

DISCOVERY BUSINESS INSURANCE

Get up to 50% cash back on monthly data spend with MTN



We understand the importance of managing finances well to avoid business interruptions and possible business failure, especially for small and medium-sized enterprises (SMEs). Access to data is also essential in a modern world where businesses and clients increasingly use digital platforms to communicate with each other. That is why we reward our clients with up to 50% cash back on their MTN monthly data spend (limited to R1 500 maximum spend) for simply managing their business well.

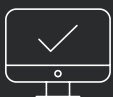
HOW TO UNLOCK YOUR CASH BACK

To qualify for the cash back, you must complete the Business Health Check and risk assessment. These activities will help you understand and improve your business risks.



Get 25% cash back

For completing the Business Health Check



Get 25% cash back

For completing the risk assessment

Get up to 50% cash back

*on your monthly data spend with MTN**



Discovery Business Insurance clients who qualify for this benefit will get access to a dedicated sales and service desk from MTN, making sure that you get great service and a faster turnaround.

* The cash back is limited to a maximum spend of R1 500 on a qualifying MTN business broadband package, and cannot be greater than your monthly non-motor premium.



REWARDS IN ACTION

Example 1

The client only completes the Business Health Check

In November 2020, Company A has cover under the property class and pays a non-motor premium of R2 000 a month. Company A has signed up for a qualifying MTN business broadband package, which costs them R1 200 a month. They have completed the Business Health Check, but not the risk assessment.



What cash back amount does Company A qualify for?

- The company qualifies for 25% cash back since they have only completed the Business Health Check. (They can increase their cash back up to 50% by completing the risk assessment).
- Company A's cash back will be calculated as:

$$\text{Cash back} = \text{cash back \%} \times \text{MTN data spent (limited to R1 500)}$$

$$= 25\% \times \text{R1 200}$$

$$= \text{R300}$$

This is lower than their non-motor premium of R2 000, therefore the company qualifies for a cash back of R300 in November 2020.

Example 2

The client completes both the Business Health Check and risk assessment

In December 2020, Company A also completes the risk assessment by completing the self-assessment tool.



What cash back amount does Company A qualify for?

- The company now qualifies for 50% cash back as they have completed both the Business Health Check and risk assessment.
- Company A's cash back will be calculated as:

$$\text{Cash back} = \text{cash back \%} \times \text{MTN data spent (limited to R1 500)}$$

$$= 50\% \times \text{R1 200}$$

$$= \text{R600}$$

This is lower than the non-motor premium of R2 000, therefore the company qualifies for a cash back of R600 in December 2020.

By completing the risk assessment, in addition to the Business Health Check, company A has doubled their monthly cash back amount.



MORE DETAILS ON HOW TO UNLOCK YOUR CASH BACK

Completing the Business Health Check

The company contact person can complete the Business Health Check on the Discovery website by following these steps:

1. Log in to the Discovery website using their username and password. If they do not have a username and password, they will first need to register their profile on the Discovery website to get these details.
2. Select **BUSINESS INSURANCE**, then **REWARDS FOR BUSINESS**, then **Business Health Check**.
3. View the introduction and accept terms and conditions, then select **COMPLETE** to continue with the assessment.



Completing the risk assessment

You can complete the risk assessment in one of two ways, both of which unlock the 25% discount:

- Having a physical risk survey done at your business premises by one of our risk engineers. Our underwriting team determines which businesses need to have a physical risk survey done.
- Completing the online self-assessment. If your business qualifies for the self-assessment, Discovery Business Insurance will send you a link to the self-assessment tool.



Data packages that qualify for the cash back

The following MTN business broadband packages qualify for this benefit:

- Business Broadband LTE
- Business Broadband Wireless
- Business Broadband Fibre
- MTN Voice plans (SIM only)
- MTN LTE data deals (SIM only)

You can select any of these data packages, subject to coverage being available in the area where you intend to use the data service. If you select a data package that does not have coverage in your area, an MTN Business agent will advise you accordingly and give you other data contract options you can choose from.



SIGNING UP FOR THE BENEFIT

Existing as well as new Discovery Business Insurance clients can sign up for this benefit.



Existing Discovery Business Insurance clients

You can sign up for the benefit by following these easy steps:

1. Log in to the Discovery website using your username and password. If you do not have a username and password, you will first need to register your profile on the Discovery website to get these details.
2. Select **BUSINESS INSURANCE**, then **BUSINESS INSURANCE DASHBOARD** and click on the green **SIGN UP NOW** button.
3. In the sign up section, provide us with your details and give us permission to share your details with MTN.

If you have an active Discovery Business Insurance Plan, you must have cover under the property or accident class to qualify for this benefit.

You need to sign up for one of the qualifying MTN business broadband packages on the Discovery website. A dedicated sales consultant from MTN will contact you to finalise the contract.



New Discovery Business Insurance clients

You can sign up for the benefit by following these easy steps:

1. Visit www.discovery.co.za/business.
2. Select **BUSINESS INSURANCE**, then **Rewards for Business** and select the green **SIGN UP NOW** button.
3. In the sign up section, provide us with your details and give us permission to share your details with MTN.

You must have an active Discovery Business Insurance Plan and cover under the property or accident class to qualify for this benefit. If you do not have an active plan, an accredited Discovery Business Insurance broker will contact you to assist with getting a quote and activating your plan.

You need to sign up for one of the qualifying MTN business broadband packages on the Discovery website. A dedicated sales consultant from MTN will contact you to finalise the contract.



TECHNICAL DETAILS

- To qualify for the cash back, you must have an active Discovery Business Insurance Plan (with cover under the property or accident class) and an active MTN business broadband contract for one of the qualifying data packages.
- You must complete either the Business Health Check or the risk assessment at least once a year to unlock the cash back.
- Completing the activity (Business Health Check or risk assessment) unlocks the cash back for 12 months from the date of completion.
- The cash back is limited to an MTN data spend of R1 500 per month and cannot be greater than your monthly non-motor premium, i.e. Cash back = min { (cash back percentage x data spend) or non-motor premium}.
- We will pay your cash back to your premium paying account in the second week of the month following the invoice month. For example, if the invoice was issued in September 2020, your cash back will be paid in the second week of October 2020.
- If we receive your premium through your broker, then your broker will need to confirm which bank account we should pay your cash back into.
- To receive the benefit, your plan premiums must be up to date. If your plan premium is not up to date, you will miss out on cash back and it will not be paid retroactively.
- You will only receive your cash back each month if you are up to date with your MTN business broadband account payments. If this is not the case, you will lose out on the cash back and it will not be paid retroactively.
- Existing as well as new Discovery Business Insurance clients can qualify for the cash back, subject to them signing up for one of the qualifying MTN business broadband packages on the Discovery website.
- After signing up for one of the qualifying MTN business broadband packages, you must provide your details on the Discovery website and agree to the terms and conditions to allow an MTN sales agent to contact you to finalise the contract.
- A successful activation of the MTN business broadband contract depends on the results of relevant credit checks.
- You may need to provide supporting documents (such as three months' bank statements for your company, identity document copies of the company directors, and company registration documents) to MTN.
- The data service you select may not have coverage at the location you intend to use the service. In this case, an MTN agent will advise you accordingly and give you other data contract options you can choose from.