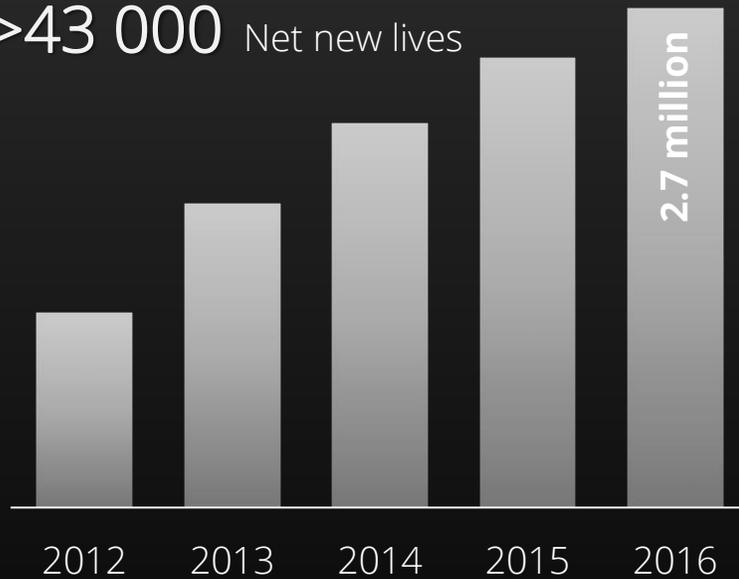


# Discovery Health Medical Scheme performance

## Growth

**55%** Market share

>43 000 Net new lives



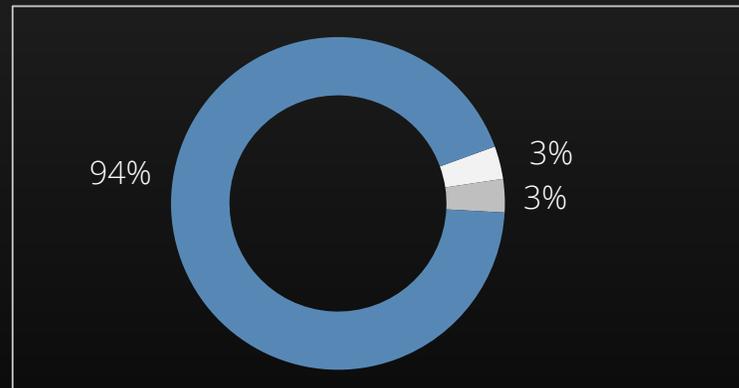
Next 10 largest open schemes' membership decreased by **13 045** lives

## Stability

**94%** → No movement

**3%** ↑ Upgrade

**3%** ↓ Downgrade



**5%** Annualised lapse rate

## Security

**26.3%**  
Solvency

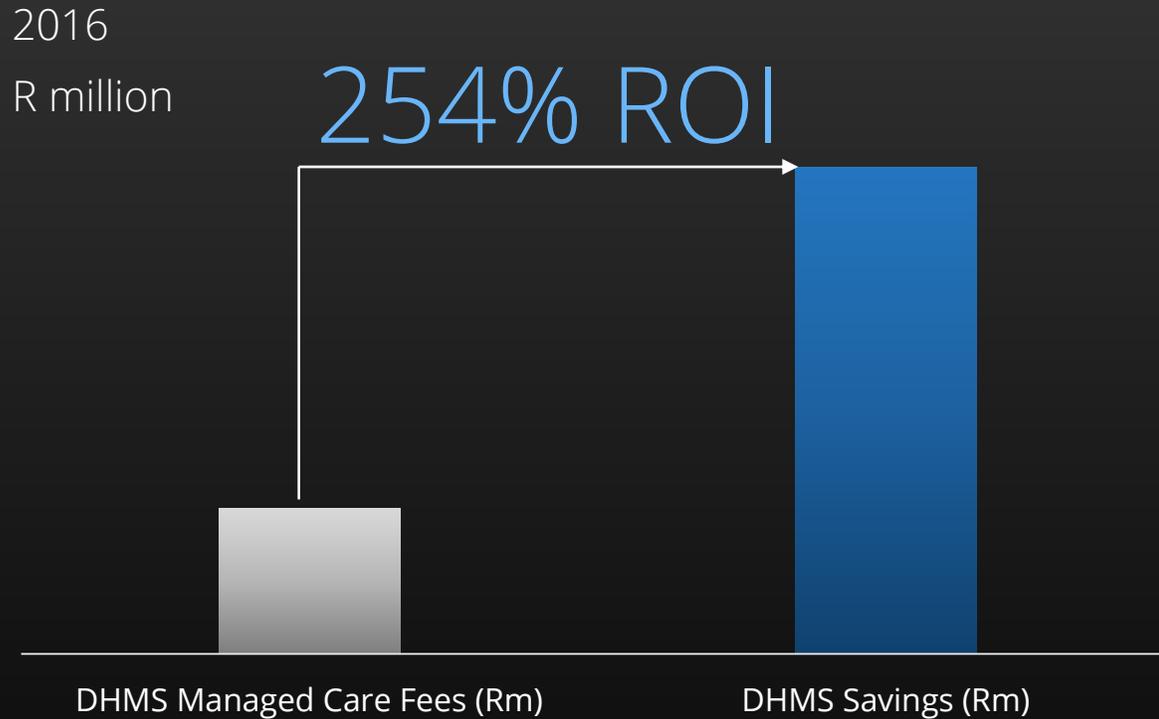
**R14.2bn**  
Reserves

**R1.3bn**  
Total surplus

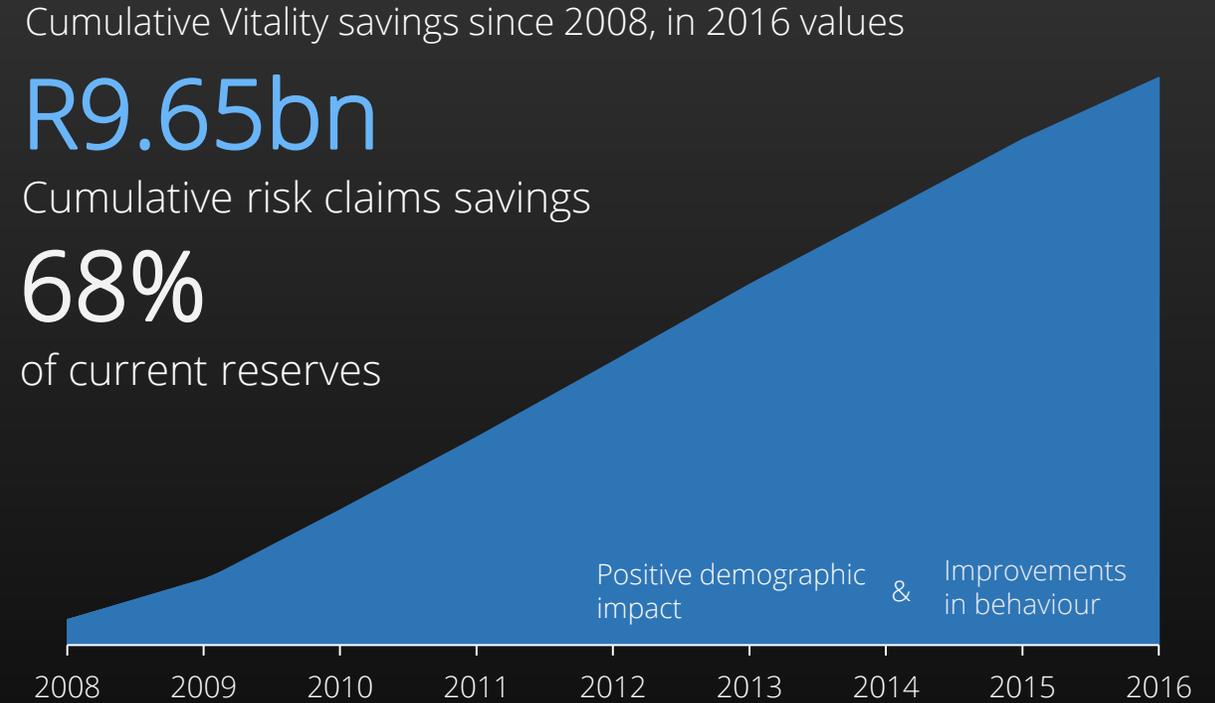
Next 10 largest open schemes' solvency decreased by **0.5%**

# Social mandate to bring down the cost of healthcare

## Utilisation and risk management interventions



## Making people healthier through Vitality



Impact  
2016

**R6.2bn**  
saving in 2016 from risk claims

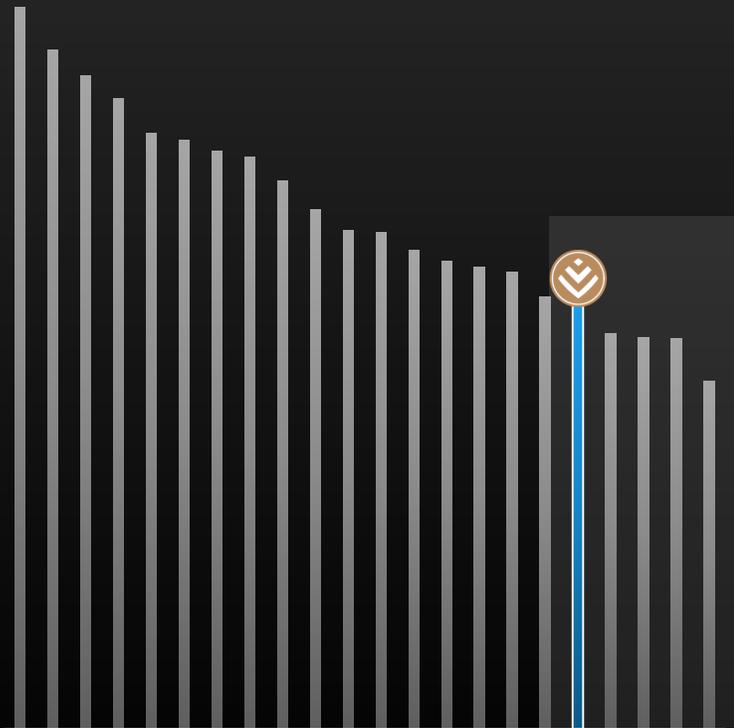
**14.4%**  
of claims for DHMS

# Value for money

## Lowest quartile admin fees

# 7.7%

Administration fees of Gross Contribution Income



Expenditure includes administration and marketing costs

## Low contribution increases

# 7.9%

CPI + 2%

For 2018

DHMS weighted average contribution increase

VS

# 9%-11%

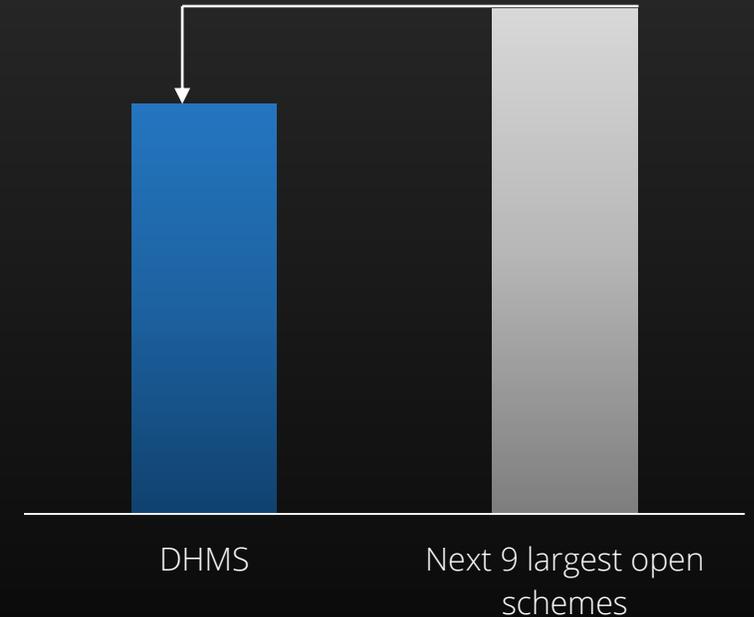
CPI + 4% to 6%

For 2018

Expected healthcare claims inflation

## Lowest contributions

# -15%

Lower premiums compared to market average (weighted)

~ every 6<sup>th</sup> year free