the qualifying Cumulus Echo RA is used to calculate the Booster
- **Matrix Premier risk cover:**
 - o Only the payments of risk benefits on which you are the life insured are used to calculate the Booster
 - o If you are also the plan holder, any Early Access Option payment, stop order fee or plan fee will also be used to calculate the Booster
 - o Any Cashback benefit payments or benefits that expire before age 55 will not qualify for Wealth Bonus Booster
 - o If any Sanlam Reality discount is applicable, the payment after the discount has been applied will be used in the Wealth Bonus Booster calculation

If the payments of the qualifying plans are not being made due to a waiver of payment claim, an income protector claim, or a payment holiday, we will not include these payments when we calculate Wealth Bonus Booster. If you resume payments at the end of the claim period, it will then again form part of the Wealth Bonus Booster calculation from that point onwards.

How is Wealth Bonus Booster calculated?

Sanlam Life will calculate the potential Wealth Bonus Booster by applying a percentage to each of the payments that qualify for this Booster. This percentage is based on your age next birthday at the time when the payments on the qualifying plans are made. When we calculate this Booster, we will grow each payment from the date it has been made with market related interest, after tax

Earning Wealth Bonus

What is my Wealth Bonus worth?

Your Dashboard shows you:

- The current value of your Wealth Bonus (including locked and unlocked amounts)
- The projected value of your Wealth Bonus (including all payouts)
- The total paid out to date

What is the current value of my Wealth Bonus?

This is how much your Wealth Bonus is worth today. Your current value includes all the contributions your product providers have made to your Wealth Bonus to date, plus growth (where applicable).

The current value displays in the Overview tab of your Dashboard and in the navigation bar.

The current value is made up of locked and unlocked portions.

- Locked money is not yet available to you. At least some of this money will be lost if you cancel or lapse any of your products.
- Unlocked money is available to you. If you don't withdraw it, it will stay invested until you choose to withdraw it, or until you cancel or lapse the product.

The current value of your Wealth Bonus will change over time. If there are any changes to your Wealth Bonus portfolio it could affect the current value of your Wealth Bonus.

What is the projected value of my Wealth Bonus?

Your projected value is an estimate of all the money that will be paid out to you over time across all your Wealth Bonus benefits.

The projected value of your Wealth Bonus is not guaranteed*. When we work out this projection, we assume that:

- You won't cancel or lapse any of your contributing products until their final unlock date
- You won't change the amount that you pay for your contributing products (besides standard increases)
- The products won't change their contribution rules as they are at the time

There are additional product-specific assumptions that apply.

Any changes that you make to your Wealth Bonus portfolio could affect your projection.

How do I earn more Wealth Bonus?

Your Wealth Bonus portfolio is a bit like an investment portfolio. How much money you eventually get out of it depends on which contributing products you have, and how long you keep them for.

Most products base their contributions on your payments in some way, either as a percentage of your monthly payments, or with a once-off contribution whenever you reach certain milestones.

Can I add lump sum contributions to my Wealth Bonus?

Your Wealth Bonus benefits aren't savings accounts or investments, so you won't be able to add your own ad hoc contributions to any of your Wealth Bonus benefits.