

# Fedhealth Medical Scheme

Technical analysis Version 1.1

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## 1 | Summary of Fedhealth 2022 benefit changes

### General changes

- Preferred providers for cancer
  - All members have choice of an oncologist with ICON or SAOC (instead of the original DSP network). Members will have access to most oncologists in SA and thus no copayment for voluntary non-use of DSPs.
- Screening benefit for children
  - HPV vaccine for female beneficiaries aged between 9 and 14 years covered from Risk.
- Mammogram frequency
  - Covered on screening benefit once every 2 years as opposed to being covered previously once every 3 years.
- Aligned benefit for cancer cover
  - Benefit offers palliative care to members diagnosed with advanced stage or metastatic cancer which provides relief from symptoms and stress.

### Plan changes

- Tighter restrictions on private hospitals
  - flexiFED 2, 3, 4, Maxima Exec and Maxima Plus previously covered planned procedures at any private hospital. For 2022, there are 7 hospitals that have been excluded.
- Additional copayments and sub-limits
  - On flexiFED 4, certain expenses paid from the threshold benefit are now subject to sub-limits
  - Additionally, a 20% co-payment has been introduced on most claims paid from threshold benefit
  - Limit added to myFED hospital cover GPs and specialists not on Fedhealth network covered up to Fedhealth Rate now up to a combined limit of R2 500
  - No longer a 40% co-payment if HIV/AIDS medicine is not obtained from Pharmacy Direct
- Removed benefits
  - Spinal surgery benefit removed from flexiFED 1
- Added benefits
  - Stress and Anxiety benefit on flexiFED 1. Benefit will cover virtual consults with a psychologist that is paid from Risk
  - COVID-19 benefit that has allowed the addition of courier pharmacies to the scheme's DSPs and cover for 3 different types of in-vitro tests for COVID-19
  - Hospital at Home benefit on MaxiFED plans that brings essential elements of in-patient care to the patient's home



## 2 | Key observations

| Exceptional growth<br>within a contracting<br>industry | <ul> <li>In 2021 DHMS experienced extraordinary growth of around 26 000 lives. This level of growth is exceptional given that the open medical scheme industry has been contracting over the past few years.</li> <li>Despite gaining 30,387 beneficiaries through the Topmed amalgamation, Fedhealth grew by only 12,350 beneficiaries in 2019. In 2020, the scheme shrank by 12,934 members. This means the scheme lost ~8% of its members which raises concerns about the future growth of the scheme.</li> </ul>   |
|--|--|
| 2<br>Financial performance                             | <ul> <li>Over the last 7-year period (excluding 2017 and 2020), Fedhealth has experienced negative net healthcare results (-R507 million in aggregate).<br/>Negative net healthcare results are a concern for sustainability and suggest higher future contribution increases to offset loss-making results. Large<br/>net healthcare losses experienced in 2019 likely due to poor lives gained from the Topmed amalgamation.</li> </ul>  |
| 3 Cover for complex conditions as they arise           | <ul> <li>DHMS offers richer oncology cover including:         <ul> <li>Threshold benefit which offers 80% cover even when thresholds are reached (as opposed to a limit which offers no cover above the limit)</li> <li>Cover for specialized medication and treatment including Brachytherapy, biologics and new-to-market medication</li> </ul> </li> <li>The MyFED and FlexiFED options only provide PMB level-of-care or access to tier 1 treatment protocols for oncology treatment with no cover for specialised medicine including biologic drugs unless PMBs, whilst the higher-end options include an overall limit with sub-limits on specialised medicine.</li> </ul> |
| (4)<br>Membership profile                              | <ul> <li>Fedhealth has a higher average age and pensioner ratio than many other open medical schemes (40.1 vs 35.3 average age and 17.9% vs 10.8% pensioner ratio for all open schemes). This demographic profile will continue to impact the scheme's claims experience and contribution increases over time.</li> </ul>  |
| 5<br>Integrated benefits                               | <ul> <li>Access to a free Discovery Pay transactional account, that embeds:         <ul> <li>Seamless integrated payment solution for healthcare payments</li> <li>Pay as you Gym access to Virgin Active and Planet Fitness facilities</li> <li>Access to Vitality Travel, offering 10% off all flights, accommodation, holiday packages and car hire</li> </ul> </li> <li>3 months free Vitality, the world's leading behaviour change programme.</li> </ul>   |
| 6<br>Advanced healthcare<br>delivery                   | <ul> <li>DHMS has invested in a digital healthcare ecosystem to improve healthcare delivery, quality and servicing.</li> <li>Through Discovery's unique Connected Care benefit, DHMS members have access to a range of advanced, high quality home-based healthcare solutions, across the continuum of healthcare needs.</li> <li>Hospital at Home offers DHMS members access to hospital-level care and services delivered in the comfort of their homes, with 24-7 clinical oversight and full cover for monitoring devices and services required for the optimal at-home recovery</li> </ul>  |



### 3 | Sustainability: Performance metrics

|  | DHMS   |                  | Fedh         | ealth                           |
|--|--|------------------|--------------|---------------------------------|
|  | 2020   | Change '19 – '20 | 2020         | Change '19 – '20                |
| Administrator                              | Discovery He   | ealth (Pty) Ltd  | Medscheme Ho | oldings (Pty) Ltd               |
| Global Credit Rating                       | A  | AA .             | A            | A-                              |
| Number of principal members                | 1 330 513  | -21 207 (-2%)    | 74 494       | -5 321 (-7%)                    |
| Number of beneficiaries                    | 2 758 340  | -49 766 (-2%)    | 143 970      | -12 934 (-8%)                   |
| Market share (% open scheme beneficiaries) | 57.1%  | +0.2 p.p.        | 3.0%         | -0.2 p.p.                       |
| Average age per beneficiary (years)        | 34.9   | +0.5 years       | 40.1         | +0.8 years                      |
| Pensioner ratio                            | 10.2%  | +0.6 p.p.        | 17.9%        | +1.3 p.p.                       |
| Net healthcare result (R '000)             | R7 45  | 60 736           | R111         | 236                             |
| Reserves (R '000)                          | R27 528 785  | +R8 319 437      | R1 655 725   | +R189 158                       |
| Solvency ratio                             | 36.9%  | +9.4 p.p.        | 44.7%        | +1.2 p.p.                       |
| Headline increase for 2022                 | 7.9% from October 2022<br>(2.0% weighted average increase) |                  |              | April 2022<br>average increase) |



## 4 | 2023 impact of underpricing medical inflation

|          | 2021 AND 2022 INCREASE | REQUIRED INCREASE BASED ON<br>HISTRORIC MEDICAL INFLATION | FUTURE PRICE SHOCK REQUIRED IN 2023 |
|----------|------------------------|---|-------------------------------------|
| DHMS     | CPI + 3.1%             | CPI + 4.1%  | CPI + 4%                            |
| Industry | CPI + 1.1%             | CPI + 5.0%  | CPI + 11%                           |
| Scheme A | CPI + 1.0%             | CPI + 5.1%  | CPI + 11%                           |
| Scheme B | CPI + 1.2%             | CPI + 4.4%  | CPI + 9%                            |

## DHMS

Experienced increase: **CPI + 0.2%** during 2021 and 2022

Industry

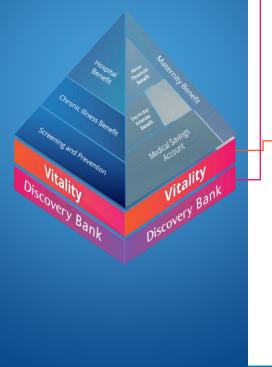
Experienced increase: CPI + 0.7% during 2021 and 2022

Contribution levels: **remain on par with anticipated claims** experience once COVID-19 becomes endemic

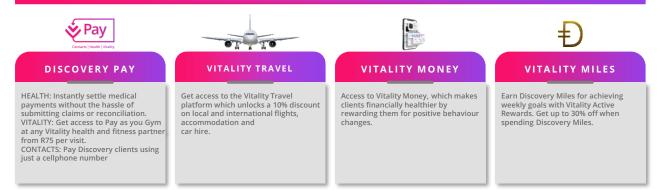
Future contribution increases: **remain in the CPI + 3% - 4% corridor**  Contribution levels: **fall behind anticipated claims experience by CPI + 11%** once COVID-19 becomes endemic

Future contribution increases: can be in the CPI + 3% to 4% corridor, but for ≈2 years at current reserve levels

## DHMS members can access valuable integrated benefits and rewards



#### SEAMLESS PAYMENTS AND ENHANCED LIFESTYLE BENEFITS EMBEDDED THROUGH DISCOVERY BANK



#### ACCESS TO PREMIUM HEALTH, WELLNESS AND LIFESTYE BENEFITS THROUGH VITALITY



DHMS members get access to three months of free Vitality Active or Vitality Premium



## 5 | FlexiFED Structure

### Choose your cover

Choose your plan based on your needs:

- FlexiFED 1 "Basic benefit bundle for young and healthy singles with cover in network hospitals"
- FlexiFED 2 "Basic benefit bundle for family start-ups"
- FlexiFED 3 "Basic benefit bundle for young families"
- FlexiFED 4 "Basic benefit bundle with threshold for mature families"

### Choose your hospital network

FlexiFED plans are structured according to a choice of hospital payment arrangements, for which a different contribution will apply:

### Hospital Choices

- 1. Any provider
- 2. Grid network (Maxima Exec, FlexiFED 2, 3, 4)
- 3. Elect (FlexiFED 1, 2, 3, 4)

**Grid network** – members on "Grid" plans are restricted to a particular network of hospitals which they must use for any planned admission. Choosing to go outof-network will result in a co-payment of R13 000 (R7 300 for FlexiFED 1 which has its own network).

**Elect network**– members on "Elect" plans are restricted to a smaller network of hospitals which they must use for any planned admission. Choosing to go outof-network will result in a co-payment of R13 000.

### Choose your payment structure

FlexiFED plans include a very small savings which can be increased by a predetermined amount resulting in the fixed payment structure like having an MSA.

Alternatively, funds can be transferred from the Medivault for day-to-day needs as required resulting in the flexible payment structure. More information on the structure and implication of the flexible structure is provided on the next slides.

In order to perform a like for like comparison we set the annual savings amount on FlexiFED plans equal to the annual MSA provided through the comparable Discovery plan throughout the rest of this document.





Claims will always be paid from a member's **MSA account first**, if funds are available.



When a member runs out of MSA, they can **access their MediVault** for any **relevant healthcare expenditure**. The MediVault is limited based on plan and family structure.



Funds are transferred from the MediVault to the member's Wallet in increments of R600. Once transferred, funds can be utilised in same manner as an MSA.

Transferring funds to the Wallet will trigger a monthly debit order for repayment (additional debit order to scheme contribution). The member will be required to repay funds in equal monthly instalments over a chosen period with a maximum of 12 months (free of interest). Additional transfers will increase the monthly instalment. Defaulting on the debit order may trigger an ITC process.

### MediVault technical detail

- The MediVault is only available on FlexiFED 1, 2, 3 and 4 (including Grid and Elect options)
- The amount available in a member's MediVault is based on their plan option and family structure
- The amount in the MediVault is available annually as per the Scheme benefit year (1 January to 31 December)
- Any portion of the MediVault that is not transferred to the Wallet in a given year will not be available for the member to use in the following year

### Such a structure results in contributions that vary from month-to-month, and can result in overlapping repayment periods



Illustrative example: FlexiFED 1 flexible structure

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### Points to note

- Requires application process
- Total contributions can vary month-to-month creating uncertainty for member or employer group (where subsidy applies)
- This structure can result in overlapping payment periods (e.g. paying off 2021 amount and 2022 amount simultaneously)
- Missing debit order may trigger an ITC process

■ MediVault ■ MSA ■ Risk contribution



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### 6 | Plan range

| Fedhealth option  | Description   | Classification   | Beneficiaries | Contri  | ibution | Comparable DHMS option                    | Contr                   | ibution                 |
|-------------------|---|--|---------------|---------|---------|---|-------------------------|-------------------------|
| realicationoption | Description   |  | Derrenciaries | Р       | PAC     |   | Р                       | PAC                     |
| Maxima Plus       | Extensive day-to-day:<br>New generation option with<br>savings and threshold to cover<br>day-to-day expenses                | Non-network<br>200% IH specialist reimbursement<br>PMB + 43 non-PMB chronics<br>5.0% MSA and unlimited ATB                           | 1 765         | R11 790 | R25 608 | Executive<br>Classic Comprehensive        | R7 688<br>R6 309        | R16 844<br>R13 533      |
| Maxima Exec       | Extensive day-to-day:<br>New generation option with<br>savings and threshold to cover<br>day-to-day expenses                | Non-network<br>200% IH specialist reimbursement<br>PMB + 29 non-PMB chronics<br>12.9% MSA and unlimited ATB (with<br>10% co-payment) | 6 204         | R7 460  | R16 241 | Classic Comprehensive                     | R6 309                  | R13 533                 |
| Maxima Exec Grid  | Extensive day-to-day:<br>New generation option with<br>savings and threshold to cover<br>day-to-day expenses                | Network<br>200% IH specialist reimbursement<br>PMB + 29 non-PMB chronics<br>12.9% MSA and unlimited ATB (with<br>10% co-payment)     | 480           | Discor  | ntinued | Classic Delta Comprehensive               | R5 681                  | R12 191                 |
| FlexiFED 4        | Limited day-to-day:<br>Traditional option with funding<br>of GP benefits below<br>threshold to cover day-to-day<br>expenses | Non-network<br>100% IH specialist reimbursement<br>PMB + 17 non-PMB chronics<br>0.7% MSA and unlimited ATB (with<br>20% co-payment)  | 33 139        | R4 935  | R10 903 | Essential Priority<br>Classic Saver       | R3 472<br>R3 485        | R7 591<br><b>R7 632</b> |
| FlexiFED 4 Grid   | Limited day-to-day:<br>Traditional option with funding<br>of GP benefits below<br>threshold to cover day-to-day<br>expenses | Network<br>100% IH specialist reimbursement<br>PMB + 17 non-PMB chronics<br>0.7% MSA and unlimited ATB (with<br>20% co-payment)      | 2 033         | R4 303  | R9 519  | Essential Priority<br>Classic Delta Saver | R3 472<br><b>R2 784</b> | R7 591<br><b>R6 102</b> |

In order to perform a like for like comparison we set the annual savings amount on FlexiFED plans equal to the annual MSA provided through the comparable Discovery plan. The matched plan is show in **bold** throughout the rest of this document.



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### 6 | Plan range

| Fedhealth option | alth option Description Classification Beneficiaries Contribution   |   | bution       | Comparable DHMS option | Contribution |   |                         |                         |
|------------------|---|---|--------------|------------------------|--------------|---|-------------------------|-------------------------|
| reunealuroption  | Description   | Classification  | Denenciaries | Р                      | PAC          | Comparable Drivis option                      | Р                       | PAC                     |
| FlexiFED 4 Elect | Limited day-to-day:<br>Traditional option with funding<br>of GP benefits below<br>threshold to cover day-to-day<br>expenses | Network<br>100% IH specialist reimbursement<br>PMB + 17 non-PMB chronics<br>0.8% MSA and unlimited ATB (with<br>20% co-payment) | 969          | R3 740                 | R8 339       | Essential Priority<br>Classic Delta Saver     | R3 472<br><b>R2 784</b> | R7 591<br><b>R6 102</b> |
| FlexiFED 3       | <u>Hospital:</u><br>New generation option with<br>small MSA and GP/basic<br>dentistry threshold benefit                     | Non-network<br>100% IH specialist reimbursement<br>PMB + 3 non-PMB chronics<br>1.0% MSA   | 29 514       | R3 439                 | R7 759       | Essential Saver<br>Essential Core             | <b>R2 770</b><br>R2 229 | <b>R5 958</b><br>R4 796 |
| FlexiFED 3 Grid  | Hospital:<br>New generation option with<br>small MSA and GP/basic<br>dentistry threshold benefit                            | Network<br>100% IH specialist reimbursement<br>PMB + 3 non-PMB chronics<br>1.0% MSA   | 3 619        | R3 019                 | R6 819       | Essential Delta Saver<br>Essential Delta Core | <b>R2 209</b><br>R1 781 | <b>R4 764</b><br>R3 836 |
| FlexiFED 3 Elect | Hospital:<br>New generation option with<br>small MSA and GP/basic<br>dentistry threshold benefit                            | Network<br>100% IH specialist reimbursement<br>PMB + 3 non-PMB chronics<br>1.0% MSA   | 517          | R2 597                 | R5 863       | Essential Delta Saver<br>Essential Delta Core | <b>R2 209</b><br>R1 781 | <b>R4 764</b><br>R3 836 |
| FlexiFED 2       | Hospital:<br>New generation option with<br>small MSA and GP/basic<br>dentistry threshold benefit                            | Non-network<br>100% IH specialist reimbursement<br>PMB chronics<br>1.1% MSA   | 21 710       | R3 049                 | R6 640       | Essential Saver<br>Essential Core             | <b>R2 770</b><br>R2 229 | <b>R5 958</b><br>R4 796 |

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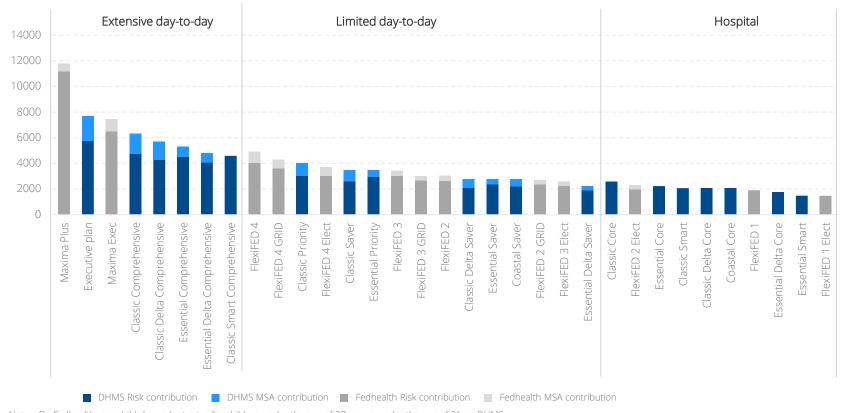
### 6 | Plan range

| Fodboalth option  | Description   | Classification   | Beneficiaries | Contri   | bution   | Comparable DHMS option                                      | Contribution               |                            |
|---|---|--|---------------|--|--|---|----------------------------|----------------------------|
| Fedhealth option  | Description   | Classification   | Beneficiaries | Р  | PAC  | Comparable DHMS option                                      | Р                          | PAC                        |
| FlexiFED 2 Grid   | <u>Hospital:</u><br>New generation option with<br>small MSA and GP/basic<br>dentistry threshold benefit                         | Network<br>100% IH specialist reimbursement<br>PMB chronics<br>1.1% MSA                                      | 9 752         | R2 685   | R5 863   | Essential Delta Saver<br>Essential Delta Core               | <b>R2 209</b><br>R1 781    | <b>R4 764</b><br>R3 836    |
| FlexiFED 2 Elect  | <u>Hospital:</u><br>New generation option with<br>small MSA and GP/basic<br>dentistry threshold benefit                         | Network<br>100% IH specialist reimbursement<br>PMB chronics<br>1.1% MSA                                      | 575           | R2 315   | R5 059   | Essential Delta Saver<br>Essential Delta Core               | <b>R2 209</b><br>R1 781    | <b>R4 764</b><br>R3 836    |
| FlexiFED 1  | Hospital:<br>New generation option with<br>small MSA and GP/basic<br>dentistry threshold benefit                                | Network<br>100% IH specialist reimbursement<br>PMB chronics<br>1.4% MSA                                      | 45 957        | R1 901   | R4 085   | Essential Delta Core<br>Essential Smart                     | R1 781<br>R1 483           | R3 836<br>R4 449           |
| FlexiFED 1 Elect  | Hospital:<br>New generation option with<br>small MSA and GP/basic<br>dentistry threshold benefit                                | Network<br>100% IH specialist reimbursement<br>PMB chronics<br>1.4% MSA                                      | 4 887         | R1 481   | R3 178   | Essential Delta Core<br>Essential Smart                     | R1 781<br>R1 483           | R3 836<br>R4 449           |
| MyFED<br>R0 - R6 251<br>R6 252 - R8 550<br>R8 551 - R10 219<br>R10 220 - R12 622<br>R12 623 - R14 426<br>R14 427+ | Low income:<br>Income based entry-level<br>option which offers day-to-day<br>and hospital cover using a<br>network of providers | Network<br>100% IH specialist reimbursement<br>PMB chronics<br>Limited day-to-day benefits paid from<br>risk | 5 681         | R1 275<br>R1 301<br>R1 552<br>R2 176<br>R2 765<br>R3 750 | R3 093<br>R3 203<br>R3 659<br>R4 910<br>R6 125<br>R8 595 | KeyCare Plus<br>R0 – R8 550<br>R8 551 – R13 800<br>R13 801+ | R1 279<br>R1 758<br>R2 595 | R3 022<br>R4 011<br>R5 885 |

In order to perform a like for like comparison we set the annual savings amount on FlexiFED plans equal to the annual MSA provided through the comparable Discovery plan. The matched plan is show in **bold** throughout the rest of this document.



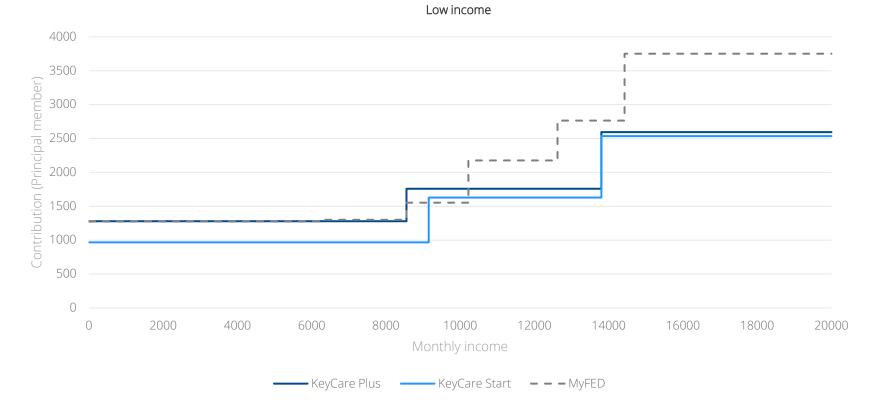
## 7 | Affordability: Principal member contribution by plan segment



Notes: On Fedhealth, pay child dependant rates for children under the age of 27 versus under the age of 21 on DHMS FlexiFED MSA contributions have been matched to the current contributions to MSA of the comparable DHMS plan



## 7 | Affordability: Principal member contribution by plan segment



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### Overview of Fedhealth Maxima Plus

| Performance metrics                       |         |                     |  |  |
|---|---------|---------------------|--|--|
|   | 2020    | Change<br>'19 – '20 |  |  |
| Number of principal members               | 1 187   | -297                |  |  |
| Number of<br>beneficiaries                | 1 765   | -476                |  |  |
| Average age per<br>beneficiary (years)    | 64.59   | +0.79<br>years      |  |  |
| Pensioner ratio                           | 60.45%  | +2.35 p.p.          |  |  |
| Chronic prevalence                        | 57.3%   | -1.70 p.p.          |  |  |
| Net healthcare result<br>(R '000)         | R15 566 |                     |  |  |
| Headline increase<br>for 2022 (Principal) | 9.2%    |                     |  |  |

### Benefit overview

#### Hospital benefits

- Non-network
- 200% IH specialist reimbursement rate
- No overall annual limit but sub-limits apply for certain treatments e.g. mental health hospitalisation, prosthesis benefits

### Chronic illness benefits

- Cover for PMB and 43 non-PMB chronic conditions
- Chronic cover for non-PMBs is limited to R16 700 per person or R31 300 per family per year
- Preferred Provider (Clicks, Dis-Chem, MediRite and Pharmacy Direct) used to avoid a 40% co-payment
- Comprehensive formulary with a 40% co-payment for non-formulary items

### Condition management

- Unlimited oncology benefit; R390 400 can be used for specialised medicine (including biological drugs).
   Subject to level 3 treatment protocols.
- Unlimited renal dialysis benefit; DSP must be used to avoid a 40% co-payment
- Members must obtain HIV/AIDS medication from Pharmacy Direct to avoid a 40% co-pay

Day-to-day benefits

 5.0% MSA, access to Out-of-hospital Expenses Benefit (OHEB) and unlimited threshold benefit (sublimits apply)

### Advantages of moving to DHMS Executive Plan

- Contributions are 34% more affordable (based on policies with one adult dependant and one child)
- Larger MSA (e.g. R23 520 MSA for principal member on Executive vs R6 975 MSA + R9 794 OHEB on Maxima Plus), with greater MSA carryover for low utilisers of day-to-day benefits
- Higher sublimits on day-to-day benefits versus Fedhealth Maxima Plus (e.g. R8 750 per person for optometry on Executive vs R3 740 per person on Maxima Plus with a family limit of R11 400)
- Greater flexibility on specialist benefits (Maxima Plus applies a 10% co-payment if GP referral is not obtained for specialists)

| Contributions              | Р       | PAC     |
|----------------------------|---------|---------|
| Fedhealth Maxima Plus      | R11 790 | R25 608 |
| DHMS Executive             | R7 688  | R16 844 |
| DHMS Classic Comprehensive | R6 309  | R13 533 |

| Principal<br>member           | MSA     | OHEB   | SPG    | ATB       |
|-------------------------------|---------|--------|--------|-----------|
| Fedhealth<br>Maxima Plus      | R6 975  | R9 794 | R1 031 | _         |
| DHMS<br>Executive             | R23 520 | N/A    | R4 860 | Unlimited |
| DHMS Classic<br>Comprehensive | R19 299 | N/A    | R4 121 | Ū.        |



### Overview of Fedhealth Maxima Exec

| Performance metrics                       |          |                     |  |  |  |
|---|----------|---------------------|--|--|--|
|   | 2020     | Change<br>'19 – '20 |  |  |  |
| Number of principal members               | 3 778    | -561                |  |  |  |
| Number of<br>beneficiaries                | 6 204    | -1 174              |  |  |  |
| Average age per<br>beneficiary (years)    | 59.27    | +1.77<br>years      |  |  |  |
| Pensioner ratio                           | 48.81%   | +3.71 p.p.          |  |  |  |
| Chronic prevalence                        | 52.30%   | -0.7 p.p.           |  |  |  |
| Net healthcare result<br>(R '000)         | -R24 056 |                     |  |  |  |
| Headline increase<br>for 2022 (Principal) | 9.1      | 1%                  |  |  |  |

### Benefit overview

### Hospital benefits

- Non-network
- 200% IH specialist reimbursement rate
- No overall annual limit but sub-limits apply for certain treatments e.g. mental health hospitalisation, prosthesis benefits

### Chronic illness benefits

- Cover for PMB and 29 non-PMB chronic conditions
- Chronic cover for non-PMBs is limited to R7 890 per person or R14 500 per family per year
- Preferred Provider (Clicks, Dis-Chem, MediRite and Pharmacy Direct) used to avoid a 40% co-payment
- Comprehensive formulary with a 40% co-payment for non-formulary items

### Condition management

- Oncology limit of R624 000 per family; R194 600 can be used for specialised medicine (including biological drugs). Subject to level 2 treatment protocols.
- Renal dialysis limit of R600 600 per family
- Members must obtain HIV/AIDS medication from Pharmacy Direct to avoid a 40% co-pay

### Day-to-day benefits

 12.9% MSA and unlimited threshold benefit (10% copayment while in threshold, sublimits apply)

### Advantages of moving to DHMS Classic Comprehensive / Classic Delta Comprehensive

- Contributions are 17% more affordable (based on policies with one adult dependant and one child)
- Larger MSA with greater MSA carryover for low utilisers of day-to-day benefits
- Smaller SPG and no co-payment in ATB
- Higher sub-limits on day-to-day benefits versus Maxima Exec (e.g. R6 600 per person for optometry on Classic Comp vs R3 740 per person on Maxima Exec with a family limit of R11 400)
- Greater flexibility on specialist benefits (Maxima Exec applies a 10% co-payment if GP referral is not obtained)
- Richer oncology cover with a R400 000 threshold per beneficiary (no limit), access to full SAOC guidelines and no network restrictions. Access to extended oncology cover for a defined list of treatments and innovative cancer treatments with a co-payment. Oncology benefits on Maxima Exec limited to tier 2 treatment protocol, with a Rand value per family

| Contributions                           | Р                  |          | PAC |                                   |  |
|---|--------------------|----------|-----|-----------------------------------|--|
| Fedhealth Maxima Exec                   | R7 460             |          |     | R16 241                           |  |
| DHMS Classic Comp<br>Classic Delta Comp | R6 309<br>R5 681   |          |     | R13 533<br>R12 191                |  |
| Principal member                        | MSA                | SF       | ۶G  | ATB                               |  |
| Fedhealth Maxima Exec                   | R11 307            | R4       | 093 | Unlimited<br>(with 10%<br>co-pay) |  |
| DHMS Classic Comp<br>Classic Delta Comp | R19 299<br>R17 379 | R4<br>R6 |     | Unlimited                         |  |



### Overview of Fedhealth FlexiFED 4 Non-network

| Performance metrics                       |         |                     |  |  |
|---|---------|---------------------|--|--|
|   | 2020    | Change<br>'19 – '20 |  |  |
| Number of principal<br>members            | 17 791  | -1 176              |  |  |
| Number of<br>beneficiaries                | 33 139  | -2 918              |  |  |
| Average age per<br>beneficiary (years)    | 48.21   | +1.11yrs            |  |  |
| Pensioner ratio                           | 26.79%  | -7.21p.p.           |  |  |
| Chronic prevalence                        | 36.6%   | +1.9 p.p.           |  |  |
| Net healthcare<br>result<br>(R '000)      | R39 554 |                     |  |  |
| Headline increase<br>for 2022 (Principal) | 8.4%    |                     |  |  |
|   | 1       |                     |  |  |

### Benefit overview

### Hospital benefits

- Non-network
- 100% IH specialist reimbursement rate
- No overal<sup>1</sup> annual limit but sub-limits and co-payments apply for certain treatments (e.g. mental health hospitalisation and MRI/CT scans)

#### Chronic illness benefits

- Cover for PMB and 17 non-PMB chronic conditions
- Chronic cover for non-PMBs is limited to R6 300 per person or R12 600 per family per year
- Preferred Provider (Clicks, Dis-Chem, MediRite and Pharmacy Direct) used to avoid a 40% co-payment
- Intermediary formulary with a 40% co-payment for nonformulary items

### Condition management

- Oncology limit of R499 100 per family (no access to specialised medicine); DSP must be used to avoid a 40% co-payment. Subject to level 1 treatment protocols
- Renal dialysis limit of R499 100 per family
- Members must obtain HIV/AIDS medication from Pharmacy Direct to avoid a 40% co-pay

#### Day-to-day benefits

- Unlimited network GP visits at network providers
- 0.7% MSA and unlimited threshold benefit (with 20% co-payment in threshold)
- Access to MediVault, R12 468 per year for a principal member, R24 900 per year for PAC

### Advantages of moving to DHMS Classic Saver

- Contributions are 30% more affordable (based on policies with one adult dependant and one child)
- Richer in-hospital cover with 200% IH reimbursement rate and fewer co-payments or limits (e.g. R2 480 copayment on FlexiFED 4 for IH MRI or CT scan)
- Greater flexibility on specialist benefits (FlexiFED 4 applies a 20% co-payment if GP referral is not obtained for specialists)
- Richer oncology benefit with a R200 000 threshold per beneficiary (no limit). Access to full SAOC guidelines. No network restrictions. Oncology benefits on FlexiFed 4 are limited to tier 1 treatment protocols with a Rand value per family and no benefit for specialised drugs including biologic drugs unless PMBs

| Contributions           |           | Р |   | PAC  |
|-------------------------|-----------|---|---|--|
| Fedhealth FlexiFED      | ) 4       |   | R4 935  | R10 903  |
| DHMS Classic Save       | er        |   | R3 485  | R7 632   |
| Principal member        | MSA       |   | SPG   | ATB  |
| Fedhealth<br>FlexiFED 4 | R 10 6591 |   | R4 641  | 20%<br>copayment<br>(various sub-<br>limits apply) |
| DHMS Classic<br>Saver   | R10 659   | ) | Extender<br>Benefit (GP<br>Consultations<br>and Kids<br>Casualty) | -  |

### Overview of Fedhealth FlexiFED 4 Network (Grid, Elect)

| Perfor                                 | mance metrics                     |                              |  |  |  |  |
|--|-----------------------------------|------------------------------|--|--|--|--|
|  | 2020                              | Change '19<br>– '20          |  |  |  |  |
| Number of principal members            | 979 (Grid)<br>475 (Elect)         | New<br>-25 (Elect)           |  |  |  |  |
| Number of<br>beneficiaries             | 2 033 (Grid)<br>969 (Elect)       | New<br>-75 (Elect)           |  |  |  |  |
| Average age per<br>beneficiary (years) | 52 (Grid)<br>50.1 (Elect)         | New<br>+7 yrs<br>(Elect)     |  |  |  |  |
| Pensioner ratio                        | 31.3% (Grid)<br>28.0% (Elect)     | New<br>-1.20 p.p.<br>(Elect) |  |  |  |  |
| Chronic prevalence                     | 43.2% (Grid)<br>36.2% (Elect)     | New<br>+4.8 p.p.<br>(Elect)  |  |  |  |  |
| Net healthcare result<br>(R '000)      | -R4 284 (Grid)<br>+R7 146 (Elect) |                              |  |  |  |  |
| Headline increase for 2022 (Principal) | 8.6% (0<br>8.5% (E                |                              |  |  |  |  |
|  | 8.5% (E                           | Elect)                       |  |  |  |  |

### Benefit overview

#### Hospital benefits

- Network options with R13 000 co-payment for planned procedures outside the network
- Very restricted network of 25 hospitals nationwide on Elect
- 100% IH specialist reimbursement rate
- No overall annual limit but sub-limits and co-payments apply for certain treatments (e.g. mental health hospitalisation and MRI/CT scans)

### Chronic illness benefits

- Cover for PMB and 17 non-PMB chronic conditions
- Chronic cover for non-PMBs is limited to R6 300 per person or R12 600 per family per year
- Preferred Provider (Clicks, Dis-Chem, MediRite and Pharmacy Direct) used to avoid a 40% co-payment
- Intermediary formulary with a 40% co-payment for nonformulary items

### Condition management

- Oncology limit of R499 100 per family (no access to specialised medicine);DSP must be used to avoid a 40% co-payment. Subject to level 1 treatment protocols
- Renal dialysis limit of R499 100 per family;
- DSP must be used to avoid a 40% co-payment
- Members must obtain HIV/AIDS medication from Pharmacy Direct to avoid a 40% co-pay

Day-to-day benefits

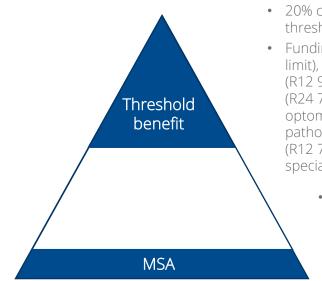
- Unlimited network GP visits at network providers
- 0.7% MSA and unlimited threshold benefit (with 20% co-payment in threshold)
- Access to MediVault, R12 468 per year for a principal member, R24 900 per year for PAC

### Advantages of moving to DHMS Classic Delta Saver

- Contributions are 36% more affordable (based on policies with one adult dependant and one child) compared to the Grid option
- Richer in-hospital cover with 200% IH reimbursement rate and fewer co-payments or limits (e.g. R2 480 copayment on FlexiFED 4 for IH MRI or CT scan)
- Greater flexibility on specialist benefits (FlexiFED 4 applies a 20% co-payment if GP referral is not obtained for specialists)
- Richer oncology benefit with a R200 000 threshold per beneficiary (no limit). Access to full SAOC guidelines. No network restrictions. Oncology benefits on FlexiFed 4 are limited to tier 1 treatment protocols with a Rand value per family and no benefit for specialised drugs including biologic drugs unless PMBs

| Contributions                                |                     | Р        |   | PAC  |
|--|---------------------|----------|---|--|
| Fedhealth FlexiFED 4 Gri<br>FlexiFED 4 Elect | d                   |          | R4 303<br>R3 740  | R9 519<br>R8 339                                   |
| Classic Delta Saver                          |                     |          | R2 784  | R6 102   |
| Principal member                             | MSA                 | <b>`</b> | SPG   | ATB  |
| Fedhealth FlexiFED 4<br>Grid                 | R8 517 <sup>1</sup> |          | R6 783  | 20%<br>copayment<br>(various sub-<br>limits apply) |
| DHMS Classic Delta<br>Saver                  | R8 51               | 7        | Extender<br>Benefit (GP<br>Consultations<br>and Kids<br>Casualty) | -  |

### FlexiFED 4: Day-to-day benefits



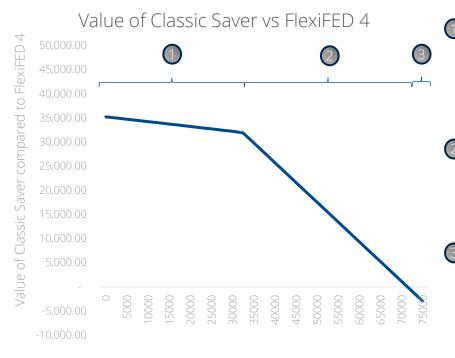
- Unlimited threshold benefit
- 20% co-payment applies in threshold
- Funding for: appliances (R12 900 limit), additional medical services (R12 900 limit), advanced dentistry (R24 700 limit), basic dentistry, optometry (R11 400 limit), pathology, prescribed medication (R12 770 limit), radiology and specialists

| Threshold level |         |
|-----------------|---------|
| Μ               | R15 300 |
| M + 1           | R27 800 |
| M + 2           | R31 500 |
| M 2+            | R35 300 |

Unlimited GP consultations at a Fedhealth Network GP below and above threshold



### Fedhealth FlexiFED 4 day-to-day deep dive



Classic Saver members start with an annual **contribution saving of R35 280** relative to FlexiFED 4. Because FlexiFED members have cover for GP visits the value of Classic Saver vs FlexiFED 4 slowly reduces as utilisation increases. We assume that 10% of day-to-day spending is on GPs.

The threshold of **R31 500** (excluding GP costs) is reached at which point the value of Classic Saver decreases further as more benefits are paid from the ATB. However, the large contribution savings requires high utilisation before the value of FlexiFED 4 catches up.

In order to get greater value from FlexiFED 4, day-to-day expenses of R71 500 is required without reaching any of the sub-limits.

Total day-to-day claim amount

## Overview of Fedhealth FlexiFED 3 Non-network

| Perfo  | rmance metrics | 5                   |  |  |
|--|----------------|---------------------|--|--|
|  | 2020           | Change '19<br>– '20 |  |  |
| Number of<br>principal<br>members            | 15 177         | +215                |  |  |
| Number of<br>beneficiaries                   | 29 514         | +86                 |  |  |
| Average age per<br>beneficiary (years)       | 44.87          | +0.17 yrs           |  |  |
| Pensioner ratio                              | 24.13%         | +2.31 p.p.          |  |  |
| Chronic<br>prevalence                        | 25.2% +1.7p.p. |                     |  |  |
| Net healthcare<br>result (R '000)            | R5 432         |                     |  |  |
| Headline increase<br>for 2022<br>(Principal) | 7.             | 9%                  |  |  |

#### <sup>1</sup>Matched MSA using Flexible payment structure <sup>2</sup>3 non-PMB conditions covered for children only, remaining 4 non-PMB conditions covered up to R3 200 per family

### Benefit overview

### Hospital benefits

- Non-network
- 100% IH specialist reimbursement rate
- No overall annual limit but sub-limits and co-payments apply for certain treatments (e.g. mental health hospitalisation and MRI/CT scans)

#### Chronic illness benefits

- Cover for PMB chronic conditions and 7 non-PMB chronic conditions<sup>2</sup>
- Preferred Provider (Clicks, Dis-Chem, MediRite and Pharmacy Direct) used to avoid a 40% co-payment
- Intermediary formulary with a 40% co-payment for nonformulary items

### Condition management

- Oncology limit of R311 900 per family (no access to specialised medicine or brachytherapy); DSP must be used to avoid a 40% co-payment. Subject to level 1 treatment protocols
- Renal dialysis limit of R311 900 per family; DSP must be used to avoid a 40% co-payment

#### Day-to-day benefits

- 1.0% MSA and Threshold benefit (covers basic dentistry and network GP consultations once threshold level is reached)
- Access to MediVault, R7 488 per year for a principal member, R13 104 per year for a PAC family structure on FlexiFED 3

### Advantages of moving to DHMS Essential Saver

- Contributions are 23% more affordable (based on policies with one adult dependant and one child)
- Richer oncology benefit with a R200 000 threshold per beneficiary (no limit). Access to full SAOC guidelines. No network restrictions. Oncology benefits on FlexiFED 3 are limited to tier 1 treatment protocols with a Rand value per family and no benefit for specialised drugs including biologic drugs unless PMBs

| Contributions        |                              | Р       |   | PAC  |  |  |
|----------------------|------------------------------|---------|---|--|--|--|
| Fedhealth FlexiFED 3 |                              | R 3 439 |   | R7 759                                       |  |  |
| DHMS Essential Save  | r                            | R2 770  |   | R5 958                                       |  |  |
| Fedhealth FlexiFED 3 |                              |         | R3 045  | R6 914                                       |  |  |
| DHMS Essential Core  |                              | R2 229  |   | R4 796                                       |  |  |
| Principal member     | MS                           | Ą       | SPG   | ATB  |  |  |
| Fedhealth FlexiFED 3 | R5 07                        | 791     | R821  | Unlimited<br>network GPs;<br>basic dentistry |  |  |
| DHMS Essential Saver | R5 0                         | 79      | Extender<br>Benefit<br>(Virtual GP<br>consults) | -  |  |  |
|                      |                              |         |   |  |  |  |
| Fedhealth FlexiFED 3 | R34                          | 2       | R5 558  | Unlimited<br>network GPs;<br>basic dentistry |  |  |
| DHMS Essential Core  | (R8 6)<br>contribu<br>savinį | ition   | -   | -  |  |  |





### Overview of Fedhealth FlexiFED 3 (Grid, Elect)

| Number of<br>principal members1 759 (Grid)<br>229 (Elect)+123 (Grid)<br>NewNumber of<br>beneficiaries3 619 (Grid)<br>517 (Elect)+237 (Grid)<br>NewAverage age per<br>beneficiary (years)46 (Grid)<br>46.4 (Elect)+3.2 yrs (Grid)<br>NewPensioner ratio24.80% (Grid)<br>23.10% (Elect)-6.3 p.p.(Grid)<br>New                       | Performance metrics |      |                        |  |  |  |
|---|---------------------|------|------------------------|--|--|--|
| principal members1739 (Grid)<br>229 (Elect)123 (Grid)<br>NewNumber of<br>beneficiaries3 619 (Grid)<br>517 (Elect)+237 (Grid)<br>NewAverage age per<br>beneficiary (years)46 (Grid)<br>46.4 (Elect)+3.2 yrs (Grid<br>NewPensioner ratio24.80% (Grid)<br>23.10% (Elect)-6.3 p.p.(Grid<br>NewChronic28.40% (Grid)<br>+2.0 p.p.(Grid) |                     | 2020 | Change '19 –<br>'20    |  |  |  |
| beneficiaries3.819 (Grid)<br>517 (Elect)4.237 (Grid)<br>NewAverage age per<br>beneficiary (years)46 (Grid)<br>  |                     |      |                        |  |  |  |
| beneficiary (years)     46.4 (Elect)     10.2 yrs (chrown of the sector)       Pensioner ratio     24.80% (Grid)     -6.3 p.p.(Grid)       Chronic     28.40% (Grid)     +2.0 p.p.(Grid)  |                     |      |                        |  |  |  |
| Persioner ratio         23.10% (Elect)         New           Chronic         28.40% (Grid)         +2.0 p.p.(Grid)  |                     |      | +3.2 yrs (Grid)<br>New |  |  |  |
|   | Pensioner ratio     |      | -6.3 p.p.(Grid)<br>New |  |  |  |
|   |                     |      | +2.0 p.p.(Grid)<br>New |  |  |  |
| Net healthcare<br>result (R '000)-R7 141 (Grid)<br>+R142 (Elect)  |                     |      |                        |  |  |  |
| Headline increase 7.9% (Grid)<br>for 2022 (Principal) 8.0% (Elect)  |                     |      |                        |  |  |  |

PMB conditions covered up to R3 200 per family

### Benefit overview

#### Hospital benefits

- Network options with a R13 000 co-payment for planned procedures outside the network
- Very restricted network of 25 hospitals nationwide on Elect
- 100% IH specialist reimbursement rate
- No overall annual limit but sub-limits and co-payments apply for certain treatments (e.g. mental health hospitalisation and MRI/CT scans)

#### Chronic illness benefits

- Cover for PMB chronic conditions and 7 non-PMB chronic conditions<sup>2</sup>
- Preferred Provider (Clicks, Dis-Chem, MediRite and Pharmacy Direct) used to avoid a 40% co-payment
- Intermediary formulary with a 40% co-payment for nonformulary items

#### Condition management

- Oncology limit of R311 900 per family (no access to specialised medicine or brachytherapy); DSP must be used to avoid a 40% co-payment. Subject to level 1 treatment protocols
- Renal dialysis limit of R311 900 per family; DSP must be used to avoid a 40% co-payment

#### Day-to-day benefits

- 1.0% MSA and Threshold benefit (covers basic dentistry and network GP consultations once threshold level is reached)
- Access to MediVault, R7 488 per year for a principal member, R13 104 per year for a PAC family structure on FlexiFED 3

### Advantages of moving to DHMS Essential Delta Saver

- Contributions are 30% more affordable (based on policies with one adult dependant and one child) compared to the Grid option
- Richer oncology benefit with a R200 000 threshold per beneficiary (no limit). Access to full SAOC guidelines. No network restrictions. Oncology benefits on FlexiFED 3 are limited to tier 1 treatment protocols with a Rand value per family and no benefit for specialised drugs including biologic drugs unless PMBs

| Contributions                                 |                             |                            | Ρ   | PAC  |  |  |
|---|-----------------------------|----------------------------|---|--|--|--|
| Fedhealth FlexiFED 3 Grid<br>FlexiFED 3 Elect | ł                           | R3 019<br>R2 597           |   | R6 819<br>R5 863                             |  |  |
| DHMS Essential Delta Sav                      | /er                         | R2 209                     |   | R4 764                                       |  |  |
| Fedhealth FlexiFED 3 Gric<br>FlexiFED 3 Elect |                             | R2 707<br>R2 282<br>R1 781 |   | R6 150<br>R5 184                             |  |  |
| DHMS Essential Delta Cor<br>Principal member  | MSA                         |                            | SPG   | R3 836                                       |  |  |
| Fedhealth FlexiFED 3<br>Grid/ Elect           | R4 050 <sup>1</sup>         |                            | R1 850  | Unlimited<br>network GPs;<br>basic dentistry |  |  |
| DHMS Essential Delta<br>Saver                 | R4 050                      |                            | Extender<br>Benefit<br>(Virtual GP<br>consults) | -  |  |  |
|   |                             |                            |   |  |  |  |
| Fedhealth FlexiFED 3<br>Grid/ Elect           | R306<br>R270                |                            | R5 594<br>R5 630                                | Unlimited<br>network GPs;<br>basic dentistry |  |  |
| DHMS Essential Delta<br>Core                  | (R10 (<br>contribu<br>savin | ution                      | -   | -  |  |  |

## Overview of Fedhealth FlexiFED 2 Non-Network

| Perfo  | rmance metrics  | ;                   |  |
|--|-----------------|---------------------|--|
|  | 2020            | Change '19<br>– '20 |  |
| Number of<br>principal<br>members            | 9 909           | +4 621              |  |
| Number of<br>beneficiaries                   | 21 710          | +10 122             |  |
| Average age per<br>beneficiary (years)       | 34.76           | +2.46 yrs           |  |
| Pensioner ratio                              | 11.34%          | -0.66 p.p.          |  |
| Chronic<br>prevalence                        | 14.50% +1.3 p.p |                     |  |
| Net healthcare<br>result (R '000)            | -R11 125        |                     |  |
| Headline increase<br>for 2022<br>(Principal) | 7.              | 1%                  |  |

### Benefit overview

### Hospital benefits

- Non-network
- 100% IH specialist reimbursement rate
- No overall annual limit but sub-limits and co-payments apply for certain treatments (e.g. mental health hospitalisation and MRI/CT scans)

#### Chronic illness benefits

- Cover for PMB chronic conditions
- Preferred Provider: (Clicks, Dis-Chem, MediRite and Pharmacy Direct) used to avoid a 40% co-payment
- Intermediary formulary with a 40% co-payment for nonformulary items

### Condition management

- Oncology limit of R311 900 per family (no access to specialised medicine or brachytherapy); DSP must be used to avoid a 40% co-payment. Subject to level 1 treatment protocols
- Renal dialysis limit R311 900 per family; DSP must be used to avoid a 40% co-payment

#### Day-to-day benefits

- 1.1% MSA and Threshold benefit (which covers basic dentistry and network GP consultations once threshold level is reached)
- Access to MediVault, R4 980 per year for a principal member, R11 832 per year for a PAC family structure

### Advantages of moving to DHMS Essential Saver

- Contributions are 11% more affordable (based on policies with one adult dependant and one child)
- Richer oncology benefit with a R200 000 threshold per beneficiary (no limit). Access to full SAOC guidelines. No network restrictions. Oncology benefits on FlexiFED 2 are limited to tier 1 treatment protocols with a Rand value per family and no benefit for specialised drugs including biologic drugs unless PMBs

| Contributions        |                              |                          | Ρ   | PAC  |  |  |
|----------------------|------------------------------|--------------------------|---|--|--|--|
| Fedhealth FlexiFED 2 |                              | R3 049                   |   | R6 640                                       |  |  |
| DHMS Essential Saver |                              | R2 770<br>(Risk: R2 355) |   | R5 958<br>(Risk: R5 066)                     |  |  |
| Fedhealth FlexiFED 2 |                              |                          | R2 670  | R5 834                                       |  |  |
| DHMS Essential Core  |                              |                          | R2 229  | R4 796                                       |  |  |
| Principal member     | MS                           | Ą                        | SPG   | ATB  |  |  |
| Fedhealth FlexiFED 2 | R4 90                        | )0 <sup>1</sup>          | RO  | Unlimited<br>network GPs;<br>basic dentistry |  |  |
| DHMS Essential Saver | R5 079                       |                          | Extender<br>Benefit<br>(Virtual GP<br>consults) | -  |  |  |
|                      |                              |                          |   |  |  |  |
| Fedhealth FlexiFED 2 | R34                          | 2                        | R4 558  | Unlimited<br>network GPs;<br>basic dentistry |  |  |
| DHMS Essential Core  | (R4 2.<br>contribu<br>savinį | ition                    | -   | -  |  |  |

## Overview of Fedhealth FlexiFED 2 Network (Grid, Elect)

| Per  | formance metrics              |                            |  |  |  |  |
|--|-------------------------------|----------------------------|--|--|--|--|
|  | 2020                          | Change '19 –<br>'20        |  |  |  |  |
| Number of<br>principal<br>members            | 4 440 (Grid)<br>265 (Elect)   | -271 (Grid)<br>New         |  |  |  |  |
| Number of<br>beneficiaries                   | 9 752 (Grid)<br>575 (Elect)   | -533 (Grid)<br>New         |  |  |  |  |
| Average age per<br>beneficiary (years)       | 38.9 (Grid)<br>34.6 (Elect)   | -0.1 yrs(Grid)<br>New      |  |  |  |  |
| Pensioner ratio                              | 16.2% (Grid)<br>6.1% (Elect)  | -8.7 p.p. (Grid)<br>New    |  |  |  |  |
| Chronic<br>prevalence                        | 17.7% (Grid)<br>14.0% (Elect) | +0.4 p.p.<br>(Grid)<br>New |  |  |  |  |
| Net healthcare<br>result (R '000)            | -R561 (Grid)<br>-R740 (Elect) |                            |  |  |  |  |
| Headline increase<br>for 2022<br>(Principal) | 7.2%<br>7.3%                  | . ,                        |  |  |  |  |

### Benefit overview

#### Hospital benefits

- Network options with a R13 000 co-payment for planned procedures outside the network
- Very restricted network of 26 hospitals nationwide on Elect
- 100% IH specialist reimbursement rate
- No overall annual limit but sub-limits and co-payments apply for certain treatments (e.g. mental health hospitalisation and MRI/CT scans)

### Chronic illness benefits

- Cover for PMB chronic conditions
- Preferred Provider (MediRite and Pharmacy Direct only)
   used to avoid a 40% co-payment
- Intermediary formulary with a 40% co-payment for nonformulary items

#### Condition management

- Oncology limit of R311 900 per family (no access to specialised medicine or brachytherapy); DSP must be used to avoid a 40% co-payment. Subject to level 1 treatment protocols
- Renal dialysis limit of R311 900 per family; DSP must be used to avoid a 40% co-payment

#### Day-to-day benefits

- 1.1% MSA and Threshold benefit (which covers basic dentistry and network GP consultations once threshold level is reached)
- Access to MediVault, R4 980 per year for a principal member, R11 832 per year for a PAC family structure

### Advantages of moving to DHMS Essential Delta Saver

- Risk contributions are 19% more affordable (based on policies with one adult dependant and one child) compared to the Grid option
- Richer oncology benefit with a R200 000 threshold per beneficiary (no limit). Access to full SAOC guidelines. No network restrictions. Oncology benefits on FlexiFED 2 are limited to tier 1 treatment protocols with a Rand value per family and no benefit for specialised drugs including biologic drugs unless PMBs

| Contributions                                |                              | Р                |   | PAC  |  |  |
|--|------------------------------|------------------|---|--|--|--|
| Fedhealth FlexiFED 2 Gri<br>FlexiFED 2 Elect | d                            | R2 685<br>R2 315 |   | R5 863<br>R5 059                             |  |  |
| DHMS Essential Delta Sa                      | ver                          | (R               | R2 209<br>Pisk: R1 878)                         | R4 764<br>(Risk: R4 050)                     |  |  |
| Fedhealth FlexiFED 2 Gri<br>FlexiFED 2 Elect | d                            |                  | R2 373<br>R1 998                                | R5 190<br>R4 377                             |  |  |
| DHMS Essential Delta Co                      | ire                          |                  | R1 781  | R3 836                                       |  |  |
| Principal member                             | MS/                          | ٩                | SPG   | ATB  |  |  |
| Fedhealth FlexiFED 2<br>Grid/ Elect          | R4 0501                      |                  | R850  | Unlimited<br>network GPs;<br>basic dentistry |  |  |
| DHMS Essential Delta<br>Saver                | R4 050                       |                  | Extender<br>Benefit<br>(Virtual GP<br>consults) | -  |  |  |
|  |                              |                  |   |  |  |  |
| Fedhealth FlexiFED 2<br>Grid/Elect           | R306<br>R249                 |                  | R4 594<br>R4 651                                | Unlimited<br>network GPs;<br>basic dentistry |  |  |
| DHMS Essential Delta<br>Core                 | (R6 2)<br>contribu<br>saving | ition            | -   | -  |  |  |

### Overview of Fedhealth FlexiFED 1 and FlexiFED 1 Elect

| 2020         Change '19<br>- '20           Number of principal<br>members         22 654<br>2 547 (Elect)         +1 254<br>New           Number of<br>beneficiaries         45 957<br>4 887 (Elect)         +1 423<br>New           Average age per<br>beneficiary (years)         30.58<br>30.2 (Elect)         +0.18 yrs<br>New           Pensioner ratio         5.05%<br>3.9% (Elect)         -1.65 p.p.<br>New           Chronic prevalence         10.2%<br>6.4% (Elect)         +1.50 p.p.<br>New           Net healthcare result<br>(R '000)         +R92 598<br>+R12 581 (Elect)         +1.50 p.p.<br>New | Performance metrics |  |         |                    |
|--|---------------------|--|---------|--------------------|
| members2 547 (Elect)NewNumber of<br>beneficiaries45 957<br>4 887 (Elect)+1 423<br>NewAverage age per<br>beneficiary (years)30.58<br>30.2 (Elect)+0.18 yrs<br>NewPensioner ratio5.05%<br>3.9% (Elect)-1.65 p.p.<br>NewChronic prevalence10.2%<br>6.4% (Elect)+1.50 p.p.<br>NewNet healthcare result<br>(R '000)+R92 598<br>+R12 581 (Elect)+R92 598<br>(Elect)  |                     |  | 2020    |                    |
| beneficiaries43937<br>4887 (Elect)+1423<br>NewAverage age per<br>beneficiary (years)30.58<br>30.2 (Elect)+0.18 yrs<br>NewPensioner ratio5.05%<br>3.9% (Elect)-1.65 p.p.<br>NewChronic prevalence10.2%<br>6.4% (Elect)+1.50 p.p.<br>NewNet healthcare result<br>(R '000)+R92 598<br>+R12 581 (Elect)Headline increase for<br>2020 (Principal)6.3%   |                     |  |         |                    |
| beneficiary (years)30.2 (Elect)NewPensioner ratio5.05%<br>3.9% (Elect)-1.65 p.p.<br>NewChronic prevalence10.2%<br>6.4% (Elect)+1.50 p.p.<br>NewNet healthcare result<br>(R'000)+R92 598<br>+R12 581 (Elect)Headline increase for<br>2022 (Diperior)6.3%  |                     |  |         |                    |
| Pensioner ratio3.9% (Elect)NewChronic prevalence10.2%<br>6.4% (Elect)+1.50 p.p.<br>NewNet healthcare result<br>(R '000)+R92 598<br>+R12 581 (Elect)Headline increase for<br>2023 (Principal)6.3%   |                     |  |         |                    |
| Chronic prevalence     6.4% (Elect)     New       Net healthcare result<br>(R '000)     +R92 598<br>+R12 581 (Elect)       Headline increase for<br>2003 (Driverient)     6.3%   |                     |  |         | Pensioner ratio    |
| (R '000)         +R12 581 (Elect)           Headline increase for         6.3%   |                     |  |         | Chronic prevalence |
| 2022 (Drin size)   | t)                  |  |         |                    |
|  |                     |  |         |                    |
|  |                     |  |         |                    |
|  |                     |  | ) ۵۴۵.۵ |                    |

### Benefit overview

#### Hospital benefits

- Network options with co-payments for planned procedures outside the network:
- FlexiFED 1: R7 300
- FlexiFED 1 Elect: R13 000
- 100% IH specialist reimbursement rate
- No overall annual limit but sub-limits and co-payments apply for certain treatments (e.g. mental health hospitalisation and MRI/CT scans)

### Chronic illness benefits

- Cover for PMB chronic conditions
- Preferred Provider used to avoid a 40% co-payment:
- FlexiFED1: Clicks, MediRite and Pharmacy Direct only
- FlexiFED 1 Elect: MediRite and Pharmacy Direct only
- Basic formulary with a 40% co-payment for nonformulary items

Condition management

- PMB only cover for oncology; DSP must be used to avoid a 40% co-payment. Subject to level 1 treatment protocols
- PMB only cover for renal dialysis; DSP must be used to avoid a 40% co-payment

### Day-to-day benefits

- 1.4% MSA and Threshold benefit (which covers preventative dentistry and network GP consultations once threshold level is reached)
- Access to MediVault, R3 744 per year for a principal member, R6 852 per year for a PAC family structure on FlexiFED 1

### Advantages of moving to DHMS Essential Smart

- Contributions are 13% more affordable (based on policies with one adult dependant) compared to FlexiFED 1.
- Provides unlimited GP consultations (with a R115 copayment per consultation) from the start of the year, FlexiFED 1 provides unlimited GP consultations only once the Benefit Maximizer threshold is reached
- Also provides access to optometry, dentistry and OTC medication benefit
- Richer oncology benefit with access to PMB and non-PMB level of care (FlexiFED 1 only covers PMB level of care with ICON as the DSP)

| Contributions        | Р      | PAC    |
|----------------------|--------|--------|
| Fedhealth FlexiFED 1 | R1 901 | R4 085 |
| DHMS Essential Smart | R1 483 | R4 449 |





### Overview of Fedhealth MyFED

| Performa                                  | ance metrics |                     |
|---|--------------|---------------------|
|   | 2020         | Change<br>'19 – '20 |
| Number of principal members               | 3 998        | -241                |
| Number of<br>beneficiaries                | 5 681        | -482                |
| Average age per<br>beneficiary (years)    | 37.85        | +1.45 yrs           |
| Pensioner ratio                           | 15.65%       | -0.25 p.p.          |
| Chronic prevalence                        | 16.9%        | +2.90 p.p.          |
| Net healthcare result<br>(R '000)         | -R6 732      |                     |
| Headline increase<br>for 2022 (Principal) | 7.7%         |                     |

### Benefit overview

### Hospital benefits

- Network option with a R13 000 co-payment for planned procedures outside the network
- 100% IH specialist reimbursement rate, limited to R2 500 per beneficiary per year for nonnetwork GPs and specialists
- No overall annual limit but certain treatments
   are only covered at PMB level

### Chronic illness benefits

- Cover for PMB chronic conditions
- Preferred Provider (Clicks, Dis-Chem, MediRite and Pharmacy Direct) used to avoid a 40% copayment
- Basic formulary with a 40% co-payment for nonformulary items

### Condition management

- PMB only cover for oncology; DSP must be used to avoid a 40% co-payment. Subject to level 1 treatment protocols
- PMB only cover for renal dialysis; DSP must be used to avoid a 40% co-payment.

### Day-to-day benefits

- Unlimited GP consultations, using a maximum of 2 network GPs
- 2 specialist consultations subject to a limit of R2 000 per family and subject to GP referral

### Advantages of moving to DHMS KeyCare Plus

- Greater flexibility on GP visits MyFED members have cover for 2 out-of-network visits per beneficiary (KeyCare Plus covers 4 visits per beneficiary). MyFED members subject to utilisation monitoring after 10 visits
- Richer cover for OH specialist visits in network limit of R4 730 per beneficiary on KeyCare Plus vs MyFED limit of R2 000 per family
- Richer maternity benefit (e.g. cover for 8 antenatal consultations, 2 visits at a GP, paediatrician or ENT, 2 2D ultrasound scans, 5 antenatal classes. Only Ultrasound benefit on MyFED)

| Contributions   | Р   | PAC  |
|---|---|--|
| Fedhealth MyFED<br>R0 – R6 251<br>R6 252 – R8 550<br>R8 551 – R10 219<br>R10 220 – R12 622<br>R12 623 – R14 426<br>R14 427+ | R1 275<br>R1 301<br>R1 552<br>R2 176<br>R2 765<br>R3750 | R3 093<br>R3 203<br>R3 659<br>R4 910<br>R6 125<br>R8 595 |
| DHMS KeyCare Plus<br>R0 – R8 550<br>R8 551 – R13 800<br>R13 800+  | R1 279<br>R1 758<br>R2 595                              | R3 022<br>R4 011<br>R5 885                               |
| DHMS KeyCare Start<br>R0 – R9150<br>R9 151 – R13 800<br>R13 801+  | R 968<br>R1 629<br>R2 536                               | R2 519<br>R3 895<br>R5 760                               |

## Fedhealth MyFED vs DHMS KeyCare plan series Key benefit differences



### Contributions

- Fedhealth MyFED is 24% more expensive than KeyCare Start for individuals at the lowest income band
- Fedhealth MyFED is more expensive than KeyCare Plus for families across all income bands

### Benefits

- Richer day-to-day benefits on DHMS KeyCare Plus
  - o 4 out-of-network GP visits covered on DHMS KeyCare Plus, 2 visits covered on Fedhealth MyFED
  - o The out-of-hospital specialist benefit limit is R4,730 per beneficiary on DHMS KeyCare Plus, and R2,000 per family on Fedhealth MyFED
  - o DHMS KeyCare Start and KeyCare Plus provides cover for cataract surgery, no cover provided on Fedhealth MyFED
  - o DHMS KeyCare Start and KeyCare Plus provide cover for dental consultations and fillings, no cover provided for these on Fedhealth MyFED
  - Maternity benefit on DHMS KeyCare Start and KeyCare Plus provides cover for 8 antenatal consultations, 2 2D ultrasound scans, 5 pre and post-natal classes, and 2 GP and specialist consultations post birth. Fedhealth MyFED provides PMB level of care
- Similar levels of in-hospital cover across plans
- Similar levels of cover for chronic conditions, oncology treatment and renal dialysis

| Benefit   | MyFED  | DHMS KeyCare Start   | DHMS KeyCare Plus  |
|---|--|--|--|
| COVER FOR DAY-TO-DA                                 | Y BENEFITS   |  |  |
| GP consultations /<br>procedures                    | <ul> <li>DSP: Unlimited cover through chosen GP, utilisation monitoring after <u>10th GP visit</u></li> <li>Non-DSP: Limit of 2 out-of-network visits per beneficiary each year</li> </ul> | <ul> <li>DSP: Unlimited cover through chosen KeyCare<br/>Start GP. Pre-auth is required after <u>15th GP visit</u></li> <li>Non-DSP: Limit of <u>2 out-of-network visits</u> per<br/>beneficiary each year</li> </ul>  | <ul> <li>DSP: Unlimited cover through chosen KeyCare<br/>GP. Pre-auth is required after <u>15th GP visit</u></li> <li>Non-DSP: Limit of <u>4 out-of-network visits</u> per<br/>beneficiary each year</li> </ul>  |
| Specialist<br>reimbursement rate<br>out-of-hospital | • 2 private specialist visits covered up to a limit of R2,000 per family per year, if referred by chosen GP  | <ul> <li><u>2 private specialist visits</u> covered up to a limit of<br/><u>R2,370</u> per beneficiary, if referred by chosen<br/>KeyCare Start Network GP</li> </ul>  | <ul> <li>Private specialist cover up to a limit of <u>R4,730</u> per<br/>beneficiary if referred by GP.</li> </ul>   |
| Casualty visits                                     | • Unlimited at 100% of Fedhealth rate. Co-<br>payment of R660 per visit for non-PMBs   | After-hours care at selected KeyCare Start GP  | <ul> <li>Cover for 1 visit in <u>any casualty unit</u> at one of the KeyCare network hospitals.</li> <li>First R425 of the consultation covered by member. Subject to pre-authorisation</li> </ul>   |
| Optometry   | • 1 eye test and 1 pair of glasses as per formulary per beneficiary every 2 years  | <ul> <li>1 eye test and 1 pair of glasses as per formulary per beneficiary every 2 years</li> <li>Cover for <u>cataract surgery</u> if treatment has been approved at a doctor and facility in the network.</li> </ul>   | <ul> <li>1 eye test and 1 pair of glasses as per formulary per beneficiary every 2 years</li> <li>Cover for <u>cataract surgery</u> if treatment has been approved at a doctor and facility in the network.</li> </ul>   |
| Dentistry   | • Cover for <u>tooth removal</u> at a dentist in the dentist network   | • Cover for consultations, fillings, tooth removals at a dentist in the dentist network. Limits apply.   | • Cover for consultations, fillings, tooth removals at a dentist in the dentist network. Limits apply.   |
| MRI and CT scans                                    | Limited to <u>Prescribed Minimum Benefits at</u> <u>State facilities</u>   | <ul> <li>Covered from the Specialist Benefit, up to a limit<br/>of <u>R2,370</u> per beneficiary per year</li> </ul>   | • Covered from the Specialist Benefit, up to a limit of <u>R4,730</u> per beneficiary per year   |
| Maternity   | • Subject to <u>PMB</u> level of care  | <ul> <li><u>8 Antenatal consultations</u>, prenatal screening<br/>(NIPT for high-risk pregnancies),</li> <li>2 2D ultrasound scans,</li> <li>blood tests,</li> <li>5 pre and post-natal classes,</li> <li>2 GP and specialist consultations after birth,</li> <li>1 flu vaccination,</li> <li>1 dietician assessment,</li> <li>2 mental healthcare consultations,</li> <li>1 lactation consultation</li> </ul> | <ul> <li><u>8 Antenatal consultations</u>, prenatal screening<br/>(NIPT for high-risk pregnancies),</li> <li>2 2D ultrasound scans,</li> <li>blood tests,</li> <li>5 pre and post-natal classes,</li> <li>2 GP and specialist consultations after birth,</li> <li>1 flu vaccination,</li> <li>1 dietician assessment,</li> <li>2 mental healthcare consultations,</li> <li>1 lactation consultation</li> </ul> |

| Benefit                            | MyFED   | DHMS KeyCare Start   | DHMS KeyCare Plus  |
|------------------------------------|---|--|--|
| COVER FOR HOSPITALIS               | ATION   |  |  |
| In-hospital cover                  | <ul> <li>DSP: Unlimited cover in Fedhealth network</li> <li>Non-DSP: R13,000 co-payment applies for<br/>voluntary use of a non-network hospital</li> </ul>                  | <ul> <li>DSP: Unlimited cover in your chosen KeyCare<br/>Start Network Hospital.</li> <li><u>Non-DSP: No cover unless PMB</u></li> <li>Defined list of procedures in a day surgery<br/>network.</li> </ul> | <ul> <li>DSP: Unlimited cover in the KeyCare Plus hospital network</li> <li>Non-DSP: Up to 70% of the DHR in the Partial Cover Hospital Network. No cover in a nonnetwork hospital unless PMB.</li> <li>Defined list of procedures in a day surgery network</li> </ul> |
| High and intensive<br>care         | • No limit  | • No limit   | • No limit   |
| Specialist accounts<br>in hospital | <ul> <li>Full cover for network specialists</li> <li>Up to 100% of Fedhealth rate for non-network specialists, limited to <u>R2,500 p</u>er beneficiary per year</li> </ul> | <ul> <li>Full cover for specialists participating in a payment arrangement, or</li> <li>Up to 100% of Scheme Rate for non-participating specialists</li> </ul>   | <ul> <li>Full cover for specialists participating in a payment arrangement, or</li> <li>Up to 100% of Scheme Rate for non-participating specialists</li> </ul>   |
| MRI and CT scans                   | • 100% of the Fedhealth rate in the DSP   | • 100% of DHR in the DSP   | • 100% of the DHR in the DSP   |
| Mental health                      | Limited to Prescribed Minimum Benefits subject to using the DSP   | • 21 days in-hospital. Covered in full at a network facility.  | • 21 days in-hospital. Covered in full at a network facility.  |
| HIV-related<br>admissions          | • No limit  | • No limit   | • No limit   |
| Neonatal intensive<br>care         | • No limit  | • No limit   | • No limit   |

| Benefit            | MyFED   | DHMS KeyCare Start   | DHMS KeyCare Plus  |
|--------------------|---|--|--|
| COVER FOR ONCOLOGY | AND RENAL DIALYSIS  |  |  |
| Oncology           | Cover for PMBs with an <u>allocated DSP</u>   | • Treatment covered in a <u>state facility</u>   | • Cover for PMBs with an <u>allocated DSP.</u>   |
| Renal dialysis     | Cover for PMBs with an <u>allocated DSP</u>   | • Treatment covered in a <u>state facility</u>   | <ul> <li>Unlimited cover if approved and in the <u>KeyCare</u><br/><u>Renal Dialysis Network</u></li> </ul>  |
| COVER FOR CHRONIC  |   |  |  |
| Chronic            | <ul> <li>PMB conditions and DTPMB conditions</li> <li>Full cover for treatment through a formulary only in DSP</li> </ul> | <ul> <li>Chronic medicine covered in a state facility</li> <li>CDL PMB basket through KeyCare Start hub</li> </ul> | <ul> <li>PMB conditions and DTPMB conditions</li> <li>Full cover for treatment through a formulary only<br/>in DSP</li> <li>Selected KeyCare GP must dispense approved<br/>chronic medicine or approved medicine can be<br/>dispensed from network pharmacies</li> </ul> |