

The Purple **Life Plan**

Bespoke life insurance for you and your family.

The Purple Life Plan

The Purple Life Plan from Discovery is exclusively available to select clients with more than R10 million life cover. This prestigious Life Plan provides comprehensive local and global protection that includes a number of distinctive features, ensuring your needs are met through a bespoke benefit offering.

Taking life insurance to the next level

THE PURPLE LIFE PLAN OFFERS MORE THAN JUST LIFE INSURANCE

While most other insurers tend to follow a one-size-fits-all approach to life insurance, Discovery recognises that your needs and lifestyle are unique. The Purple Life Plan is our elite life insurance product that caters to the specific needs of select clients, and combines holistic, comprehensive cover to ensure you're fully protected. It also ensures that you and your family are protected at home and abroad, and that you are rewarded and financially secure. The Purple Life Plan offers a collection of customisable benefits that cover the full range of possible life-changing events such as death, disability, severe illness, loss of income, and more.



Bespoke protection for you and your family

As a Discovery client, you receive comprehensive protection for you and your family. Our Life Plans offer you upfront and ongoing discounts with rewards throughout your policy term for managing your health and financial wellness. Our dynamic benefits automatically adapt according to your changing needs, ensuring that you and your family receive holistic protection throughout your life.

Exclusive benefits of the Purple Life Plan



ENHANCED PROTECTION

You have access to exceptional integrated protection across all our key benefits, allowing you to receive the most efficient cover and benefit from the leading life insurance structure in the market*. We reward you for healthy living with upfront premium discounts, PayBacks and access to additional payments in retirement.



ACCESS TO THE MOST ADVANCED MEDICAL DEVICES GLOBALLY

To help you get back to your pre-disability lifestyle and regain your independence following a disability, the LifeTime Capital Disability Benefit includes the revolutionary MedTech Booster Benefit. It provides additional upfront and ongoing payouts, bringing the total payout to up to 300% of your insured amount to enable you to access the most advanced assistive medical technology from around the world.



INCREASED COVER WITH NO ADDITIONAL UNDERWRITING

The Vitality Fund provides an immediate 20% boost to your life cover at no additional initial premium. It also allows you to increase your life cover by up to 58% by living healthily, with no additional underwriting.



FLEXIBLE GLOBAL PROTECTION

At no additional cost, you could qualify to convert all or a part of your rand cover amount on your Purple Life Plan to dollars with no additional underwriting, while ensuring premium certainty through a fixed exchange rate for the first three years after conversion.



ACCESS TO THE BEST MEDICAL TREATMENT IN THE WORLD

On the Purple Life Plan, your Severe Illness Benefit automatically includes the enhanced Global Treatment Benefit. This allows you to receive up to 2.5 times your Severe Illness Benefit insured amount for qualifying illnesses treated abroad. You also get the Cancer Exome Sequencing Benefit that provides you with a lump sum to assist in funding the cost of sequencing a tumour to determine the optimal treatment regime.

* Discovery Life is the number one writer of new business in the affluent market according to the 2019 NMG market share report.

Access to the best protection globally

The Purple Life Plan gives you access to our most advanced and comprehensive benefits that enable you to protect yourself and your family globally.

THIS IS ACHIEVED BY INCLUDING:

- An enhanced Global Treatment Benefit on your Severe Illness Benefit on the Purple Life Plan
- The MedTech Booster Benefit on the LifeTime Capital Disability Benefit, which allows you to get up to 300% of your insured amount to access the most advanced assistive devices globally after becoming disabled
- The world's most innovative life insurance product in the form of the Global Education Protector*
- A number of other unique features that are exclusively available through Discovery, such as the Cancer Relapse Benefit on your Severe Illness Benefit.

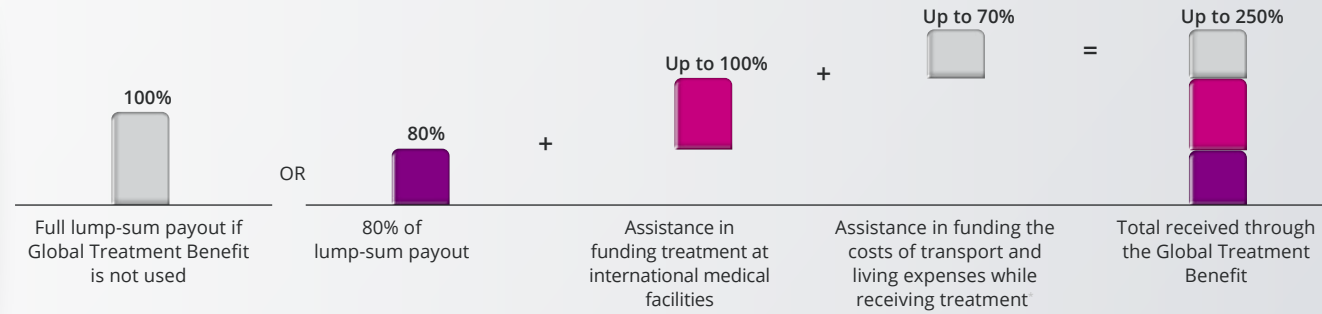
* The Global Education Protector placed as the most innovative Life Insurance Product at the Efma-Accenture Global Innovation in Insurance Awards 2018.

Receive the best treatment globally

The Global Treatment Benefit

This benefit allows you, your spouse and your children (if applicable) to get access to expert medical treatment and facilities around the world. The benefit pays up to 250% of your Severe Illness Benefit insured amount for qualifying illnesses treated overseas.

This includes an amount of up to 70% of your Severe Illness Benefit insured amount (up to a maximum of R3 million) to cover the costs of any medically necessary travel and transport for you, a family member, a doctor and a nurse. This includes a daily allowance of up to \$600 to assist in funding the costs of accommodation and living expenses incurred while receiving treatment for your claimed condition overseas. This feature is automatically included in the Severe Illness Benefit on the Purple Life Plan.



* For illnesses treated with qualifying treatments abroad



The best cancer protection in the market¹



The Cancer Exome Sequencing Benefit provides a lump sum to assist in funding the cost of sequencing certain high-risk tumours to determine the optimal treatment regime. This ensures that you and your family receive the most appropriate treatment, increasing the chance of recovery.



Payment of up to R160,000 for an extensive list of cancers detected early through our Early Cancer Benefit.

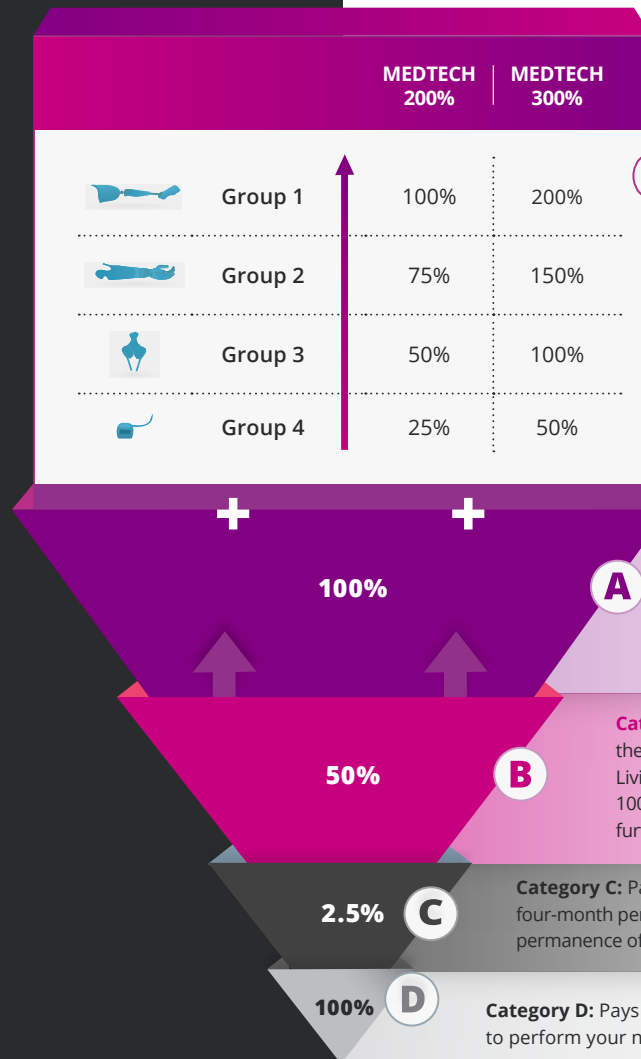


World-first cover for relapses of cancer after a one-year remission is also provided through the Cancer Relapse Benefit on the LifeTime Severe Illness Benefit. The Cancer Relapse Benefit will be paid out in addition to the normal progressive cancer payouts, allowing you to receive up to 365% of your insured amount for a sequence of related cancers.

¹ As voted by the Independent Clinical Oncology Network

Access to cutting-edge medical technology

Some lump-sum disability products in the market only focus on providing for debt or income-related needs. A key factor that is generally overlooked is the need to provide you with a benefit that helps to regain as much of your lifestyle and independence as possible after this life-changing event. Through clinical and technological research conducted by a panel of medical experts, the MedTech Booster Benefit on the LifeTime Capital Disability Benefit provides additional payouts to either assist in accessing cutting-edge assistive medical devices or to help you adjust to a new lifestyle on complete or partial permanent disability.



Key features of the LifeTime Capital Disability Benefit

MedTech Booster Benefit

The MedTech Booster Benefit on the LifeTime Capital Disability Benefit provides additional payouts to assist in accessing cutting-edge assistive medical devices or to help you adjust to a new lifestyle, on complete or partial permanent disability.

You can select from the LifeTime 300 or LifeTime 200 Capital Disability Benefits, which provide additional payouts for a total payout of up to 300% and 200% respectively.

Category A: Pays out 100% if the disability meets the objective medical or Activities of Daily Living criteria. These disabilities can now also qualify for additional payouts through the MedTech Booster Benefit under the LifeTime option.

Category B: Pays out 50% on a partial permanent disability if the disability meets the objective medical or Activities of Daily Living criteria. Automatically includes a Category B upgrade to 100% on the LifeTime Benefit as well as the ability to receive further payouts through the MedTech Booster Benefit.

Category C: Pays out 2.5% of the insured amount at the end of each four-month period if you lose more than 80% of your income while the permanence of your condition is being established.

Category D: Pays out 100% of the insured amount if you are unable to perform your nominated occupation due to injury or illness.

Comprehensive, global protection for your loved ones



Your children and parents receive a certain amount of automatic cover at no additional cost. With the Global Treatment Benefit on the Purple Life Plan Severe Illness Benefit, this effectively allows your children to get up to R625,000 for qualifying illnesses treated overseas, at no additional cost. In addition, the Capital Disability Benefit provides a certain amount of automatic cover for your children.



The Child Protector Benefit offers world-leading protection of up to R6.4 million. It covers relevant severe illnesses for your child, including a 100% payout for all childhood cancers, boosted payouts for overseas treatment, comprehensive sports disability and trauma cover, and a unique funeral benefit.



The Global Education Protector protects your child at every stage of their education journey, ensuring the actual cost of education will be covered if you experience a life-changing event. If you do not claim, it also allows you to fund up to 100% of their tertiary tuition fees through the University Funder Benefit if you lead a healthy lifestyle. Payouts are subject to the limits set by Discovery Life.

The Dollar Swap Option

World-class global protection

Technology and the movement of goods, services and capital across international borders has led to the world's economy becoming integrated and interdependent, making it increasingly difficult to predict where your commitments will lie in the future. To assist in mitigating this uncertainty, and to ensure that you and your family are protected no matter where you may find yourselves in the future, the Purple Life Plan automatically includes the Dollar Swap Option. This benefit allows you to convert all or a part of the rand cover amount on your Purple Life Plan to dollars any time after your first policy anniversary. This conversion is done without any additional underwriting if you meet the qualifying criteria.



ABILITY TO CONVERT TO DOLLARS TO PROVIDE A HEDGE AGAINST UNCERTAINTY

The Dollar Swap Option allows you to swap your Purple Life Plan Benefits for the equivalent Dollar Life Plan Benefits, provided the equivalent benefit exists, at the prevailing rand-dollar exchange rate at the date of conversion, without any additional underwriting (up to a maximum life cover amount of \$3.5 million). As long as you haven't claimed for a severe illness or disability on your Purple Life Plan, this benefit can be activated until you are 65 years old, ensuring that you and your family remain protected against long-term currency fluctuations.

ENHANCED CERTAINTY THROUGH THE EXCHANGE RATE PROTECTOR BENEFIT

When you choose to exercise the Dollar Swap Option, your Purple Life Plan provides additional currency protection for your premiums through the Vitality Exchange Rate Protector Benefit, at no additional premium for the first three years.

The Vitality Exchange Rate Protector ensures that for three years from the date of conversion, the rand-dollar exchange rate used for premium collection on your converted Dollar Life Plan will be fixed at 15% less than the monthly exchange rate on the date of conversion. Thereafter, clients will receive two more three-year periods of locked-in rates, and can increase their exchange rate discount up to 21%. Please ask your financial adviser or refer to the Dollar Life Plan Guide for additional details on the Vitality Exchange Rate Protector.

Vitality and Legacy Fund

Providing you with the ability to increase cover without underwriting

A deterioration in your health could mean you cannot purchase additional life insurance at a time when you need it most. The Purple Life Plan automatically includes the Vitality Fund, which enables you to earn up to 98% additional non-accelerated life cover through living healthily with no additional underwriting*.

HOW IT WORKS

The Vitality Fund consists of three periods of three years each. Over the first three years of this benefit, you can receive 20% additional base life cover at no additional cost (excluding any Cover and Financial Integrator Funds).

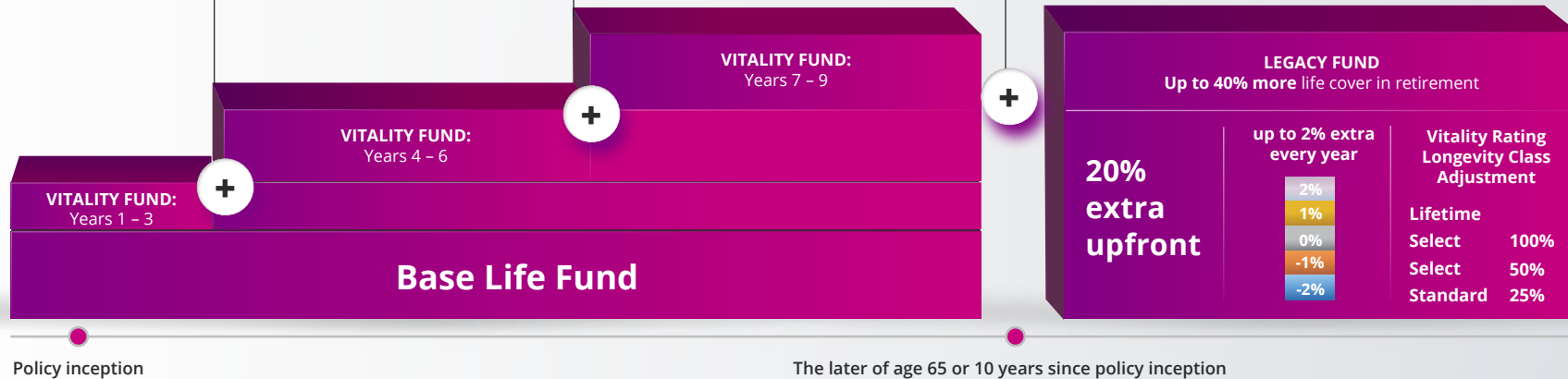
At the end of the first three years, a premium becomes payable for this cover, which will provide you with whole-of-life protection.

This unlocks a new portion of the Vitality Fund of up to 26% (based on your engagement in Vitality in the previous three years), at no additional premium.

At the end of six years, a premium becomes payable for this cover, which unlocks a third portion of Vitality Fund of up to 32% additional base life cover at no additional premium for a further three years.

At the end of year nine, a premium becomes payable for the final portion of the Vitality Fund, which will provide you with whole-of-life cover.

The Legacy Fund provides up to 40% additional base life cover, for which you will never have to pay a premium. Your Legacy Fund will depend on your engagement in Vitality and your health at retirement. Each year, your Vitality status will determine your Legacy Fund adjustment, which will accumulate until the later of age 65 or 10 years since policy inception. This Legacy Fund is then adjusted based on your Vitality Rating Longevity Class, which is determined by the results of your Vitality Health Check at age 65.



The maximum amount of additional cover you can receive through the Vitality Fund is limited to R5 million, and R10 million through the Legacy Fund. These maximums will increase in line with your annual benefit increase. Certain qualifying criteria apply in order to unlock the additional cover at the end of each three-year period.

* If you are older than 55 on the start date of the Vitality Fund benefit, you will only qualify for up to two three-year periods. If you are older than 60, you will not qualify for the Vitality Fund benefit.

The value of Integration

With Discovery, you get significant value by linking your Purple Life Plan to your other Discovery products through Integration.

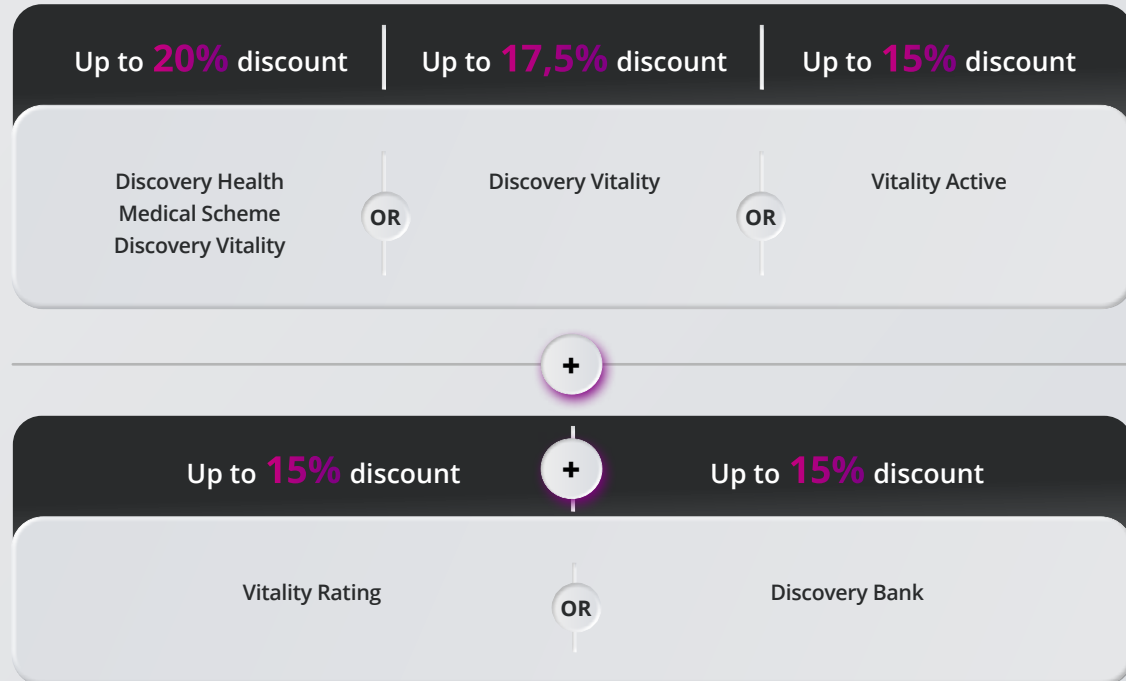
By using the information we collect across the Discovery businesses, we have a better understanding of the steps you take to improve your fitness and manage your health and finances. This allows for significant upfront and ongoing premium discounts, a portion of your premiums back through PayBacks and reduced premiums in retirement.

Upfront and ongoing premium discounts of up to 42%

Through Integration, you can receive an initial premium discount, with the ability to control future premium adjustments by improving and managing your health and financial wellness.

Qualifying clients automatically receive a Vitality Rating premium discount of up to 15% on qualifying benefits. This can be maintained based on the results of your key health metrics, which are measured at the start of your policy.

As a member of Vitality or Vitality Active, or as a member of a medical scheme administered by Discovery Health, or as a qualifying Discovery Bank client, you could qualify for the following upfront premium discounts:



MANAGING YOUR PREMIUM

Each year, we consider your Vitality status and your qualifying health plan claims (if Health Integrated) as well as your Vitality Money status and your average monthly qualifying Discovery Bank account spend (if Bank Integrated) over the previous policy year to gradually adjust the premium discounts.

PROTECTING YOUR PREMIUM

Discovery provides you with premium certainty through the Maximum Protected Premium, and will stop any Integrator adjustments after you undergo a qualifying claim event. This ensures your life insurance premiums remain affordable, regardless of your health.

Financial benefits throughout your policy term

In addition to upfront and ongoing premium discounts, with Discovery's PayBacks Benefit and Buy-up Cash Conversions Benefit, you can receive significant value throughout your policy term by managing your health and wellness.

Additional cash payouts throughout your policy

PAYBACK BENEFIT

By managing your health and wellness, you reduce your mortality and morbidity risk and increase your life expectancy. This reduction in your risk generates a significant amount of value for Discovery, which we can then return to you through premium PayBacks.

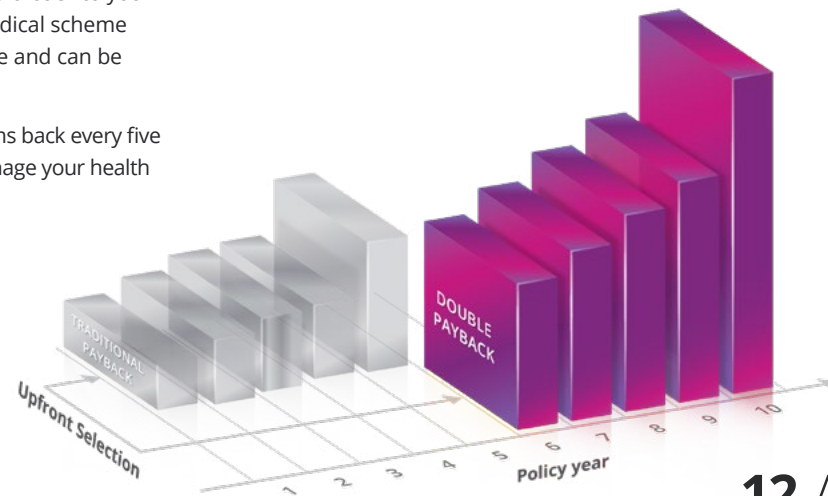
If you add the Financial Integrator to your Classic Life Plan, you can receive Annual Guaranteed PayBacks, where a guaranteed percentage of your premiums is paid back each year for the first 10 years. The percentage of your life premiums paid back to you is based on your qualifying health plan from a medical scheme administered by Discovery Health Medical Scheme and can be up to 10%.

Additionally, you can get up to 50% of your premiums back every five years up to age 65, depending on how well you manage your health and based on the structure of your Classic Life Plan.

DOUBLE PAYBACK OPTION

You can select the Double PayBack option, where you choose to receive your PayBacks five years later and get double the equivalent PayBack percentage compared to the traditional PayBack Benefit. The Double PayBack option unlocks enhanced Guaranteed and total PayBack percentages of up to 100%.

You can choose to switch back to traditional PayBacks during the first 10 years of the policy if you would prefer to realise the value sooner.



Supplementing your income in retirement

THE CASH CONVERSION BENEFIT

For an additional premium, you have the option to **add the Buy-up Cash Conversion Benefit of up to 200%** of the Financial Integrator Fund and Cover Integrator Fund, which pays out in four equal instalments every four years from age 65. These payouts will not reduce your cover.

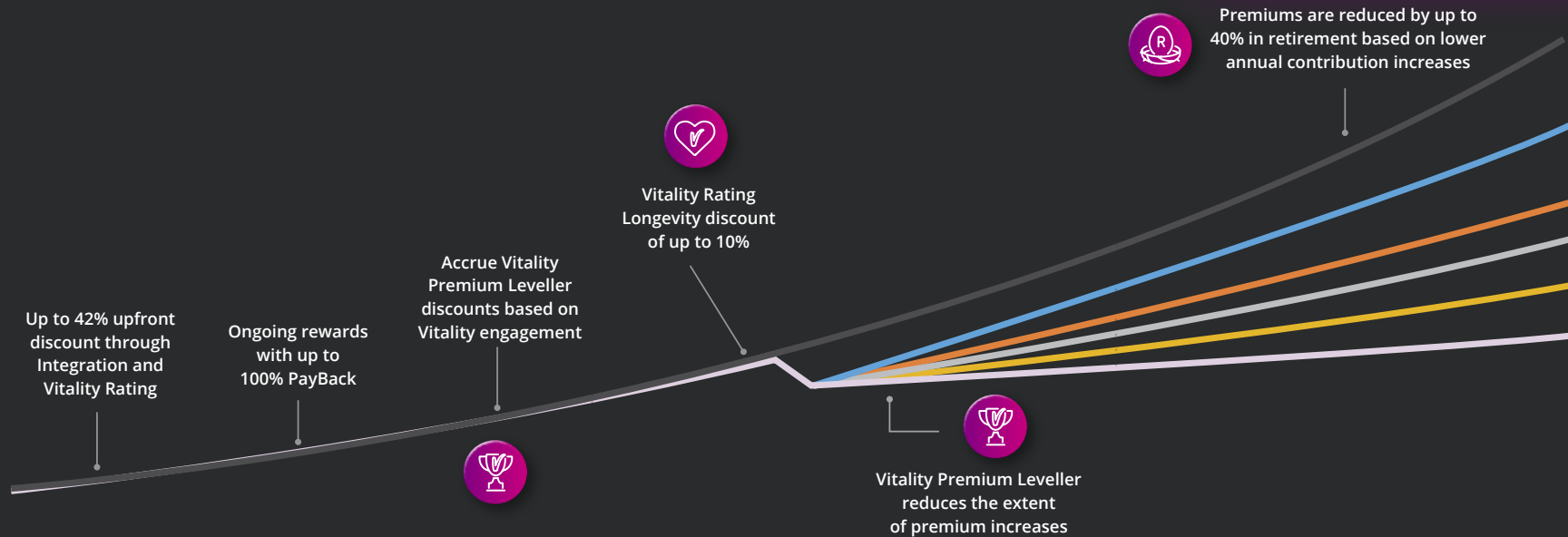
Please note that the Buy-up Cash Conversion Benefit is not an investment product, but a risk benefit. Therefore, no lapse or surrender value will be provided before the payouts become due.

Lower premiums in retirement

01 USING VITALITY ENGAGEMENT PRE-RETIREMENT

02 UNLOCK A FUTURE INTEGRATOR DISCOUNT OF UP TO 10%

02 SIGNIFICANTLY LOWER PREMIUMS IN RETIREMENT



The Vitality Premium Leveller uses your Vitality engagement throughout the duration of your policy to reduce your premiums by up to 40% in retirement. The benefit is automatically included on the Purple Life Plan and reduces your annual premium increases for qualifying benefits once you reach retirement*.

* The later of age 65 or 10 years after benefit inception

At retirement*, a tailored Vitality Health Check targets relevant goals for your BMI, cholesterol, glucose and blood pressure as well as additional age-specific assessments. Based on these results, you can lock in a Vitality Rating Longevity discount of up to 10% on your qualifying Discovery Life premiums.

By leveraging the health and wellness insights provided by Vitality throughout the lifetime of a policy, you can access additional long-term sustainability mechanisms to ensure that you remain protected in retirement.

Discovery Retirement Optimiser

Convert some of your life cover into extra income for your retirement

If you have a Discovery Purple Life Plan, the Discovery Retirement Optimiser can help you increase your savings before you retire, and you get more out after you retire.



Benefits available to you on the Discovery Retirement Optimiser

INCREASE YOUR RETIREMENT SAVINGS BY CONVERTING UNUSED LIFE COVER

This boost enhances your retirement income by converting your unused life cover into tax-free payout payments when you retire. As a Purple Life client, you can enjoy an increased Life Plan Optimiser boost. This enhanced Life Plan Optimiser boost for Purple Plan clients is paid out in yearly tax-free payments in retirement for the rest of your life, thus increasing your retirement income. The payouts are paid from your Life Fund and your Life Fund decreases as the payouts are made.

This benefit is known as the Purple Life Plan Optimiser.

RECEIVE MORE RETIREMENT INCOME IF YOU BECOME DISABLED OR SEVERELY ILL

The benefit increases your retirement income by up to **25%** if you become disabled or severely ill while retired.

This benefit is known as the Ill-health Income Booster.



To get this benefit:

- You must invest in a Discovery Retirement Income Plan when you retire and keep your Discovery Life Plan active.
- If you invest R5,000 a month or more in the Discovery Retirement Optimiser and you own a qualifying Discovery Purple Life Plan, you qualify as a Purple client and can thus enjoy an enhanced Life Plan Optimiser.

- You must invest in a Discovery Retirement Income Plan when you retire and keep your Discovery Life Plan active.

GROW REINVESTED PAYBACKS

If you receive PayBacks from your Discovery Life Plan, you can reinvest them in your Discovery Retirement Optimiser. When you retire, we will boost your reinvested PayBacks by an extra amount. The boost can be up to **100%**.

This benefit is known as the Retirement PayBack Booster.

PAY LOWER FEES WHEN YOU CHOOSE DISCOVERY FUNDS

Save between **50%** and **100%** of your yearly administration fees and asset management fees by investing in qualifying Discovery funds. This benefit ends when you retire. The amount you will save depends on the size of your retirement contributions.

This benefit is known as the Retirement Investment Integrator.

UP TO 60% REFUND OF YEARLY ADMINISTRATION FEES WHEN YOU CHOOSE EXTERNAL FUNDS

If the funds you chose do not qualify for immediate discounts, you can benefit from Fee PayBack. On your selected retirement date, we will pay up to **60%** of your yearly administration fees back to you, plus growth, depending on the term of your investment. If you reduce your monthly retirement contributions or transfer money out, it will reduce the amount of fees paid back to you.

This benefit is known as Fee PayBack.

GET A BOOST ON EACH CONTRIBUTION OF UP TO 15%

Through Vitality, you can get a boost of up to 15% on each contribution you make into qualifying Discovery funds. The boost depends on your Vitality, Vitality Drive and Vitality Money statuses at the time of the contribution and the Vitality Active Rewards goals achieved in the month prior, subject to a maximum based on the term remaining until your selected retirement date. This boost will grow with your investment and will pay out at your selected retirement date.



- You must have a Discovery Life Plan with the PayBack Benefit.
- You must choose to reinvest your Discovery Life Plan PayBacks in your Discovery Retirement Optimiser.
- The amount added depends on the size of your Life Plan premium and your Discovery Retirement Optimiser contributions.



- You must continue your monthly Discovery Life Plan premiums and your Discovery Retirement Optimiser contributions.
- You must maintain a Discovery Life Plan premium above the minimum required for this feature.
- You must keep your money invested until your selected retirement date to enjoy the full value of the benefit.



- You must continue your monthly Discovery Life Plan premiums and your Discovery Retirement Optimiser contributions.
- You must keep your money invested until your selected retirement date to enjoy the full value of the benefit.



- You must continue your monthly Discovery Retirement Optimiser contributions.
- You must keep your money invested in qualifying Discovery funds until your selected retirement date to enjoy the full value of the benefit.

This brochure is a summary of the benefits offered by Discovery Life's Purple Life Plan. Speak to your financial adviser about the full range of Discovery Life's Purple Life Plan products. For more information, visit

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Discovery Health (Pty) Ltd; registration number 1997/013480/07, an authorised financial services provider, administrator of medical schemes.

The Discovery Health Medical Scheme is an independent non-profit entity governed by the Medical Schemes Act, and regulated by the Council for Medical Schemes. It is administered by a separate company, Discovery Health (Pty) Ltd, an authorised financial services provider.

Discovery Bank Limited. Registration number 2015/408745/06. An authorised financial services and registered credit provider. FSP number 48657. NCR registration number NCRCP9997. Limits, terms and conditions apply.
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