



GOLD PAYBACK OFFER

DISCOVERY ESTATE PRESERVER



*Clients who take up holistic estate planning get enhanced value through **guaranteed Gold Vitality status PayBacks for three years***

For a limited period, the Gold PayBack offer allows clients who take out a Discovery Estate Preserver policy to further benefit from the value generated through our Shared-value Insurance model. Qualifying clients receive a guaranteed Gold Vitality status PayBack accumulation for the first three years of their policy when they integrate their Discovery Estate Preserver with Vitality.

Take your legacy to the next level with the Discovery Estate Preserver

We introduced the Discovery Estate Preserver to ensure clients' families are comprehensively protected against the legal costs and administration associated with death. This provides clients' loved ones with complete peace of mind that their estate will be managed and administered by the highest quality fiduciary specialists, and that associated costs will be covered too.



KEY FEATURES

Fee Indemnity Benefit, which provides indemnity for legal fees associated with winding up an estate.

Contribution Protector, which covers ongoing contributions for the family of the deceased.

Liquidity Benefit, that provides much needed liquidity for the period after death when funding is needed for funeral and other costs.

Estate Planning Benefit, which provides cover for estate duties due on the estate.

RETURNING EXCEPTIONAL VALUE THROUGH **DISCOUNTS AND PAYBACKS**

By simply linking their Discovery Estate Preserver to Vitality, clients can immediately unlock an upfront discount that they can maintain throughout their policy, earn PayBacks on their premiums and receive free will storage through our unique PayBack benefit.

Get discounts on Discovery Estate Preserver premiums

Upfront and ongoing premium discounts of up to 17.5%.

Clients have the ability to control future premium adjustments by improving and managing their health and wellness.

Paybacks on Discovery Estate Preserver premiums

Clients can get up to 20% of their premiums back every five years, depending on how well they manage their health and wellness. Will storage fees can also be returned through PayBacks if clients store their will with our preferred provider.

| | VITALITY STATUS | | | | |
|----------------------------------|-----------------|--------|--------|------|---------|
| | Blue | Bronze | Silver | Gold | Diamond |
| PayBacks on Vitality Integration | 5% | 7.5% | 10% | 15% | 20% |



The Gold PayBack offer in action

Kick-start the value returned through the Discovery Estate Preserver with minimum Gold PayBacks for the first three years

Discovery Life's Gold and Diamond members have 50% lower mortality and morbidity rates compared to non-engaged Vitality members and live longer, more productive lives. To allow all clients to experience the significant value returned through PayBacks, clients who take out a new, qualifying Discovery Estate Preserver policy will receive a minimum of Gold Vitality status PayBacks for the first three years of their policy.

How does the Gold PayBack offer work?

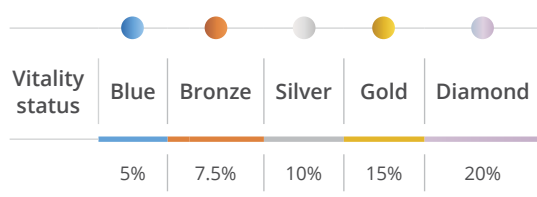
- 01 | All qualifying clients will earn PayBacks assuming a Gold Vitality status for the first three years of their policy, regardless of their actual Vitality status. However, clients on a Diamond Vitality status will earn Paybacks based on that Vitality status.
- 02 | After the three-year period ends, the PayBack accumulation will revert to being calculated according to the client's normal PayBack Matrix.

Qualifying clients can experience the significant value proposition of a Gold Vitality status

The tables below illustrate the value to clients as a result of taking out the Discovery Estate Preserver together with this offer:

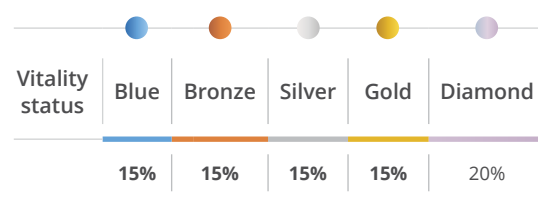
TRADITIONAL PAYBACK MATRIX

Vitality Integration



PAYBACK MATRIX WITH OFFER

Vitality Integration



SIGNIFICANT VALUE RETURNED THROUGH THE GOLD PAYBACK OFFER FOR ALL CLIENTS

Through the Gold PayBack offer, clients receive significant value regardless of their Vitality status. All clients can now accumulate a minimum of Gold Vitality status PayBacks for the first three years of their policy. The example below illustrates the value that can be returned through this offer.

EXAMPLE



John takes out a Discovery Estate Preserver policy with a selected asset cap of R20 million that includes a Liquidity Benefit of R40 000 and Contribution Protector of R8 000. He also adds the Estate Planning Benefit at R500 000 and his total monthly premium comes to R159.

As a result of the offer, he qualifies to receive a PayBack on a Gold Vitality status for the first three years. After completing the Vitality Health Check at the start of his policy, John's achieves a Bronze Vitality status at his first policy anniversary. Encouraged by the significant additional value he received through the PayBack benefit, John continues to engage in his health and wellness activities and reaches a Silver Vitality status on his second policy anniversary, and a Gold Vitality status by his third policy anniversary.

| | Year 1 | Year 2 | Year 3 |
|----------------------------------|-------------|-------------|-------------|
| | Bronze | Silver | Gold |
| Annual Premium | R1 906 | R2 060 | R2 231 |
| Annual 5-yearly PayBacks | R143 | R206 | R335 |
| Additional PayBack earned | R143 | R103 | R0 |
| Effective monthly premium | R135 | R146 | R158 |

As a result of receiving a PayBack based on a Gold Vitality status for three years, John received an additional amount of R246 through the PayBack Benefit, 36% more than he would have received otherwise. This allowed John to experience an effective premium saving over the first three years of his policy.

Assumptions: AcceleRator, ABI = CPI, 40 year-old male, non-smoker, SE class 1

TECHNICAL DETAILS

- As a result of this offer, clients will receive guaranteed PayBacks of at least Gold Vitality status, regardless of their Vitality status, for the first three years of their policy. Clients on Diamond Vitality status will receive the higher PayBack according to Diamond status.
- After the three years, the normal PayBack percentages will apply as per the workings of the Discovery Estate Preserver.
- Qualifying Life Plans include new Vitality Integrated Discovery Estate Preserver policies.
- Minimum and maximum entry ages, expiry ages and benefit levels or sums assured for this offer will be the same as for the Discovery Estate Preserver policy
- If a client ends their Vitality membership, the offer will be removed.
- The quotes must be uploaded any time from 29 January 2021 to 31 March 2022 (inclusive), with a start date from 1 January 2021 to 1 June 2022 (inclusive). Policies that qualify for the offer, but then move the start date to a date outside those specified above, will still qualify for the offer.
- Please note that the normal PayBack rules apply to this offer, unless explicitly stated otherwise.

