



Columbus Retirement Funds

Presented by Cadiant Partners Consultants & Actuaries

October / November 2014





consultants & actuaries

FAIS Disclosures and Disclaimer

- This presentation has been prepared for the members of the Columbus Retirement Funds by Cadiant Partners Consultants & Actuaries, an authorised financial services provider in terms of the Financial Advisory and Intermediary Services Act, 37 of 2002, as amended ('FAIS Act').
- Reasonable care has been taken to ensure that the data and information in this presentation is correct but no representations
 or warranties are made as to the accuracy, correctness or completeness of the information.
- The content of this presentation is factual and does not constitute advice in any form and should not be construed as advice, guidance or as a proposal or recommendation to enter into, or not enter into, any contract or transaction.
- Opinions expressed by the presenter during the course of the presentation are not necessarily the opinions of Cadiant Partners.
- Cadiant Partners Consultants & Actuaries will not assume any liability for any losses, whether direct or consequential, arising from the use of the information in this presentation, irrespective of whether there has been any error, omission or negligence in the compilation of this presentation and the information contained herein.
- Copyright of the material vests in Cadiant Partners Consultants & Actuaries and this presentation and the content herein may not be distributed or reproduced, in whole or in part, without the consent of Cadiant Partners.
- Past investment returns are not indicative of future returns.
- Unless expressly stated otherwise, returns for periods of more than a year are annualised and all returns are in South African Rands (ZAR).

Copyright © Cadiant Partners Consultants & Actuaries, 2014





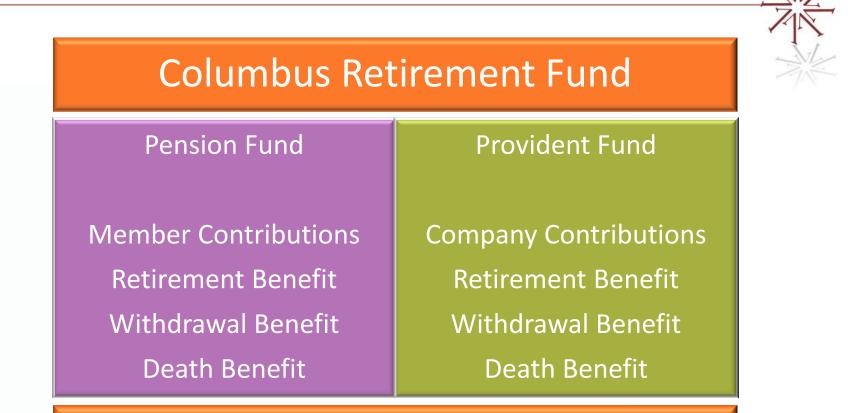
So what's up today?

- Introduction to the Funds
- Funding Sufficiency Statements
- Fund Investments
- How to choose an investment portfolio
- Investment Returns
- How to access the Fund information
 - Member Web
 - Member Benefit Statement
 - Investment Portfolio Fact Sheets
 - Beneficiary Nomination Form
- Changes coming to the Funds in 2016 / 2017
- Checklist

Copyright © Cadiant Partners Consultants & Actuaries, 2014







The disability benefit is paid from a separate policy issued to the Company

Copyright © Cadiant Partners Consultants & Actuaries, 2014





Funding Sufficiency Statements

Sufficiency Statement prepared for: <individual name>

Purpose of this Statement

The Trustees together with your Fund's consultants and actuaries, Cadiant Partners, have prepared this statement to increase your awareness of whether you are on track to a reasonable retirement benefit.

The information below is based on the details we have for you in the Columbus Retirement Funds ("the CRF") but this statement has been designed so that you can easily add in any additional retirement savings outside of the CRF that you have accumulated towards your retirement benefit.

We hope that this will improve your understanding of whether your <u>total</u> savings towards retirement are likely to be enough for the level of pension that you are targeting at retirement.

Retirement Savings within the Columbus Retirement Funds

We only have information on what you have saved within the CRF. We have used this information only as a guide, not as a guarantee, to show where you are on the path to retirement in the graph below. We show you on the next page how to include any other savings you may have outside the CRF.

Are you on track to a reasonable retirement?

The graph below shows how a member would accumulate retirement savings over 40 years of savings until retirement at age 60. The bottom axis in the graph shows age, and the left axis shows a multiple which is calculated by taking your current total savings in the CRF and dividing it by your current Pensionable Salary in the CRF. The four "X"s show your position for the last four years, the most recent being your value in the CRF as at 30 September 2014.

If you aim for the <u>Green Solid Line</u> then you are heading towards a pension at retirement of about <u>60%</u> of your pensionable salary at retirement, and if you aim for the <u>Crance Solid Line</u> then you are heading towards a pension of <u>40%</u>. The "X"s are based <u>on your actual details in the CBF</u> for your age in each of the last four years. The first three "X's are as at 31 December in each of the last three years and the last X" below is as at 30 September 2014. How do you include other savings outside the CRF?

This is a very simple process.

- Step 1: Add all your savings outside the CRF to the value of your benefit inside the CRF. Your benefit statemen from the CRF as at 30 September 2014 will have your total savings in the Fund.
- Step 2: Look up your Pensionable Salary as at 30 September 2014 (on your benefit statement for example).
- Step 3: Divide your total savings (from Step 1) by the Pensionable Salary (from Step 2) and this will give you your Total Multiple as at 30 September 2014.
- Step 4: Plot this <u>Total Multiple</u> number on the graph on the first page, by looking up the multiple value on the Left Axis and matching it to your age at 30 September 2014 on the Bottom Axis.
- Step 5: Compare the new "X" you have drawn on the graph to the "X" we plotted for you to see how much your savings outside the CRF have improved your overall position.

Example

A member was 50 years old as at 30 September 2014. She had total retirement savings in the CRF of R500,000 and she earmed a pensionable salary at 30 September 2014 of R100,000. This information was all on her CRF benefit statement as at 30 September 2014. The "X" on the orange line below shows her where she is on the path to retirement, if we only use her savings in the CRF (calculated by taking 500,000 / 100,000 = 5.0) at age 50.

Copyright © Cadiant Partners Consultants & Actuaries, 2014



http://yourfund.co.za/columbus



NV/

Funding Sufficiency Statements

| Factors that affect the position on th | e graph |
|--|---|
| When you started to save: | The earlier you started saving the larger your benefit will be currently. |
| How much you save each month: | The greater your monthly savings have been, the larger your current benefit. |
| The returns you have earned: | The better your returns up to now, the greater the value of your benefit. In particular, it is important for you to take a long term view on your investments and avoid chopping and changing portfolios. |
| The costs you have paid: | Lower costs will mean a higher benefit. In particular, saving through a retirement fund like the CRF will mean that you benefit from the economies of scale and lower administration and investment fees and charges. |
| Previous retirement fund savings: | If you changed jobs in the past and preserved your retirement savings accumulated up to that point, then your benefit now will be much greater. |

The biggest impact on your savings will be the length of time that those savings will earn investment returns for. The impact of compound interest means that R1 saved when you are in your 20s and 30s is worth much more by the time you reach retirement than R1 saved in your 50s, even if you adjust the R1 for inflation!

What can you do to improve your position?

There are a number of steps you can take to improve your position between now and your retirement date:

- Start saving for retirement as early as possible, especially if it looks like you are below target.
- Increase how much you are saving each month. .
- Save as much as possible through the CRF as the costs are low, and in particular much lower than individual savings products outside of the Fund.
- Ensure that your Fund Credit is invested appropriately for your age. If you are not sure, simply choose the Life Stage Option and you will be placed automatically in the investment portfolios that the Trustees and the Fund's investment advisors believe are the most appropriate for you.
- Make sure that the savings you have outside the CRF are also invested appropriately.
- Make sure that the savings you have outside the CRF are not being charged excessive fees and charges.
- If you leave the CRF preserve your savings until retirement in a low cost Preservation Fund.
- · Delay retiring and continue earning a salary and saving for longer, especially if your position is below target.
- · Obtain independent and professional advice there is no replacement for sound advice and guidance.

What if you have any questions?

This note has been prepared by Cadiant Partners, who are the consultants to the Columbus Retirement Funds. If you have any questions about this note or if you would like assistance on how to use the graph to include the value of any additional savings you have outside the Funds, please contact us on the contact details below.

| Columbus Retirement Funds Individual Sufficiency Statem | | Prepared by Cadiant Partners Consultants & Actuaries Page 3 |
|--|--------------------------------|--|
| All the above Cadiant Part | tners consultants can be conta | ct by telephone on 011-783-1620. |
| Darren Goodwin | darreng@cadiant.co.za | |
| Virgilio da Silva | virgiliod@cadiant.co.za | |
| Colleen Buchanan | colleenb@cadiant.co.za | |
| Gino Boscia | ginob@cadiant.co.za | |

Copyright © Cadiant Partners Consultants & Actuaries, 2014



http://yourfund.co.za/columbus

How can this help you plan for retirement?



How can you optimise your retirement savings?





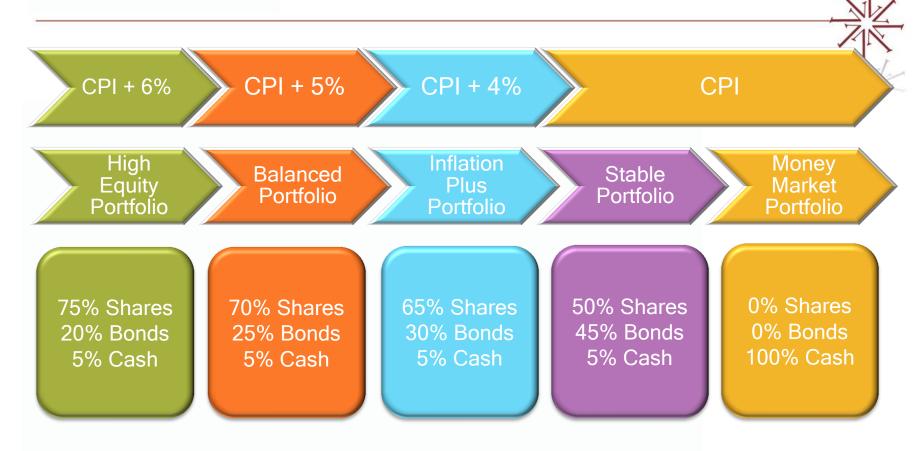
Do you know if you will have enough saved for retirement?

Copyright © Cadiant Partners Consultants & Actuaries, 2014





Fund Investments

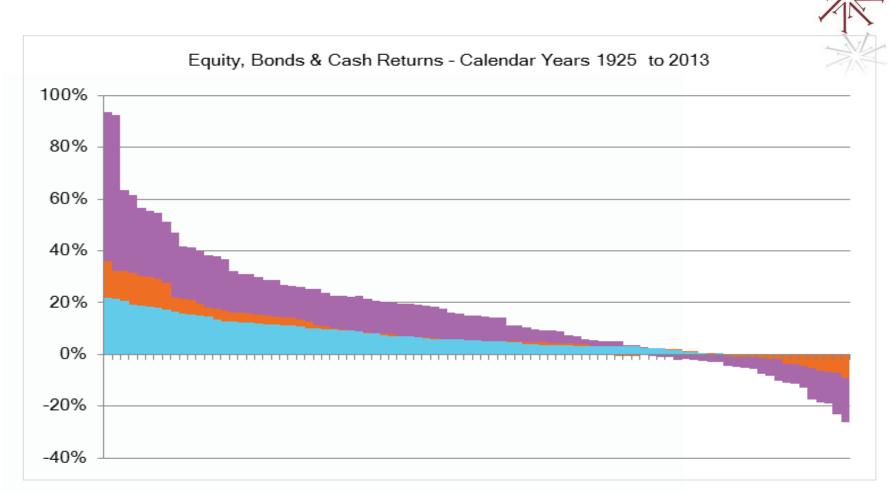


Copyright © Cadiant Partners Consultants & Actuaries, 2014





Equity vs Bonds vs Cash - Long Term Returns

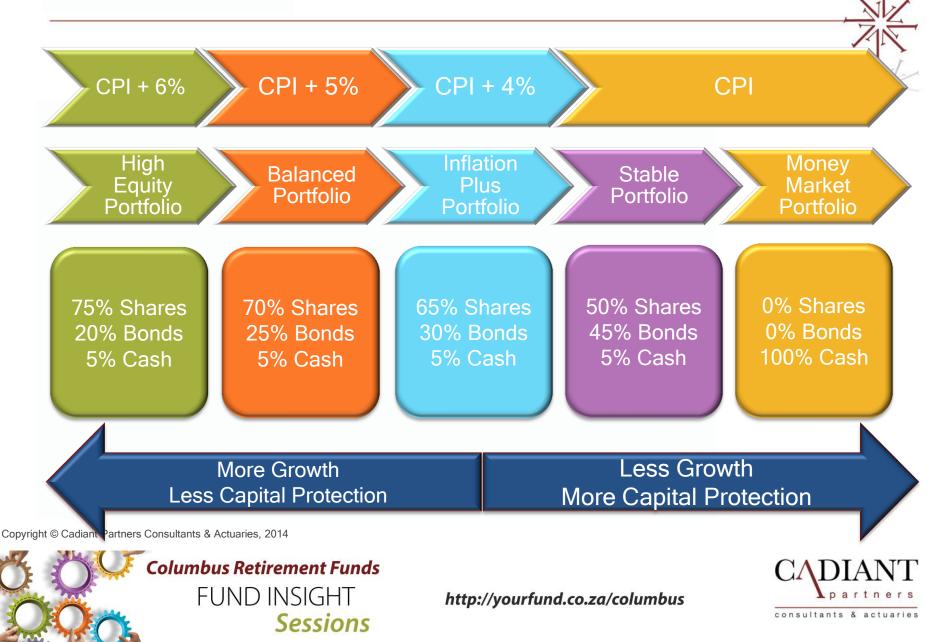


Copyright © Cadiant Partners Consultants & Actuaries, 2014

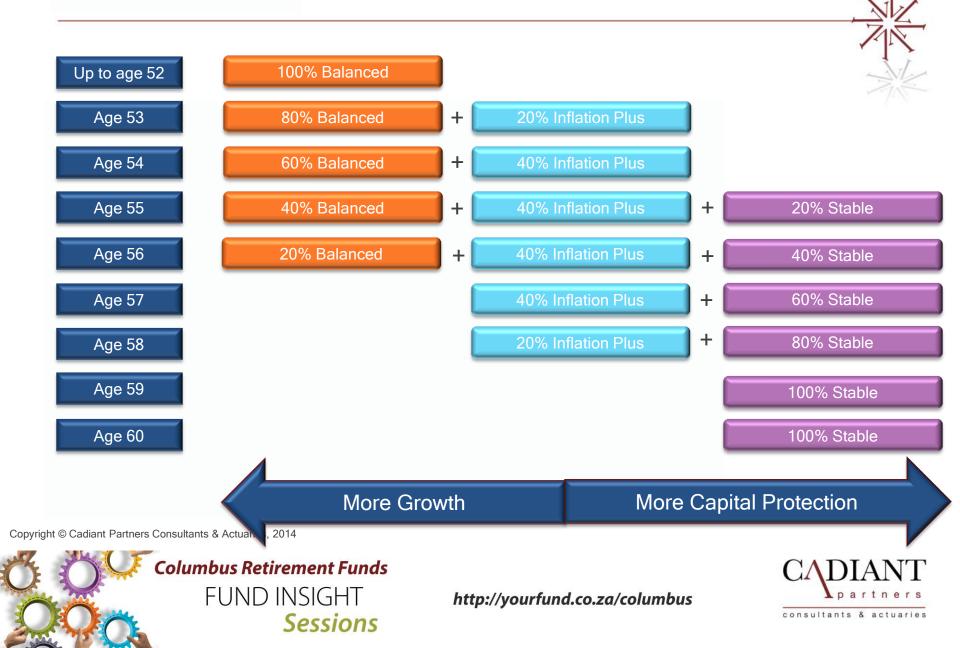




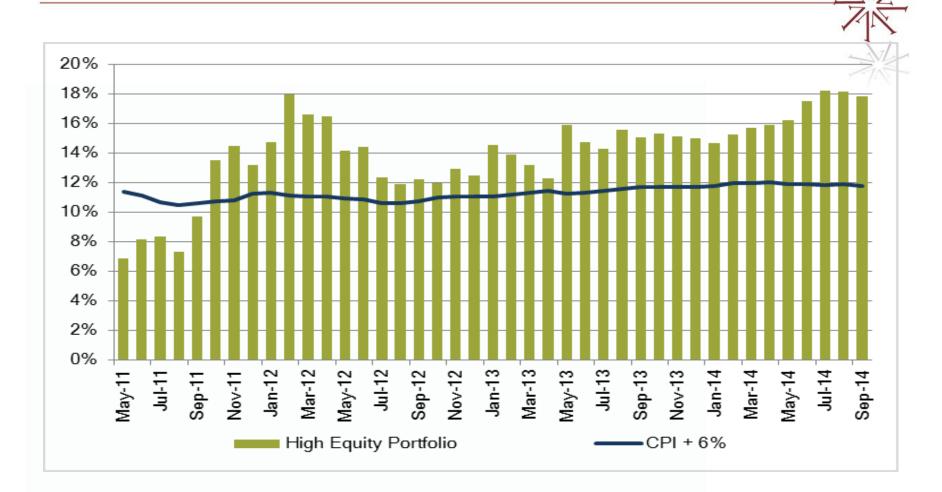
Which Investment Portfolio?



The Lifestage Portfolio



3-Year Returns - High Equity Portfolio

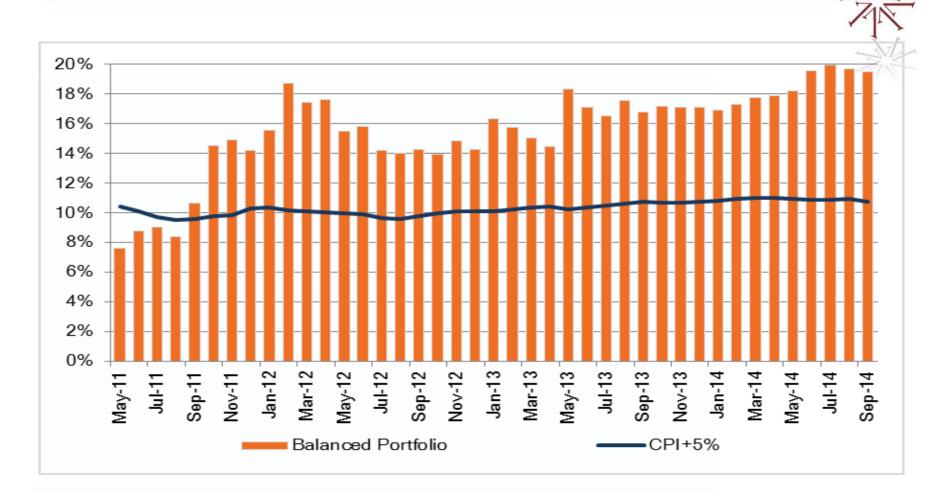


Copyright © Cadiant Partners Consultants & Actuaries, 2014





3-Years Returns - Balanced Portfolio

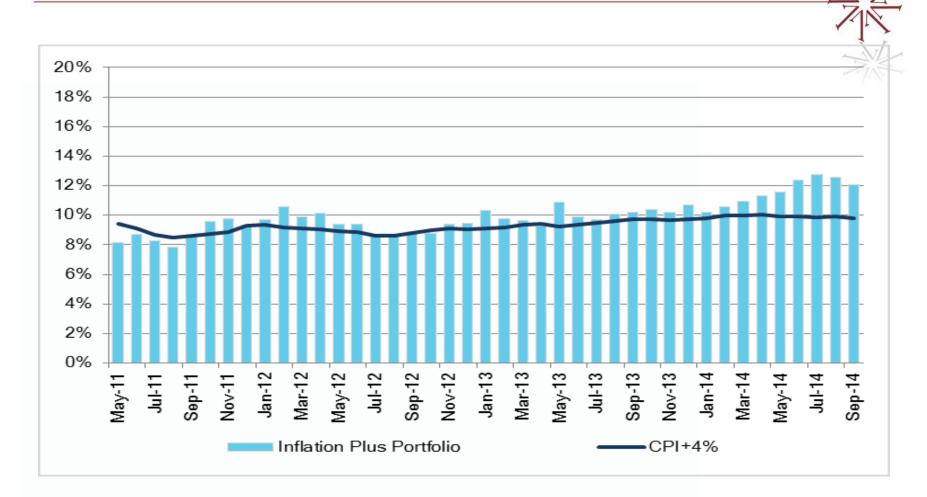


Copyright © Cadiant Partners Consultants & Actuaries, 2014





3-Year Returns - Inflation Plus Portfolio

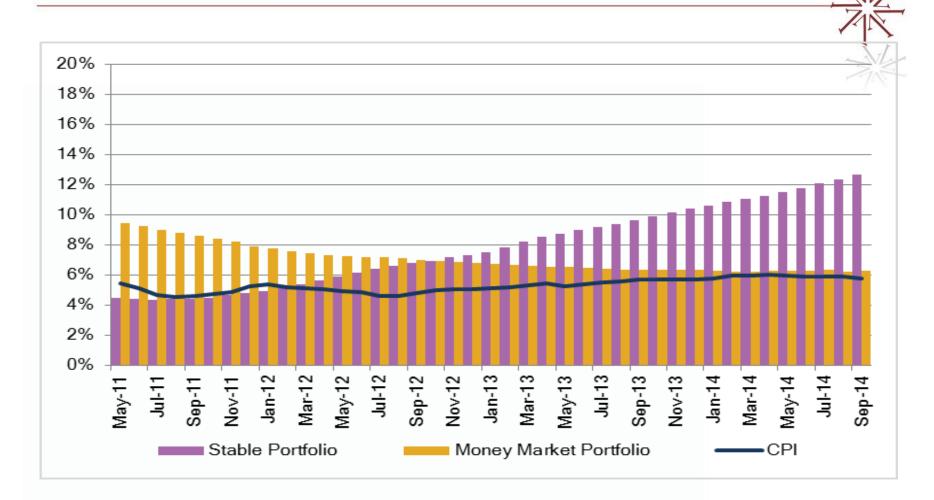


Copyright © Cadiant Partners Consultants & Actuaries, 2014





3-Year Returns - Stable & Money Market Portfolios



Copyright © Cadiant Partners Consultants & Actuaries, 2014







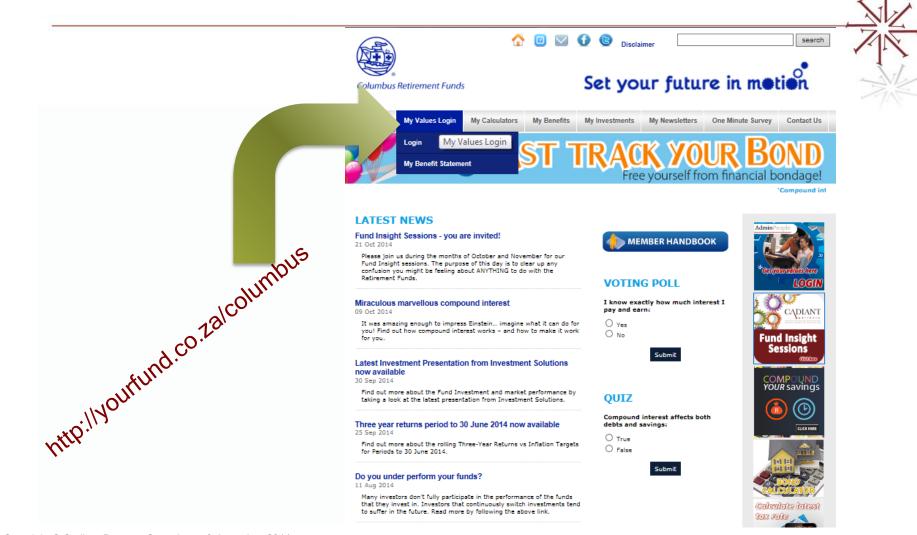
Do you understand how to choose a portfolio for growth?

Copyright © Cadiant Partners Consultants & Actuaries, 2014





Need More Fund Information?



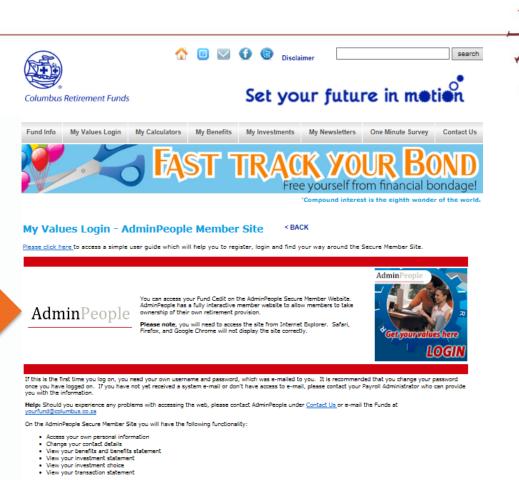
Copyright © Cadiant Partners Consultants & Actuaries, 2014





Member Web Log-In

AdminPeople



Click here to find out more about AdminPeople?

32682 hits on this page since 31 Jul 2009 - A project by InSite * Our communications are done in good faith and therefore errors and omissions are excepted

Copyright © Cadiant Partners Consultants & Actuaries, 2014





Member Web Log-In

| Your secret code | |
|--|--|
| | |
| COLUMBUS RETIREMENT FUNDS | |
| Please login. Username: | |
| Password: | |
| If you have forgotten your password or have any problems accessing the website, please contact AdminPeople on (012) 648-9180. | |

Copyright © Cadiant Partners Consultants & Actuaries, 2014



http://yourfund.co.za/columbus



11

Benefit Summary

| | | | | · · · · · · · · · · · · · · · · · · · | |
|--|--------------------|------------------|------------|---------------------------------------|-------------------|
| Retirement Plan | | Personal Details | | Contact Us | |
| | | | | | |
| Retirement Plan Summary | | | | | |
| /our retirement plan entitles you to the f | ollowing benefits: | | | | |
| Benefit | Frequency | Value in Rands | | View Benefits Statement | |
| Member Death | Lump Sum | | 755,019.44 | View Investments | |
| Member Retrenchment | Lump Sum | | 162,027.44 | View Transactions | |
| Member Resignation | Lump Sum | | 162,027.44 | view transactions | |
| Member Dismissal | Lump Sum | | 162,027.44 | | |
| /our retirement plan details are as follow | | | | | |
| Annual Pensionable Salary (R): | 148, | 248.00 | | | $\langle \rangle$ |
| Member Contribution Rate (%): | | 7.50 | | | |
| mployer Contribution Rate (%): | | 4.10 | | | |
| Member Contribution Amount (R): | | 926.55 | | | |
| mployer Contribution Amount (R): | | 185.98 | | | |
| lormal Retirement Age: | | 60 | | | |
| | | 00 | | | |

Copyright © Cadiant Partners Consultants & Actuaries, 2014

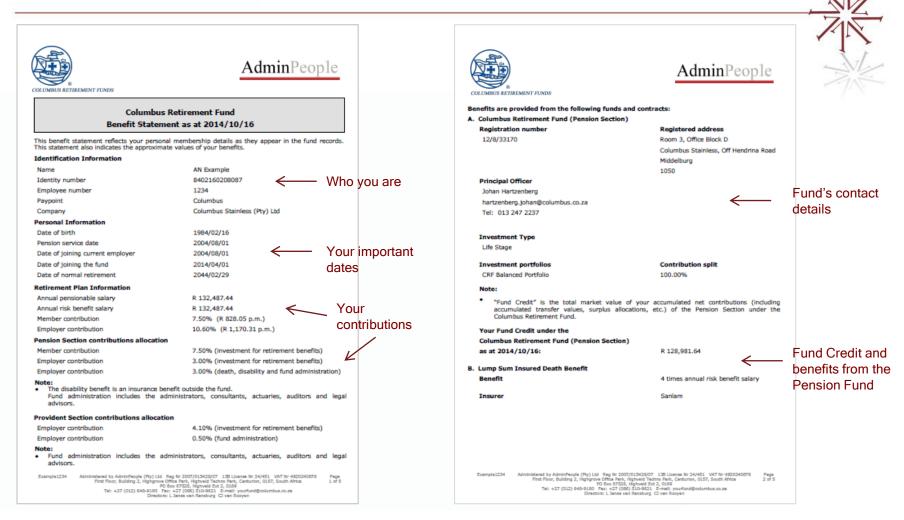


http://yourfund.co.za/columbus



XIV

Personal Benefit Statement

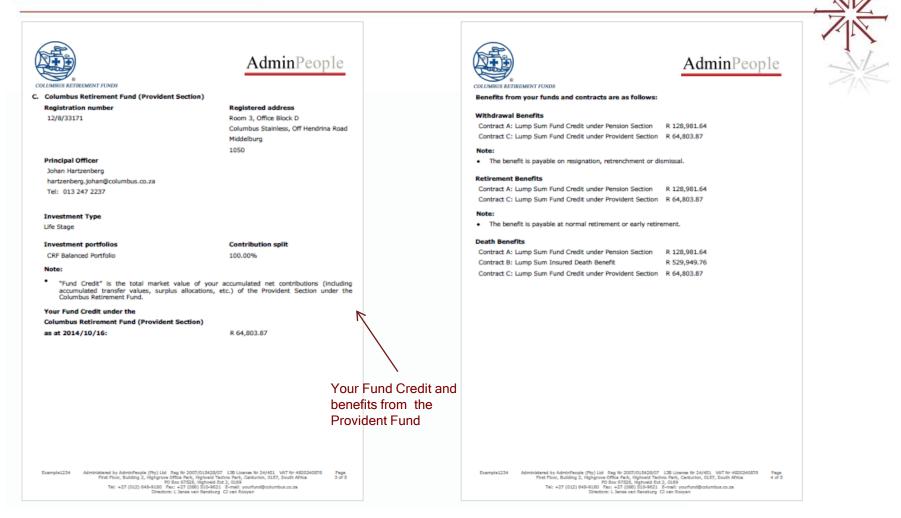


Copyright © Cadiant Partners Consultants & Actuaries, 2014





Personal Benefit Statement

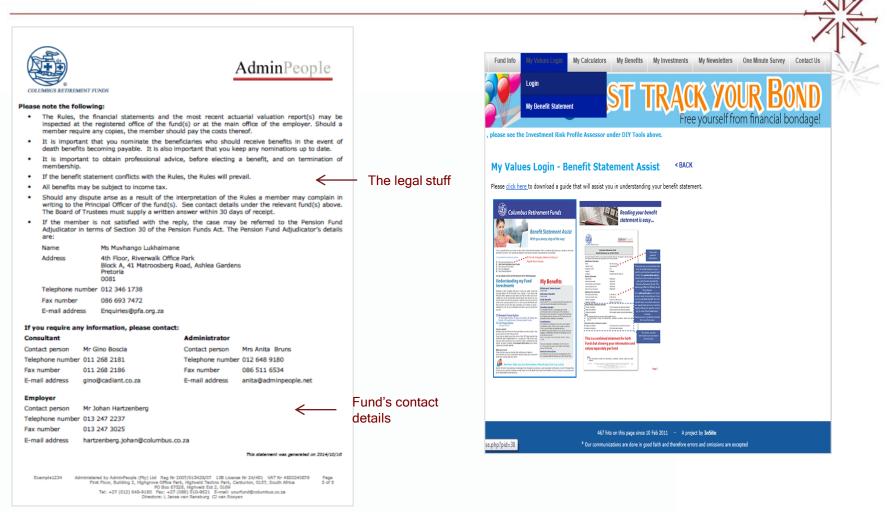


Copyright © Cadiant Partners Consultants & Actuaries, 2014





Personal Benefit Statement



Copyright © Cadiant Partners Consultants & Actuaries, 2014





Personal Investment Summary

| Retirement Plan | | Personal Details | | Contact Us | |
|---|---------------------|------------------|------------|-------------------------|--|
| tetirement Plan Summary 'our retirement plan entitles you to the | following benefits: | | | | |
| Benefit | Frequency | Value in Rands | | View Benefits Statement | |
| Member Death | Lump Sum | | 755,019.44 | View Investments | |
| Member Retrenchment | Lump Sum | | 162,027.44 | View Transactions | |
| Member Resignation | Lump Sum | | 162,027.44 | view iransactions | |
| Member Dismissal | Lump Sum | | 162,027.44 | | |
| our retirement plan details are as follo | | | | | |
| nnual Pensionable Salary (R): | 148 | ,248.00 | | | |
| Iember Contribution Rate (%): | | 7.50 | | | |
| mployer Contribution Rate (%): | | 4.10 | | | |
| lember Contribution Amount (R): | | 926.55 | | | |
| | | | | | |
| | 1 | 185 98 | | | |
| mployer Contribution Amount (R): Iormal Retirement Age: | 1 | ,185.98 | | | |

You can find the value of your investment in the CRF / Fund Credit here

Copyright © Cadiant Partners Consultants & Actuaries, 2014





Personal Investment Summary

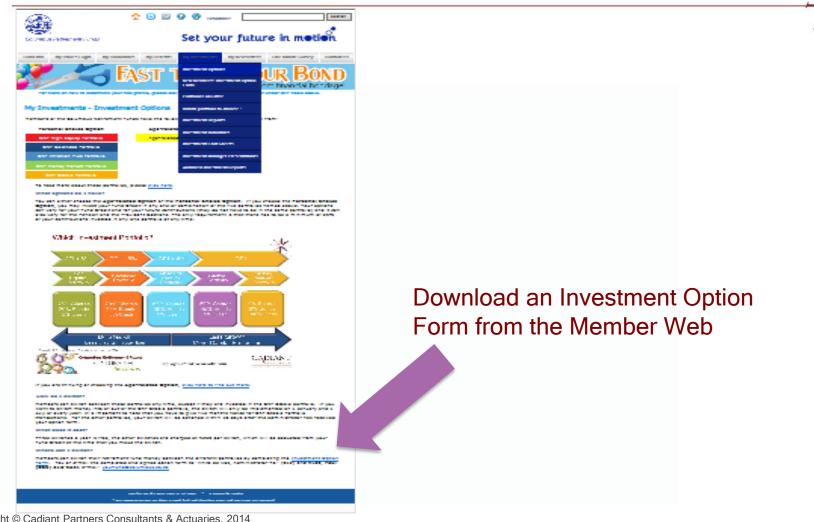
| 0.00 0.00 117,142.92 0.00 0.00 117,142.92 | View investment Statement |
|--|--|
| 0.00 117,142.92 0.00 0.00 117,142.92 | |
| 117,142.92 0.00 0.00 117,142.92 | |
| 0.00 0.00 117,142.92 | |
| 0.00 117,142.92 | |
| 117,142.92 | |
| | |
| 0.00 | |
| 0.00 | |
| 0.00 | View Institutent Choice |
| | |
| 0.00 | |
| | |
| | |
| | |
| | |
| 44,884.52 | |
| | |
| | |
| | |
| | |
| | |
| | 0.00 44,884.52 0.00 44,884.52 |

Copyright © Cadiant Partners Consultants & Actuaries, 2014





What if you want to switch to a different investment portfolio?

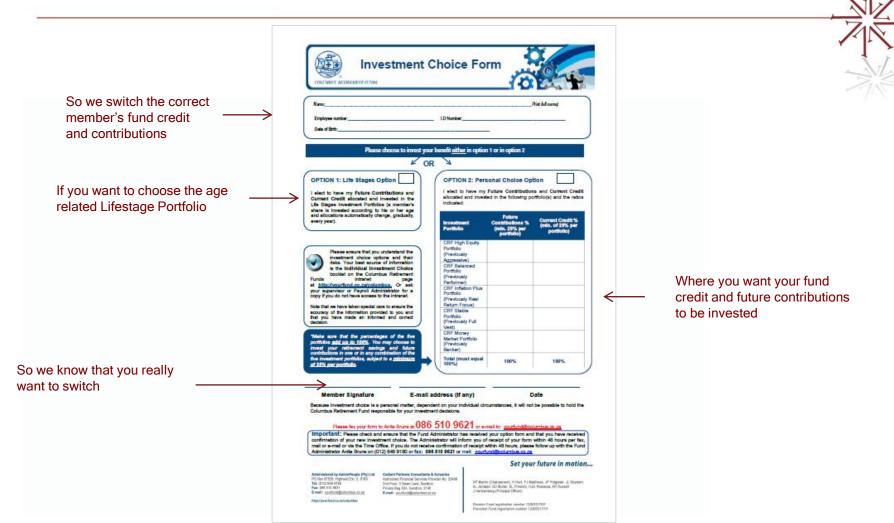


Copyright © Cadiant Partners Consultants & Actuaries, 2014





Investment Choice Option Form

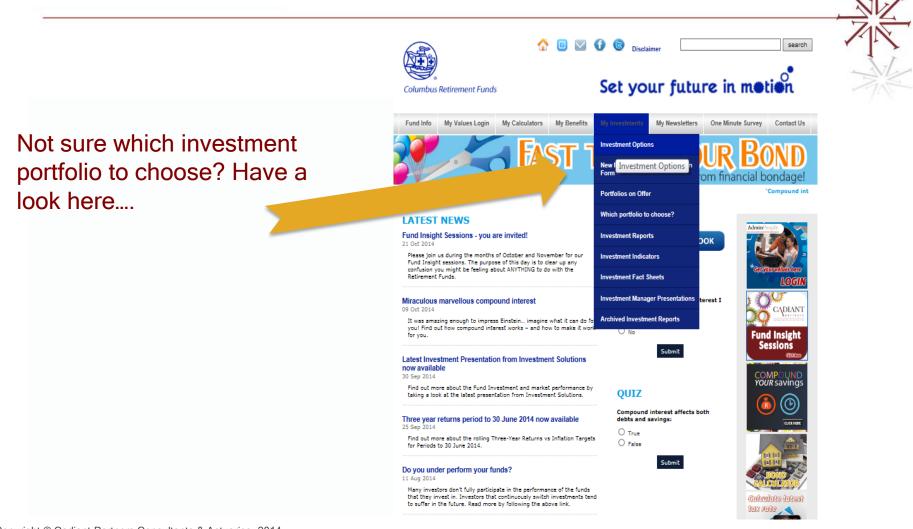


Copyright © Cadiant Partners Consultants & Actuaries, 2014





Still Need More Fund Information?



Copyright © Cadiant Partners Consultants & Actuaries, 2014





Description of Investment Options

Columbus Retirement Funds

My Values Login

Personal Choice Ontion

CRF High Equity Portfolio

CRF Balanced Portfolio

What options do T have?

My Investments - Investment Options

To read more about these portfolios, please click here

Which Investment Portfolio?

your contributions invested in any one portfolio at any time

More Growth

ess Capital Protectin

n<mark>bus Retirement Fund</mark> TUND INSIGH

If you are thinking of choosing the Age-related Option, click here to find out more

Click here for a summary of the Personal Choice Portfolios

Quick Summary of the Investment Portfolios

Copyright © Cadiant Partners Consultants & Actuaries, 2014



http://yourfund.co.za/columbus

CADIANT

ess Growth

More Capital Protection

My Calculators My Beretita

Members of the Columbus Retirement Funds have the following investment options to choose from

Ane-related Ontion

Age-related Portfolio

You can either choose the Age-related Option or the Personal Choice Option. If you choose the Personal Choice Option, you may invest your Fund Credit in any one or combination of the five portfolios named above. Your options can vary for your Fund Credit and for your future contributions (they do not have to be in the same portfolio) and it can

also vary for the Pension and the Provident Sections. The only requirement is that there has to be a mini

Declarmer

Set your future in motion

My Investments My Newsletters One Minute Survey

search

Contact Us



Click here to find out more

about the Lifestage Option

consultants & actuaries



Do you understand where to find your fund credit value?

Copyright © Cadiant Partners Consultants & Actuaries, 2014





Balanced Portfolio Fact Sheet



lie-Performer Investment September 2014 Solutions Sector Weight Financials 15.05% 3.50% 8.00% Consumer Goods 9.10% 2.50% **Basic Materials** 6.92% 1.84% 2.00% OI & Gas 4.10% 136% 1.50% 4.03% Consumer Service 1.00% 0.09% Industrials 3.37% 0.44% 0.50% Healthcar 1.88% 0.00% 0.00% 1,24% Telecommunicatio 0.25% Technology Other Securitie 0.00% Derivatives -2.71% 43,23% Performance-Based Fees (1 year) -0.06% **Global Manager Cost** 0.24% Global manager cost is the actual cost paid directly to the asset manager to manage the offshore assets, it represents an annualized number and is separate from the Investment Solutions policy fee. Performance fees are paid directly to the manager for performance in escess of a pre-defined hurdle. Policy fees are payable directly to investment Solutions. The institutional fee is based on a sliding fee scale and is dependent on the size of assets invested in the portfolio. Clients are referred to our website for more information. All returns are before deduction of Investment Solutions' policy fees and performance fees, but net of other expenses
 Returns for periods exceeding one year are annualised. All returns are in Randa. The benchmark is based on the Alexander Forbes investable Global Large Manager Watch Median return. The return for the month is an estimate and is displayed as a general guide which is subject to change without notice to investors. All holdings information is based on latest svallable data.
 There may be differences in totals due to rounding. FAIS Notice and Dis Investment Solutions Limited is a licenced financial services provider in terms of Section 8 of the Financial Advisory and Intermediary Services Act, 37 of 2002, as amended, FAIS licence number 711. This information is not advice as defined and contemplated in the Financial Advisory and intermediary Service Act, 37 of 2002, as amended, investment returns are calculated via Statpro Performance and Attribution. Past investment returns are not indicative of future Advance Tablescheiden der State ander State an Experimental ander State and

Copyright © Cadiant Partners Consultants & Actuaries, 2014







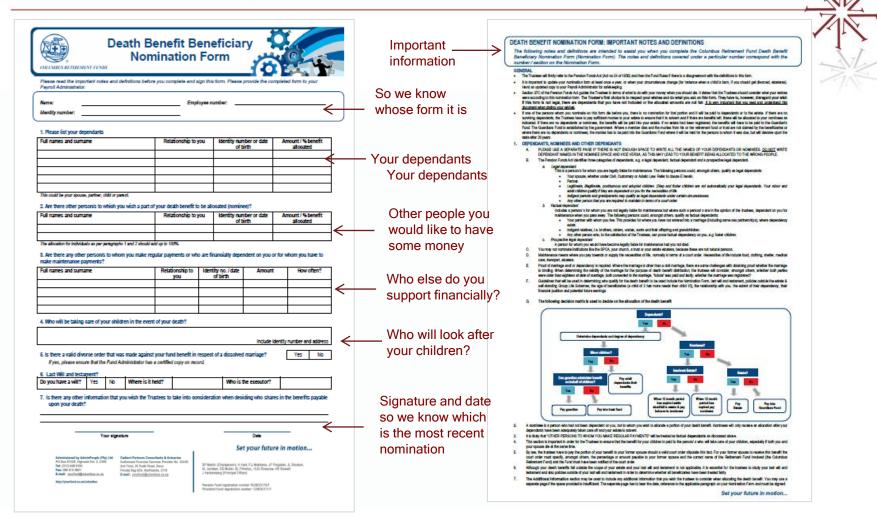
Do you understand where to find the detail of each portfolio?

Copyright © Cadiant Partners Consultants & Actuaries, 2014





Beneficiary Nomination Form



Copyright © Cadiant Partners Consultants & Actuaries, 2014





Changes to the Funds Coming in 2016 / 2017

- We will only know for sure in 2015 when National Treasury issues further communication
- We will communicate with members in detail when the information becomes available
- DO NOT be persuaded by a broker / advisor to withdraw your money from the CRF - accrued benefits will be protected

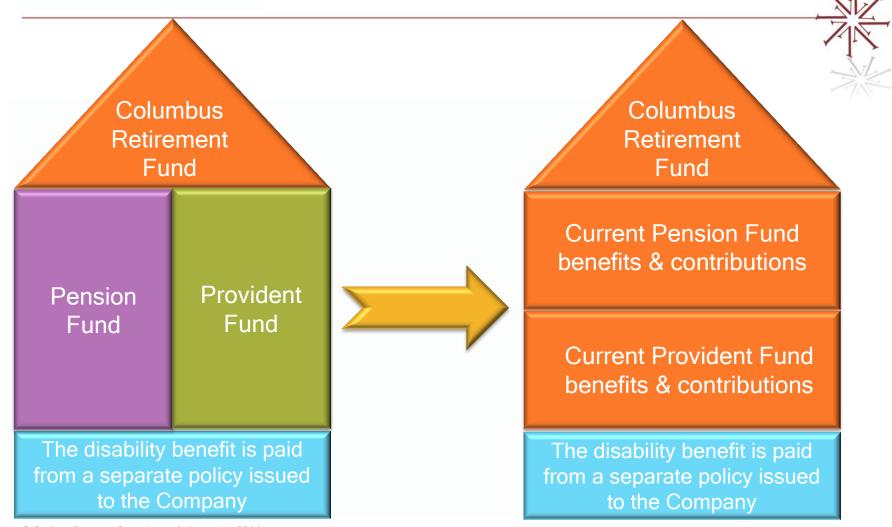
Get independent professional advice - watch out for advisors whose remuneration is not aligned with YOUR best interests

Copyright © Cadiant Partners Consultants & Actuaries, 2014





What will the changes mean for you?

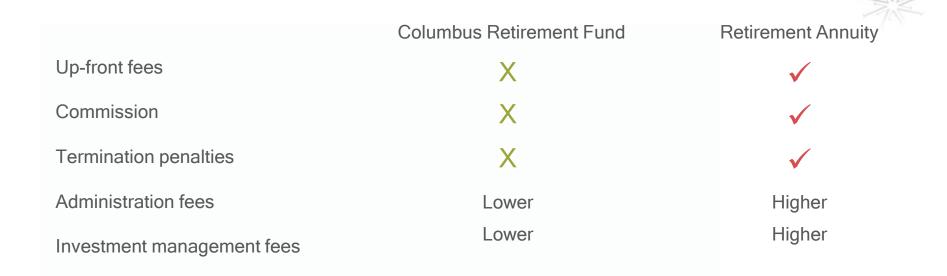


Copyright © Cadiant Partners Consultants & Actuaries, 2014





Changing the retirement savings landscape



Copyright © Cadiant Partners Consultants & Actuaries, 2014





Checklist





Read your Benefit Statement

Understand your Funding Sufficiency Statement

Complete an Investment Option/Switch Form

Complete your Death Benefit Beneficiary Nomination Form

Complete the Member Survey

Copyright © Cadiant Partners Consultants & Actuaries, 2014







Your turn to ask me questions

Copyright © Cadiant Partners Consultants & Actuaries, 2014



