



# Hollard Product Range

Decision Tree,  
Advantages/Trade-offs  
& Summary

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# Hollard Investments: which solution is right for me?

*I can limit my withdrawals in exchange for better tax charges*

*then you need a...*

**Hollard Endowment Plan**

**For a rainy day or holiday**



*I need to always have access to my money*

*I want a choice of Hollard BCI Unit Trust Funds and other Third Party Funds*

*I want access to only Hollard BCI Unit Trust Funds so i can save on admin fees.*

*then you need a...*

*then you need a...*

**Hollard Investment Plan**

**Hollard Savings Plan**



*I need an investment solution...*

**In my retirement**



*then you need a...*

**Hollard Living Annuity**

**For my retirement**



*I want to save money from an employer Pension/Provident Fund as I have changed jobs*

*Save money for retirement (great to top up a company Pension or for the self-employed)*

*then you need a...*

*then you need a...*

**Hollard Preservation Plan**

**Hollard Retirement Annuity Plan**

# Advantages and trade-offs

		Advantage	Trade-off	
Hollard Investment Plan / Hollard Savings Plan	→	Can access funds anytime	Investment gains taxed (Income/CGT/Dividends) Contributions are not tax deductible	No tax advantage
Hollard Endowment Plan	→	Investment gains are taxed at Standard Endowment Tax Rates (30% on income and 12% on CGT). After restricted period there are no limitations on withdrawals	5 year restriction period - client can only withdraw once in the restricted period and a maximum withdrawal amount applies	Some tax advantage
Hollard Retirement Annuity	→	Contributions are tax deductible (up to a limit). Transfers between retirement funds (incl. transfers from employer funds) are tax free. One withdrawal per tax year is permitted from the savings component. Investment gains are not taxed (income/CGT/Dividends).	Can only retire from the fund post retirement age (55). On retirement different options are available based on the component held. The full value of the retirement component must be used to purchase a compulsory annuity. The full value of the savings component as well as any vested rights held can be taken in cash. Two-thirds of the vested component must be used to purchase a compulsory annuity and the remaining one-third can be taken in cash.	Most tax advantage
Hollard Preservation Plan	→	Transfers between retirement funds (incl. transfers from employer funds) are tax free. One withdrawal before retirement is permitted from the vested component (incl. vested rights). One withdrawal per tax year is permitted from the savings component. Investment gains are not taxed (income/CGT/Dividends).	No additional contributions permitted. Can only retire from the fund post retirement age (55). On retirement different options are available based on the component held. The full value of the retirement component must be used to purchase a compulsory annuity. The full value of the savings component as well as any vested rights held can be taken in cash. Two-thirds of the vested component must be used to purchase a compulsory annuity and the remaining one-third can be taken in cash.	
Hollard Living Annuity	→	Investment gains not taxed (Income/CGT/Dividends) Investor can select and adjust income level and investment options	Income payments taxed (PAYE) Annuity drawdown must be between 2.5% and 17.5% per annum Investor takes the risk, income is not guaranteed for life	

# Hollard Investments: Product Summary

	Hollard Investment Plan / Hollard Savings Plan	Hollard Endowment Plan	Hollard Retirement Annuity Plan	Hollard Preservation Plan	Hollard Living Annuity
<b>Intended for</b>	After tax disposable income	After tax disposable income of investors who wish to minimise the taxes incurred on their investment return	Saving tax deductible contributions for retirement instead of or in addition to retirement savings through an employer Pension or Provident Fund	Preserving existing Pension/Provident fund savings when leaving an employer.	Investing retirement savings on retirement and receiving a regular income in retirement from your savings
<b>Type of money</b>	After tax/ discretionary			Before tax/compulsory	
<b>Fund range</b>	Hollard Savings Plan: Hollard BCI Unit Trust Funds Hollard Investment Plan: Hollard BCI Unit Trust Funds and Third Party Unit Trust Funds	Hollard Endowment Plan: Hollard BCI Unit Trust Funds, Third Party Unit Trust Funds, Hedge Funds, Segregated Mandate & portfolios	Hollard BCI Unit Trust Funds Third Party Unit Trust Funds Regulation 28 limits apply		Hollard BCI Unit Trust Funds Third Party Unit Trust Funds
<b>Minimum investment amount</b>	Per Investment Account/Policy: R5000 lump sum investment R500 recurring debit order	Per Investment Account/Policy: R100 000 lump sum investment	R50 000 lump sum investment R500 recurring debit order	R50 000 lump sum investment	Per Investment Account/Policy: R165 000 lump sum investment
<b>Guarantees</b>	No				No. Annuity income not guaranteed to be paid for the life of the policyholder
<b>FAIS Category</b>	Participatory Interests in Collective Investment Schemes	Long Term Insurance Cat C Participatory Interests in Collective Investment Schemes Hedge funds, seg mandates: Securities & Instruments: all sub-categories	Retail Pension Benefits Participatory Interests in Collective Investment Schemes		Long Term Insurance Cat C Participatory Interests in Collective Investment Schemes
<b>Daily cut-off</b>	2pm on a working day to receive the next working day's price for daily trading Unit Trust Funds	12pm on a working day to receive the next working day's price for daily trading Unit Trust Funds. Please refer to the Linked Endowment Investment Portfolio list for the trading details of Hedge Fund and Segregated Mandate investments	2pm on a working day to receive the next working day's price for daily trading Unit Trust Funds.		
<b>Investment Methods</b>	Deposit Recurring debit order Transfer of ownership Transfer from another provider	Deposit Transfer of ownership	Deposit Recurring debit order Transfer from existing Retirement Fund (Pension/Provident/RA/Preservation)	Transfer from existing Retirement Fund (Pension/Provident/Preservation)	Transfer of Retirement savings from a retirement fund on retirement (Pension, Provident, Preservation, Retirement Annuity)  Transfer from another Living Annuity provider
<b>Switches</b>	Unlimited, free of charge				
<b>Withdrawals</b>	Unlimited	1 permitted per policy in first 5 years, amount limited by legislation  31 day cooling off period applies  Policy loans not offered	One withdrawal permitted per tax year from the savings component (min R2000 applies). If the total value of all components held is less than R15 000, or if the member has been non resident for tax purposes in SA for an uninterrupted period of 3 years a member may withdraw.	One withdrawal permitted from the vested component (incl. vested rights) prior to retirement. One withdrawal is permitted per tax year from the savings component (min R2000 applies). If the member has been non resident for tax purposes in SA for an uninterrupted period of 3 years a member may withdraw.	Restricted to regular income payments (monthly, quarterly, bi-annual, annual).  Can adjust income amount once a year on anniversary of policy, amount between 2.5% - 175% of the policy value permitted
<b>Tax</b>	Investment taxed at investors marginal tax rates: Income tax (on interest) Capital Gains Tax Dividend withholdings tax (DWT) (on local dividends)	Investment taxed: Income tax (on interest) - 30% Capital Gains Tax - 12% Dividend withholdings tax (DWT) (on local dividends) - 20%	Contributions tax deductible up to a limit Investment not taxed: Income/CGT/dividends Income tax on withdrawal	Contributions tax deductible up to a limit Investment not taxed: Income/CGT/dividends Income tax on withdrawal	Investment not taxed: Income/CGT/dividends Income tax, withheld from regular Annuity Income payments
<b>Annual Admin Fees</b>	Please refer to the respective products Information Document for further details. This can be found on our website <a href="https://www.hollard.co.za/invest-and-save">https://www.hollard.co.za/invest-and-save</a>				
<b>Financial Advisor Fees</b>	Initial: 3% excl. VAT per annum Annual: 1% excl. VAT per annum			Initial: 1.5% excl. VAT per annum Annual: 1% excl. VAT per annum	Initial: 1.5% excl. VAT per annum Annual: 1% excl. VAT per annum
<b>Asset Management fee</b>	Differs per investment portfolio, please refer to fund fact sheets and investment portfolio lists for details.				