



The formula for  
successful investing

# Local Endowment Plans

## Benefit highlights

### A tax-efficient investment for you

Our Local Endowment Plan is a medium-term investment plan. You can choose between a lump-sum investment of at least R60 000, or monthly contributions of at least R850 a month. We give you the freedom to choose from top local and international funds, managed by leading fund managers.

### We will add to your lump-sum investment, giving you more money to invest

#### Upfront Investment Integrator

When you invest a lump-sum amount, you get an additional amount upfront, called the Upfront Investment Integrator. The additional amount is between **7.5%** and **26%** of your initial lump-sum amount. Your upfront amount depends on whether you chose qualifying Discovery funds, have a Discovery Life Plan, and the amount you invest.

This upfront amount grows at a guaranteed rate of **6%** each year. Half of this upfront amount with growth is paid to you after five years and the balance paid to you after ten years.

#### To get this benefit:

- Invest at least R60 000, lump-sum.
- Stay invested for 10 years to receive the full benefit.
- Maintain your Discovery Life Plan for 10 years (if applicable).
- Maintain your investment in qualifying Discovery funds (if applicable).
- You must choose between the Upfront Investment Integrator and the As and When Investment Integrator.

## Pay up to 100% less fees and accelerate your investment growth

### As and When Investment Integrator

We reduce your administration fees, policy fees, initial financial adviser fees and asset management fees, right from the start. The reduction depends on your monthly Discovery Life Plan premium size and your Vitality status. This benefit falls away after 10 years.

#### To get this benefit:

- You must invest at least R850 a month for recurring plans.
- You must invest at least R60 000 for lump-sum plans.
- You must choose between the Upfront Investment Integrator and the As and When Investment Integrator.
- You must invest in qualifying Discovery funds.

## 55% of your administration fees paid back after ten years

### Fee PayBack

If the funds you chose do not qualify for the As and When Investment Integrator, you can benefit from Fee PayBack.

After ten years, and every five years after that, we will pay **55%** of your annual administration fees back to you, plus growth. If you reduce your monthly contributions or transfer money out of your recurring-contribution Endowment Plan, you will not get the full 55% paid back to you. You can also select the recurring-contribution Endowment Plan without the Fee PayBack option. You will have lower administration fees and no early exit fees. Certain fees and commissions, however, may be deducted before your money is invested.

#### To get this benefit:

- Choose our recurring-contribution Endowment Plan with the Fee PayBack option and the 100% allocation (early exit fees may apply).
- Keep your plan in-force and continue paying your contributions.

## An extra amount added to your investment if you die

### LifeBooster

If you die before your retirement, the money in your Endowment Plan is paid to your beneficiaries. If you are a Vitality member, your beneficiaries will get between **6%** and **15%** extra paid out to them, depending on your Vitality status. If you are not a Vitality member the boost is **5%**.

#### To get this benefit:

- This benefit is automatically added on to your investment plan at no extra charge.
- You must be younger than age 70.

## Protection if you are severely ill or disabled

### The Contribution Waiver benefit

If you become severely ill or disabled, we will pay your contributions until the end of your investment term, or until you turn age 65. The amount you pay depends on the size of your Endowment Plan contributions.

### To get this benefit:

- Make monthly contributions.
- You must be younger than age 65.

This is an optional extra, and you will pay for this cover.

## What's next?

Ask your financial adviser for our investment plan fact files for more information on how our benefits work and what you must do to qualify for them. Our quotations will show you how the choices you make will affect the benefits you qualify for and the fees you will pay.

If you change the various products you have with us, you could affect your existing benefits and features on your investment plans. Please speak to your financial adviser before making any changes to your investment plans.

### Remember to discuss:

- The benefits of investing a lump sum or monthly amounts.
- The fees you pay.
- Which fee options are best for you.
- Tax benefits.

