

Snapshot of our performance and evolution

Five years ago, we set Ambition 2018 – **to be the best insurer in the world and a powerful force for social good.** To achieve this, we set a number of stretch targets.

OUR PERFORMANCE IN

2013

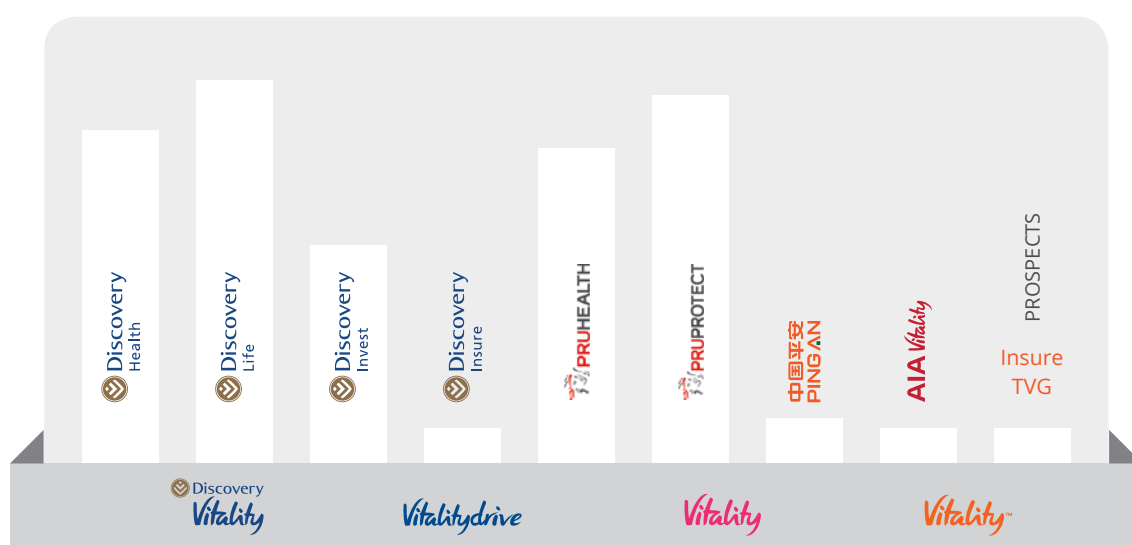
Business model largely focused on primary market of South Africa, with initial expansion into secondary and partner markets

NORMALISED OPERATING PROFIT

R4 billion

OPERATIONAL IN

five countries



2018

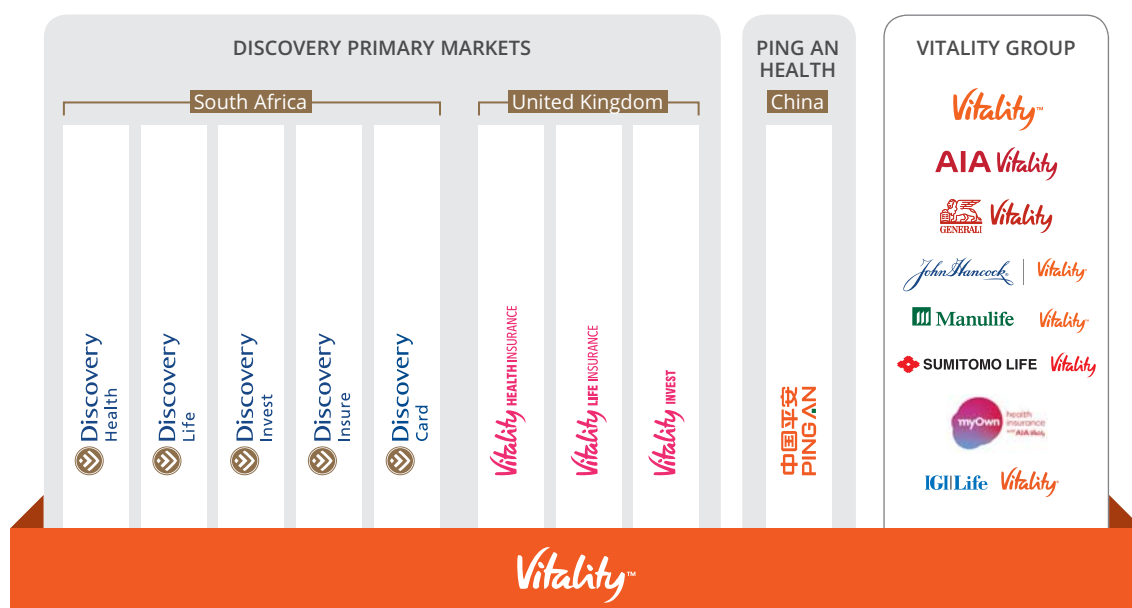
Business model results in world's largest platform for behaviour change, benefiting global partner insurers

NORMALISED OPERATING PROFIT

R8.3 billion

OPERATIONAL IN

19 countries with more in the pipeline



We operate in **19 countries** and impact **3 million lives** through insurance linked with Vitality, and **5.9 million lives** with Vitality as a stand-alone product.

A total of **8.9 million lives** are impacted by Vitality around the world.



In 2018, we moved into new headquarters in South Africa to house more than **7 000 employees** in one building. 1 Discovery Place is the largest new building to receive a **five-star rating from the Green Building Council of South Africa**.

The Discovery Foundation has, since 2006, invested over **R210 million** towards South Africa's healthcare system.



44 community health projects received support worth **R32.1 million** from the Discovery Fund in 2017/2018.

Our employees volunteered more than **10 000 hours** of their time, creating over **R1.8 million** in value for beneficiary organisations in 2017/2018.



Efma-Accenture named Discovery Life as the **silver winner in two categories for innovation in its insurance products**, the Managed Care Integrator and the Global Education Protector.

Normalised operating profit

UP

17%
to R8.3 billion

Normalised headline earnings

UP

16%
to R5 401 million

Core new business

UP

10%
to R16 137 million

The Group generated

R10.6 billion
in cash from
in-force businesses

After payment of tax, dividends and interest on debt,

R7.8 billion
invested in new business
and R2 billion in new
initiatives

Three substantial new businesses

were launched in the period and the Group is on track to launch Discovery Bank to market