




Liberty Corporate
Consultants and Actuaries



LIFE • HEALTH • INVESTMENTS • BUSINESS



Inside this brochure

	An Introduction to Liberty Corporate Consultants and actuaries	04
	Specialised Services	06
	Value Added Services	10

An Introduction to Liberty Corporate Consultants & Actuaries

Liberty Corporate is the business unit within the Liberty Group responsible for meeting the employee benefits needs of the corporate market.

Liberty Corporate Consultants and Actuaries is an independent employee benefits consultancy operating within Liberty Corporate. We are dedicated to providing top quality customer service to larger retirement fund clients who require customised solutions supported by system excellence.

Employer-sponsored retirement funds and group risk funds often represent the only insurance and investment many South Africans have. It is therefore vital to ensure the efficiency and effectiveness of every Rand spent.

By choosing Liberty Corporate Consultants and Actuaries you partner with a provider that both anticipates and meets the changing benefit and service needs of your business.

A proven track record

Consider how important it is to select a professional and capable partner, with a proven track record to manage your employees' retirement savings.

Liberty Corporate is a business unit within a listed entity (Liberty Holdings Ltd) that has been in business for over 50 years. We are also part of the Standard Bank Group which is one of the largest banks on the African

continent with a presence in many off-shore markets.

Market leaders

As a consistent winner of numerous industry awards for excellence in the provision of employee benefits, Liberty Corporate has established itself as a market leader, offering specific solutions to small, medium and large businesses in South Africa.

A wide range of employee benefits

We offer a comprehensive range of employee benefits solutions and products, which can be packaged according to the individual needs of a business and its staff. This significantly contributes to the company's ability to attract and retain good people, by providing access to benefits in a tax efficient and socially responsible way.

Using Liberty Corporate's industry-leading administrative capabilities, employers or trustees have the flexibility of either establishing their own pension or provident fund, or participating in our independently managed umbrella funds.

State of the art technology

Liberty Corporate prides itself on being at the forefront of the industry concerning the use of technology. Our substantial shareholder capital gives us the financial muscle to invest in the latest technological advances.

Innovation

Differentiated benefits or services can help make an employer more attractive to top talent, and help retain existing talented employees. Liberty Corporate continuously analyses leading market trends, both locally and internationally, and remains committed to product innovation. This means that employers always have relevant and competitive employee benefits solutions for their employees.

Flexibility

As a business, we understand that in addition to the changes prompted by the regulatory and business environment, insurance and investment needs change as businesses and funds grow or evolve. Our range of employee benefits solutions therefore has the flexibility to be changed and enhanced in line with your needs over time.

Independence

Expert and objective technical advice is offered with total independence from insurance companies and asset managers. Solutions are designed to suit the individual needs of clients and not any particular house view or product set. We perform risk brokes of the insurance benefits across the market on a regular basis to assist the Trustees in obtaining optimal value for money. Asset managers from across the industry are recommended based on our independent assessment of their capability.

Specialised Services

Clients are able to select from a range of services, each priced individually for full transparency. The following sections outline each of our services.

Consulting services

Small multi-disciplinary teams of professionals with significant experience in the retirement fund industry are hand-picked to service our clients. Each team handles a limited number of clients to ensure that they receive a personalised service at a level that we believe is not presently available elsewhere in the South African market.

Our customer focus is driven by making sure we are accessible, reliable and have open channels of communication at all time. Ongoing re-engineering of internal processes and research into new technologies is aimed at constantly improving service delivery.

Our highly professional Client Service Managers offer a single entry point into our Consultancy by providing the following services:

Benefit design and revision

We establish the needs of all stakeholders, whether employer, employee or Trustee, and then design or revise the existing benefit structure, followed by drafting of the rules and procedures to achieve a suitable benefit and cost structure that meets these requirements.

Advice and support

Our Client Service Managers have considerable experience in the retirement funds industry and provide sound advice and exceptional levels of support to employers, Trustees and fund members in establishing, and managing their employee benefits on an on-going basis.

Some of our services in this regard include:

- Compilation of agenda packs which incorporate necessary reports and proposals for the Trustee meetings
- Secretarial duties such as minute taking
- Member presentations
- Regular communication to Trustees around industry trends and the impact of legislative changes.
-

Member communication

Stakeholder perception is vital in determining how an employee benefit package is valued. We will assist you to develop a comprehensive and unique communication strategy, driving greater understanding amongst members and creating positive perceptions of the benefits that are being provided.

Members also enjoy the convenience of having internet-access to information on their benefits.

Insured benefits

We offer access to a comprehensive range of insured benefits. These products provide vital risk cover and can be linked to your retirement fund or be established as stand-alone benefits. Insured benefits may also be structured pre- or post-tax earnings to optimise their efficiency.

As a business we constantly review the competitiveness of the costs of all your insured benefits across the market to assist you in choosing the right service provider.

We will therefore undertake a full analysis and risk rebroke of your insured benefits during which we will cover the following aspects:

- Costs
- Benefit structure details
- Level of service provided by the insurance companies

We believe that all three aspects should be considered when selecting an insurer. Our Client Service Managers will advise you on the most suitable products and methods of funding the risk benefits that are selected.

Member investment choice

We monitor and compare investment performance and asset management fees against benchmarks so that Trustees and employers have real insight around who they select to invest with from our wide selection of investment portfolios.

Risk profiling tools and in-house investment expertise is available to assist in aligning investment portfolio selection with member or fund objectives.

We also offer innovative “Life Stage” based investment options that automatically allocate investments to less and less risky asset classes as a member nears retirement. This option provides real peace of mind for members, employers and Trustees.

Administration services

We are committed to providing a globally competitive administration service run by a professional and proactive administration team. Administration is the foundation of a retirement fund and our belief is that this is the backbone of our service offering to our clients. A seamless administration service allows Trustees to focus on adding real value to their fund and its members.

Focus on service

Access to information for members of funds and their employers is critical in maintaining efficiency and building trust. By equipping employers with Blueprint Corporate, our world-class computerised administration system, Liberty Corporate Consultants and Actuaries makes available one of the most successful on-line enquiry and servicing facilities in South Africa. This system provides you with real-time access to information on your fund and a market leading level of transparency.

Installation and management

Dedicated administrators trained and experienced in dealing with larger funds, will install and manage your fund in terms of the Rules, legislation and your requirements. Our administrators aim to develop strong working relationships with your HR and payroll departments, and will also provide training on any administration requirements.

Tailor-made solutions

We provide tailor-made employee benefit statements, member booklets, and administration reports designed to meet your unique requirements.

Actuarial services

Our actuaries play an essential role in ensuring that our financial services are constantly enhanced to give our clients access to a comprehensive range of services and products of the highest quality.

The actuarial consulting service provided by Liberty Corporate Consultants & Actuaries includes:

- Actuarial valuations (either statutory valuations or intermediate valuations to assist with the management of the fund)
- Other Statutory work including Section 14 Transfers and Liquidations
- Costing of benefit improvements and individual calculations

- Calculations and advice related to the conversion from defined benefit to defined contribution
- Post-retirement medical liability valuations and funding solutions
- Other employer balance sheet calculations such as for disability payments
- Asset and Liability Modelling and Matching
- AC116/IAS19 reporting.

Asset consulting services

- Our asset consultancy has access to a wide range of expertise which delivers independent investment advice. In partnership with our clients we develop investment strategies and policies which are tailored to meeting your fund's needs.
- This service includes:
 - The development of appropriate investment structures
 - Qualitative and quantitative analysis of investment managers
 - Applying sophisticated asset liability modelling technology to optimise your investment strategy and the identified needs of your fund members.
 - On-going management of your defined strategy, and the measurement of this against relevant benchmarks.

Reporting

In addition to producing insightful investment reports on a regular basis we also analyse the drivers of performance and interpret economic developments. We then highlight what we believe to be appropriate courses of action.

Included in typical reports are:

- Cash flow analyses
- Performance analyses and attribution
- Economic analysis
- Manager evaluation
- Recommendations.

Value Added Services

Individual financial planning

Through our national network of consultants, backed by our Blueprint Corporate system, we provide appropriate advice to individual members, for example, at the time of claim, as well as pre-retirement counselling and seminars.

Wills and trusts

We have negotiated umbrella trust arrangements with preferred providers in this regard, to reduce the costs involved in setting up a trust for beneficiaries.

In partnership with Standard Executors and Trustees, we are able to assist employees in drafting a will and undertaking the necessary financial and estate planning. A national network of consultants gives employees access to this expertise wherever they need it.

Healthcare

We assist employers in accessing expertise in this regard by introducing them to a specialist subsidiary assigned to this function, Liberty Health.

Homeloans

Liberty Corporate handles the administration involved in offering these loans to assist employees for housing purposes through their respective retirement funds.

Group schemes

This offering is available at no extra costs to employer and is aimed at providing employees with access to preferential interest rates on vehicle and asset finance, as well as a wide variety of banking products.

Contact details

For more information please feel free to contact us on:

Physical Address: Liberty Centre
1 Ameshoff Street
Braamfontein
Johannesburg
2001

Postal Address: P.O. Box 2094
Johannesburg
2000

Telephone Number: +27 11 408 2060

Fax Number: +27 11 408 4408

E-mail Address: lca@liberty.co.za

Website: www.liberty.co.za or
www.libertycorporate.co.za

Disclaimer

The information contained in this document does not constitute advice. Any legal, technical or product information contained in this document is subject to change from time to time. If there are any discrepancies between this document and the contractual terms or, where applicable any fund rules, the latter will prevail.

Liberty Life – an Authorised Financial Services Provider in terms of the FAIS Act (License No.2409)



LIBERTY CORPORATE

Consultants and Actuaries

LIBERTY CORPORATE

25 Ameshoff street
Braamfontein
Johannesburg, 2000
+27 11 408 2060
www.liberty.co.za

Please recycle. This brochure has been printed in
South Africa on FSC-certified paper.

© Liberty Holdings 2009. All rights reserved.
This brochure was last updated October 2009.
Reference code: C&A