DTB WEALTH | NEWSLETTER

2026 AUTUMN EDITION

Designing a *meaningful* life.

IN THIS EDITION:

Welcome to the Autumn Edition
of the DTB Wealth Newsletter

South Africans have an enduring optimism that is often laced with humour - a kind of perspective that allows us to **celebrate the small wins with outsized enthusiasm**. Whether it's **199 months without loadshedding**, a surprise fuel price decrease (now an unlikely scenario), or a hard-fought victory on the sports field (especially over Australia or the Kiwi's), these moments are embraced as collective victories. It's a uniquely local trait! We manage to find **lightness** amidst pressure and progress amidst uncertainty.

But even resilient South Africans can feel the pressure build when there are talks of war; or when market volatility and uncertainty begin to weigh on confidence and long-term decision-making. The below illustration by Carl Richards captures this spirit well. While the day-to-day events may feel unpredictable and overwhelming, we are reminded to shift our focus to beyond the horison.

This image to your left really resonates with our approach to investing:

- **staying invested**
- **recognizing opportunity in volatility**
- **and maintaining perspective through cycles.**

2025 will go down in history as a year defined by heightened geopolitical tension and economic uncertainty! It was a year where shifting global dynamics tested markets, yet also revealed the adaptability of investors and economies alike. And South Africa really had a **stellar year** when considering how well our stock market performed compared to other stock markets.

South Africa saw some improvements in energy stability, a more constructive tone around reform, and deep, well-regulated financial markets continue to support the local investment case. Perhaps things would have looked even more rosy at this point in time if the US had not launched strikes on Iran. Despite these challenges, the combination of structural opportunity and a distinctly resilient national mindset, **South Africa remains a favourable investment market** where long-term investors can still find meaningful value beyond the noise.

While we remain **cautiously optimistic** and **mindful** of geopolitical risks, our role is to guide you with a steady hand, ensuring your portfolio is designed for the long term- because ultimately, it's not just about the numbers, but the person behind them and the life those numbers are there to support.

The theme of this edition is ***'designing a meaningful life'***, and throughout these pages we have intentionally explored what that looks like from multiple perspectives. Reg reminds us of how quickly life can change, while Tanya unpacks the Japanese word "kiki" - meaning crisis - and the opportunity that often sits within it. Erna shares a **heartwarming** account of our charitable giving, reminding us of the impact beyond financial returns. We engage with **tax experts** to unpack key insights from the recent Budget Speech; feature an interesting article on the **key numbers for retirement success**; and provide valuable guidance on **cross-border estate planning**. Adam offers thoughtful reflections on **longevity** in his book review, and we share some interesting info on **Artificial Intelligence**.

We hope you enjoy the read — and if you stay until the end, we've included a fixture schedule of upcoming Springbok and Protea matches. After all, sport has a long history in this country of uniting people, giving us meaning, and inspiring hope!

UPDATE FROM ADAM

Book Review: Outlive by Dr Peter Attia – Planning for a Long, Healthy Retirement

Last year we reviewed Heartbreaker a book about Dr Christiaan Barnard — a fascinating look at the history of heart surgery and the life of a great and sometimes controversial South African. He also had some great advice about the concept of retirement. Dr Barnard said "You don't grow old by living a number of years. You grow old when you desert your ideals." To him, people did not decline because of age itself, but because they abandoned purpose. Retirement, if it meant passivity and withdrawal, was a mistake. Even after leaving surgery, Barnard refused to fade quietly. He wrote books, delivered lectures, and threw himself into new passions. Reinvention, not retirement, became his motto. As retirement advisors, we loved this advice.

Sticking with the theme of health and longevity, I recently read ***Outlive*** by **Dr Peter Attia**, and it feels incredibly relevant for anyone thinking about retirement. At DTB Wealth we spend a lot of time helping clients make sure they don't outlive their money. But there's another question that's just as important:

What if you outlive your health?
That's really what Outlive is about.

It's Not Just About Living Longer

One of the big ideas in the book is the difference between lifespan and health span. Lifespan is how long you live. Health span is how long you stay healthy, strong, independent and mentally sharp. Modern medicine has done an impressive job of keeping people alive for longer. But many people spend the last 10–15 years of life managing chronic illness, reduced mobility, or cognitive decline. Attia's argument is simple: we shouldn't just aim to live longer - we should aim to ***live better*** for longer.

For anyone planning retirement, that hits home. Retirement today can easily last 25 to 35 years. That's not a short chapter - it's a whole new book. The quality of those years matters enormously.

The "Four Horsemen"

Attia focuses on what he calls the "Four Horsemen" of chronic disease:

- Heart disease
- Cancer
- Alzheimer's and other neurodegenerative diseases
- Type 2 diabetes and metabolic dysfunction

These are the big drivers of poor health later in life. The encouraging part? Many of the risk factors are within our control. Not entirely - genetics always plays a role - but far more than we often assume. His core message is to stop being reactive. Don't wait for something to break. Be proactive decades before it does.

Sound familiar? It's not very different from good financial planning.

Exercise Is Non-Negotiable

If there's one thing Attia is almost relentless about, it's this: **exercise is the most powerful longevity tool we have.** Not casual movement alone - but proper training. He talks about training for what he calls the "Centenarian Decathlon." In other words: **what do you want to still be able to do at 80 or 90?** Carry your own suitcase? Walk a golf course? Hike with your children or grandchildren? Get up off the floor without help? Then he says we have to start training for that ***now***. It's a powerful shift. Instead of exercising to look better, you exercise to protect your independence decades from now.

Nutrition Without Extremes

On nutrition, Attia avoids the usual "one perfect diet" debate. He focuses more on metabolic health - stable blood sugar, maintaining muscle, avoiding excess visceral fat. There's no magic trick. No miracle supplement.

It comes back to the fundamentals:

- Eat enough protein.
- Avoid constant blood sugar spikes.
- Maintain muscle mass.
- Be consistent.

Nothing flashy. Just sustainable habits done over time. Again, it sounds a lot like investing.

Emotional Health Counts Too

One of the more refreshing parts of the book is Attia's honesty about emotional health. He openly shares his own struggles with stress and imbalance. Longevity isn't just about cholesterol numbers and VO2 max scores. Relationships, purpose and emotional resilience matter just as much. For many retirees, the loss of structure or identity can be more challenging than expected. Financial freedom is important - but purpose is what makes the years meaningful.

Why This Matters for Our Clients

We build financial plans assuming long retirements. We stress-test portfolios. We manage risk. We diversify. But we should apply the same long-term thinking to our health.

There are really two longevity risks:
1. Running out of money.
2. Running out of health.

The ideal outcome is not just a long retirement - but a vibrant one. Outlive is a strong reminder that wealth and health are deeply connected. One without the other limits your options. If retirement is the season where you finally have time, freedom and flexibility- it's worth making sure you have the health to enjoy it.

If You'd Like to Explore Further

Dr Peter Attia hosts a podcast called ***The Drive***, where he interviews experts in health, longevity and performance. Some episodes are technical, but many are practical and insightful. He has also appeared on podcasts like ***The Tim Ferriss Show, Huberman Lab,*** and ***The Diary of a CEO***, which are often more conversational and accessible.

The basics - in health and investing - tend to deliver the biggest returns over time.

Q & A With Legato
Exploring the 2026/2027 National Budget

The recent Budget Speech has once again brought tax, spending and economic priorities into focus for South Africans.

Rather than getting lost in the headlines, we asked Hendrik van der Walt, Director: Accounting and Tax at Legato, to break it down in a simple Q&A format. Below, we cover the key points from this year's budget and what they could mean for your financial planning going forward.

Q1 What were the most important tax changes announced in this year's Budget Speech, and which ones should investors and retirees pay the most attention to?

The headline theme of this budget is that government did not increase taxes and instead gave inflationary relief after two years without adjustments. The most relevant changes for investors and retirees are full inflation adjustment to personal income tax brackets and rebates, which reduces "bracket creep" and slightly increases disposable income. Significant increases were announced to many tax thresholds and exemptions. We saw changes in the medical tax credits, as well as adjustments to other items like retirement fund deduction limits.

Key thresholds were increased to reflect inflation and encourage saving.

ITEM	PREVIOUS	NEW
Tax- Free Savings annual contribution	R 36 000	R 46 000
Retirement fund deduction limit	R 350 000 p.a	R 430 000 p.a
CGT annual exclusion	R 40 000	R 50 000
Primary residence CGT exclusion	R 2mn	R 3mn
Donations tax annual exemption (individuals)	R 100 000	R 150 000
De minimis threshold for annuitisation	R 247 500	R 360 000

Q2 Did the budget introduce any changes affecting retirement funds or the two-pot retirement system?

No, the budget did not introduce major amendments to the system. The two-pot retirement system remains one of the most significant structural changes to the retirement system and National Treasury continues to monitor its implementation.

However, several retirement-related thresholds increased, such as the retirement contribution deduction cap shown in the table above. These amendments allow larger tax-deductible retirement contributions and can be a useful financial planning tool.

Q3 Were there any changes to capital gains tax that investors should know about?

Yes. While the CGT inclusion rates were left unchanged, we did see an increase in CGT exclusions. While the annual CGT exclusion increased by R10 000, it is also worth mentioning that small business disposal exclusion increased from R10mn to R15mn. CGT exclusion at death increased from R300 000 to R440 000. These changes affect not only investors but homeowners as well.

One of the most significant changes announced was the increase in the primary residence capital gains tax exclusion from R2 million to R3 million. This means that when an individual sells their primary residence, the first R3 million of the capital gain is exempt from CGT. This change provides meaningful tax relief for homeowners, particularly in higher-value property markets.

Q4 Were there any updates to donations tax?

This year we also saw an interesting move in terms of donations tax. The current exemption is R150 000 per year for natural persons (up from R100 000). The tax rates themselves however did not change in the budget and donations up to R30mn will still be taxed at 20%, and thereafter it will be taxed at 25%. While donations between spouses remain exempt from donations tax, there has been an important paragraph added to the budget speech that proposes *limiting the spousal donations tax exemption to South African tax resident spouses*. This change mainly affects high-net worth clients emigrating; clients planning to financially emigrate; or cross-border estate planning. It does not affect ordinary spousal transfers between SA tax residents.

Q5 Were there any updates to investment related matters such as Tax-Free Savings annual limits?

Yes. It seems the priority of National Treasury is to encourage long-term savings. The annual contribution limit increased to R46 000 per annum. However, the lifetime limit remains unchanged at R500 000. Higher TFSA contribution limits improve tax-free wealth accumulation, and again should be up for discussion when meeting with your wealth manager.

Q6 Were there any changes to the allowable amount clients can invest offshore?

When clients wish to take money offshore, they typically can do so without having to obtain clearance (or a TCS pin). This was known as your Single Discretionary Allowance. The Single Discretionary Allowance (SDA) for individuals increased from R1 million to R2 million per calendar year. This allows South African residents to transfer or invest a greater amount offshore for discretionary purposes—such as travel, gifts, remittances, donations, and offshore investments—without requiring SARS tax clearance, enhancing flexibility and international diversification opportunities. It is however extremely important to remember that travel expenses as well as any subscription services such as Netflix, Chat GPT etc, forms part of your (new) R2mn allowance.

Q7 What is the overall sentiment of this year's budget?

This year's budget was relatively investor-friendly given the avoidance of tax increases, and the increased savings thresholds, expanded exclusions and increased offshore allowances. The government increased thresholds rather than tax rates, which quietly shifts behaviour toward savings. When a tax system nudges incentives, instead of raising rates, it may signal fiscal pressure without wanting to provoke taxpayers too loudly.

REG'S REFLECTIONS

New events in life come so quickly.

The last few years threw me into a whole new transition. What was a great life lived to the full was turned upside down. I came to accept that retiring from a great business was the next stage. I knew that a time was coming when I would be untethered from the person I'd been for many years. This new stage forces one to question your identity and puzzle over structuring your new life as the familiar life fades into the background.

Within weeks the giddy flow of retirement wears off, and one struggles to let go of being a person fully employed daily. There follows a sense of loneliness, and I felt a vacuum of being at loose ends. If there is one word I can use to help prepare people to approach this sphere of life this is it: Be prepared to embrace loneliness! Life before me was an open canvas. Was I ready to paint on it or was there a dark, scary void? Whilst working for 40 years I had a settled life structure and I knew what I was going to be doing Monday to Friday. Now the question becomes: Is travel, exercise, breakfasts and lunches the answer? What about the physical and psychological boundaries with a partner, and this area becomes bumpy.

And so we went off to Australia for three weeks and hugged our grandsons George and Oliver. What a wonderful time. The baptism service for 8 month old Oliver was an experience of note. Grandkids give one a sense of the heritage that we leave behind. Visiting Australia was an incredible time. It included a week in Tasmania, the island province south of the mainland. The real question for me was whether Australia is a better country to live in than South Africa. One can debate for hours. Obviously, Australia is immaculately clean and safe. The system works if you accept full control being handed to the state. It is a masterpiece of beauty. For me, there is an absence of human passion and freedom. For all the complaints we have about South Africa, I returned home with a warm appreciation for the benefits of living here.

I have incorporated that feeling into the benefits of being retired in South Africa. The affordable cost of living here, high quality private healthcare, natural beauty and climate, professional services. That's why I'm focusing on my Spanish lessons, walking the dog every day and reading as much as possible. The simple message I want to share is: Appreciate the top financial advice you get. Retirement is part of the human experience. There is no simple magic of human happiness. Slowly but surely, we come to appreciate that life is a gift to be enjoyed.


Because a meaningful
life deserves a
thoughtful plan.
DTB
WEALTH

Planning beyond borders: Why your will needs to keep up

Not too long ago, direct foreign investments were mostly reserved for the ultra-high-net worth investor. Most South African investment portfolios looked fairly similar. The bulk of assets were held in local balanced funds, perhaps with a modest allocation to offshore feeder funds. Estate planning in those circumstances was usually quite straightforward. Over the past decade that picture has changed rather noticeably. It is now increasingly common to see investors holding assets across several jurisdictions. Offshore portfolios, global investment platforms and internationally domiciled policies frequently sit alongside local portfolios, retirement structures and business interests.

This development has been a positive one for many investors. Global exposure broadens the opportunity set and provides access to markets and currencies that simply do not exist locally. At the same time, however, it introduces a layer of complexity that is sometimes only considered much later. A will that worked perfectly well when assets were almost entirely South African may not always be well suited to a portfolio that now extends beyond the country's borders. As investment portfolios evolve, estate planning often needs to evolve with them.

Taxation at death

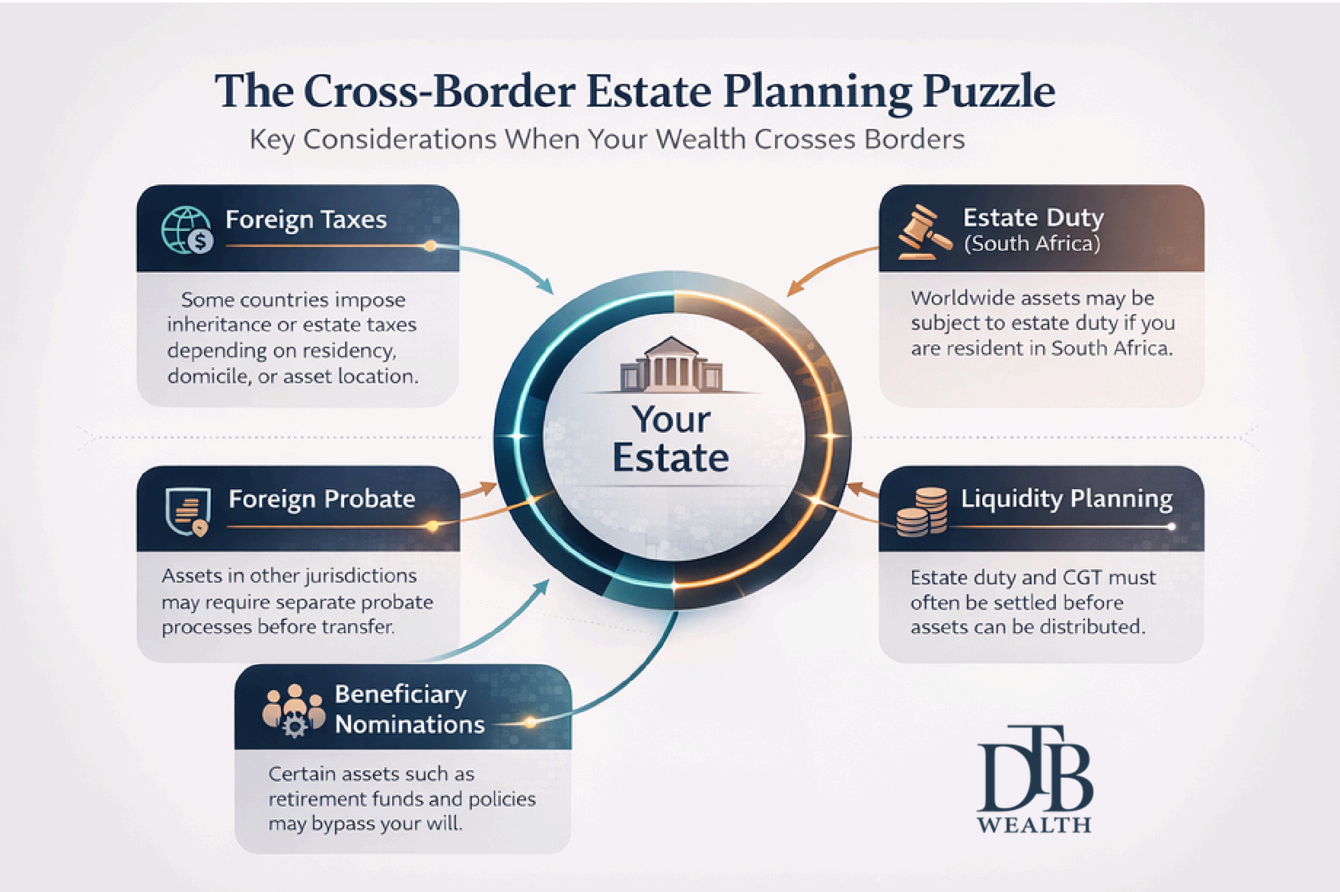
For individuals who are ordinarily resident in South Africa, estate duty applies to their worldwide estate. Offshore investments therefore remain part of the estate duty calculation in South Africa regardless of where those assets are located. That, however, is only part of the story. The country in which the asset is held may also impose its own succession rules, probate procedures or inheritance taxes. Different jurisdictions approach these matters differently. When assets are spread across more than one country, more than one set of rules can apply at the same time. South Africa has entered into double taxation agreements (DTA's) with a limited number of jurisdictions, including the United Kingdom and the United States. These agreements are intended to reduce the possibility of the same asset being taxed twice. Even where tax relief applies, foreign assets can still fall under separate administrative processes before they are transferred to heirs.

Old Mutual Wealth notes that when South African residents hold foreign investments, their estates may be exposed both to South African estate duty and to the succession laws of the country where the assets are located. Coordinating these frameworks is therefore an important part of the planning process.

Liquidity

Estate duty and capital gains tax triggered at death must generally be settled before an estate can be finalised and assets distributed. In estates that hold sufficient cash balances this may not create significant pressure. In many cases, however, the estate consists largely of investment portfolios, shares in companies or other assets that are not immediately accessible.

Offshore holdings can add another layer of complexity. Accessing those assets may require separate probate procedures or administrative steps in the relevant jurisdiction. Where liquidity has not been planned for in advance, executors may be forced to realise investments simply to meet tax obligations. This can mean selling assets earlier than intended or during less favourable market conditions.



Do I need only one will? Or separate wills covering different jurisdictions?

The answer depends on the assets involved and where they are located. In some cases a single carefully drafted will is entirely sufficient. In others, separate wills may help simplify the administration process within each jurisdiction. International estate practitioners frequently encounter delays where probate must be completed in more than one country. Guidance from the Society of Trust and Estate Practitioners (STEP) notes that structuring estate documents to reflect the jurisdictions in which assets are held can help streamline the process. Where multiple wills are used, they need to be drafted carefully so that one document does not revoke another. The assets governed by each will should be clearly defined. Even when only one will is used, separating provisions relating to local and foreign assets can make administration easier.

Beneficiaries

As Ninety One mentions in a recent article: Another important consideration is that not all assets are distributed in terms of a will. Certain investment structures allow investors to nominate beneficiaries directly. These may include retirement funds, living annuities and investment policies. Retirement fund death benefits fall under section 37C of the Pension Funds Act, which requires trustees to determine how benefits are allocated among dependents and nominees. Living annuities operate differently, generally following the nominated beneficiaries and the terms of the product. Circumstances evolve. Investment portfolios grow and change. Families do as well.

A will should therefore be reviewed periodically, particularly when there has been a material change in circumstances. This may include acquiring offshore assets, changes in residency, significant growth in asset values or changes in family structures. When assets span both local and foreign jurisdictions, aligning investment strategy, tax considerations and estate planning becomes especially important. Ensuring that a will reflects that reality can go a long way toward reducing complexity for heirs and preserving the value of the estate.

What is Probate?
Probate is the legal process of validating a will and administering a deceased person's estate.

Key points to understand:

• It can take time
Probate must be completed before assets can be distributed, which can delay access for beneficiaries.

• Each country may require its own process
If assets are held offshore, probate may need to take place in each jurisdiction.

• Costs can add up
Legal, administrative and executor fees can reduce the overall value of the estate.

• It can create complexity across borders
Different legal systems, timelines and requirements can make administering international estates more complicated.

UNDERSTANDING AI

One of our DTB Wealth team members, Tanya Coetzee, recently attended a two day in depth AI course. We asked her to share some of her thoughts in this newsletter:

I recently attended the Daily Maverick GenAI Executive Masterclass- a two-day, hands-on workshop hosted by Rutger-Jan van Spaandonk, founder of Imagineers.ai and a leading voice in AI adoption in Africa, alongside Chris Barker, an ex-McKinsey consultant. Both these men have incredible CV's and a true passion for the world of all things AI.

At first I was reluctant to attend the workshops. Perhaps some of you would resonate, but I became irritated with people using Chat GPT. I felt as though it was an easy way out for many to do basic tasks like write emails or articles- but this course truly changed my perspective on AI. At the end of day one, I left the venue feeling unsettled - not just by what AI can already do, but by how profoundly it could reshape the world as we know it. But after day two I felt inspired, and empowered. The course brought together professionals from across industries, all grappling with the same question: how to move beyond simply experimenting with AI tools like Chat GPT, to meaningfully embedding AI into day-to-day work. True to its design, it was highly practical! Most of our time was spent building real workflows, solving business-specific challenges, and learning how to integrate GenAI into existing processes. GenAI stands for 'Generative Artificial Intelligence'. It refers to a type of artificial intelligence that can create new content rather than just analyse or process existing data. AI is more than just ChatGPT. We explored tools like Gemini (from Google), Claude (from Anthropic), and even built our own GPTs and apps.

My biggest takeaway was that AI is no longer just something to explore out of curiosity, but a capability that can enhance productivity. While it is a lot of information to put down on one page, I decided to rather have it all combined in a two-page infographic. Hopefully this infographic brings some insight into the world of AI. Whether you are cautious about it or ready to embrace it- I hope this sparks a bit of curiosity. I am always happy to share what I've learnt and hope our future engagements will lead to interesting and meaningful discussions on the topic of AI.

Oh- and just for fun, I did ask AI what it thinks I would look like as a futuristic Wealth Manager avatar.

UNDERSTANDING AI

Artificial Intelligence, also known as AI, is everywhere! This two-page infographic will aim to cut through the jargon and help bring clarity on what exactly AI is and how we can use it optimally, and safely. Think of AI as a very fast pattern-matcher; it learns from millions of examples and uses that learning to answer questions, write text, spot fraud, or even suggest the next song to play.

> Q and A with Chat GPT
>
> Q1. What are you?
>
> **I'm ChatGPT — an AI assistant designed to help you think through questions, explain things clearly, and get practical tasks done.**
>
> Q2. Can you think, feel and understand?
>
> **I can simulate thinking and understanding, but I don't actually think or feel the way a human does.**
>
> Q3. What is AI?
>
> **AI is technology that enables machines to perform tasks that normally require human intelligence, such as learning, reasoning, and understanding language.**

How AI learns?

Imagine showing a child a million photos labelled "cat" and "not cat" until they can spot a cat anywhere. AI does the same with data. This processed is called: training. The result is called: a model. Once trained, this model can be used without having to see more examples.

AUTOMATION

Follows fixed rules

Think of an ATM. It dispenses cash when you enter your PIN. It cannot decide to give adivce. It cannot adapt if something unexpected happens.

VS

ARTIFICIAL INTELLIGENCE

Learns from data.

Think of Chat GPT. It answers questions but was never programmed to answer one specific question. It can adapt but it can also be wrong.

VALUABLE TIPS

1) Consider the paid version of at least one AI model.

2) If your business shares personal data on AI, remember that the main risk is that your data may be stored or processed outside South Africa, where different data protection laws apply, which can affect how your information is protected and used

- **Beware of Agentic AI**. It brings with it significant benefits, but also new vulnerabilities such as cybersecurity risks. Agentic AI can be exploited for unauthorized access and data exposure.
- **Beware of deepfake**. AI-generated fake photos, videos or voice recordings that look and sound real continues to be a huge challenge and concern.
- **Beware of the 'yes-man' problem**. Known as sycophancy, AI tends to agree with you or validate your incorrect premises rather than correcting it.
- **Beware of PDF and Excel files**. AI struggles with 'formula blindness' and therefore some excel files may be read incorrectly.

> "AI is an expert at patterns, but humans are the masters of presence. We understand the "weight" of the world because we have to live in it. - Gemini

AI IS...	AI IS NOT
A computer system trained on huge amounts of text, images or data to spot patterns and make predictions	A human brain, consciousness or living being- therefore it has no feelings, desires, or self-awareness
A tool that can generate text, answer questions, translate languages or detect fraud	Always correct- AI can "hallucinate"
Something that gets better the ore data and feedback it receives	The same as a robot
Already in your daily life: like spam filters, Google Maps	Magic or infallible
A powerful assistant- but works best when a human checks its output	A replacement for common sense, professional advice (financial, medical or legal) or ethical judgement

MODEL

The "brain" created after AI training
Examples: Chat GPT from Open AI; Gemini from Google; and Claude from Anthrophic.

LLM

Large Language Model. An AI model trained on vast amounts of data. ChatGPT is a famous LLM.

HALLUCINATIONS

When AI confidently states something which is false. It can invent names, dates, court cases and statistics.

GENERATIVE AI

AI that creates new content. Often design type such as DALL-E which is well known for its ability to generate brand new images.

AGENTIC AI

AI that can take actions on your behalf. It can operate in steps, and make decisions.

PROMPT

The question or instruction you type. Better prompts can help to avoid hallucinations. There are specific prompt engineering methods you can use to obtain better results in AI models.

Consider the following prompt technique:

- ROLE
- CONTEXT
- TASK
- INSTRUCT
- OUTPUT

The key numbers for retirement success

-A Ninety One Article on how much is enough for retirement-

A fundamental question in any financial planning journey is: “How much do I need to save to comfortably sustain my lifestyle in retirement?” Paul Hutchinson, sales manager from Ninety One, wrote a valuable article on the key numbers for retirement success. In this article Paul starts off explaining why it is important to correctly and timeously address this question. After in-depth research, Ninety One found the importance of choosing the right level of starting income. This leads to an interesting conclusion that two numbers seem to play an important role: the number 5 and the number 20. He starts off the article stating:

> “With this starting income level of 5% of retirement capital as your standard, we are able to calculate that you require a capital lump sum equal to 20 times your final salary to invest in an income-producing annuity on retirement. This is the amount required to generate an income equal to 100% of your final salary, post retirement (i.e. a replacement ratio equivalent of 100%). Drawing no more than 5% is considered likely to provide you with an inflation-adjusted income for 30 years, ensuring a comfortable retirement. Any capital lump sum of less than 20 times will result in a lower starting income (a lower replacement ratio) than your final salary and therefore you would need to reduce your monthly expenditure accordingly.”

What level of income is prudent?	How long must it last?	What does this mean?
5% income p.a. If you need R50 000 per month (post tax), this means an annual income of R876,000 per year (pre tax).	At least 30 years post retirement.	You need to have saved 20x your final salary (pre-tax) to achieve this level of income – which means that in this example you need a capital lump sum of R17.5 million upon retirement.

Paul also mentions how important it is to start saving early. It is however valuable to note that while starting early can be a game changer, knowing where you are on the path to your lump sum is just as important. Building an adequate retirement fund is a lifelong journey, as illustrated by the following formulas

"Starting at working age 20:

15% of pre-tax salary x 40 years of employment = 20 times income required at age 60

- In this example, someone starts working at age 20 and saves 15% of their pre-tax salary every month for their entire working career. And, in the event they change jobs, they preserve their existing retirement savings. This proverbial unicorn is one of the minority who can retire comfortably at age 60.

Starting 10 years later

30% of pre-tax salary x 30 years of employment = 20 times income required at age 60

- A more realistic example is where someone does not start providing for their retirement from age 20 or does not preserve their retirement benefits when they change jobs in the first 10 years. They are then required to save twice as much of their pre-tax salary for the shorter 30-year period to achieve the same outcome (or retire at 70).

Starting 20 years later

60% of pre-tax salary x 20 years of employment = 20 times income required at age 60

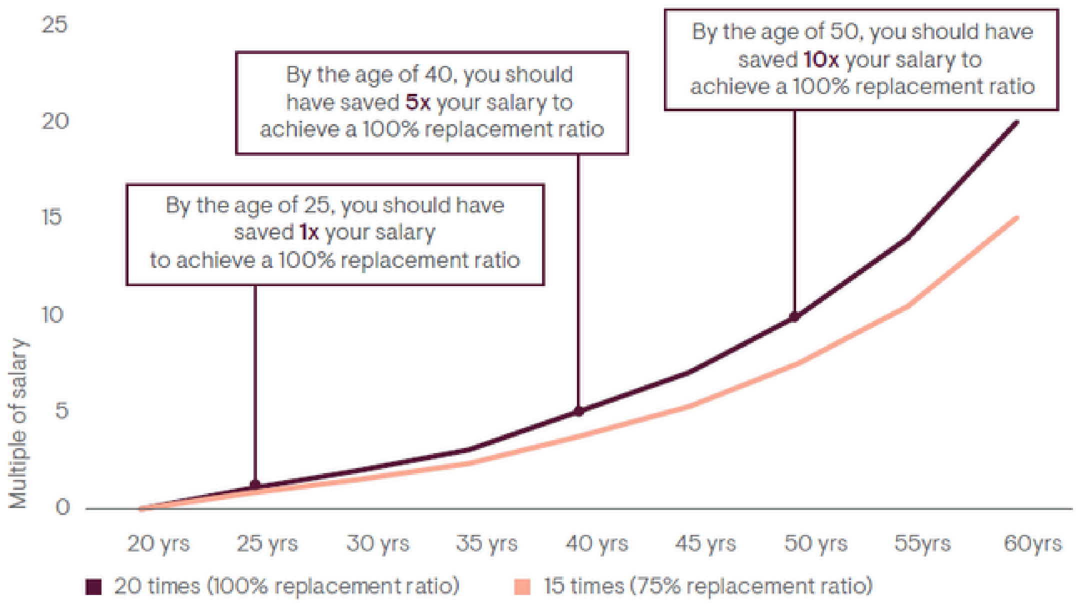
- The more extreme outcome of the example above requires an improbable savings rate of 60% of pre-tax salary (or retirement at 80!).

Clearly, there are no quick fixes to a lack of retirement provision and, for many,very little likelihood of being able to comfortably retire at 60 unless you act wisely at the right time. However, it is never too late to start."

The question many may have is how do you know if you are indeed on the right path. Paul elaborates on this question with the below information and chart:

" The following chart shows you what multiple of your current annual salary you need to have saved at any age between 20 and 60 to ensure a replacement ratio equal to 100%. We have also shown the multiples required for a 75% replacement ratio by way of comparison. A 75% replacement ratio may suffice for many retirees, depending on their lifestyle choices and financial obligations. Once retired, retirees do not typically contribute to a retirement fund anymore. Transport and clothing costs could come down, and they may be debt free, with financially independent children."

Figure 1: Milestones along the way to a comfortable retirement3



Source: Ninety One calculations.

> "So, by age 40, you should have accumulated retirement savings of approximately 5 times your annual salary if you are targeting a replacement ratio of 100%. Another interesting observation of this chart is the acceleration of capital values in later years, a clear illustration of compounding benefits. Note, while it took 20 years to accumulate savings of 5 times your salary it takes only a further 10 years for your accumulated savings to double to 10 times, and then only another 10 years for your accumulated savings to double yet again and reach the magical 20 times!"

A key assumption made by Ninety One when preparing these numbers, is a portfolio return of 7% above inflation. They have also illustrated the value of compound interest and an investors contributions.

> "With this return, 40 years of saving 15% of your pre-tax income should see you retire comfortably, drawing 5% per annum from your savings. However, if returns are 2% higher, at CPI + 9%, you'll have saved 35 times your final salary."

The article shares very valuable information. However, we must caution that "rules of thumb" must always be carefully interrogated and stress tested which is what we at DTB Wealth do when we consider our clients holistic financial reality and needs.

Disclaimer: The content of this article was taken from a Ninety One article. Assumptions: 15% of pre-tax salary saved for 40 years; salary increases at CPI+1.5%; portfolio return (whilst saving for retirement) = CPI+7% p.a. All information provided is product related and is not intended to address the circumstances of any particular individual or entity.


Plan with *intention*.
Live with *meaning*.
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A NOTE FROM TANYA

危機

Crisis: Where opportunity and threat co-exist

In Japanese philosophy, there is a linguistic nuance that carries a profound lesson for the modern investor. The word for "crisis" is ***Kiki*** (危機). While the word itself may not sound like anything meaningful to the Western ear, the Japanese construction of the word tells a very interesting story. It is composed of two distinct characters: Ki (危), representing danger or threat, and a second Ki (機), which signifies opportunity, a machine, or a crucial turning point.

For those of us managing money in an unpredictable climate, this dual meaning is a lived reality rather than a lesson in linguistics. We navigate a world that seems to be in a permanent state of Kiki. On any given day, a glance at the headlines provides an ample supply of the first character: danger. At the time of writing this article America decided to bomb Iran; for a brief period, the air space over parts of the UAE was closed; the Strait of Hormuz, a crucial maritime passage, was compromised; and oil prices shot through the roof.

Yet, as wealth managers focused on a **"Return on Life"** philosophy, we believe that the second character- the opportunity - is where the real work of investing begins. Achieving a meaningful life is not about avoiding the first Ki; it is about developing the temperament to recognize the second.

The Anatomy of the Threat

The "danger" phase of any crisis is linked to our feelings and emotions. The amygdala, that ancient part of the brain designed to keep us from being eaten by predators on the savannah, does not distinguish between a lion in the grass and a red line on a stock market chart. So, when the word 'crisis' hits the financial markets, it signals a threat to our financial security and our legacy- the life we have worked decades to build or the life we still wish to build.Our brain often tempts us to make sweeping, emotional changes to a long-term strategy precisely when we should be standing still.

Unfortunately, for the South African investor, these global tremors are not distant echoes. They arrive at our shores in the form of "sticky" inflation, fluctuating fuel prices, and a temperamental Rand. But it is also in these moments, that we can find opportunity...

The Pivot to Opportunity

The second character, Ki (機), is far more interesting. It suggests a "crucial point". It implies that a crisis is not a dead end, but a pivot. In the world of finance, some of the greatest shifts in personal wealth have occurred not during periods of calm, but in the heart of the storm.

Think back to the global market panic of 2020, or even the local market jitters of the previous decade. Those who viewed the "danger" as a signal to exit missed the "opportunity" that followed almost immediately. But seeing the opportunity requires a shift in perspective that goes beyond mere numbers. It requires an understanding of what your capital is actually for.

If you view your wealth through the lens of Return on Investment (ROI) alone, a crisis is an enemy. If you view it through the lens of ***Return on Life*** (ROL), a crisis is simply a seasonal change. An affluent investor in their 40s might see a market dip as a chance to acquire world-class companies at a discount, effectively "buying" more future freedom. An investor in their 80s, meanwhile, can take comfort in the fact that a well-structured plan accounts for these cycles, ensuring that their lifestyle remains unaffected even when the headlines are grim.

Balancing the Local and the Global

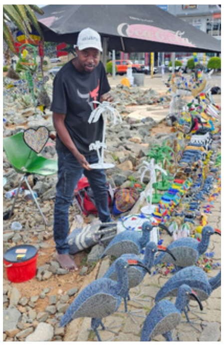
South Africans are notoriously skilled at navigating "danger." We are a resilient people by necessity. However, this resilience can sometimes lead to an imbalanced perspective. We might become so preoccupied with local political noise that we ignore the structural growth occurring in global technology. Conversely, we might become so spooked by global wars that we miss the "opportunity" of a domestic recovery.

In early 2026, the South African story is actually one of cautious improvement. With inflation anchoring closer to the target and structural reforms in the energy sector beginning to yield a more stable grid, the domestic "danger" is arguably receding even as global "danger" remains high. The goal is to build a framework that is robust enough to withstand the first Ki and flexible enough to exploit the second. Diversification provides even more value in times of Kiki. A portfolio with enough exposure to local assets can ensure your current lifestyle is funded, while sufficient global exposure may ensure that your legacy is not tied to the fate of a single geography or currency.

Moving Forward

None of us can control the “danger” element in this world but we can control how we react. When you have a clear "Return on Life" roadmap, the Kiki of the markets becomes less of a terrifying storm and more of a predictable, even if uncomfortable, part of the journey. The danger is very real, but the turning point is where the growth happens.

FROM ERNA’S DESK



DTB Wealth believes in meaningful support

At DTB Wealth, we're constantly searching for ways to help the community, whether it's by making donations or purchasing locally produced goods.

This year, we have chosen to support the wire art work of Darlington Beads. Zimbabwe is where Darlington Dofo (seen in pictures above) is originally from. His grandma raised him when his parents passed away while he was a small boy. Taking care of him and his siblings was a difficult task for her. She used to put food on the table by selling veggies. In order to assist her and his siblings. Darlington, who was not going to school, made the decision to learn beadwork and wire craft. He was unable to attend his grandmother's burial when she passed away in 2025. In order to visit Zimbabwe and place a gravestone on his grandmother's grave, he is saving money.

If you have visited our Sandhurst offices, you may have noticed the large giraffe when entering our office. We also have the charming warthog in our smaller boardroom. Both of these were made by Darlington. He has now created beautiful small keychains for DTB Wealth, which we will distribute to you, our valued clients.

You can find Darlington’s small business at the intersection of Rivonia Road and Central Avenue, in Illovo Square. Stop by to talk to Darlington and take in his incredible artwork.

Erna

SPRINGBOKS – 2026 TEST RUGBY SCHEDULE

PRE-SEASON

20 Jun	SA vs **Barbarians**	HOME	*Nelson Mandela Bay, PE*

NATIONS CHAMPIONSHIP

4 Jul	SA vs **England**	HOME	*Ellis Park, JHB*
11 Jul	SA vs **Scotland**	HOME	*Loftus Versfeld, PTA*
18 Jul	SA vs **Wales**	HOME	*Kings Park, Durban*

RUGBY'S GREATEST RIVALRY – vs ALL BLACKS

22 Aug	SA vs **All Blacks – 1st Test**	HOME	*Ellis Park, JHB*
29 Aug	SA vs **All Blacks – 2nd Test**	HOME	*DHL Stadium, Cape Town*
5 Sep	SA vs **All Blacks – 3rd Test**	HOME	*FNB Stadium, JHB*
12 Sep	SA vs **All Blacks – 4th Test**	NEUTRAL	*M&T Bank Stad, Baltimore*

ONCE-OFF TEST

27 Sep	Wallabies vs **South Africa**	AWAY	*Optus Stadium, Perth*

NATIONS CHAMPIONSHIP

7 Nov	Italy vs **South Africa**	AWAY	*TBC, Italy*
13 Nov	France vs **South Africa**	AWAY	*Stade de France, Paris*
21 Nov	Ireland vs **South Africa**	AWAY	*Aviva Stadium, Dublin*
27–29 Nov	**Nations Champ. Finals Weekend**	NEUTRAL	*Twickenham, London*

PROTEAS– 2026 CRICKET MATCH SCHEDULE

SA vs AUSTRALIA

24 Sep	SA vs **Australia – 1st ODI**	HOME	*Kingsmead, Durban*
27 Sep	SA vs **Australia – 2nd ODI**	HOME	*Wanderers, JHB*
30 Sep	SA vs **Australia – 3rd ODI**	HOME	*JB Marks Oval, Potchefstroom*
9–13 Oct	SA vs **Australia – 1st Test**	HOME	*Kingsmead, Durban*
18–22 Oct	SA vs **Australia – 2nd Test**	HOME	*St George's Park, Gqeberha*
27–31 Oct	SA vs **Australia – 3rd Test**	HOME	*Newlands, Cape Town*

TEST SERIES SA vs BANGLADESH & ENGLAND

15–19 Nov	SA vs **Bangladesh – 1st Test**	HOME	*Wanderers, JHB*
23–27 Nov	SA vs **Bangladesh – 2nd Test**	HOME	*SuperSport Park, Centurion*
17–21 Dec	SA vs **England – 1st Test**	HOME	*Wanderers, JHB*
26-30 Dec	SA vs **England – 2nd Test**	HOME	*SuperSport Park, Centurion*

ODI SA vs BANGLADESH

1 Dec	SA vs **Bangladesh- 1st ODI**	HOME	*Buffalo City, EL*
4 Dec	SA vs **Bangladesh- 2nd ODI**	HOME	*Dafabet St George's Park, Gqeberha*
7 Dec	SA vs **Bangladesh- 3rd ODI**	HOME	*Newlands, Cape Town*

T20 INTERNATIONAL SERIES

10 Dec	SA vs **Bangladesh**	HOME	*Oval, Kimberley*
12 Dec	SA vs **Bangladesh**	HOME	*Willowmore Park, Benoni*
13 Dec	SA vs **Bangladesh**	HOME	*SuperSport Park, Centurion*

Sources: Cricket SA Website, SA Rugby Website
It is possible for fixtures to change.

DTB WEALTH

WE ARE PROUD TO SUPPORT:

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TAG foundation

Contact Us

To start planning your wealth journey.

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