ALLANGRAY

Allan Gray Offshore Endowment

The Allan Gray Offshore Endowment ("the plan") is an investment-linked long-term product that is suitable for investors who want to diversify their portfolio across economies and regions outside South Africa, have a marginal tax rate of higher than 30% and require a product that offers tax efficiency and estate-planning benefits.



*This minimum is subject to review and may change periodically in line with ZAR/US\$ exchange rate fluctuations.

Key features of an offshore endowment



Estateplanning benefits

If beneficiaries are appointed:

- Immediate payment or transfer to beneficiaries on the death of the planholder.
- Estate duty payable on the value of the plan (subject to certain exemptions), but no executor fees.
- Capital gains tax only triggered when the investment is paid out.
- An offshore will is not required.

If lives assured are appointed:

Protection against creditors (some restrictions apply).



Tax efficiency

- The effective capital gains tax rate for an individual is fixed at 12%, therefore, if the planholder's income tax rate is higher than 30%, their capital gains will be taxed at a lower rate within an endowment.
- The calculation, deduction and payment of tax are done by the product provider.

Benefits of the Allan Gray Offshore Endowment















Liquidity

- Endowments allow only one withdrawal during the five-year restriction period.
- Our plan consists of multiple underlying policies and the rule applies at a policy level.
- This allows for greater flexibility than an investment in a single policy.

Fund choice

Choose from a select list of funds on our Offshore Endowment Fund List.

Competitive pricing

- · Investments in the plan are aggregated with local and offshore platform investments for the calculation of administration fees.
- · No VAT is payable on administration fees.

Consistent client experience

- New investment, additional contribution and switch instructions are captured online.
- Consolidated reporting via Allan Gray Online in a preferred reporting currency.
- A local point of contact through our Client Service Centre.

Policyholder protection

We have appointed an independent Guernsey-based trustee to safeguard the plan assets by holding them in trust.

Easily transact in foreign currency

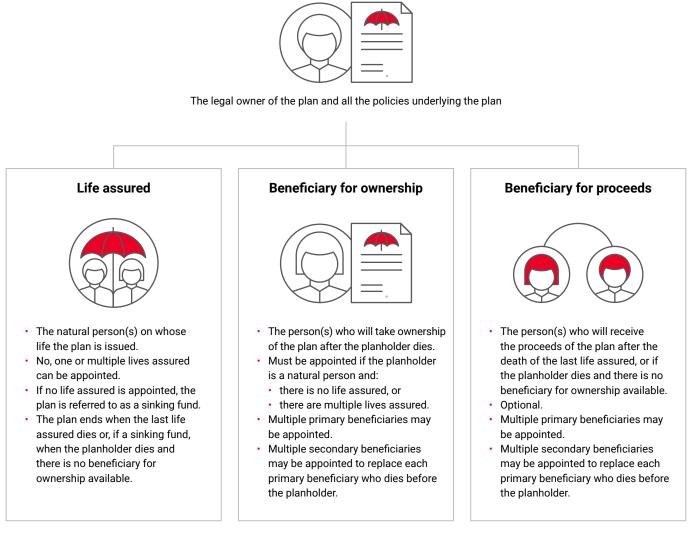
- · Contribute in rand or foreign currency.
- · We can facilitate currency conversions via our authorised dealer at a preferential spread if the single discretionary or foreign investment allowance is used.

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Options for ensuring continuity of the plan

Graphic 1: Understanding the role players



Planholder

Need more information?

See these additional documents:

- <u>Offshore Endowment brochure</u>
- · Understanding the various role players in an offshore endowment plan
- Offshore Endowment role player scenarios
- Terms and conditions

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