

JUST LIFETIME INCOME (JULI)

HiGro

Allan Gray Balanced Fund (Class C) Investment Portfolio
Fund Fact Sheet



September 2020

Objectives and benchmark

Just provides **Lifetime Income that will never reduce**, regardless of what happens to investment markets or how long you live.

If you provide us with your health and lifestyle information, your Lifetime Income could be higher.

Annual increases in your Lifetime Income are calculated in accordance with the transparent increase formula and are linked to the average investment return of the Allan Gray Balanced Fund over six years, after asset management fees. The increase will never be less than zero and once declared can never be taken away.

JuLI is suitable if you:

- seek to convert a portion of your retirement capital into a secure lifetime income;
- seek a lifetime income that grows with investment markets in the long term and can be extended to cover a minimum payment period and the lifetime of your spouse;
- seek a diversifying asset class in which your return increases the longer you live;
- are comfortable with holding this investment for life.

Product rules

- **Minimum investment amount:** R50 000 per investment portfolio for initial and additional investments.
- **Disinvestments and transfers:** This product provides a lifetime income guarantee from Just – it is not possible to disinvest from the Just Lifetime Income or transfer to another provider.

Annual increase formula

The formula below can be used to calculate the approximate increase:

- 100% of average investment return on the Allan Gray Balanced Fund over the six years up to the increase calculation date, after deducting asset management fees,
- less 4% (the investment return which has already been taken into account to calculate the starting Lifetime Income and product management fees),
- add/less an experience adjustment.

The approximate annual increases under different CPI and investment return assumptions are illustrated below before any experience adjustments. The annual increase as a percentage of inflation is indicated in brackets.

		Average investment return over 6 years			
		CPI – 4%	CPI + 0%	CPI + 4%	CPI + 6%
CPI	3%	0.0% (0%)	0.0% (0%)	3.0% (100%)	5.0% (167%)
	6%	0.0% (0%)	2.0% (33%)	6.0% (100%)	8.0% (133%)
	9%	1.0% (11%)	5.0% (56%)	9.0% (100%)	11.0% (122%)

Best estimate assumptions are used for items other than investment returns that could affect your future increases. An independent actuary, with regulatory responsibility for protecting investors' reasonable benefit expectations, reviews these assumptions at inception and annually thereafter. A positive or negative adjustment to annual increases may be required to reflect unanticipated items including, but not limited to:

- experience compared to best estimate life expectancy, market volatility, or trading cost assumptions;
- changes to these best estimate assumptions over time;
- failure of a fixed interest investment in Just's matching fixed income portfolio to meet its payment obligations.

The adjustment is spread equally over six years, but your income can never be decreased. The adjustment is usually very small. Assets and liabilities are closely matched and it is unnecessary to hold back surplus – if there is a surplus of more than 2,5% of liabilities, it is distributed immediately to the policyholders.

It is reviewed by an independent actuary, using published Principles and Practices of Financial Management.

Increase history, net of all fees and expenses

For increases from 2017 onwards the increase formula is applied to the investment performance of the Allan Gray Balanced Fund starting on 1/11/2015. Prior to that, we use a return of CPI + 4%. For increases up to 2016 the increase formula is applied only to the investment performance of the Allan Gray Balanced Fund and assumes experience adjustments are zero.

	Smoothed investment return	Increase	Average inflation*
2011	18.1%	13.6%	5.0%
2012	14.6%	10.3%	5.7%
2013	11.5%	7.3%	5.8%
2014	11.6%	7.3%	6.1%
2015	14.4%	10.0%	4.6%
2016	13.3%	9.1%	6.3%
2017	9.0%	4.8%	5.3%
2018	9.7%	6.2%	4.6%
2019	7.9%	8.1%	4.2%
2020	6.7%	6.9%	3.5%
Average over the last 5 years (% of inflation)	9.3%	7.0% (146%)	4.8%
Average over the last 10 years (% of inflation)	11.7%	8.4% (165%)	5.1%

* Average annual inflation, Source Stats SA

Illustrative future increases as at 30 September 2020

In predicting future increases, we know:

- the five years of investment returns and declared experience adjustments taken into pricing;
- the year-to-date investment returns since 1 November 2019.

The investment returns for the remainder of this year and undeclared future experience adjustments are unknown. We can therefore predict the future increases with a high degree of confidence, assuming:

- undeclared experience adjustments of zero (any positive or negative experience adjustment would be added to or subtracted from the increases shown in the table below);
- various investment returns from the current date to 31 October 2026.

Annual increases based on the following assumed annualised investment returns, after deducting asset management fees on the Allan Gray Balanced Fund

	0% p.a.	6% p.a.	12% p.a.
2021	0.8%	0.9%	0.9%
2022	0.0%	0.4%	1.5%
2023	0.0%	0.3%	2.3%
2024	0.0%	0.0%	2.1%
2025	0.0%	0.3%	4.3%
2026	0.0%	0.8%	5.7%

Investment approach to achieve objectives

The investment approach is designed to meet two objectives simultaneously:

- Just uses **fixed interest investments**, supplemented by its own capital if required, to provide the insurance that your Lifetime Income will never decrease. These are predominantly structured term deposits with SA's largest banks and liquid government and parastatal bonds.
- Increases in your Lifetime Income each year are **linked to the performance of the Allan Gray Balanced Fund** by the increase formula shown in this fact sheet. Please consult the Allan Gray Balanced Fund fact sheet for further details on the Allan Gray Balanced Investment Portfolio.

A precise mathematical formula determines the **proportion of the total assets to be invested in the fixed interest investments and the Allan Gray Balanced Fund** to meet the objectives described above. The proportions are recalculated daily.

It is possible that the investment portfolio could be changed in future, but only if:

- Allan Gray, as an independent specialist asset manager, has approved the change based on track record of performance, after deducting asset management fees, and expected sustainability of performance against merit based criteria agreed with Just; and
- the replacement portfolio has similar long-term risk/return characteristics to the Allan Gray Balanced Fund.

Asset allocation as at 30 September 2020

The asset allocation of the Allan Gray Balanced Fund to which your annual increases are linked is shown in the table below.

% invested in asset class	Total
Equity	65.5%
Hedged equity	9.3%
Property	1.0%
Commodity-linked	4.3%
Bonds	13.8%
Money market and bank deposits	6.1%
Total	100.0%

Fees

Financial adviser commission:

An amount as agreed between you and your financial adviser subject to legal maximum of 1.5% (plus VAT) of the full purchase amount payable at the start of your policy.

Fees included in the quoted starting income:

- **An initial fee (no VAT payable), with a maximum limit of R25 000**

This fee of 1% is for the expenses associated with setting up the insurance and administration records and facilitating the transfer of your investment amount, and is already included in the calculation of your starting annuity income.

- **A monthly administration fee**

This amount of R43.38, including VAT, is payable to the administrator of your policy, Alexander Forbes. This fee, including increases in line with inflation, is included in the calculation of your starting annuity income. It does not allow for significant regulatory change causing a change in the cost of paying pensions.

Annual fees deducted monthly from your market value:

- **A product management fee of 1.1% p.a. (no VAT payable)**

This amount is for the insurance provided by Just, and for the monthly administration costs of maintaining records, operating the insurance company and reporting on business under management to the regulatory authorities.

- **Asset management costs as charged by Allan Gray on the proportion of assets they manage (see Allan Gray Balanced Fund fact sheet for these costs)**

Assets managed by Allan Gray is set out under the heading "Asset allocation" in this fact sheet.

Total investment charge

The following estimate is based on an assumed average allocation of 61% of the assets in the Allan Gray Balanced Fund and 39% of the assets in the fixed interest investments.

Period (Annualised, rolling three-year period): 01 October 2017 to 30 September 2020

	Total
Monthly administration fee	0.07%
Product management fee (including capital charge)	1.10%
Asset management fee	0.66%
Total expense ratio on JuLI	1.83%
Transaction costs	0.05%
Total investment charge on JuLI	1.88%

**The TER and Transaction Costs cannot be determined accurately because of the short life span of the Financial Product. Calculations are based on actual data where possible and best estimates where actual data is not available.*

Notes for consideration

Just

Just Retirement Life (South Africa) Limited is a registered life insurance company, regulated by the Prudential Authority of the South African Reserve Bank and the Financial Sector Conduct Authority as an authorised financial services provider (FSP no. 46423) and is a wholly owned subsidiary of Just Group Plc, one of the UK's leading providers of retirement financial solutions.

Performance

The past performance of an investment portfolio is not an indication of the future performance of the portfolio. Investment markets can go down as well as up. If markets go down, your Lifetime Income will not decrease, but future annual increases may be less than anticipated.

Total Investment Charge

Total expense ratio (TER): The percentage of the value of the portfolio that was incurred as actual expenses. The TER includes the monthly administration fee, product management fee, asset management costs and VAT.

A higher TER does not necessarily imply a poor return, nor does a low TER imply a good return. The current TER may not necessarily be an accurate indication of future TERs.

Transaction costs (TC): The percentage of the value of the portfolio that was incurred as costs relating to buying and selling the assets underlying the portfolio.

Transaction costs include brokerage, STRATE, Investor Protection Levy and VAT thereon.

Transaction costs are a necessary cost in administering the portfolio and impacts returns. It should not be considered in isolation as returns may be impacted by many other factors over time, including market returns, the type of financial product, the investment decisions of the investment manager and the TER.

Total investment charge (TIC): It is the sum of the TER and TC.

Not advice

All information and opinions provided are of a general nature and are not intended to address the circumstances of any individual. We are not acting as an adviser. Any representation or opinion is provided for information purposes only.

Actual increase formula

$$\left[\frac{(1 + \text{the average return of the investment portfolio over 6 years})}{(1.029)} \right] - 1 - 1.1\%$$

±experience adjustment

Contact details

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- A more detailed description of Just Lifetime Income is available in brochure format on our website.
- The way in which we manage Just Lifetime Income is outlined in the Principles and Practices of Financial Management (PPFM) document, also available on our website.

Please contact your financial adviser should you have any further queries.