



Better retirement outcomes through our umbrella fund

Customised solution



Umbrella funds have created a lot of excitement and interest in the industry. Not all employers who participate in an umbrella fund arrangement are the same, but they are all looking for the same things: less fund-related work, less fiduciary and litigation risk, lower costs, and more tools and technology to make the of their employee benefits package.

For trustees of freestanding retirement funds, operating at unnecessarily high costs and spending lots of time on fund affairs while juggling full time jobs have become increasing concerns.



The average trustee spends around **90 hours a year on fund affairs.**

These are the key contributors:



Ongoing changes in retirement fund industry regulations



The increasing complexity of retirement funds



The ongoing need for extra training and education



Increased requirements for qualifications and skills



Third-party stakeholder agendas



For employers who have already made a move to participate in an umbrella fund, the search for more sophisticated services and compelling product offerings means many are re-evaluating their current umbrella fund solution to help shape better outcomes for their employees.

Whether you are an employer deciding if an umbrella fund solution is suitable for you or an employer re-evaluating your current umbrella fund solution, you may be two-minded about a potential move because you believe:

There is little to no flexibility

The costs and charges of moving are high

Moving to and between umbrella funds is a lengthy and complex process

There is little control and confidence in the management of the your fund in members' best interests

**AFRF Customised is an ideal umbrella fund solution for you if:
You want to open the door to innovative tools and solutions that meet more needs and serve more employees**





AFRF Customised

is an ideal umbrella fund solution for you if:

- + You are a large organisation with at least R300 million in existing retirement fund assets.
- + You are looking for overall **flexibility** to structure the retirement and risk benefits according to your employees' preferences and needs.
- + You want to customise your retirement fund's investment offering to suit your own unique objectives.
- + You value the expertise, relationships and support of your existing third-party service providers.

You want peace of mind knowing your employees' retirement outcomes are with a fund that aligns with your interests and keeps you in control.

AFRF Customised lets you decide what works for you and be confident in the solution



Investments

Customise

Lifestage models
Investment strategies
Asset manager mandates



Insured benefits

Flex

Competitive and appropriate offerings presented by all insurers
Standardised T&Cs or specifically negotiated for you



Communication

Tailor

Fund-specific communication
Co-branded communication



Death claims

Control

Active involvement in recommending death benefits distribution
Collaborative partnership to achieve a fair and informed final determination



Valued relationships

Continue

Cost contingency reserves to accommodate and retain your trusted service providers

Alexforbes research has shown these results **after employers joined one of our umbrella fund solution:**



A reduction of between 40% and 70% in administration fees

40% and 70%



A saving of between 50% and 60% in group risk cover fees for the average member

50% and 60%



Better engagement with members that leads to higher preservation rates and improved retirement outcomes



Higher returns at lower risk through an integrated investment approach. In fact, the actual experience over the longer term has been returns of between 1% and 2% a year higher. The impact of this is a potential retirement income benefit of between 28% and 65% higher at retirement.

28% and 65%

AFRF is so much more than just a retirement fund

Members can enjoy these features and added benefits at no extra cost:

Alexforbes Rewards

We've collaborated with Randgo, a digital shopping mall, to offer valuable savings and discounts on everyday products and services.



AF+

An online platform that offers a range of carefully selected, independent financial products and providers, making it quick and easy to solve life's financial challenges with confidence.



Enhanced Retirement Benefit Counselling (eRBC)

Enhanced counselling and advice services that provide members with access to easy-to-understand information before they make important decisions about their finances, as well as financial advice if they need help making decisions that are right for them.



My Money Matters toolkit

Access to a dedicated call centre and online member toolkit. It provides targeted support across curated member journeys with access to financial advice, enhanced retirement benefit counselling (eRBC) and learning.



AF Connect

A 'single view' online dashboard to view all savings and any other investments with Alexforbes in real time. Enjoy real-time access to retirement benefits, understand what gaps exist and connect with advice to make more informed decisions regarding financial wellbeing.





More good reasons why Alexforbes should be your first choice.

What sets us apart

Your members ultimately need high quality investment management, value for money and great service.

1
multi-manager in South Africa
with **R454 billion** in AuA and AuM



1
retirement fund administrator in South Africa serving over **one million members**



Holistic solutions spanning across retirement benefits, healthcare, wealth and investments



A purposeful strategic focus to build a future that delivers growth, inclusivity and sustainability



Industry-shaping digital solutions for people to engage and feel in control throughout their financial journeys



Measurable benefits through **Alexforbes member impact reporting**



Focus on growing your people and business.
We'll do the rest - the way you want it.

If you want more information on the customised offering or any of our other umbrella fund solutions, email contactme@alexforbes.com



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insight • advice • impact