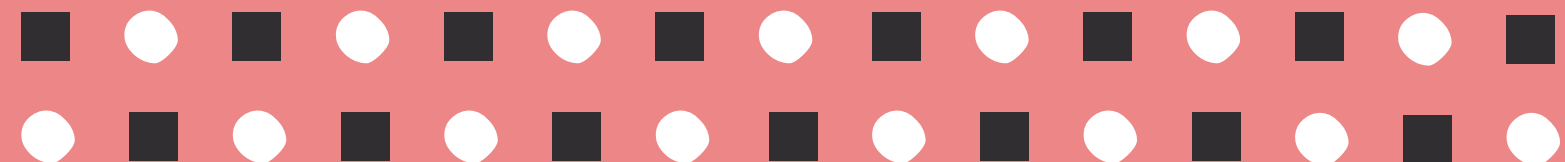


**JUST.**

# RETHINK RETIREMENT

**Company Profile**



# JUST: RETHINKING RETIREMENT

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**There is no quick fix to increase the size of your retirement fund. However, we believe that everyone deserves a retirement income solution that gives good value for their retirement savings and fair treatment.**

We rethink retirement, providing retirement income solutions that improve the lives of our clients and meet their needs. Our focus is on giving our clients financial certainty to help them achieve a secure retirement.

We believe that individual circumstances, including lifestyle and existing medical conditions, should be taken into account when developing a retirement solution. We expect around two in five retirees to be able to increase their guaranteed retirement income by between 10% and 30% with the enhanced annuities we offer.

## BRINGING AN ALTERNATIVE RETIREMENT SOLUTION TO SOUTH AFRICA

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Just was founded in 2014 by retirement specialists who wanted to address certain shortcomings in the South African retirement market. Some of these shortcomings were highlighted by National Treasury in a series of papers.

*“...only about 10% of South Africans are able to maintain their pre-retirement level of consumption after they stop working...”* (Strengthening Retirement Savings, a paper by National Treasury, dated 14 May 2014)

Many retirees select **investment linked living annuities**, desperate for windfall investment gains to make up for inadequate retirement savings. These annuities were designed for the 20% of retirees who have substantial savings after meeting their recurring monthly expenses, or have a severe terminal illness: mainly for the purpose of transferring retirement fund assets to their children on death, or for managing tax over their retired lifetime.

However, *“most South Africans who purchase living annuities face a substantial risk of outliving their assets.”* (Enabling a better income in retirement, National Treasury, 21 September 2012)

The alternative to living annuities is guaranteed life annuities, which pay a guaranteed income for the rest of the retiree’s lifetime, eliminating the risk of outliving one’s assets. Just offers guaranteed life annuities, giving our clients financial certainty. Our guaranteed life annuities are also offered as enhanced annuities, which take into account each individual client’s health and lifestyle factors. For those who qualify, this results in a higher guaranteed income for life than a standard guaranteed life annuity provides. See our Enhanced Annuities brochure for more information.

## WHY CHOOSE JUST FOR YOUR RETIREMENT INCOME?

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01

**We treat customers fairly**

By asking a few health and lifestyle questions, we are able to price fairly, taking into account your individual circumstances. If you have a shorter life expectancy, you should receive a higher (enhanced) guaranteed income for life for the same purchase amount as a person with a longer life expectancy. If you have a longer life expectancy, your income will be paid for the rest of your life, no matter how long you live.

02

**Just is a financially strong, well-established international company**

Just is a subsidiary of the UK-listed Just Group. Just Group is financially strong, with an embedded value of R35bn and a proven track record of enhancing retirement income for over 500 000 customers worldwide.

Just Group is one of the major players in the UK, the world's most established enhanced annuity market. They campaigned successfully in the UK for all retirees to be informed at retirement about annuity options that will provide them with an enhanced guaranteed income for life. We are doing the same in South Africa.

03

**We have a highly experienced local team**

In South Africa, Just has a Board and management team known for their experience and groundbreaking achievements. CEO Deane Moore leads a local executive team with 180 years' collective experience in the South African life insurance and UK enhanced annuities markets. Together they designed and launched the world's first guaranteed income product, with optional medical underwriting, that links annual increases to the performance of specialist asset managers.

## WHY CHOOSE JUST FOR YOUR RETIREMENT INCOME?

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04

**Our guarantees are backed by comprehensive global research**

Just Group has an in-house team of epidemiologists, doctors and bio-medical statisticians who have analysed over 750 000 person years of data and 23 000 global research articles in developing Just's intellectual property on underwriting health and lifestyle conditions in retirement.

The South African team capitalises on this knowledge and experience and has developed it further in the South African context.

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05

**We give outstanding client service**

Just Group is recognised for outstanding client service, having received the highest accolade, a five-star rating for service in the UK for an unprecedented ten years in a row. In South Africa, we have embraced this company value. It is our stated aim to keep our clients at the heart of our business.

# JUST.

RETHINK RETIREMENT

If you would like further information on securing a fair retirement, please contact us at [info@justsa.co.za](mailto:info@justsa.co.za)

[www.justsa.co.za](http://www.justsa.co.za)

*Our registered company name is Just Retirement Life (South Africa) Limited, trading as Just.  
Just Retirement Life (South Africa) Limited is a licensed long-term insurer and an authorised Financial Services Provider.*