

GET MORE out of every MOMENT



LIFETIME MAX 200% SEVERE ILLNESS BENEFIT OFFER

*Get the LifeTime Max 200% for three years
at the same premium as the LifeTime Max 100%*

Your clients can experience Discovery Life's award-winning LifeTime Max 200% Severe Illness Benefit for the same premium as the LifeTime Max 100% Severe Illness Benefit for the first three years of their policy. This gives them the potential to get up to double the payout on a qualifying life-changing event while paying a lower premium.

Discovery Life's market-leading LifeTime Max 200% Severe Illness Benefit

Our LifeTime Max 200% Severe Illness Benefit is designed to protect policyholders against the lifestyle impact of a severe illness. Clients benefit from the most comprehensive multiple-claims facility in the market, and can get boosted payments of up to 215% based on the expected long-term impact of the illness. They can also access a number of unique features, such as the market-first Cancer Relapse Benefit.

Key features of the LifeTime Severe Illness Benefit



Highest payouts in the market

Provides clients with a minimum payout of 100% of their insured amount for all SCIDEP conditions, and pays up to 215% of the sum assured based on the long-term impact of the illness.



Global Treatment Benefit

The Global Treatment Benefit provides up to 250% of the benefit amount* for treatment at international facilities.



Child Severe Illness and ParentCare cover

Automatic severe illness coverage for the children and parents of the insured person.



Cancer Relapse Benefit

On recurrence of a cancer after a one-year remission period, clients receive an additional payout of 50% or 100% of their sum assured, based on the applicable LifeTime Maximum.



In recognition of the significant cancer coverage across the full spectrum of severities as well as coverage for the recurrence of a cancer, the **LifeTime Max 200% Severe Illness Benefit** was awarded the best dread disease product in the market for cancer cover by the **Independent Clinical Oncology Network****.

* Up to 250% on a Purple Life Plan and up to 180% on a Classic Life Plan.

** As awarded in 2016 by ICON for being the number one dread disease product in the market for cancer protection.

LIFETIME MAX 200% FOR THE SAME PRICE AS THE LIFETIME MAX 100% FOR THREE YEARS

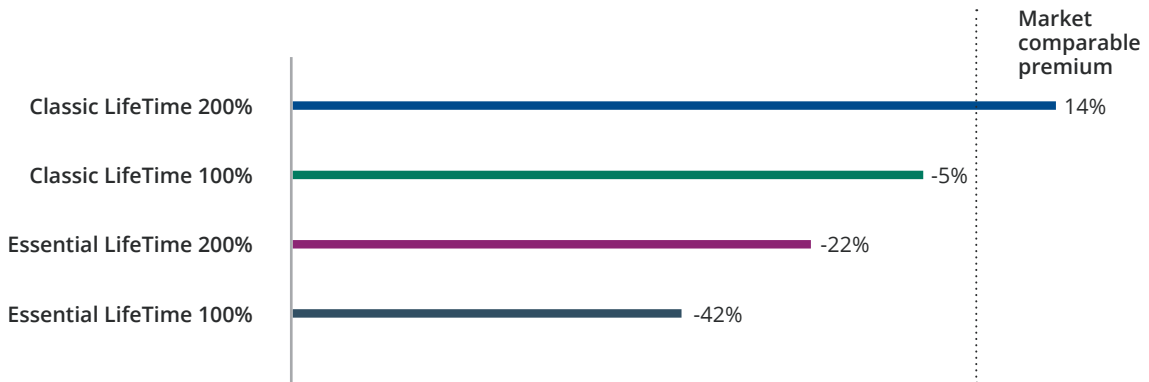
Qualifying Smart, Essential, Classic and Purple Life Plan clients will be able to select the LifeTime Max 200% Severe Illness Benefit and pay a premium equivalent to that of the LifeTime Max 100% for the first three years of their policy.

Highly competitive premiums for a market-leading benefit

By providing clients with the LifeTime Max 200%, they can get at least a 100% payment, and in many cases substantially more, for SCIDEP conditions. In addition, other conditions can receive LifeTime upgrades, leading to payments of up to 215% of the insured amount.

UNPARALLELED VALUE THROUGH THE SIB LIMITED OFFER

The illustration below is a comparison of the premium savings over the first five years that a client can experience relative to an offering that is comparable to Discovery's LifeTime Max 100% Severe Illness Benefit. Clients who select the LifeTime 200% option benefit from additional premium savings through the LifeTime Max 200% Severe Illness Benefit Offer.



Assumptions: Male; non-smoker; aged 45, SE class 1; AcceleRater funding pattern; Severe Illness Benefit of R1 million; Comprehensive Health Integrator; Comprehensive Health Plan; LifeTime Select Vitality Rating; Gold Vitality status throughout.

A comparison of the benefits a client who selects the LifeTime Max 200% will receive against that of other insurers for their first claim is shown below. The highlighted cells indicate where Discovery's payment is higher than the market.

Severity level	SCIDEP				ALL OTHER DISEASES
	Heart attack	CABG*	Stroke	Cancer	
A	165%	140%	190%	165%	100% + LifeTime boost
B	100%	100%	190%	165%	75% + LifeTime boost
C	100%	100%	190%	100%	50% + LifeTime boost
D	100%	100%	100%	100%	25% + LifeTime boost

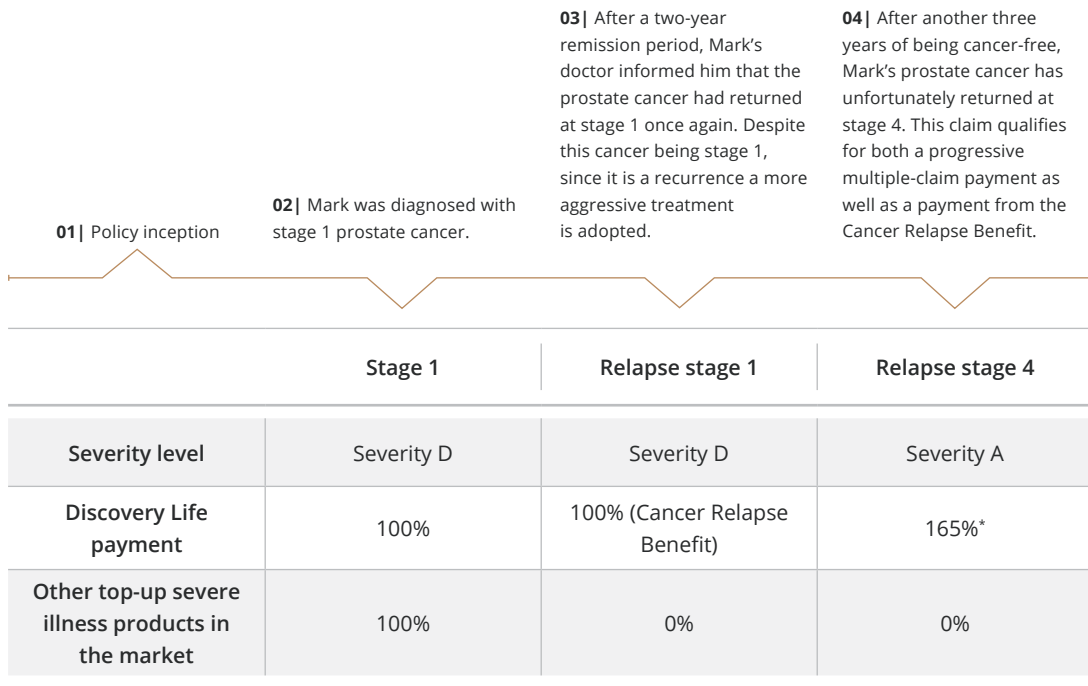
* Coronary Artery Bypass Graft

Assumption: A client has three financial dependants at point of claim. A SCIDEP Severity A heart attack on a non-accelerated R1 million Severe Illness Benefit.



Meet Mark

Mark has a Discovery Classic Life Plan with the LifeTime Plus Max 200% non-accelerated Severe Illness Benefit of R1 million, where he has three financial dependants.



In total, Mark has received 365% of his sum assured (100% + 100% + 165%) for prostate cancer through his Discovery Life Plan. When considering the rest of the market, Mark would only have received 100% of his sum assured, payable when the disease was originally diagnosed at a stage 1 level.

* 100% through the Cancer Relapse Benefit and 65% through our progressive multiple claims definition.

TECHNICAL DETAILS

- The limited offer applies to new and existing clients who add or upgrade to the latest version of LifeTime Max 200% Severe Illness Benefit for the first time between 1 October and 31 March 2022 and with a start date between 1 October 2021 and 1 June 2022 (inclusive).
- Please note that to qualify for this offer, existing clients cannot have an older version of the LifeTime Max 200% Benefit on their policy and must upgrade to the latest Severe Illness Benefit version.
- Minimum and maximum entry ages, expiry ages, sum assured, and benefit levels will be the same as for the latest Severe Illness Benefit version.
- Quotes must be submitted and uploaded between the 1 October 2021 and 31 March 2022 (inclusive).
- The usual servicing rules and minimum/maximum age and cover rules will still apply during the limited offer period.
- Normal underwriting rules apply to all clients who qualify for the limited offer.
- Future servicing on the Severe Illness Benefit after the limited offer period will be done at the premiums applicable to the LifeTime Max 200% option.
- At the end of the three-year offer period, the client's premium will be adjusted to the LifeTime Max 200% Severe Illness Benefit premium.
- If a life assured on a new policy or a policy adding this benefit for the first time (with the limited offer) lapses a pre-existing Life Plan, or removes or reduces the sum assured (Base Cover with Cover and Financial Integrator) on any version of the benefit on a pre-existing Life Plan from the 1 October 2021 to 1 July 2022 (inclusive), this offer will be removed.

