DHMS continued excellence in a challenging economic environment

<table>
<thead>
<tr>
<th>Competitive advantage</th>
<th>Growth and stability</th>
<th>Security</th>
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</thead>
<tbody>
<tr>
<td>-16.4% (2017: -15.1%)</td>
<td>56% Market share</td>
<td>27.44%</td>
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<tr>
<td>10.1%</td>
<td>+2.08% Membership growth</td>
<td>R16.4bn</td>
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<tr>
<td>R2.10</td>
<td>4.8% Annualised lapse rate</td>
<td>R2.45bn</td>
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- Lowest premiums in the scheme market
- DHMS admin and managed care fees in bottom quartile
- Value generated for every R1 paid to Discovery Health

Stability:
- 94% No movement
- 3% Upgrade
- 3% Downgrade

Solvency:
- R16.4bn

Net surplus:
- R2.45bn

GCR credit rating:
- AAA

Annualised lapse rate:
- 4.8%

Membership growth:
- 56%

Market share:
- 10.1%

Reserves:
- 27.44%
Becoming the lowest cost administrator

Lowest quartile admin fees

10.1% DH total fees as a % of GCI

Decreasing real admin fee increases

Administration expenditure as % of GCI over time

Effective interventions to manage claims costs

Impact of Discovery Health and Vitality on DHMS risk claims in 2017

- Potential risk claims: R47.8bn
- Risk management savings: R5.7bn (11.9%)
- Vitality impact on DHMS: R1.6bn (3.4%)
- Actual risk claims: R40.3bn

- DHMS ranked 5th lowest of 21 open schemes

- Open schemes ex DHMS (weighted) vs DHMS