

31 August 2018
Our ref: FATCA/CRS Compliance

Computershare Proprietary Limited
Reg No 2000/006082/07
Rosebank Towers 15 Biermann Avenue Rosebank
2196 South Africa
PO Box 62053 Marshalltown
2107 South Africa
Telephone +27 11 373 0000
086 110 0913
www.computershare.com
Swift CSEVZAJJ

Dear Shareholder

Tax matters applicable to Namibian Sanlam Limited shareholders

In brief:

- › This letter is important and requires your immediate attention;
- › It has been sent to all shareholders on the Namibian branch register of Sanlam Limited;
- › Tax legislation imposes an obligation on Computershare to collect and report certain information regarding foreign shareholders to the South African Revenue Service ("SARS");
- › Action you **MUST** take is set out in 'What you need to do' below and requires you to provide information to Computershare (**Annexure A**);
- › **Failure to respond to this request for your details may result in incomplete information being provided to SARS and ultimately may result in your account being frozen.**
- › The South African Dividends Tax rate increased from 15% to 20% on 22 February 2017. The Namibian Dividends Tax rate is currently 15% which means that you are entitled to claim a reduced rate of Dividends Tax for the last two dividend payments.
- › To claim a reimbursement of the additional 5% Dividends Tax deducted you need to complete and submit a Reduced Rate Declaration form (**Annexure B**). This reduced rate will apply to all future dividends declared by Sanlam;
- › Relevant information about the FATCA/CRS and Dividends Tax requirements is set out in this letter;
- › **For the avoidance of any doubt, shareholders should seek advice from their own tax advisers or relevant tax authorities.**

A) Tax Residency declaration in terms of Foreign Account Tax Compliance Act ("FATCA") and OECD Common Reporting Standard ("CRS") for Sanlam Limited shareholders

Tax legislation requires Computershare to collect and report certain information associated with financial accounts about shareholders. This legislation enables the automatic exchange of information and includes reporting under the Foreign Account Tax Compliance Act ("FATCA") passed by the United States of America ("U.S.") Government in 2010 as well as the Organisation for Economic Co-operation and Development ("OECD") Common Reporting Standard for Automatic Exchange of Financial Account Information ("CRS"), as implemented in the relevant jurisdictions. In terms of the Regulations, affected financial institutions are required to identify and report to the Tax Authorities information on clients who are U.S. or foreign persons.

The legislation imposes a compliance monitoring and reporting obligation on financial institutions and we are committed to complying with the relevant rules and regulations. We require certain information from you, our client, in order to comply with the provisions of FATCA/CRS.

Our obligations under FATCA/CRS

FATCA/CRS imposes certain obligations on financial institutions including the requirement to perform due diligence on pre-existing accounts. Where any 'indicia' are identified, we are required to collect documentation to establish a client's tax status.

What you need to do

We require you to complete the attached Self-Certification Form (**Annexure A**) and to submit certified copies of relevant supporting documentation which establishes your tax status under FATCA/CRS. **If you have not previously submitted documents for purposes of Anti-Money Laundering legislation (FICA)**, please

provide these with your response. Relevant supporting documentation includes any of the following:

- › **Individuals** – any valid identification document (passport, national identification card).
- › Evidence of Residency, including a certificate of residence issued by an authorised government body (for example, a government or agency thereof, or a municipality) of the jurisdiction in which you are resident, or a utility bill.
- › **Entities** – any official documentation issued by an authorised government body that includes the name of the entity and either the address of your principal office in the jurisdiction in which you are resident or the jurisdiction in which the entity was incorporated.
- › Any audited financial statement, third-party credit report or securities regulator's report.

Please email the forms and supporting documentation to Private.Investor@computershare.co.za by no later than **10 December 2018** or forward the original correspondence to our address detailed below so that we can update our records:

Computershare
PO Box 61051
Marshalltown
2107

If we do not receive a response, we will treat the account as an undocumented "Reportable Account" until the necessary documentation has been received. However, if you are not able to provide a response before **10 December 2018**, please do let us have your form at your earliest convenience so that we can update our records before the next annual reporting deadline.

B) Dividends Tax Reduced Rate Claim

From 1 April 2012, with the introduction of Dividends Tax in terms of tax legislation, dividends are taxed in the hands of shareholders. Therefore with effect from 1 April 2012 and where applicable, we have withheld the required Dividends Tax from your dividends and paid it to SARS on your behalf. The rate of South Africa Dividends Tax increased from 15% to 20% with effect from 22 February 2017.

When does a Reduced Rate apply?

Reduced withholding rates are applicable to certain **foreign resident** beneficial owners. Where a South African resident company listed on the JSE (such as Sanlam Limited) pays a dividend to a foreign resident investor, the shareholder could be entitled to a reduced rate of Dividends Tax based on the provisions of the relevant Double Taxation Agreement (DTA) between South Africa and the country of tax residence of the foreign investor. Currently the DTA between South Africa and Namibia provides for a tax rate of 15%.

How do I claim my refund?

You must complete and submit the attached **Declaration Form (Annexure B)** to us, as follows:

1. **PART A – Beneficial Owner Details** To ensure that the Dividends Tax withheld is correctly allocated, you will need to confirm the validity of the details (e.g. address, identity or registration number and contact details) we hold on our records. We enclose a declaration of status form for this purpose.
2. **PART B – Reduced Rate** Namibian shareholders qualify for a **reduced rate** in terms of the current DTA between South Africa and Namibia. Should you wish to claim your rebate of 5% relating to the last two dividend payments, please advise us, by completing Part B of the enclosed form (i.e. Reduced Rate – Declaration and Undertaking to be made by the beneficial owner of the dividend). Where you are a juristic entity, the declaration will need to be accompanied by an original certified copy of the resolution giving the signatory the relevant authority to sign the declaration.

Please email the forms and supporting documentation to DividendTax@computershare.co.za or forward the original correspondence to our address detailed above so that we can update our records and process your claim.

Further Information

Please contact us on 0861 100 913 or +27 11 373 0000 if you have any questions concerning this letter. As Computershare cannot give you legal or tax advice, you are encouraged to contact your legal or tax adviser if you have specific questions about the impact of the above on your personal situation.

Yours sincerely

Computershare (Pty) Ltd