



Unaudited Interim Results

for the six months ended 31 December 2025

Performance overview



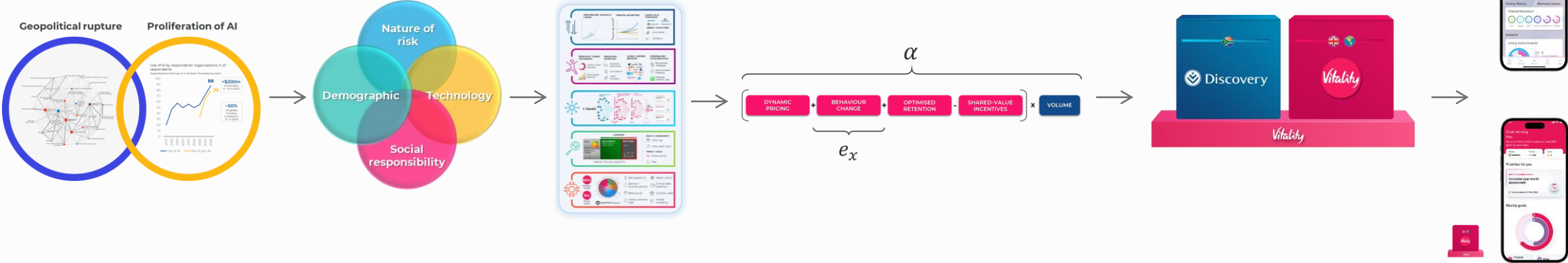
Normalised profit
+24%
to R8 891m

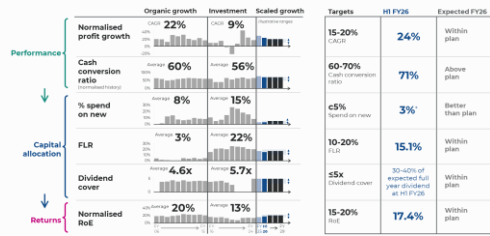
Headline earnings
+29%
to R5 692m

Normalised headline earnings
+27%
to R5 745m

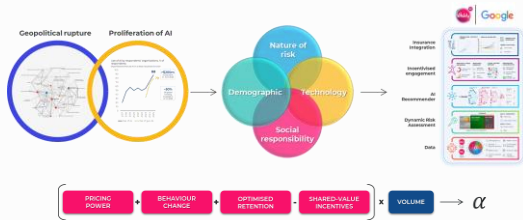
New business
+12%
to R14 026m

Summary





1 Strong performance with continued delivery ahead of the five-year growth corridor targets

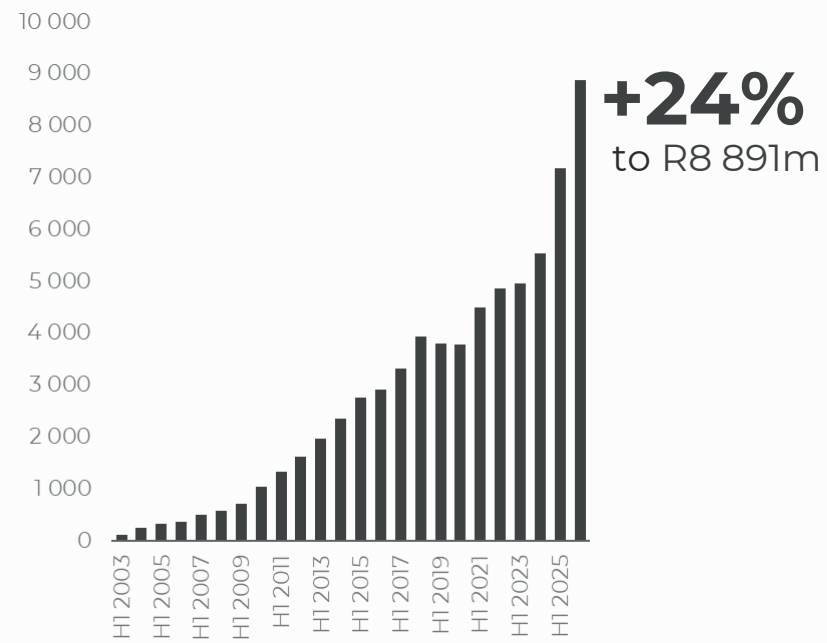


2 Evolving the Vitality Shared-value model to deliver hyper-personalised engagement and value through Vitality AI



3 Focused execution within each composite

H1 FY26 performance



Strong operating profit growth

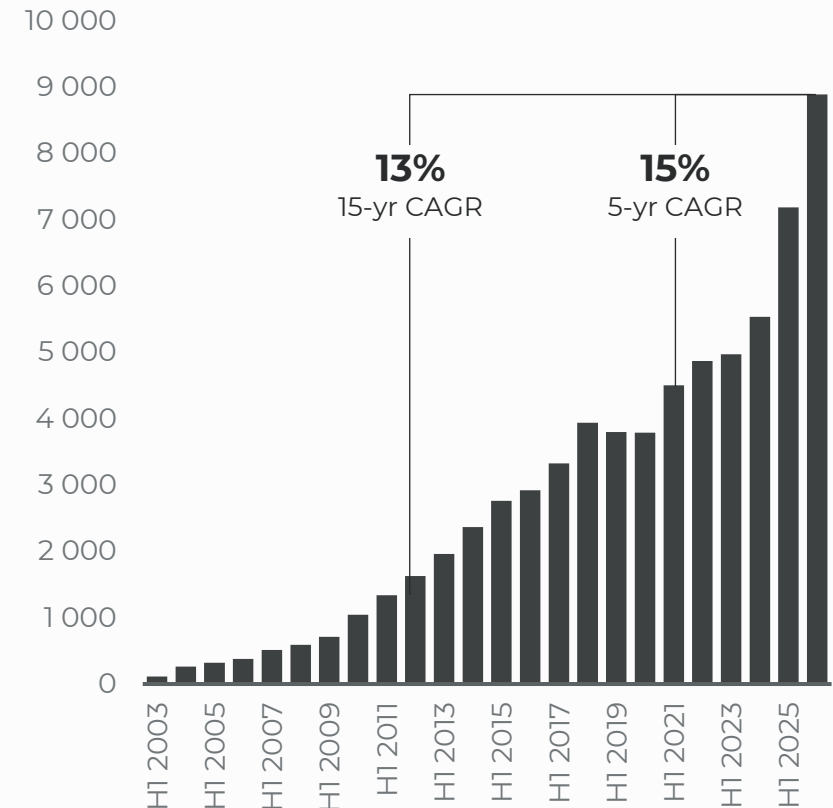


Normalised profit, ZARm

| | | |
|--------------------------|--------------|-------------|
| Health | 2 128 | +5% |
| Life | 3 093 | +15% |
| Invest | 984 | +1% |
| Insure | 546 | +34% |
| Bank | 75 | <-100% |
| Other SA ¹ | -51 | -80% |
| Discovery SA | 6 775 | +19% |
| VitalityHealth | 1 186 | +98% |
| VitalityLife | 352 | +8% |
| Ping An Health Insurance | 573 | +35% |
| VHI - Other | -16 | -89% |
| Vitality Network | 176 | -48% |
| Vitality AI ² | -155 | >+100% |
| Vitality | 2 116 | +41% |

Normalised operating profit

+24%
to R8 891m



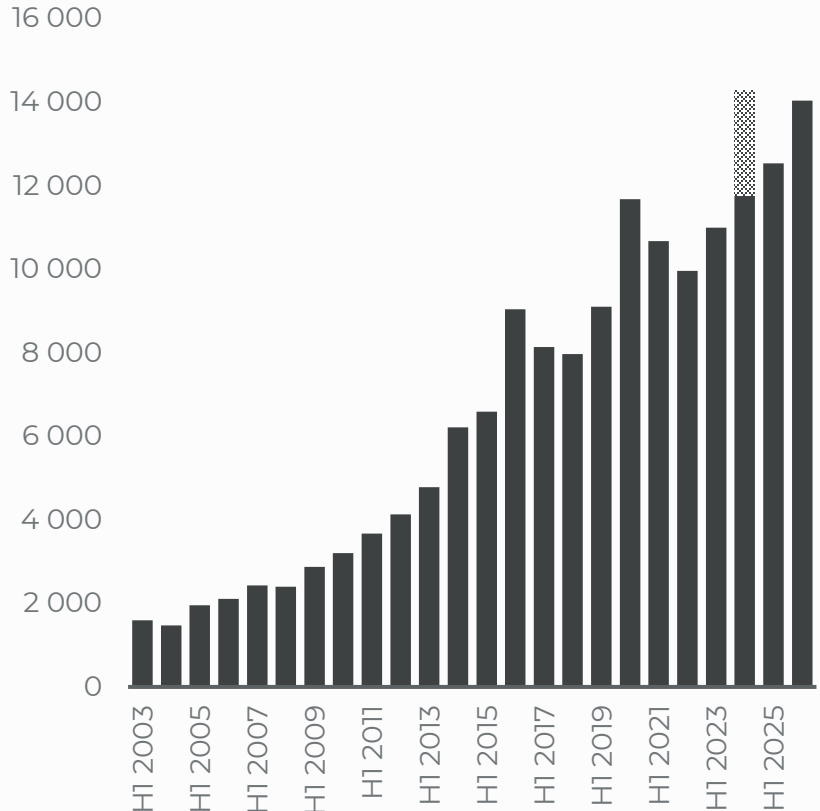
¹ Includes Discovery Vitality
² Includes Other Vitality central costs

Solid new business



| ZARm | New business | | Non-insurance income | |
|--------------------------|--------------|-------------|----------------------|------------|
| Health | 5 454 | +16% | 811 | +26% |
| Life | 1 635 | -1% 16%* | | |
| Invest | 1 961 | +13% 19%* | | |
| Insure | 646 | -2% | | |
| Bank | | | 1 438 | +31% |
| Vitality | 246 | -4% | | |
| Discovery SA | 9 942 | +10% | 2 249 | 29% |
| VitalityHealth | 1 440 | +9% | | |
| VitalityLife | 1 495 | +36% 35%* | | |
| Vitality Network | | | 831 | -14% |
| Ping An Health Insurance | 1 149 | +6% | | |
| VHI - Other | | | 487 | +5% |
| Vitality | 4 084 | +16% | 1 318 | -8% |

New business
+12%
to R14 026m



Sasolmed

*New business APE

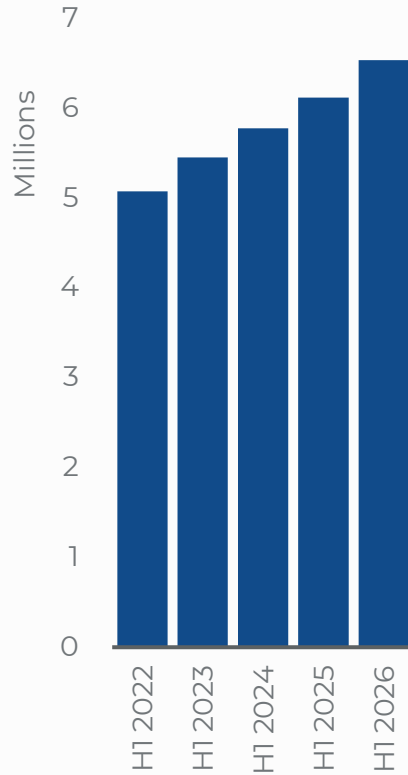
Continued client growth



Lives impacted

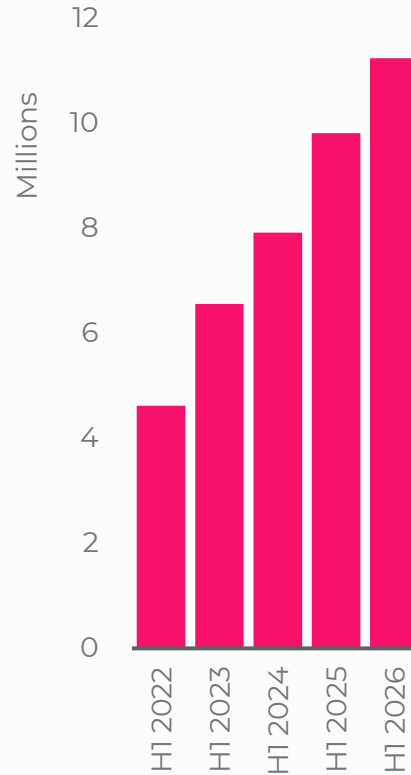
SA

+7%
to 6.5m



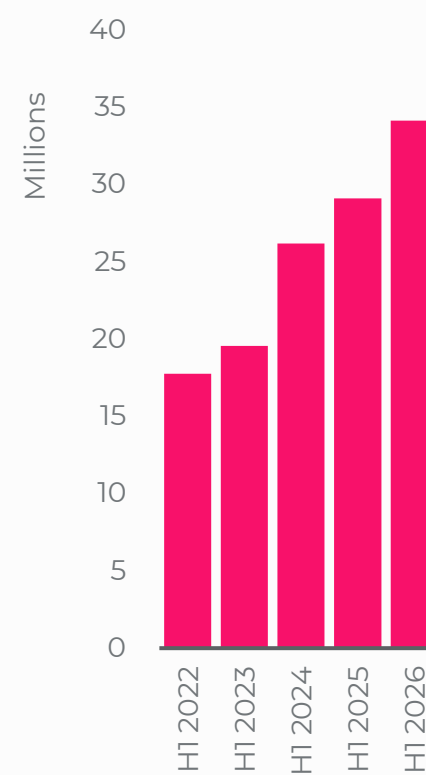
Vitality excl. PAHI

+15%
to 11.2m



PAHI

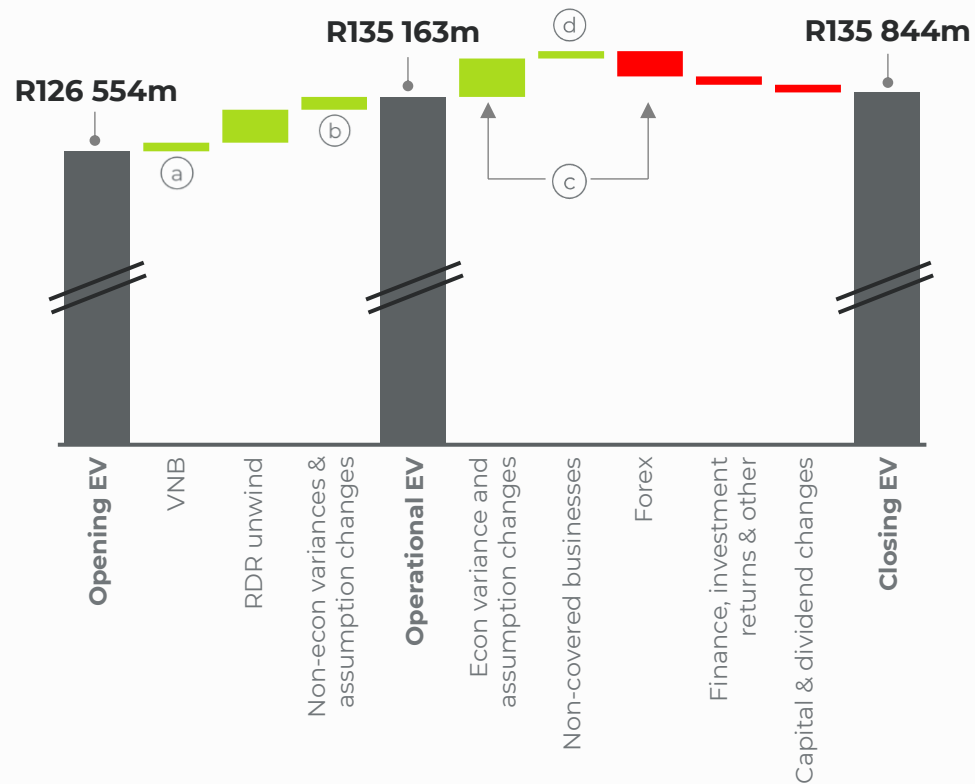
+17%
to 34.1m



Robust return on Group EV



17.3% Annualised return on EV



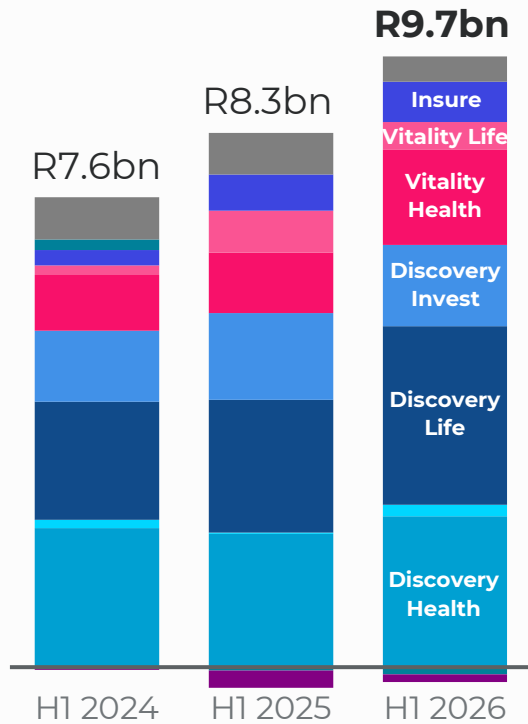
- (a) Significant improvement in VNB
- (b) Positive non-economic experience variances across all businesses
- (c) Impact of economic assumption changes partially offset by forex movements
- (d) Robust earnings from non-covered businesses

Robust cash generation



71% Cash conversion ratio

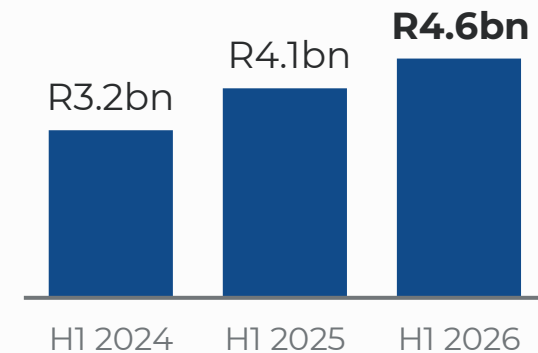
Cash generated from in-force



Cash uses: New business and tax



Operating Cash Flow

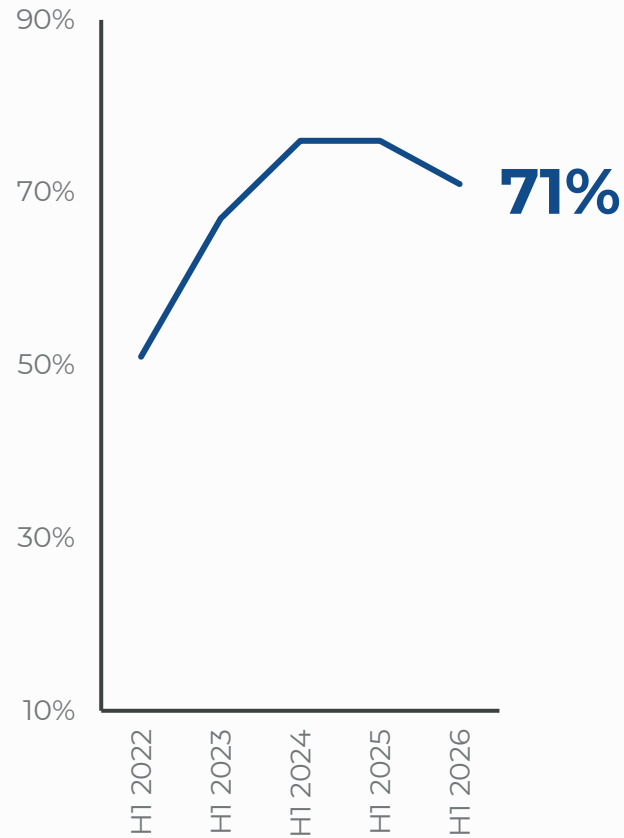


Group is well capitalised



Strong cash conversion

Group cash conversion ratio¹



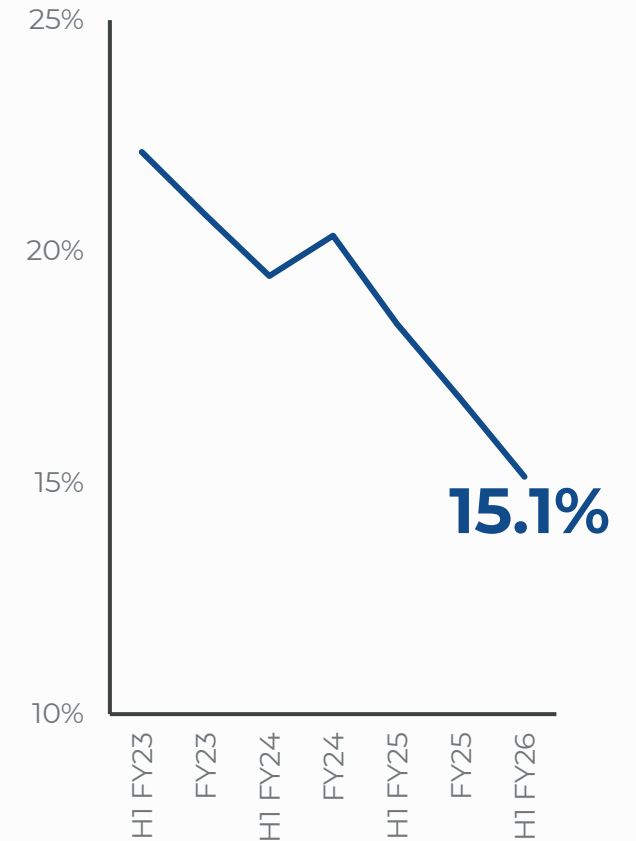
Strongly capitalised

Solvency cover

| | Dec 25 Cover | Dec 24 Cover |
|---------------------------|--------------|--------------|
| Life | 1.8x | 1.8x |
| Insure | 2.1x | 2.0x |
| VH | 1.7x | 1.7x |
| VL | 1.9x | 2.0x |
| Bank ² | 1.1x | 1.2x |
| PAHI ³ | 3.1x | 3.4x |
| DHMS solvency (unaudited) | 32.6% | 31.0% |

FLR decreasing

Financial leverage ratio



Supportive below-the-line performance

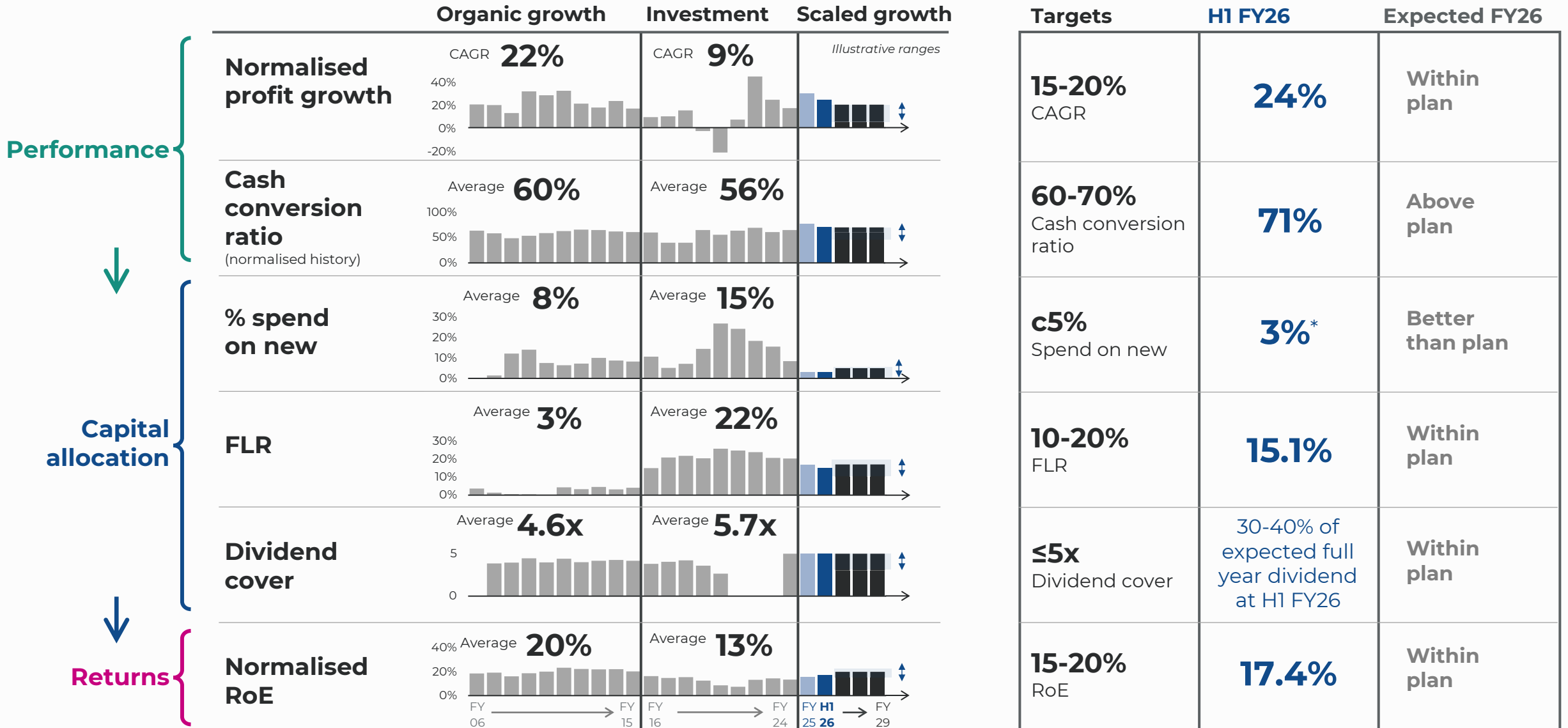


| R million | Actual H1 2026 | Actual H1 2025 | % |
|---|-------------------|-------------------|------------|
| Normalised profit from operations | 8 891 | 7 188 | 24% |
| Finance charges excl. 1DP finance lease | -838 | -954 | |
| Investment income and fair value gains on financial instruments | 236 | 260 | |
| 1 DP finance lease impact | -25 | -44 | |
| Other forex (losses)/gains | -13 | 13 | |
| Other | -63 | -126 | |
| Profit before tax | 8 188 | 6 337 | 29% |
| Taxation | -2 429 | -1 845 | |
| Profit after tax | 5 759 | 4 492 | 28% |
| Profit not attributable to ordinary shareholders | -90 | -102 | |
| Loss on derecognition of intangible assets | 21 | 16 | |
| Other headline earnings adjustments | 2 | 22 | |
| Headline earnings | 5 692 | 4 428 | 29% |
| Amortisation of intangibles from business combinations | 29 | 22 | |
| Restructuring costs | - | 36 | |
| Other normalised headline earnings adjustments | 24 | 25 | |
| Normalised headline earnings | 5 745 | 4 511 | 27% |

Interim ordinary dividend
declaration of 111 cps

28% growth

Delivery ahead of targets with confidence in achieving targets for FY26 and the remainder of the planning cycle



Forward looking information on this slide is for illustration and has not been reviewed or reported on by the auditors and reflects the average expected over the time frame
 *Spend on new includes Discovery Green, Vitality AI and VHI Other

Structural forces reshaping insurance industry – amplifying advantage for models built on data and behaviour change



1 Actuarial dogma < Behavioural nature of risk

- Traditional insurance assumes risk is fixed at entry despite **growing evidence that behaviour materially alters longevity**.
- Engagement remains minimal, with traditional insurers averaging **~40 customer interactions over 20 years**.
- Ageing populations, rising chronic disease and healthcare inflation are materially compressing affordability.

Passive, one-off risk pricing models are structurally exposed to rising claims & margin erosion, accelerating the shift to dynamic, behaviour-driven models.

3 Human-centric < AI-driven intelligence

- **90% of insurers are deploying or evaluating AI** – yet only a small cohort is extracting material value.
- AI is enabling **50–75% faster processing and ~20% cost savings** in early adopters.
- > 70% of global insurance purchases have traditionally been intermediary-led, yet **up to 40% of broker activity can now be automated or augmented by AI**.

AI is reshaping the industry's economics and widening the gap between intelligent, AI-native insurers extracting operating leverage at scale and legacy players preserving traditional models.

Generic approach < Predictive & personalised 2

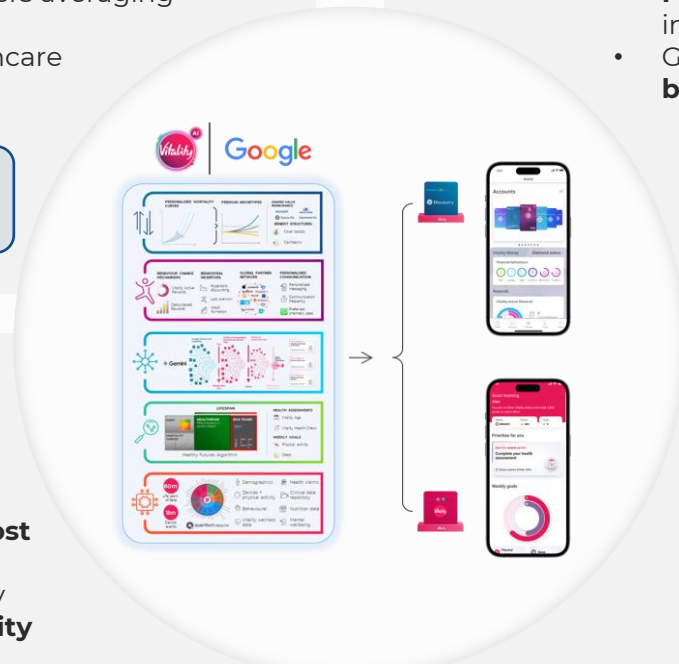
- Standard treatment pathways are built for the “average patient”, with failure rates of up to 40% due to biological variation.
- **Predictive, personalised care** improves adherence by ~42%, increases engagement >50%, & reduces readmissions by ~35%.
- GLP-1 therapies now account for ~10% of employer claims, but **behaviour-linked pathways can reduce long-term cost trend**.

Healthcare is shifting from treating populations to managing individual risk, increasing the need for personalised behavioural intervention.

Fragmented data < Quantified self 4

- **~ 97% of health data goes unused**, with insight concentrated around illness rather than daily behaviour.
- **Digital health adoption accelerating** as software, data & analytics become fastest-growing healthcare segments ~ **35% of adults in developed markets use wearables**.
- **Sustained behaviour change** proven (RAND study): 34–40% activity uplift with Apple Watch and Vitality.

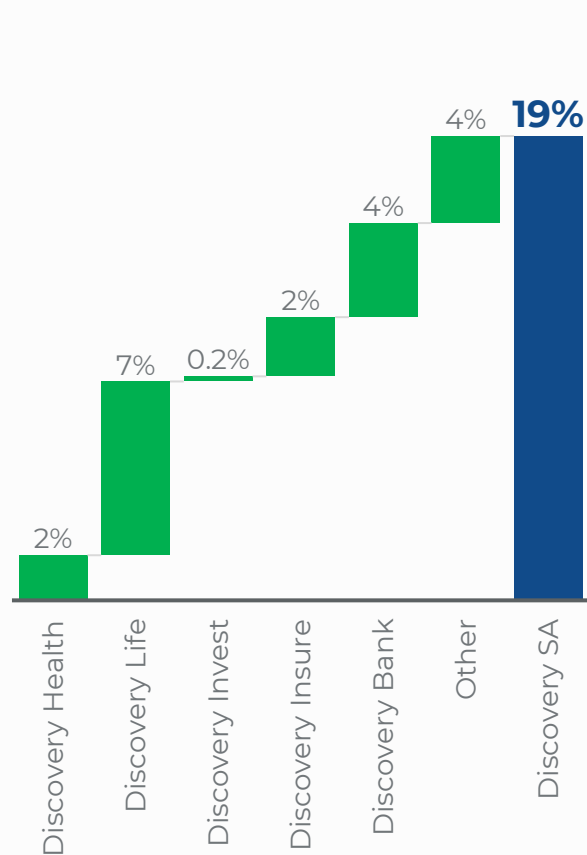
Health is shifting from episodic measurement to continuous self-management, making personal agency central to value perception and product design in health and insurance.



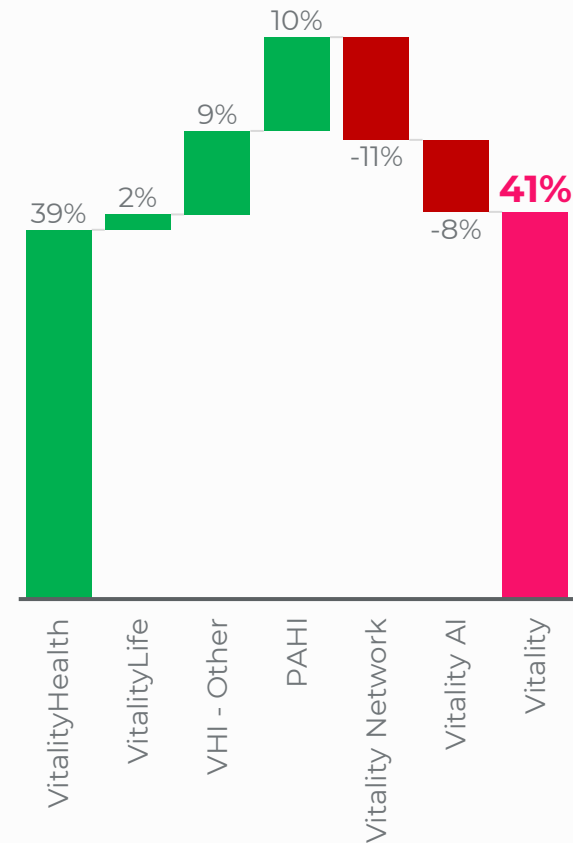
Broad-based contribution in Discovery SA, with a strong contribution from VitalityHealth in the Vitality composite



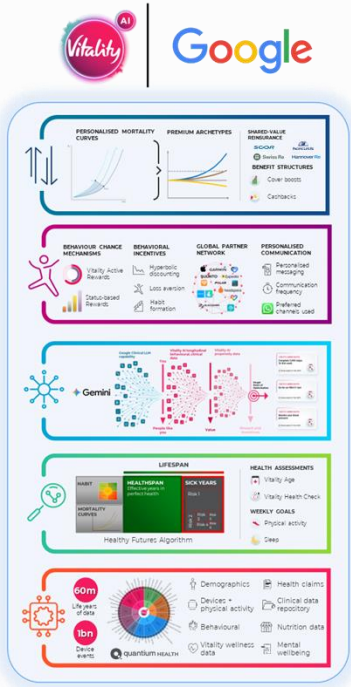
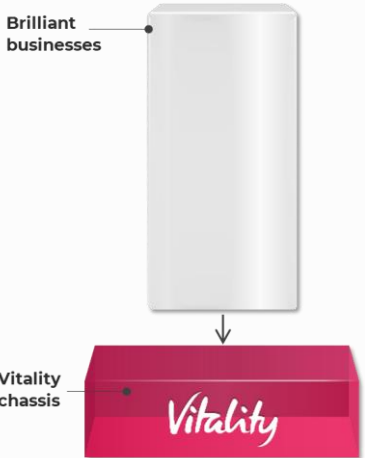
Discovery SA profit growth build-up



Vitality profit growth build-up

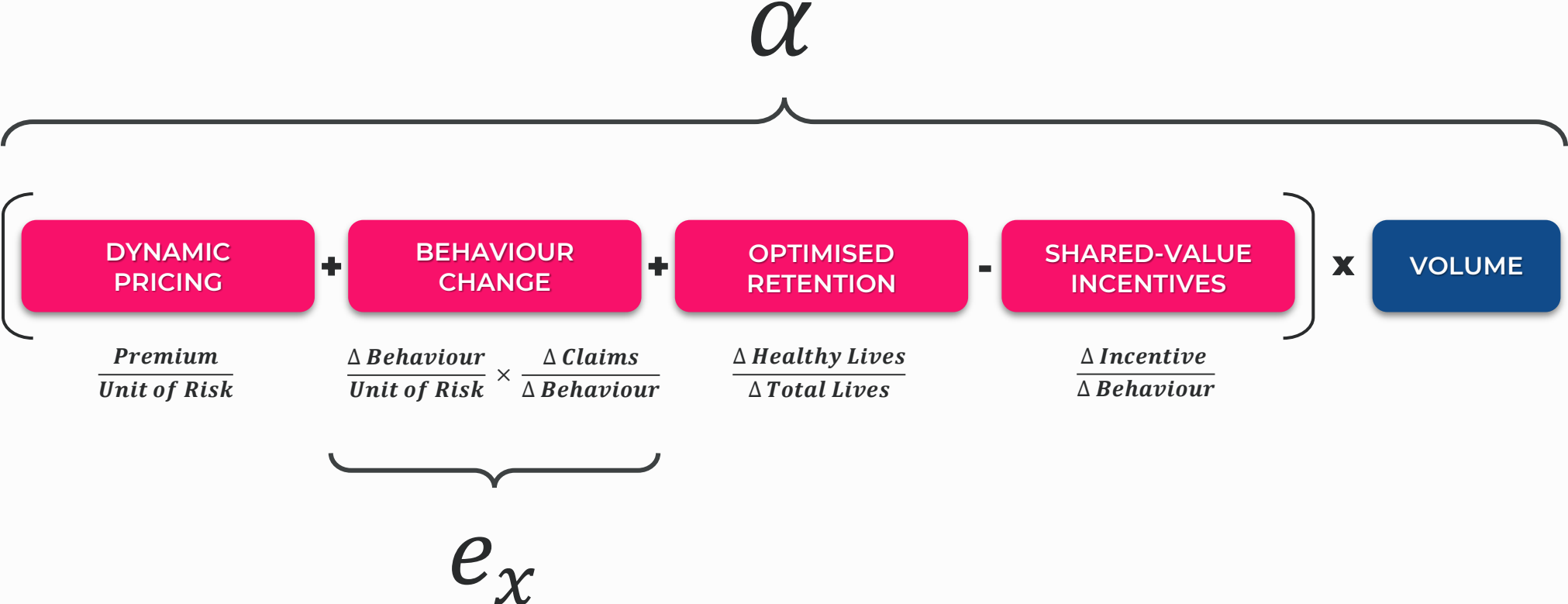


The architecture of the Vitality Shared-value model

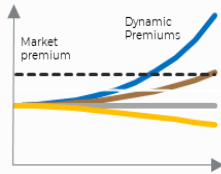


$$\left(\text{DYNAMIC PRICING} + \text{BEHAVIOUR CHANGE} + \text{OPTIMISED RETENTION} - \text{SHARED-VALUE INCENTIVES} \right) \times \text{VOLUME}$$

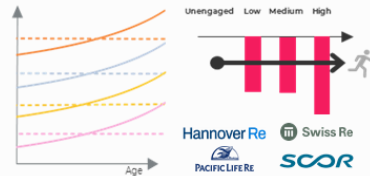
Shared value results in a structurally different value chain that generates significant alpha



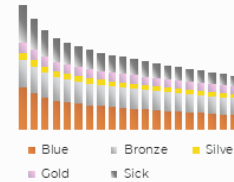
VitalityLife is a leading UK life insurer driving superior shared-value performance



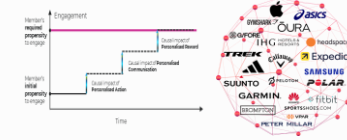
24-53% more premium per unit of risk



Optimiser policies experience **18% lower claims**



47% lower lapses with 75% more healthy lives after 20 years



Average consumer value uplift over first 3 years is **30-59% of premiums**



>5x price elasticity results in large volume from small price changes

New business value impact

+39%

+68%

+17%

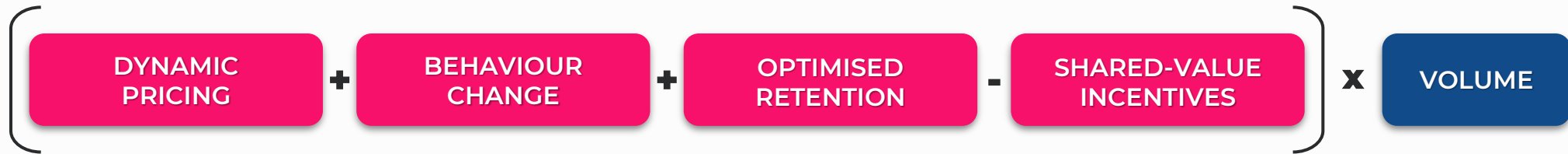
-49%

+35%

$\alpha \rightarrow$ **+110%** ~ **RF+9%**
 New business value improvement New business value margin

$e_x \rightarrow$ **+5 years**
 added to customers' lives

Shared value delivering demonstrable alpha across the businesses over the period



| | | | | | | |
|----------|---|--|--|---|---|---|
| | | | | | | |
| α | RF+8% New business IRR | RF+9% New business IRR | 1% Operating margin | 15.2% Operating margin | 11.3% Operating margin | -17.7% Cost per benefit unit ¹ |
| e_x | +6 years added to engaged customers' lives ² | +5 years added to customers' lives | +3.4 years Longer investment terms | -74% Lower road fatality rates for engaged members ² | -20% Lower claims on average for Vitality members | -16% Lower hospital admissions for engaged members ² |
| | LONG-TERM BUSINESSES | | SHORT-TERM BUSINESSES | | MEDICAL SCHEME | |

¹ Contribution differential between Discovery Health Medical Scheme and the next seven competitors; ² Gold and Diamond Vitality status members relative to non-engaged (Blue Vitality status)

Shared value delivering demonstrable alpha across the businesses over the period



+82%
VNB improvement



+110%
New business value improvement

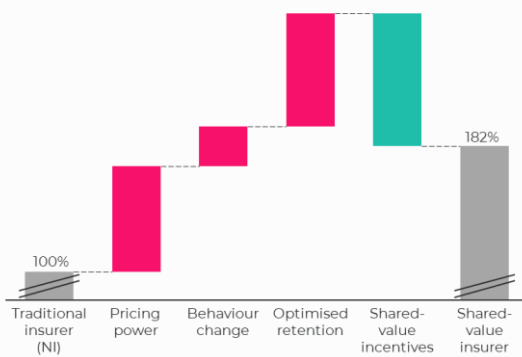


+48%
Profit margin increase

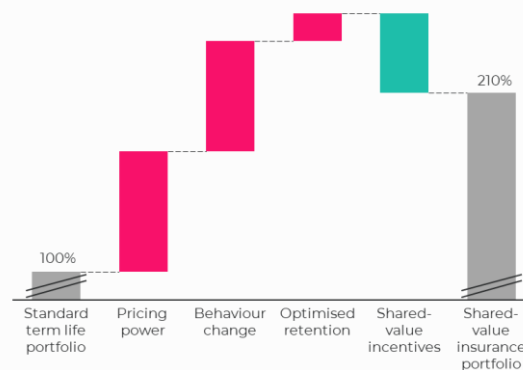


+124%
Margin increase

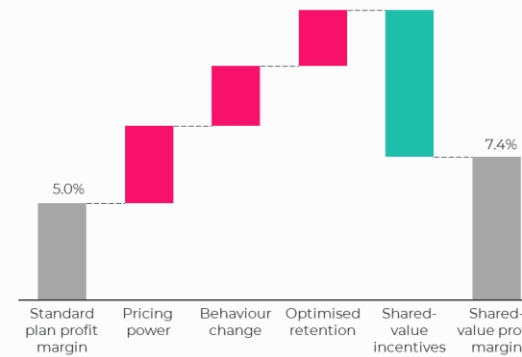
Value of new business for every unit of premium



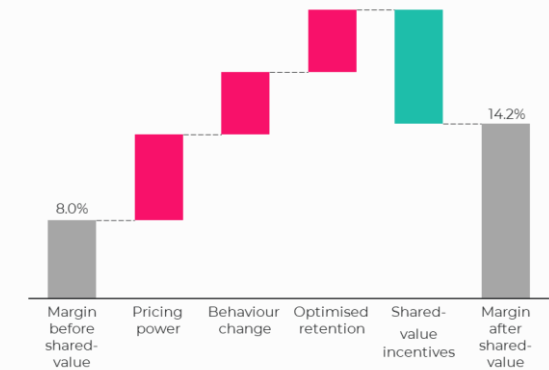
New business value improvement from shared-value



Profit margin walk from standard to shared-value



Relative impact of value chain improvements on margin



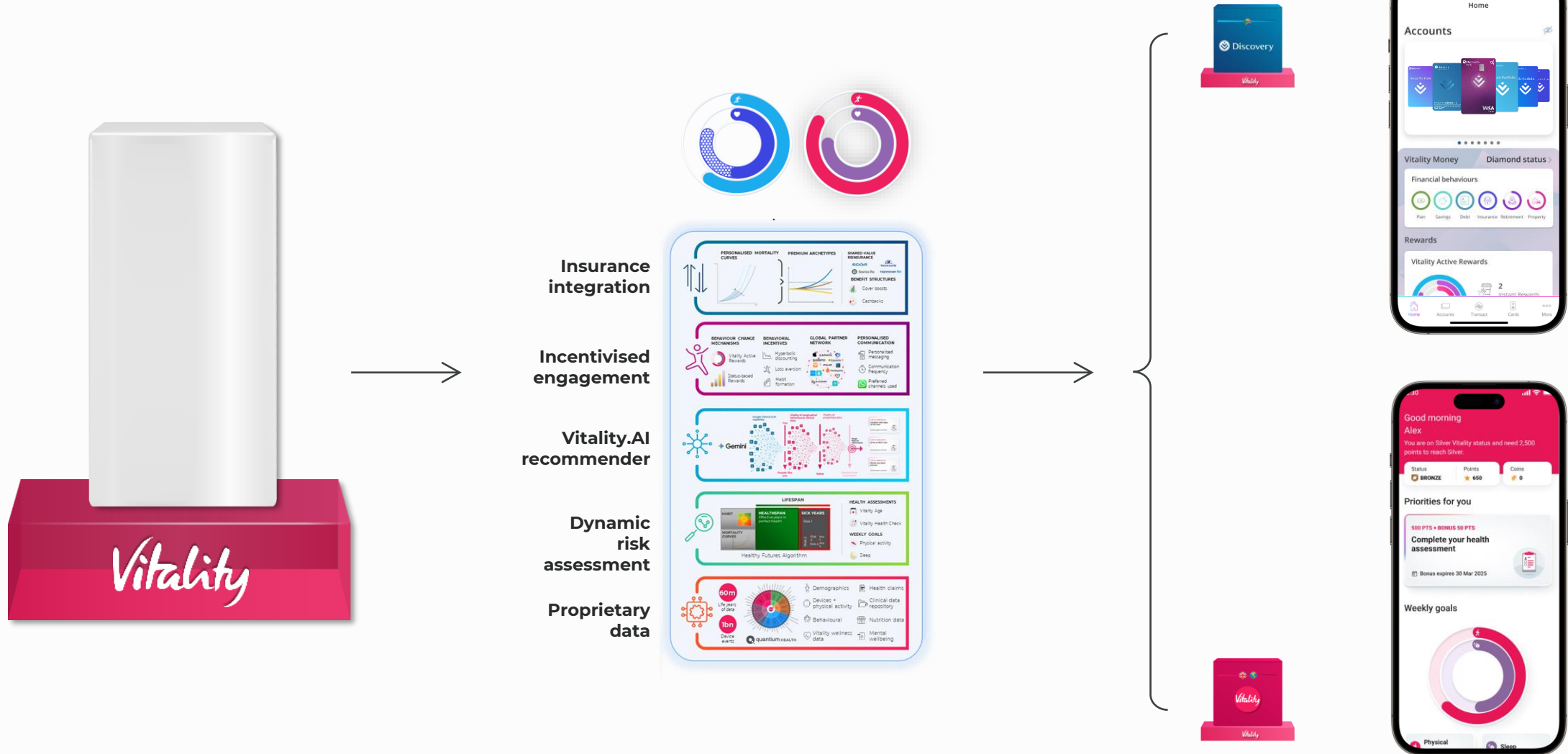


H1 FY26 profit growth:

+19%

+41%

Focused execution of the Vitality Shared-value model within each composite





Discovery SA

Green shoots emerging in the South African context



| | | 2023/4 Position | 2025/Current |
|---|---|---|---|
| Energy | 98% reduction in loadshedding | 290 days of loadshedding | 7 days of loadshedding (2025) |
| Transport and logistics | 22Mt increase in annual freight railed | 34% drop in rail volumes ¹ | +15% increase in rail volumes |
| Crime and corruption | Removal from the FATF list | FATF Grey list Deficient in 20/40 areas | SA removed from FATF grey list |
| Economic growth | Moderate but improving GDP growth | 2024: 0.5% | 2025F: 1.2-1.6% 2026P: 1.4-1.9% |
| Government bond yields (10-year) | Bond yields benefited from improved sentiment | Jan 2025: 10.38% | YTD: 8.10% |
| Inflation | Inflation at a 21-year low | 2024: 4.4% | 2025: 3.2% |
| Exchange rate | Currency stability with the Rand appreciating | End 2024: R18.71/\$ | YTD: R16.13/\$ |
| S&P credit rating | First major rating upgrade in over 16 years | Foreign currency: BB- Local: BB | Foreign currency: BB Local: BB+ (positive outlook) |

Disciplined execution and delivery against targets



Leading financial services group in SA which, through its fully Bank-integrated composite and Vitality Shared-value model, creates a unique shared-value customer-centric composite

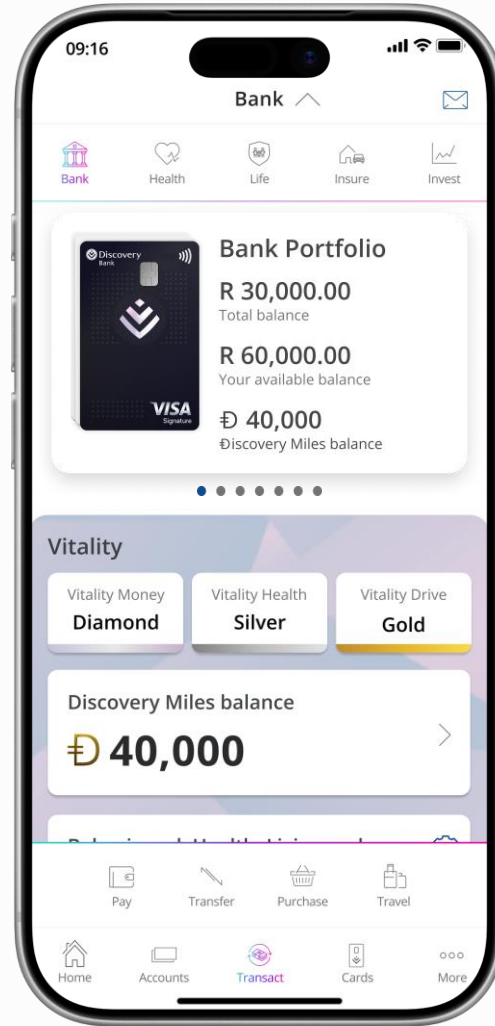
| | Measure | KPI target | H1 FY26 |
|---------------------|----------------------------------|---------------------------|-------------------------|
| Bank | Operating profit growth p.a. | R400m | R220m |
| | FY29 profit ambition | R3bn | On track |
| Life | Life and Invest new business IRR | >RF+8% | RF+8% (16.8%) |
| Insure | Margin | c10% | 15.2% |
| Discovery SA | Earnings growth CAGR (FY25-FY29) | 12.5% - 17.5% p.a. | 19% |

A full-service digital shared-value retail Bank

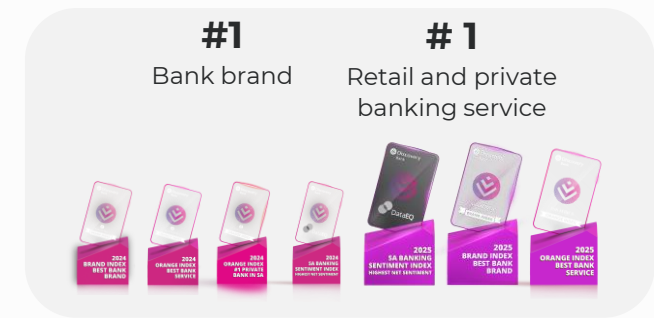
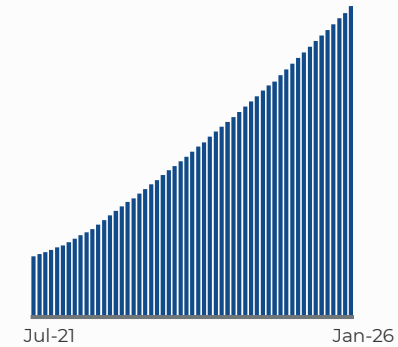


Key hypotheses

- 1 | Shared-value banking model
- ↓
- 2 | Full retail banking product suite
- ↓
- 3 | Digital-first with advanced AI capabilities



Fastest growing¹ retail Bank in South Africa with market-leading digital capabilities



¹ Using organic balance sheet growth. The analysis considers year-on-year growth in retail deposits; adjusting for the impact of any mergers or acquisitions, retail advances: credit cards (excl. overdrafts) and home loans. It does not consider other factors such as profitability, customer experience and operational scale. Based on Dec 2025 BA900s

Discovery Bank



Total clients

+28%

to 1.4m

Total accounts

+29%

to 3.4m

Deposits

+21%

to R25.7bn

Gross retail Advances

+42%

to R11.1bn

Revenue (NII+NIR)

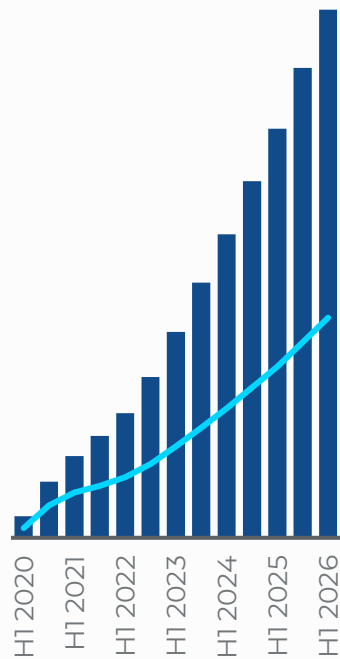
+34%

to R1.5bn

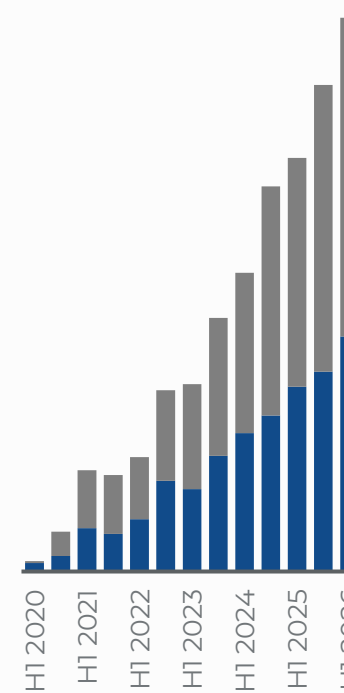
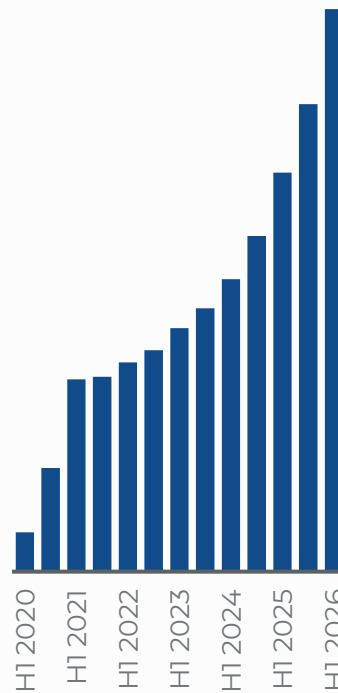
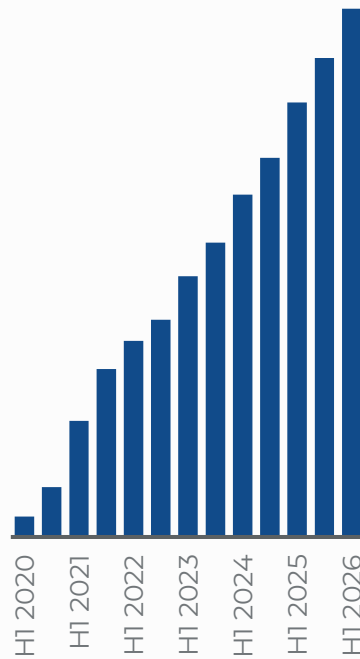
Profit

+>100%

to R75m



■ Accounts — Clients



■ NII ■ NIR



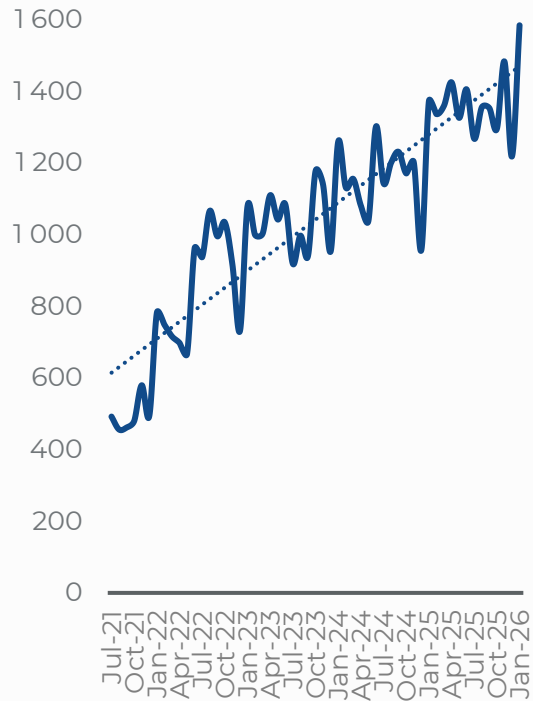
NII includes the allocation of interest earned on Treasury Bills (recognised at fair value gains in the income statement)

Sales growth scaling efficiently



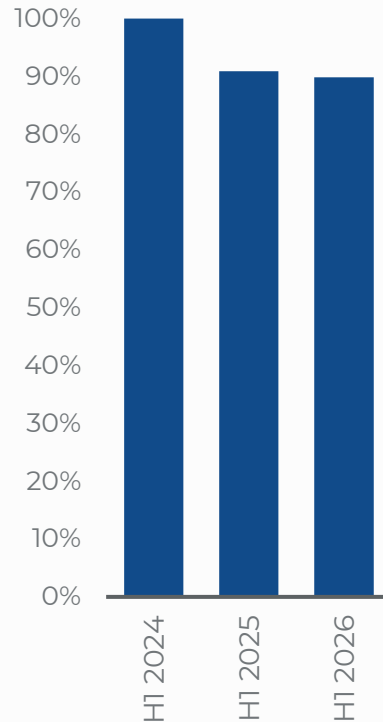
Daily sales

Average sales per workday
(calendar month)



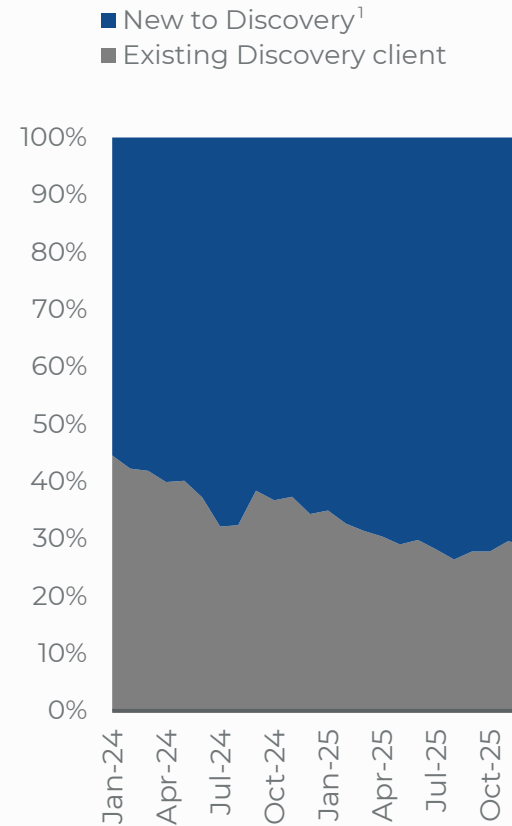
Acquisition costs

Acquisition costs pcpm
baselined to H1 2024



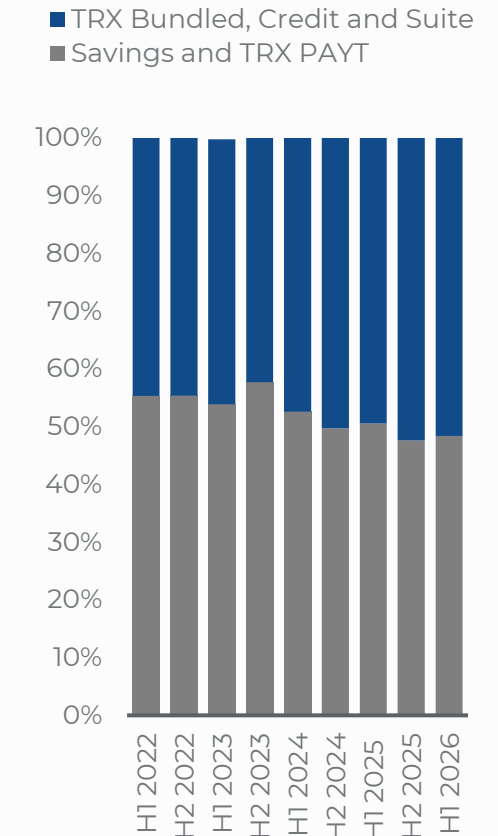
Sales mix

New business by number of
existing Discovery products



Product mix

New business by product mix



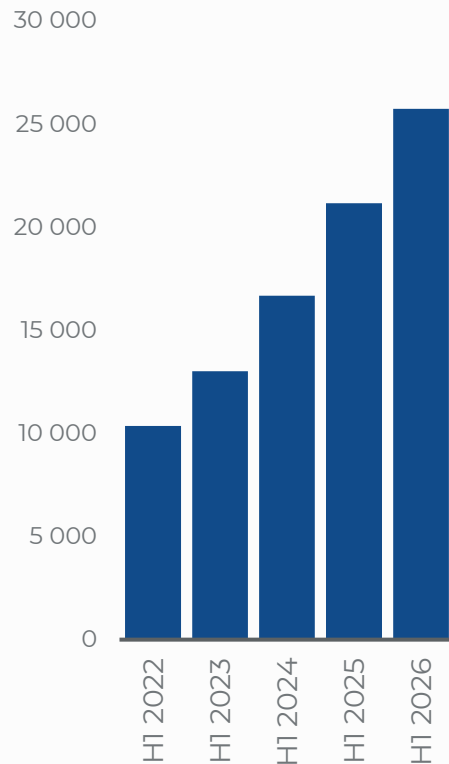
¹ New business from clients who do not have any qualifying Discovery products (Discovery Health, Invest, Insure, Vitality, Gap and Life)

Balance sheet growth with improving credit quality



Deposits

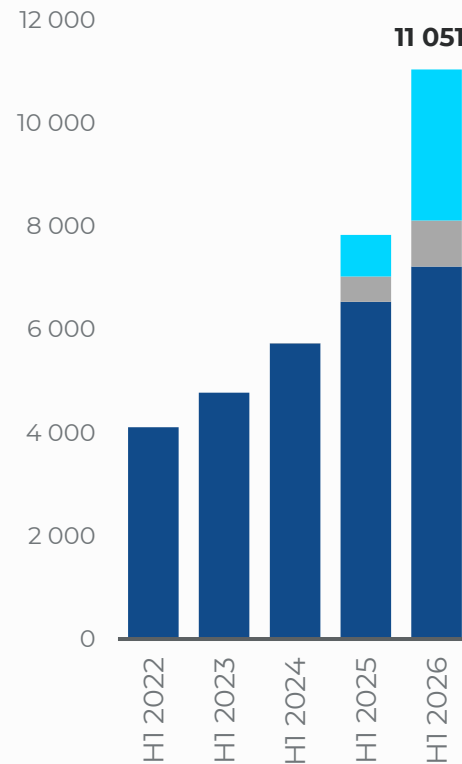
(Rm)



Gross retail advances

(Rm)

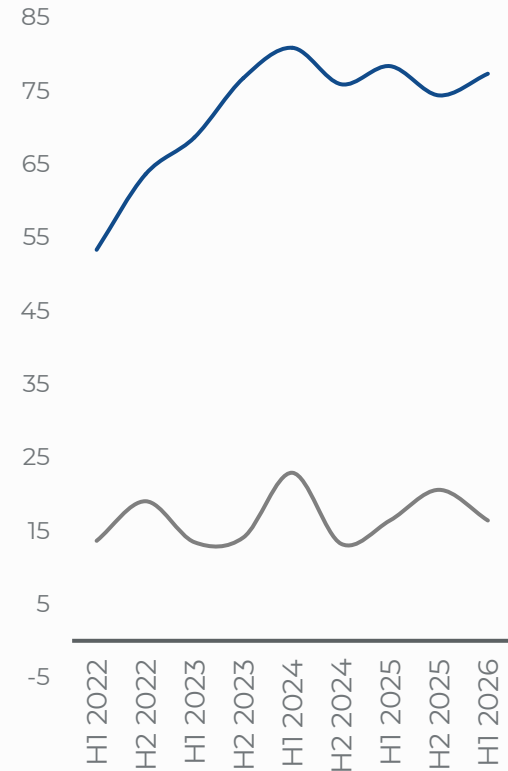
■ HL ■ PL & RCF ■ CC & DTA overdraft



Impairments per client

Impairment pcpm vs NII pcpm (R)

— Average NII pcpm
— Average Impairments pcpm



Increasing engagement levels driving NIR growth



Engagement

During H1 FY26

576k

Flights booked



5.56bn

Miles earned



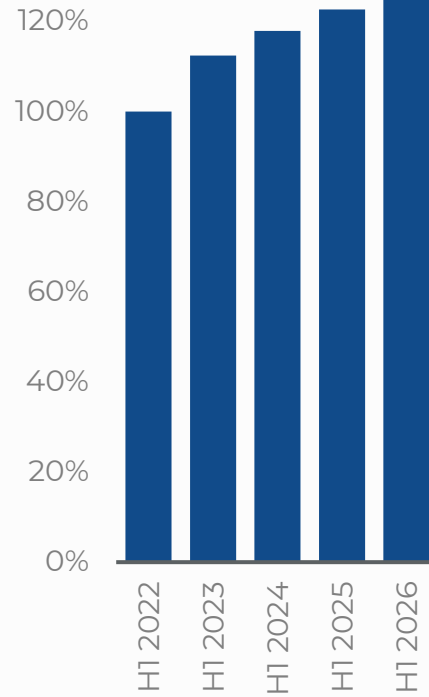
7.8m

Baskets earning
HealthyFood rewards



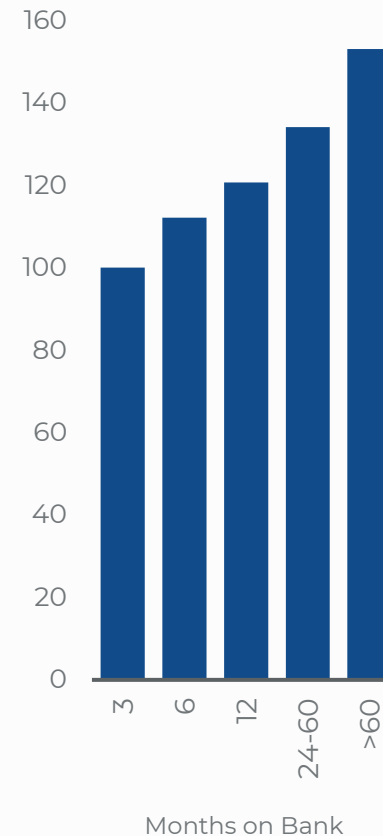
Spend¹

Spend pcpm baselined to
H1 2022



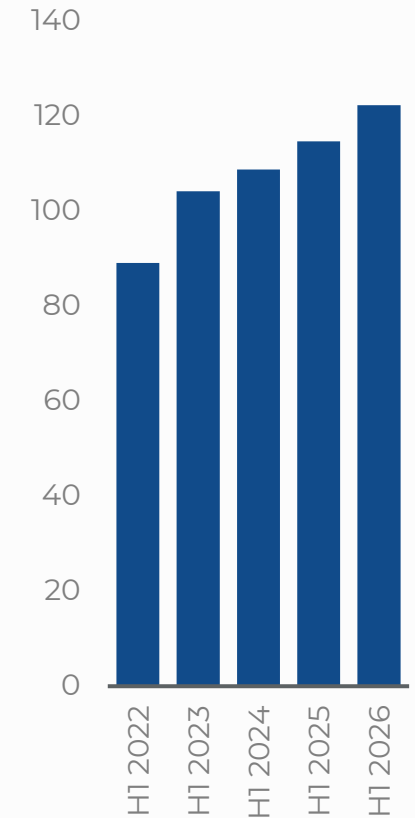
NIR per client by duration²

Baselined NIR pcpm



NIR per client

NIR pcpm before NBAC

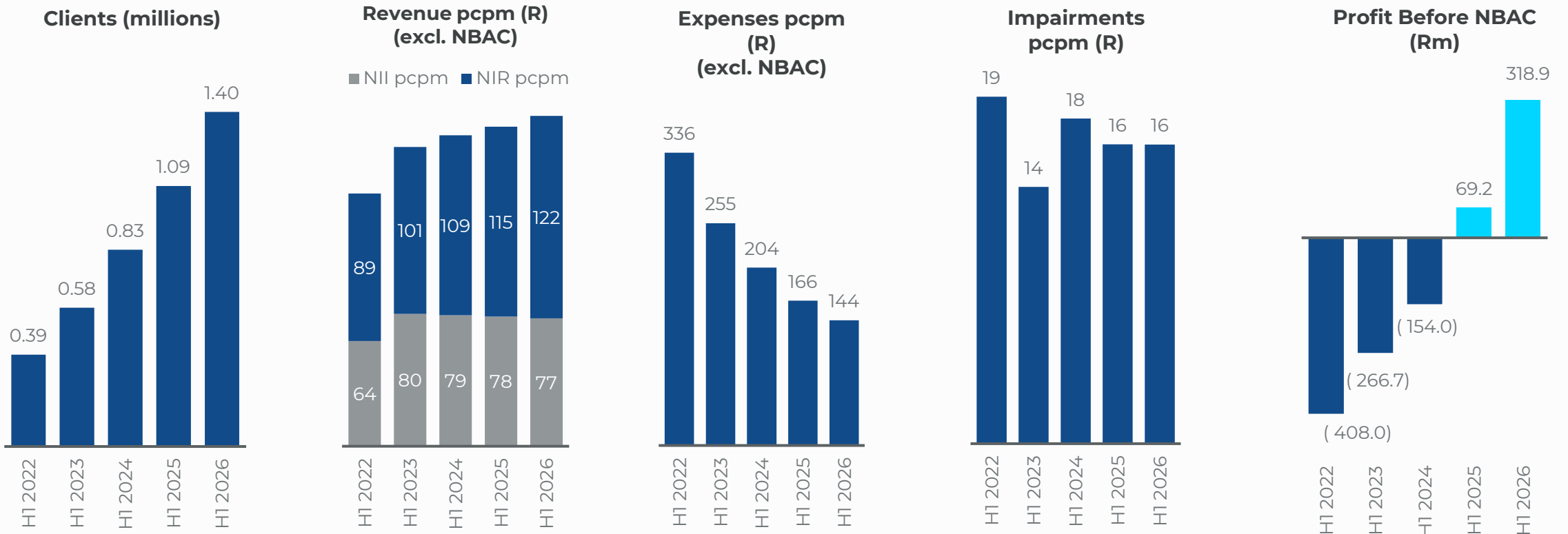


¹ Restricted on active clients; ² Standardising for current new business mix (0-3 months) sold in H1 2026 and baselined to duration 0-3 months

Scalability gains driving operational margin expansion



Client growth x { Revenue pc - Expenses pc - Impairments pc } = Profitability



At 2-2.5m clients, operating profit → R3bn and $\alpha = \frac{Cost}{Income} \rightarrow 40-50\%$

Discovery Bank as the composite-maker

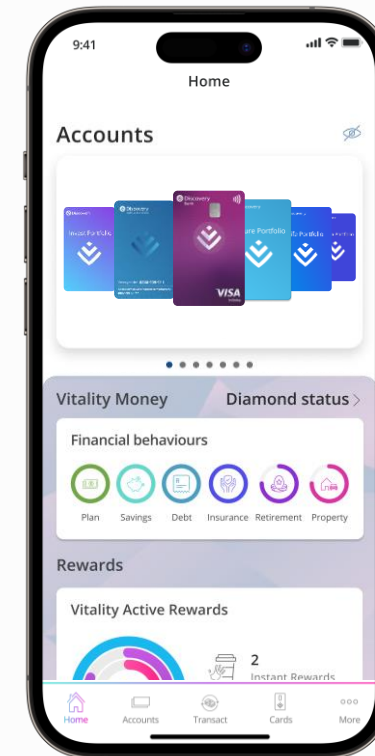


Key hypotheses

- 1 | Shared-value banking model
- 2 | Full retail banking product suite
- 3 | Digital-first with advanced AI capabilities

Fastest growing¹ retail Bank in South Africa with market-leading digital capabilities

- 4 | Operating system of the composite



Discovery Bank as the composite-maker



Enablers

1 Consistent business model and architecture



2 Data and AI



In-App Calling

3 Unique Bank capabilities

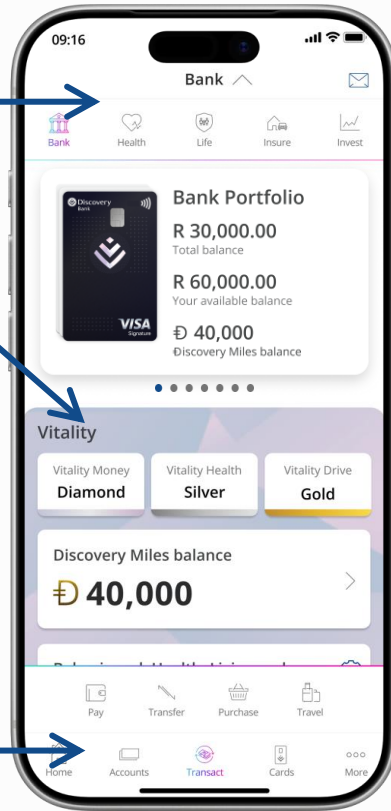
Security



Payments



Ecosystems

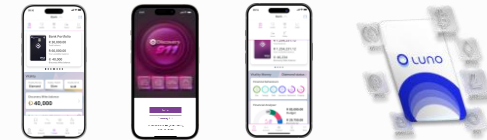


Value drivers

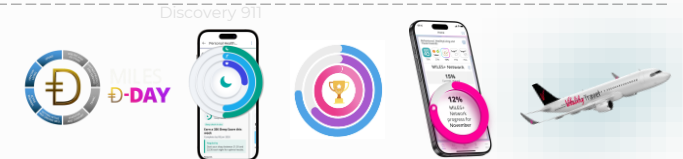
Acquisition and origination*

| | | | | | |
|------------------------|----------------------------------|----------------------|-----------------------------------|------------------------|----------------------------------|
| Health leads from Bank | 77% Uplift vs baseline | Life leads from Bank | 127% Uplift vs baseline | Insure leads from Bank | 98% Uplift vs baseline |
|------------------------|----------------------------------|----------------------|-----------------------------------|------------------------|----------------------------------|

Functionality



Shared value and rewards



Security



Service



*Assumes 30% of Bank app leads would have been received organically via other channels had Bank app enhancements not been done

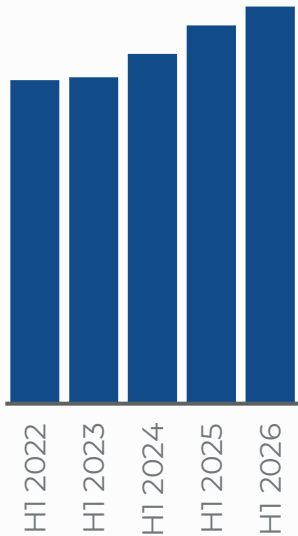


Normalised profit

+5%

to R2 128m

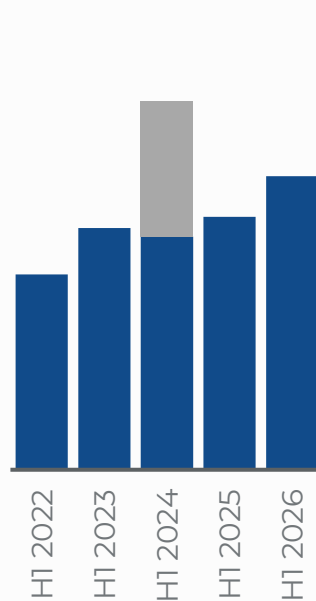
Includes R125m ATB concession



New business

+16%

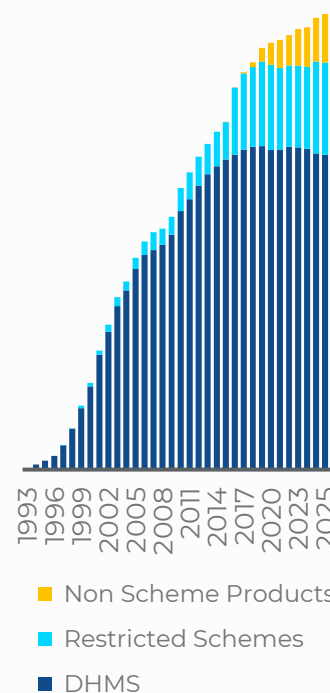
to R5 454m



Membership

3.86m

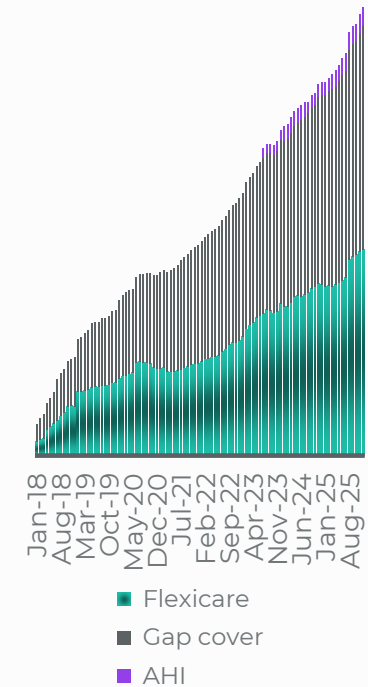
Lives under administration



Non-scheme growth

20%

>305k lives



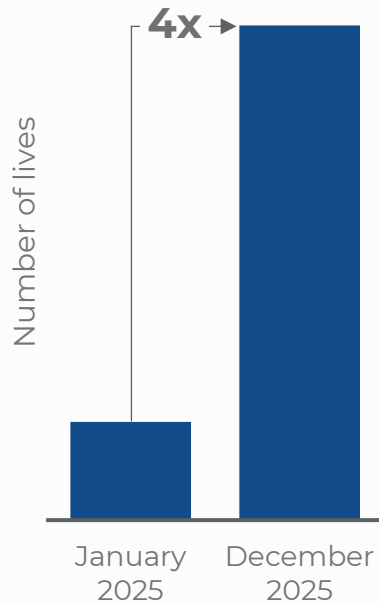
Actively addressing the issues of ageing and chronicity in the Scheme



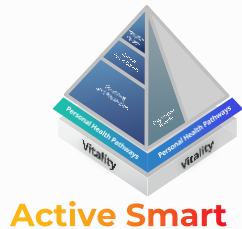
Positive selection from Active Smart

AI-driven behaviour change through PHP

Fastest growing plan in the market



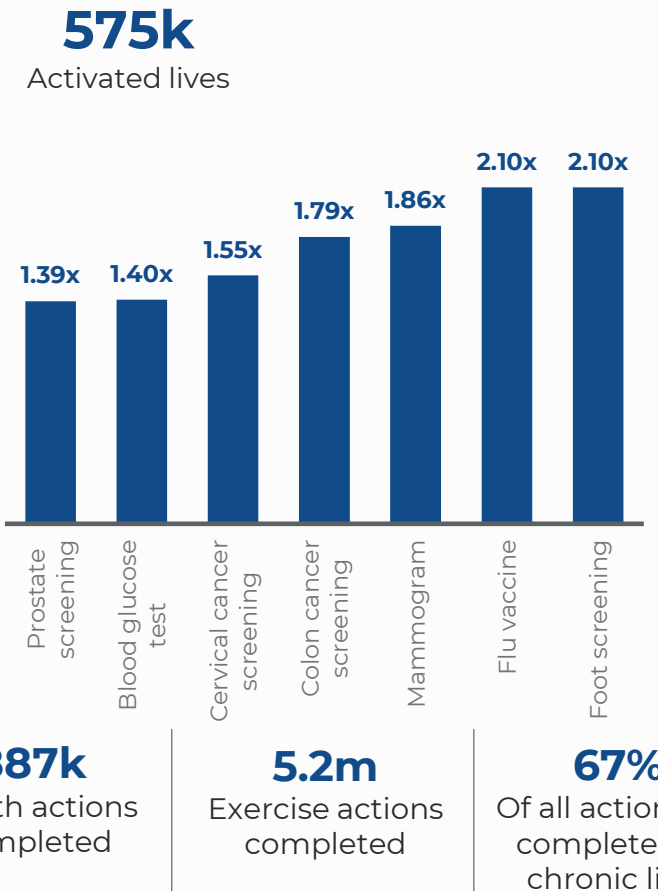
Average age **6.4 years** younger than rest of DHMS



Chronic ratio **60% lower** than rest of DHMS



Completion rate relative to non-PHP members



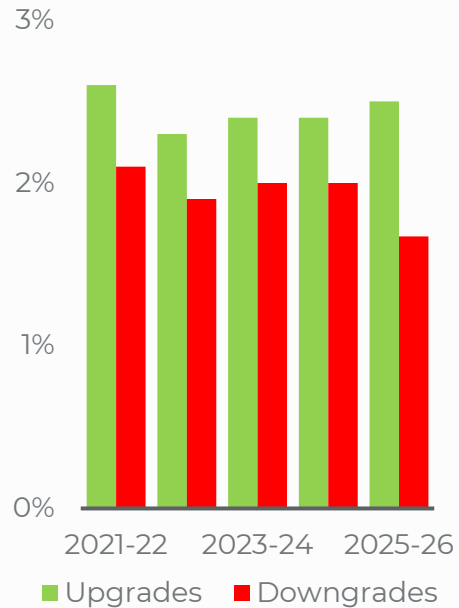
Sustained growth and financial strength for DHMS



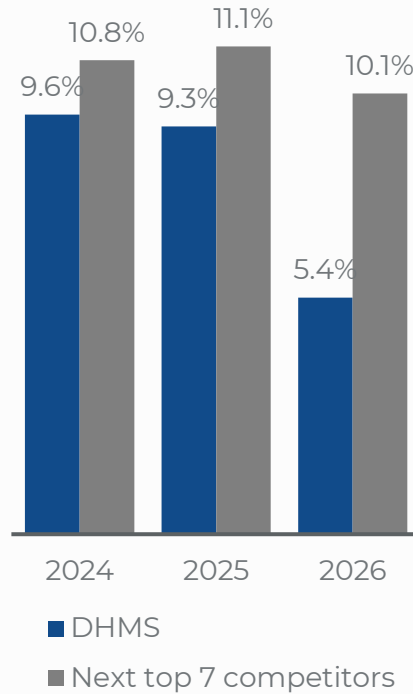
Customer satisfaction and stability

5.5% Lapse rate

96% Members with no plan changes



Lower weighted contribution increase

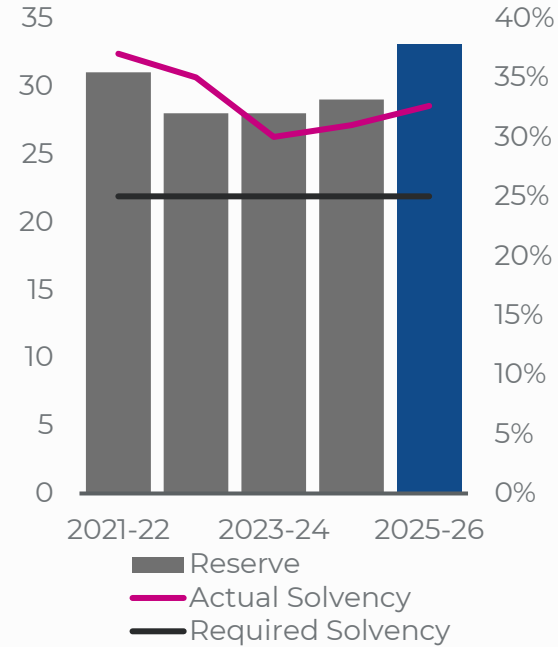


Solvency

R33.1 bn Projected unaudited reserves

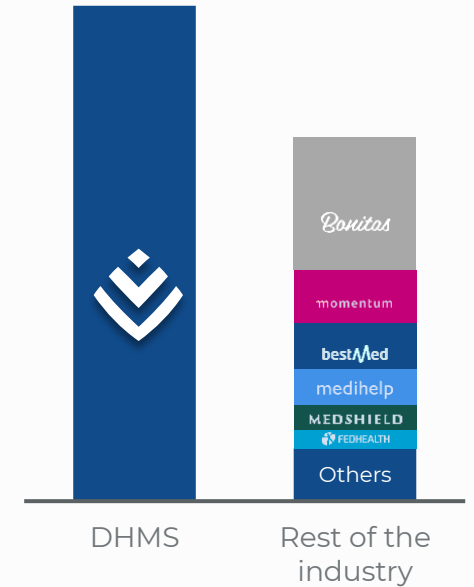
32.6% Projected unaudited solvency

AAA Credit rating



Market share

57.7% Market share



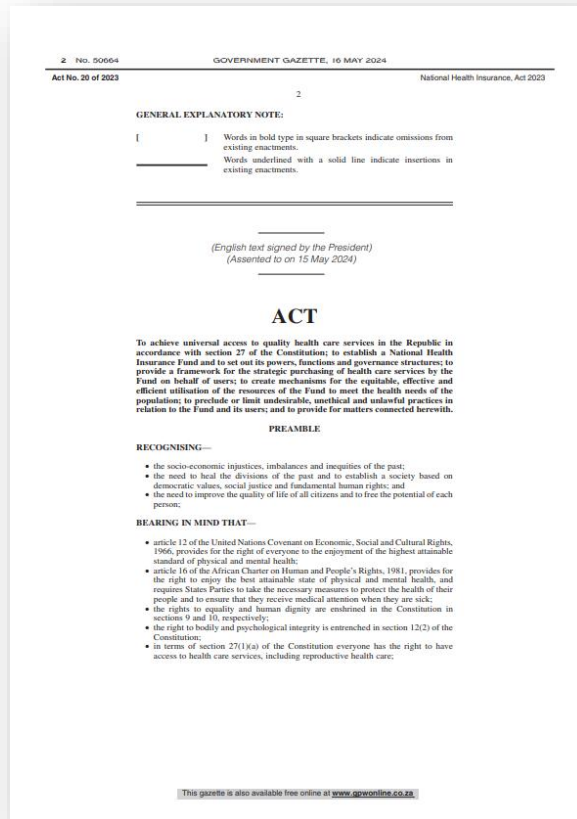
17.7% lower cost per unit benefit ¹

¹ Effective contribution differential between DHMS and the next seven competitors; Effective contribution differential and increases take into account contribution deferrals

National Health Insurance (NHI) Act developments



Discovery's position: NHI is not workable without private sector collaboration



NHI developments

1. ConCourt process ongoing

Scheduled hearings on 5-7 May 2026 on the constitutionality of Parliament's public participation process prior to the assent to the NHI Act

2. High Court order of 24 February 2026

Proclamation and/or implementation of any sections of the NHI Act paused until the ConCourt delivers ruling

3. Medical Scheme Tax Credits

Inflationary increase (3.3%) in medical scheme tax credits in the 2026/27 budget with no structural changes

In the event of future amendments to tax credits, these would likely only affect tax-payers earning more than R1m p.a.

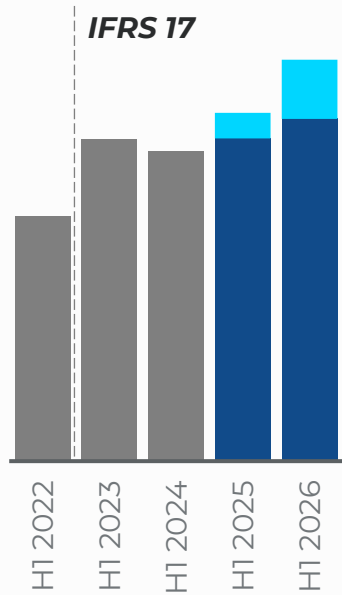


Normalised profit

Individual Life

+15% | **+6%**

to R3 093m

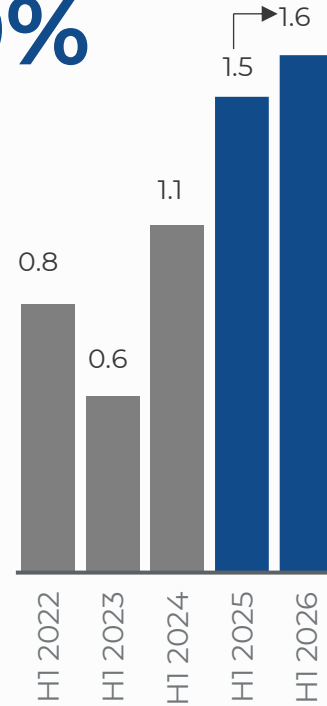


- Individual Life
- Corporate & Employee Benefits (CEB)

Cash generation

Cash flow before financing initiatives and dividends to Group (Rbn)

+9%



Discovery Life Ltd

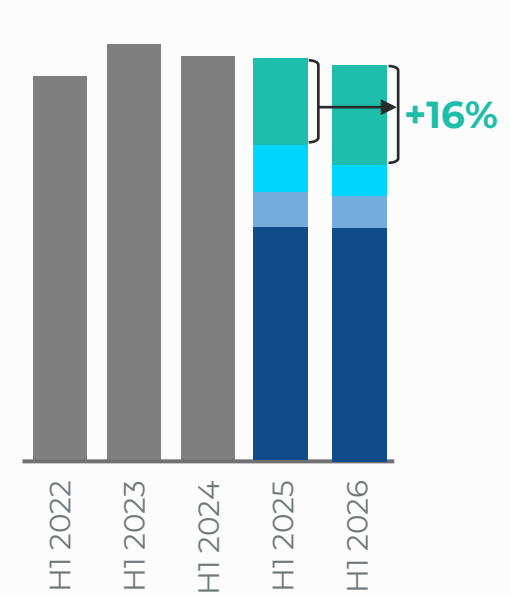
New business

New business API

New business APE (EV)

-1% | **+16%**

to R1 635m



- New Business: covered in VNB (Life + Group Life)
- Servicing increases
- Umbrella business
- Automatic increases

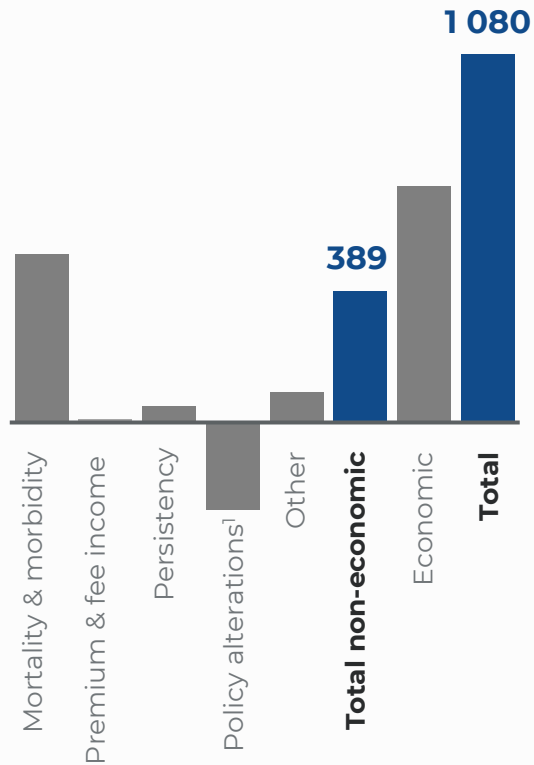
Leading market share - 2.4x the average of the next 5 largest writers in the underwritten retail risk business¹

Positive operating variances, robust EV growth and improved VNB margin



Positive operating variances

Discovery Life Ltd EV variances (Rm)

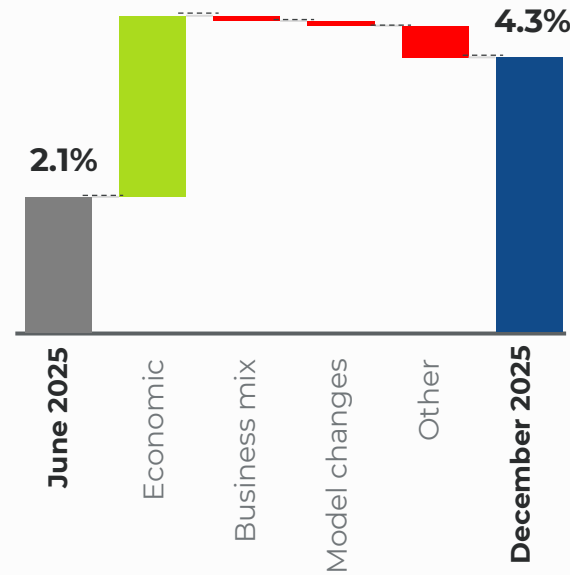


Improved VNB margin

Life (excl. Invest) VNB margin (%)

Individual Life:
3.8%
(IRR: RF + 6.8%)

Individual Life:
5.5%
(IRR: RF + 8%)

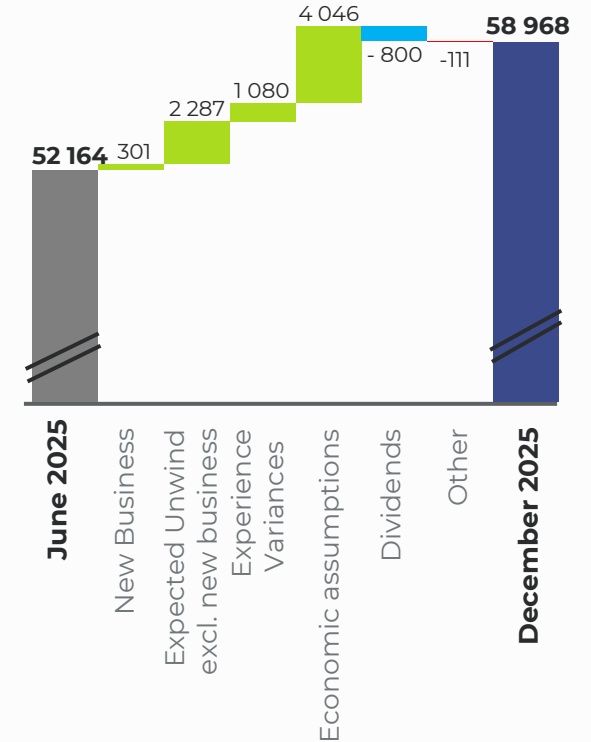


Growth in Embedded Value

Discovery Life Ltd EV growth (Rm)

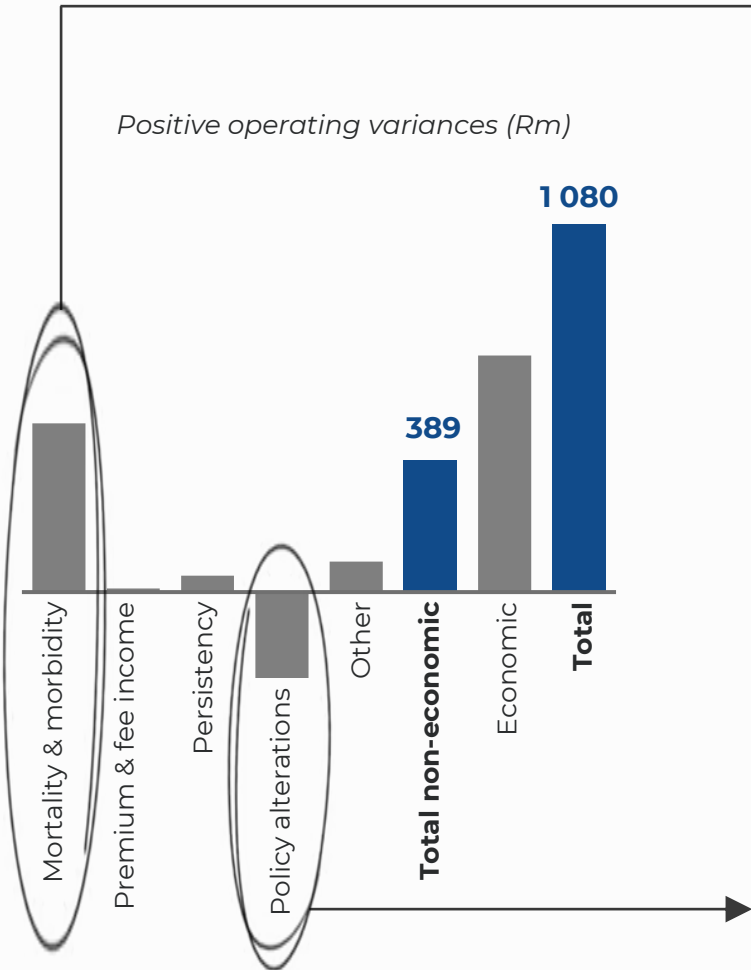
31.3% Annualised RoEV²

14.1% excl. economic updates



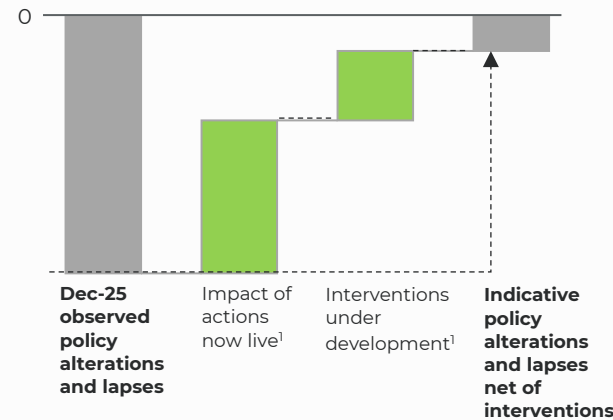
¹ Defined action plan being phased in to address policy alterations. Material components of it implemented with positive outcomes starting to be observed; ² Before dividend payments.

Tension between policy alterations and claims variances are being actively managed



Policy alterations variances have remained a key priority

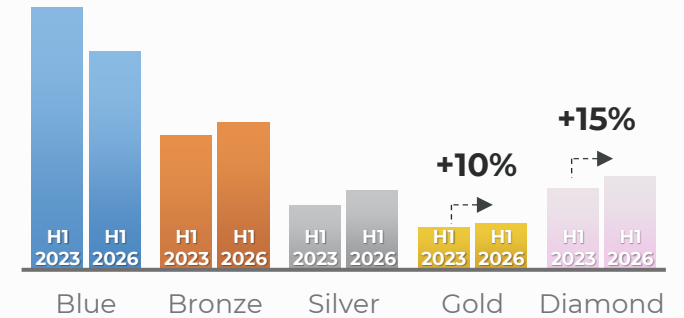
Actions are being phased in – some lead time until negative variance fully closed



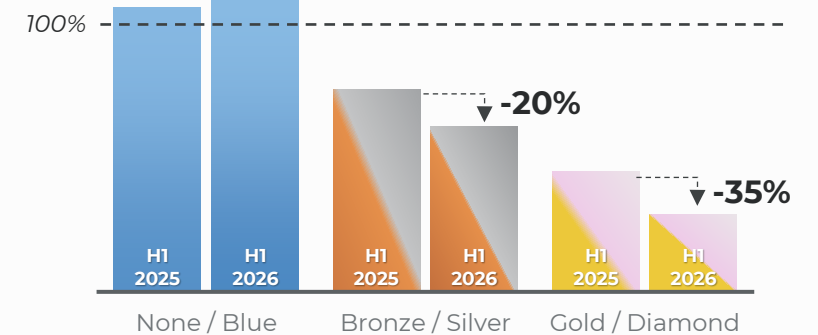
Improvement observed in underlying lapses, offsetting stress lapse assumption run-off

Shared-value model drives continued risk improvements

Increased Vitality health engagement in the Discovery Life book (API distribution)



Further improved experience observed for engaged policyholders (Mortality experience relative to expected)



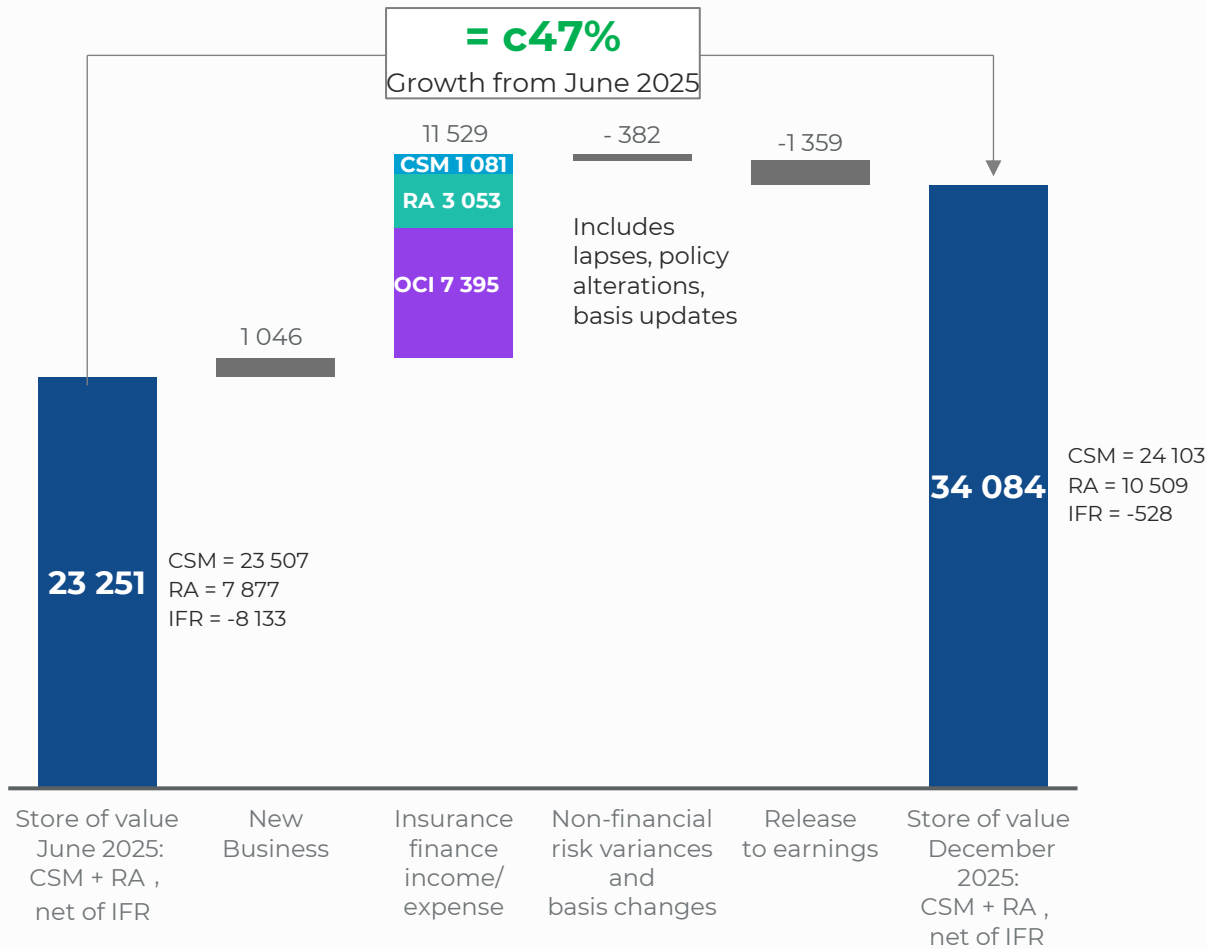
Long-term claims experience observed at 93%

¹ Estimated based on historic experience

Value generation of business under IFRS 17



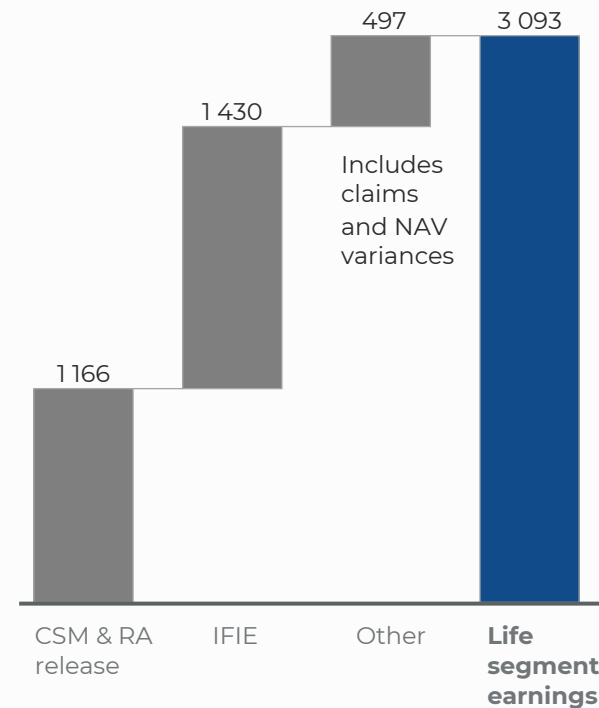
CSM, RA and IFR increased over the period



Components of Life segment earnings

(incl. Premium Allocation Approach (PAA) business such as Group Life)

ZARm



Store of value is calculated net of reinsurance but gross of tax

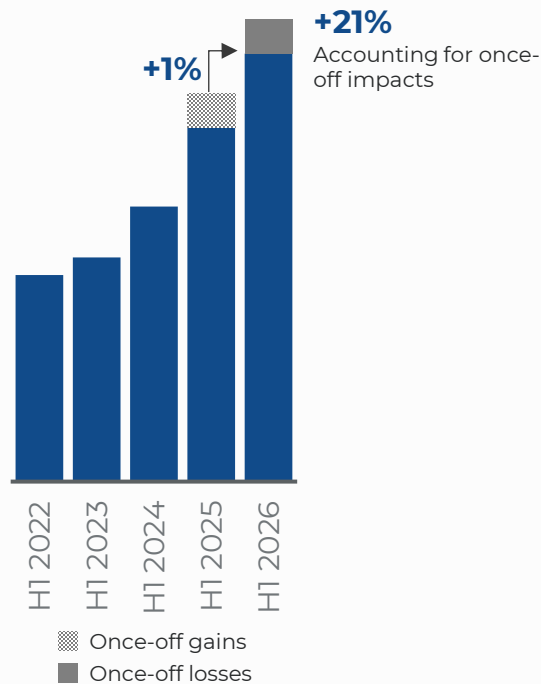
CSM = Contractual Service Margin; RA = Risk Adjustment; IFR = Insurance Finance Reserve; OCI = Other Comprehensive Income; IFIE = Insurance Finance Income or Expense

Discovery Invest



Normalised profit

+1%
to R984m



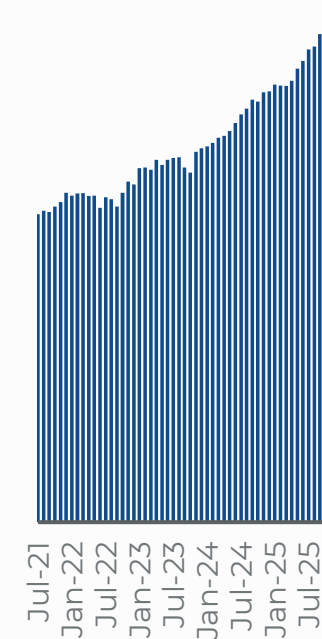
New business

+13%
to R1 961m



Assets under administration

+20%
to R200bn

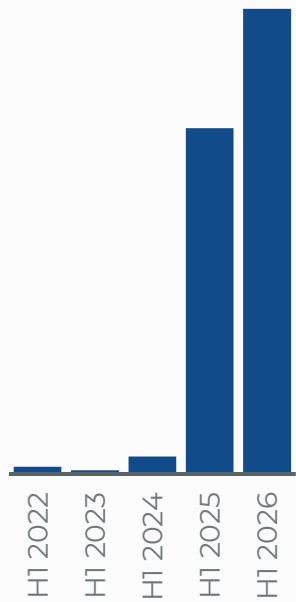


Discovery Insure



Normalised profit

+34%
to R546m



Insurance revenue

+4%
to R3 207m



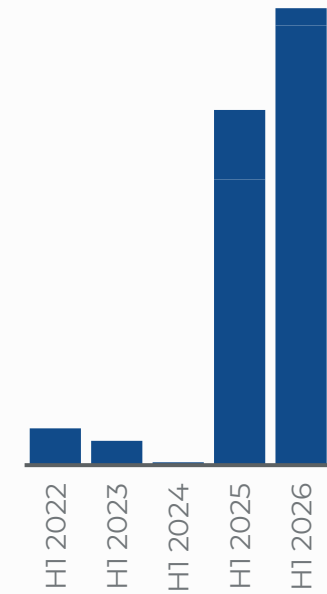
Gross new business

-2%
to R646m



Operating margin

+24%
to 15.2%

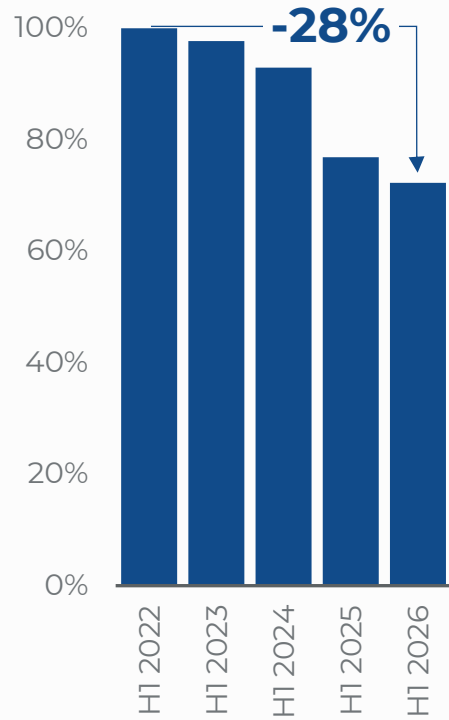


Vitality model compounds duration-driven outperformance



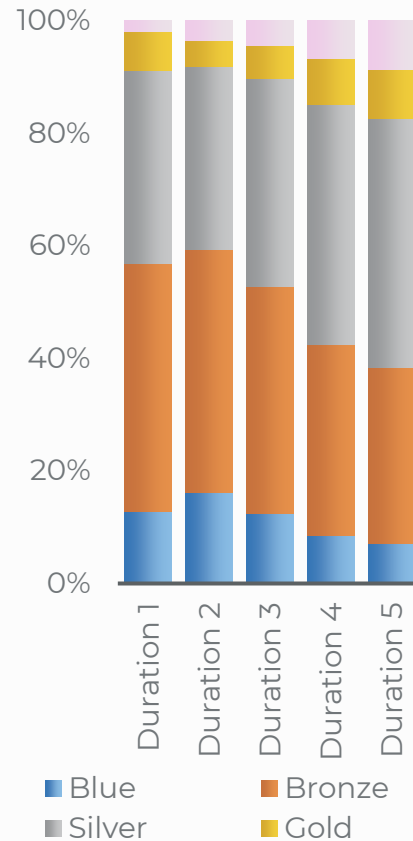
Loss ratio of new business continues to improve

New business¹ loss ratio (rebased)



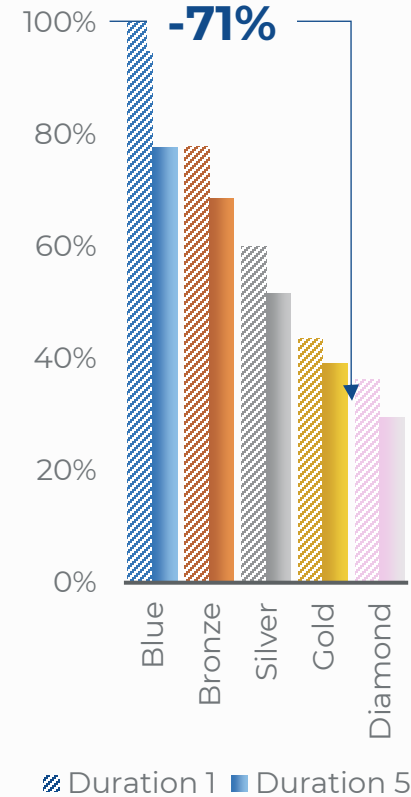
Client quality improves by duration

Status distribution by duration



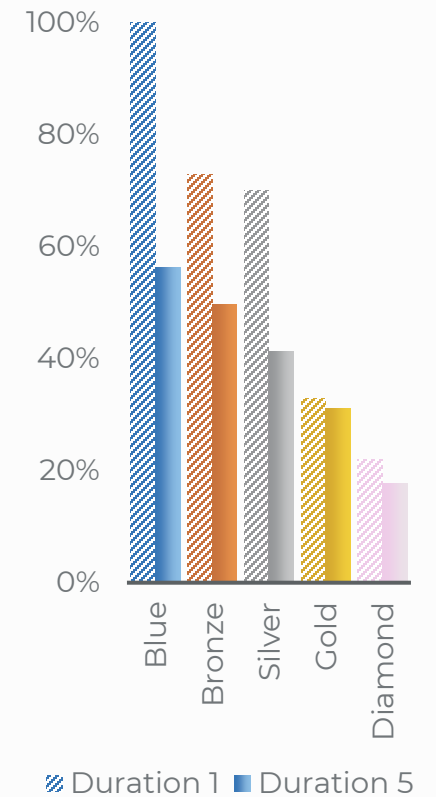
Lower accident frequency by status and duration

Relative accident frequency by status and duration



Lapses improve by both status and duration

Relative lapse rate by status and duration



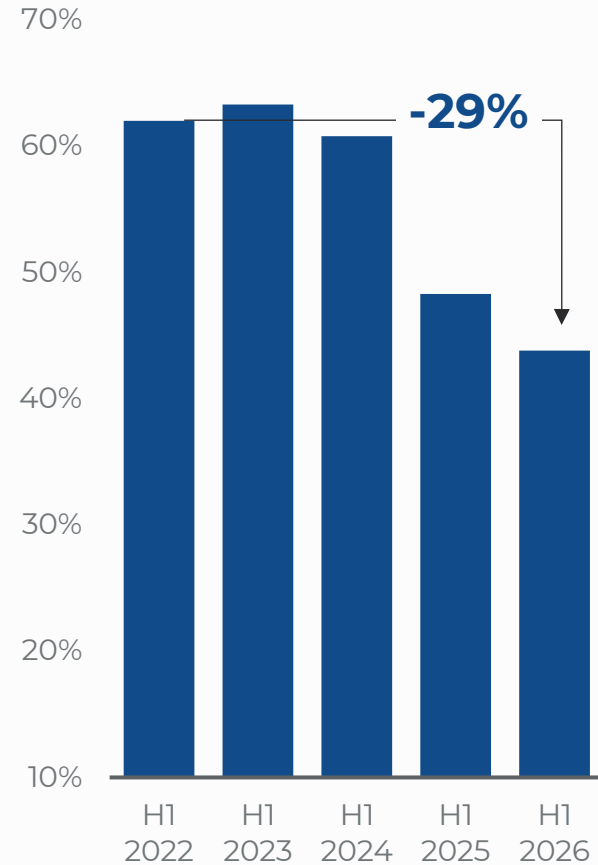
¹ New Business based on policies with duration of less than 12 months during the period

Management initiatives and Vitality model drive loss ratio improvements

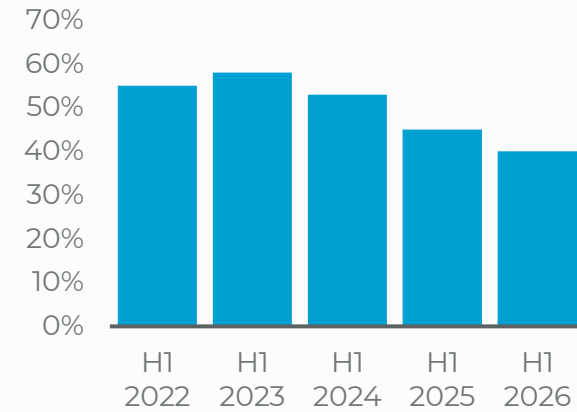


Loss ratio shows sustained improvement

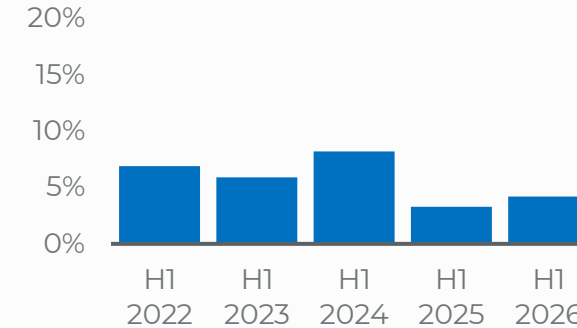
Full book loss ratio



Full book non-weather loss ratio



Full book weather loss ratio





Vitality

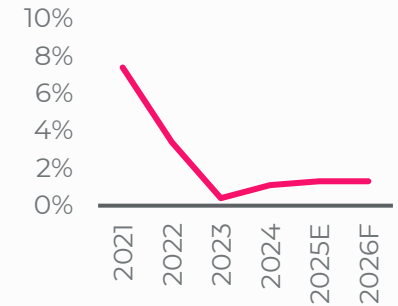
Unique macro contexts in key markets



United Kingdom

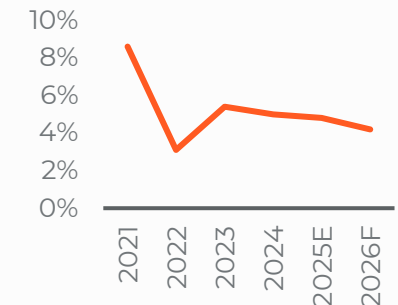
- **Stabilising but subdued growth**
- Gilt yields reached their highest levels in 25 years due to fiscal concerns and **sticky inflation**
- **Increases in National Insurance contributions** (from 13.8% to 15%) increasing labour costs and putting pressure on SMEs
- **NHS facing widening financial pressures**, with a £2 billion deficit and substantial backlogs (~7.29 million)

GDP growth



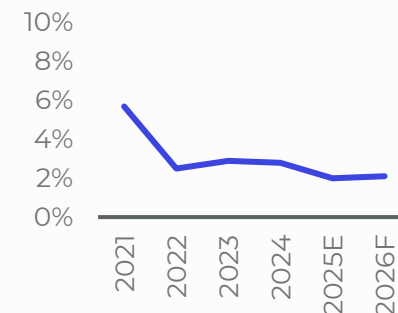
China

- **GDP growth slowing to 4.8% in Q3 2025**, with broad slowdown across industrial production and services
- **Persistent deflationary pressure** due to weak consumer demand and excess capacity
- **Stimulus measures ongoing** but confidence remains fragile
- Late-October **rally in the Shanghai Composite** saw the index trading above 3 900 (up ~28% since April)
- **Government supportive of health insurance growth and long-term care expansion**; 15th Five-Year Plan to widen coverage and gradually raise retirement age (2025–2030)



United States

- **Resilient GDP growth and inflation moderating** with Treasury yields easing in Q3, with 10-year yields drifting toward ~4% amid improved growth
- **Wellness economy booming**: \$2.31tn (2025) → \$3.70tn by 2034 (5.4% CAGR)
- Market volatility driven by **regulatory unpredictability around vaccination policies**, ACIP overhaul, and FDA resignations (Moderna fell 11%, Novavax 6%, BioNTech 7%, and Pfizer 2%)
- In the second quarter of 2025, relative to the S&P 500, the **US healthcare sector produced its worst quarterly return in recent history** (>20% decline in US healthcare valuations vs rest of S&P 500)



Disciplined execution and delivery against targets



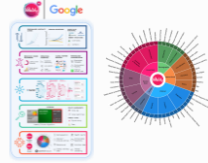
Transforming global insurance through shared value powered by Vitality AI

| | Measure | KPI target | H1 FY26 |
|--------------------------------------|---------------------------------------|-----------------------|--------------------|
| Vitality UK | Premium growth (GBP) | >10% | 14% |
| | Life new business IRR | >RF+5% | RF+9% (13%) |
| | Health gross margin | c7.5% | 11% |
| Vitality Network | Revenue growth (USD) | c15% | -12% |
| | Operating margin | c50% | 21% |
| Vitality Health International | PAHI premium growth above market | >5% | 9% |
| | PAHI Preserving quality profit growth | | Achieved |
| | VitalityHealth US break-even | FY27 | On track |
| Vitality | Earnings growth CAGR (FY25-FY29) | 20% - 30% p.a. | 41% |

Vitality strategic focus areas



1 Vitality AI



Develop and launch Vitality AI with Google into a single unique capability

2 Vitality UK



Develop Vitality UK into a best-in-class health and life insurer, and a centre of excellence for global expansion

3 Vitality Network



Restructure existing partnerships for maximum impact and growth, and rapidly pursue new partnerships in Europe

4 Vitality Health International



Scale VitalityHealth US and Amplify Health in Asia, and ensure they are profitable

5 Ping An Health Insurance



Continue to scale while adjusting to the change in Ping An Life distribution

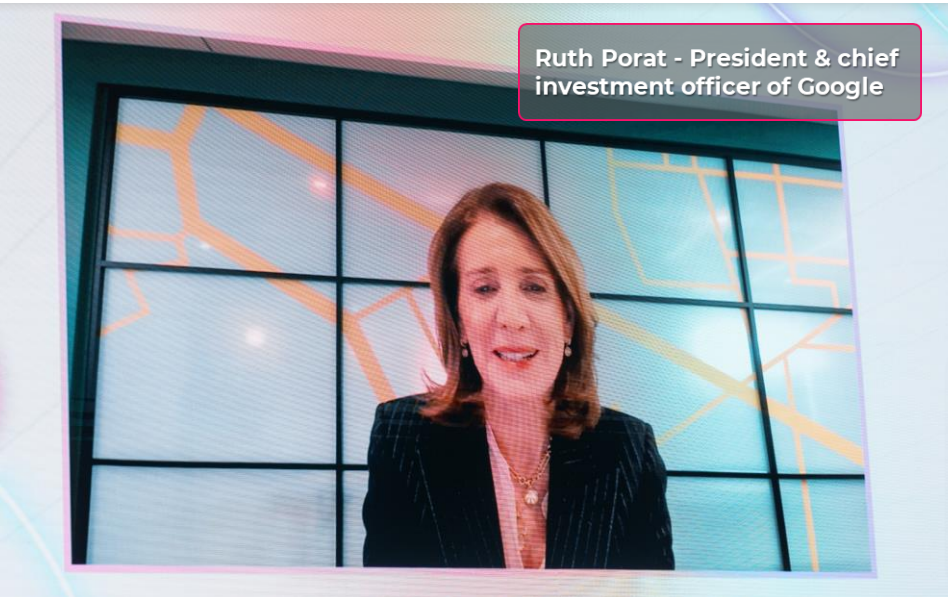
Vitality AI | Google – A defining global launch



REUTERS

Vitality And Google Announce Partnership To Launch Vitality AI

Nov 4, 2025, 20:26 GMT+2 · Refinitiv · Less than 1 min read



Ruth Porat - President & chief investment officer of Google



PROTECTION Published on Nov 5 2025

FT ADVISER

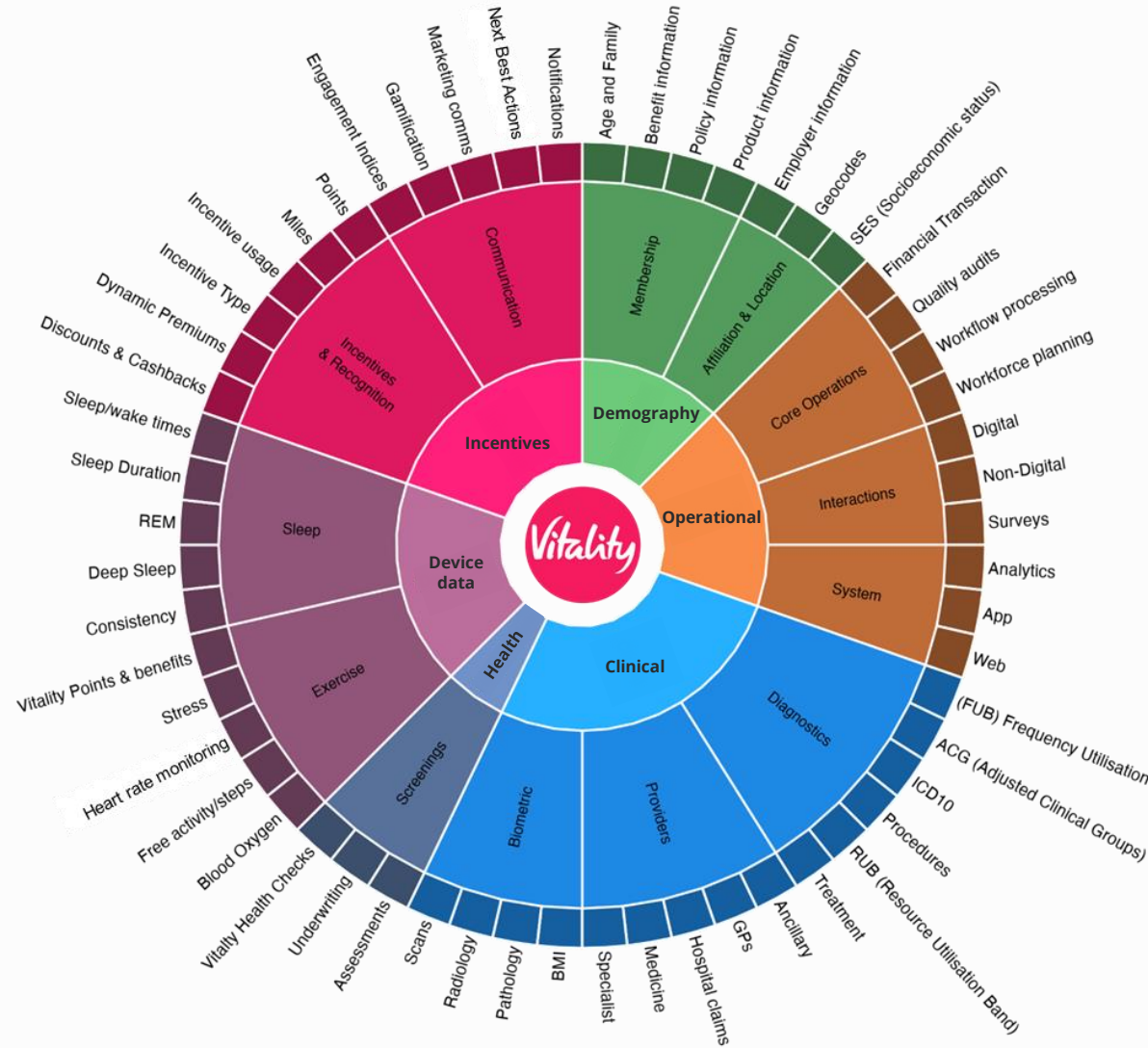
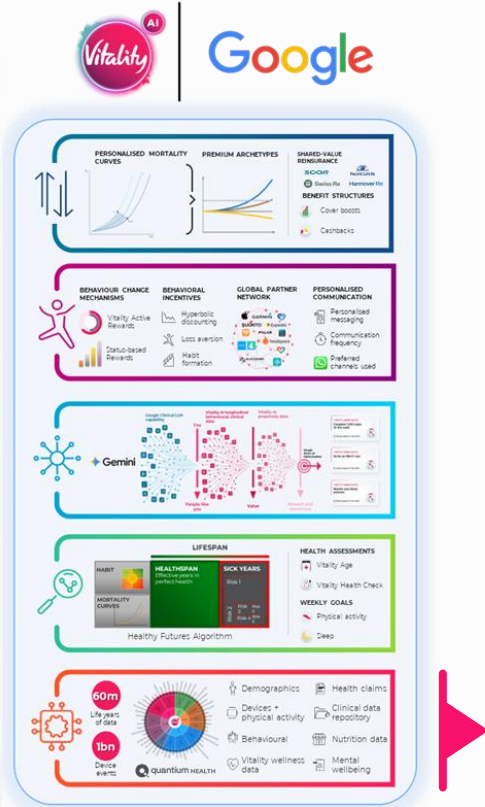
Vitality launches AI platform in partnership with Google

BUSINESSTECH

Discovery partners with Google to launch new AI



Validity AI | Google – Amassed a rich and comprehensive dataset that allows us to extract unique insights

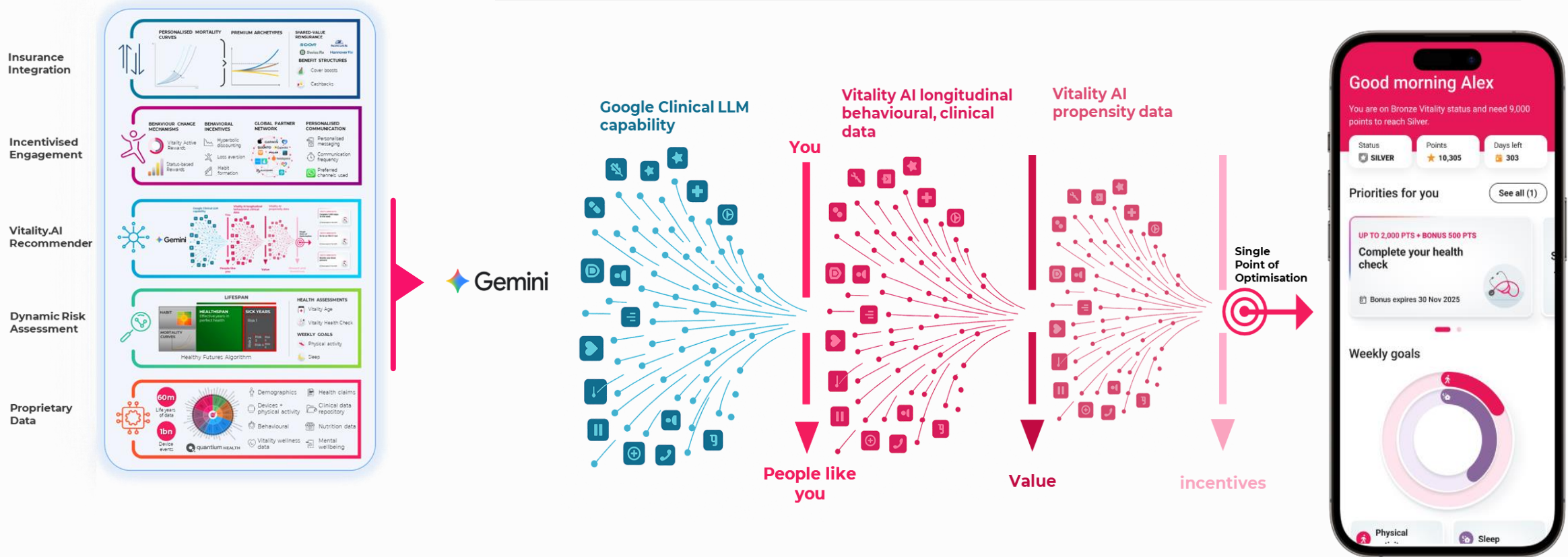


Consolidated on a **single platform** containing **over 60 million life years (2 800 dimensions)** of behavioural-linked insurance data spanning **30 years**

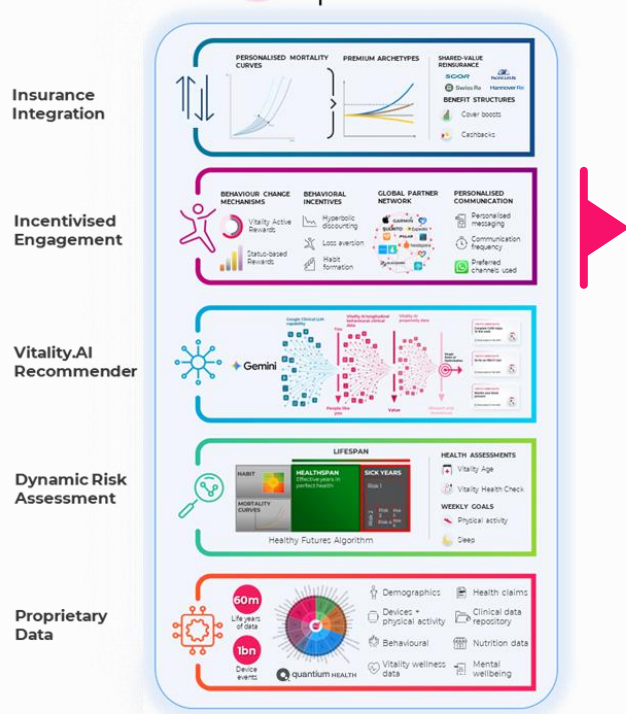
Validity AI | Google – Harnessing data and AI to unlock behavioural precision and engagement at scale



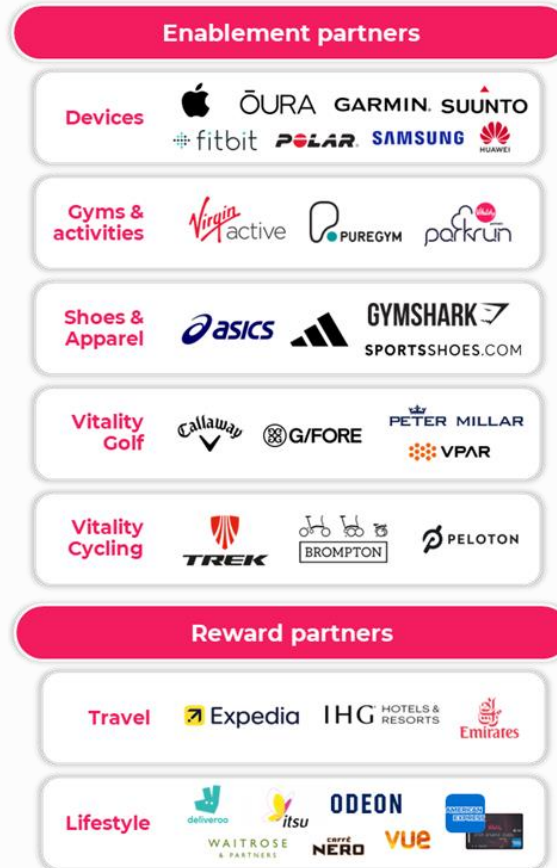
Combining Google's **secure, scalable cloud and AI capabilities** with Validity's **unique data assets, AI and actuarial models**, and leadership in **incentivised behaviour change and shared value** to deliver **precise and personalised** health improvement actions at scale



Vitality AI | Google – Offering the right incentive, at the right moment, in a personalised manner

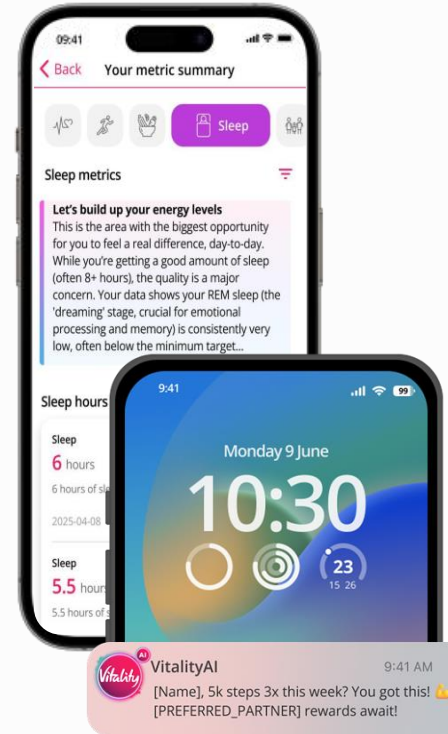


Global Partner Network



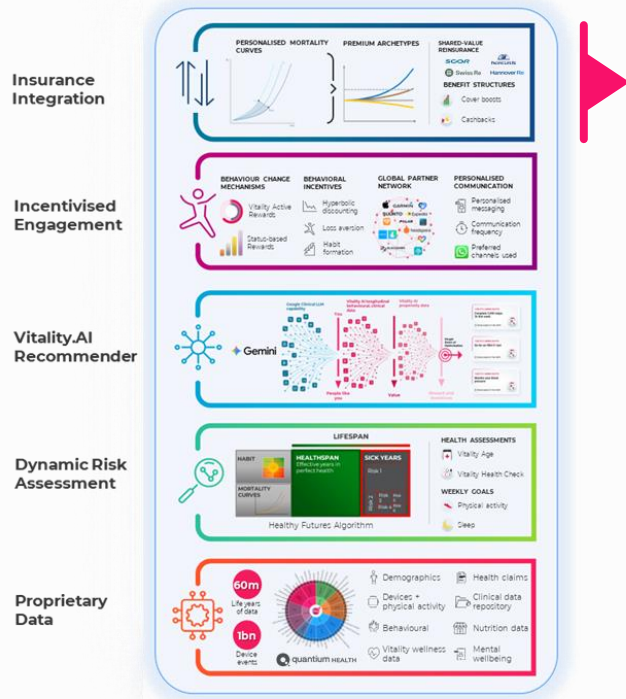
Personalised communication

Personalised using LLMs, generative AI, entity profiles and indices to optimise content and infrastructure



An **integrated incentive** and **personalised communication** framework to reinforce engagement loops and **sustain long-term behaviour change**

Validity AI | Google – Impact on behaviour and risk has been recognised by leading reinsurers



Global Shared-Value Reinsurance Panel



Inclusion of Validity rating factor within reinsurance agreements



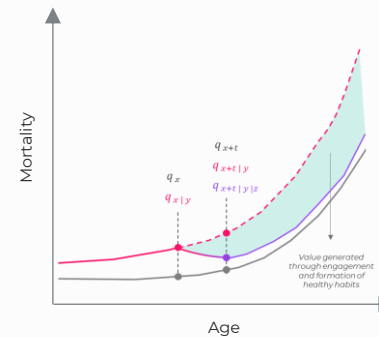
Upfront selection discounts in reinsurance rates, recognising the positive selection associated with Validity-engaged clients



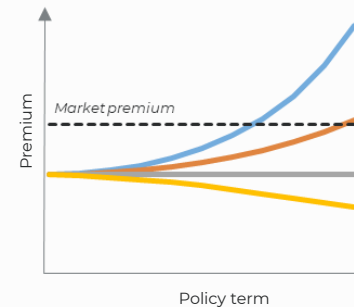
Additional behaviour change discounts automatically released to insurers if the distribution of policyholders' physical activity levels improve

Personalised mortality curves and dynamic pricing models

Deep understanding of how mortality changes based on behaviour

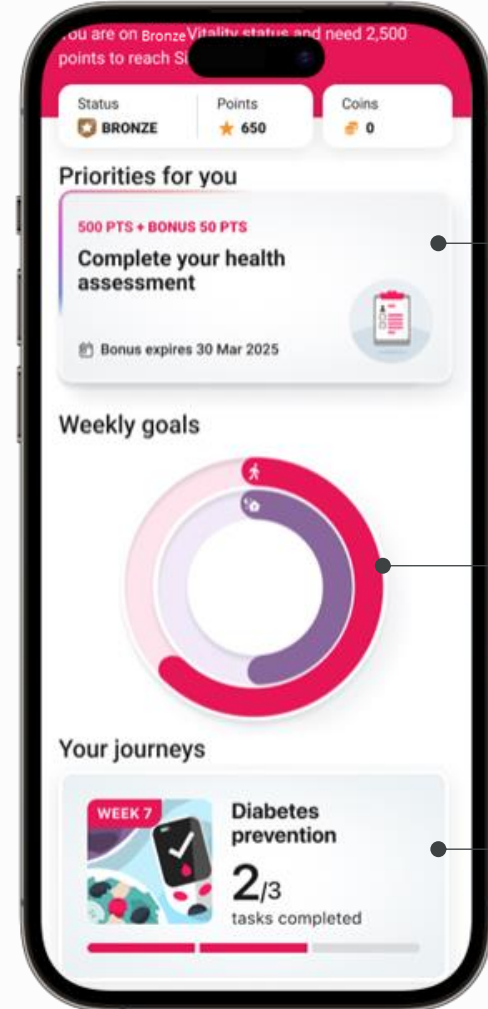
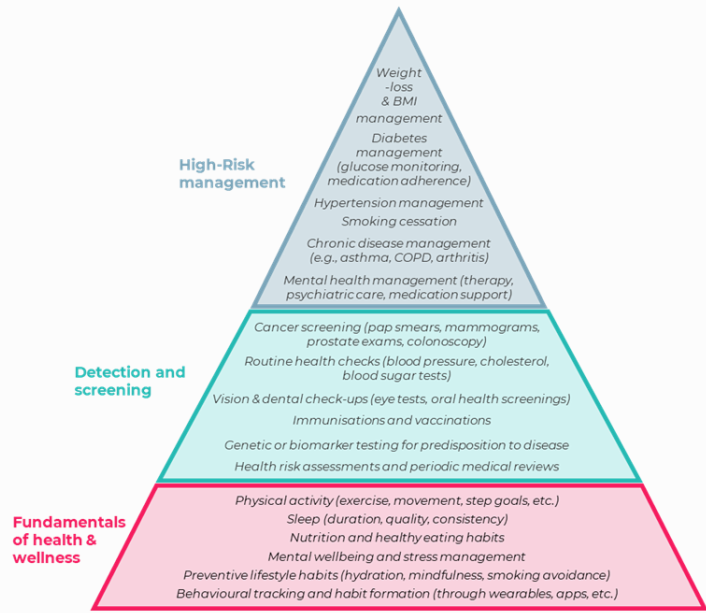
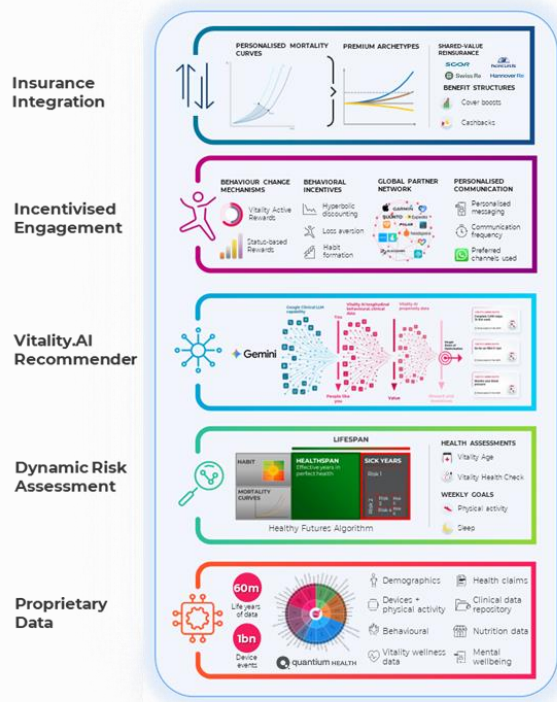


Dynamic pricing of controllable risk through policy term



A library of **dynamic pricing models** and heuristics, with price optimisation across all relevant areas, **underpinned by an exclusive reinsurance panel**

Vitality AI | Google – Manifesting in a seamless and intuitive customer experience



Priority actions

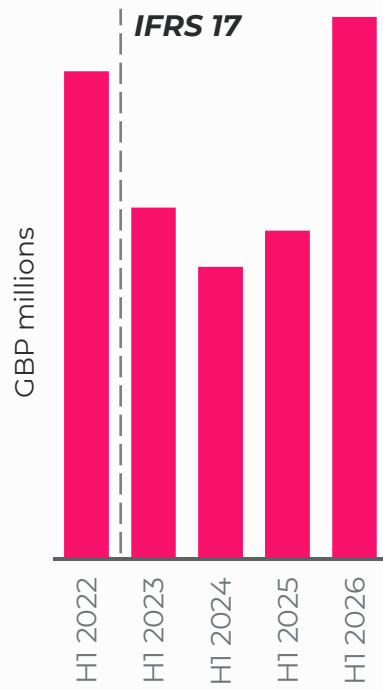
Core lifestyle behaviours
Physical activity
Sleep

High-risk management



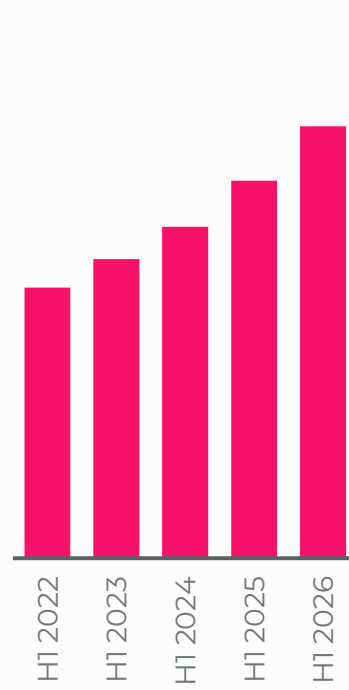
Normalised profit

+65%
to £66.0m



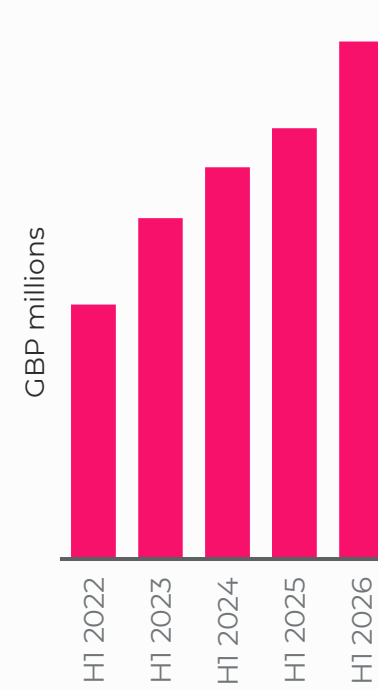
Premium income

+14%
to £698.5m



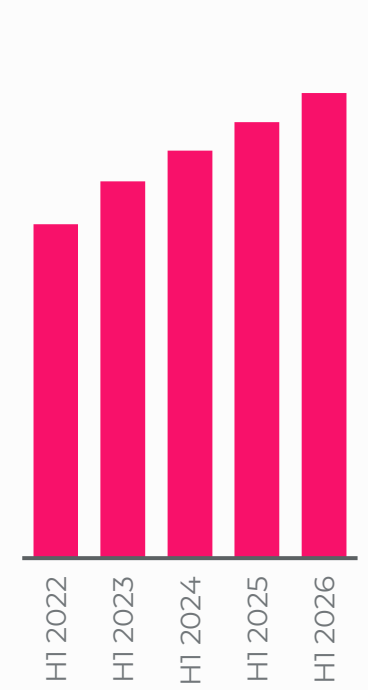
New business

+20%
to £126.0m



Lives covered

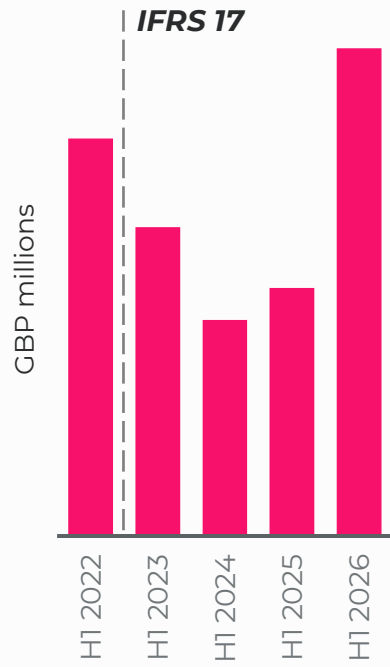
+7%
to 2.02m





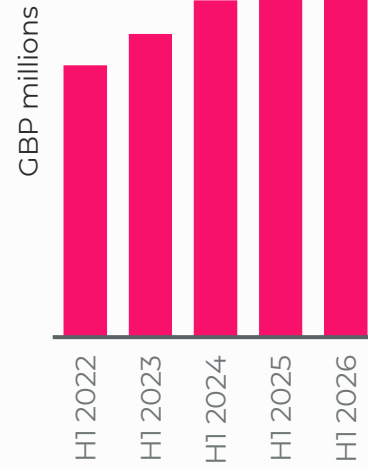
Normalised profit

+97%
to £50.9m



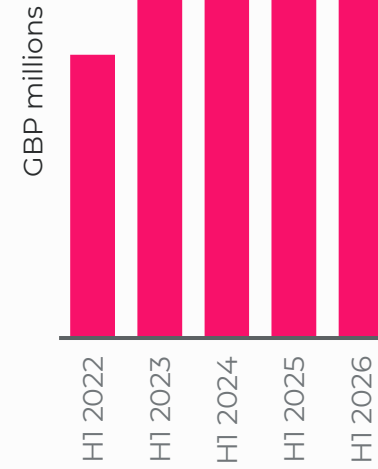
Insurance revenue

+14%
to £450.8m



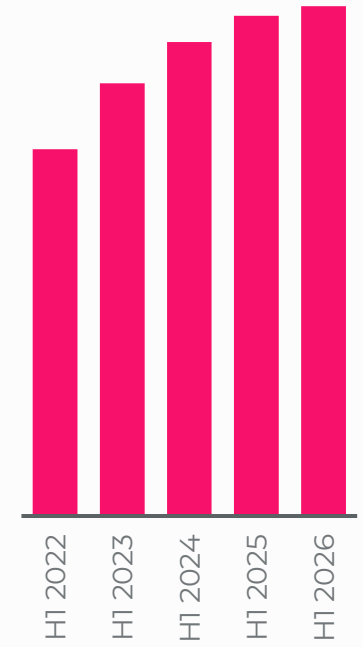
New business API

+8%
to £61.8m



Lives covered

+2%
to 1.06m

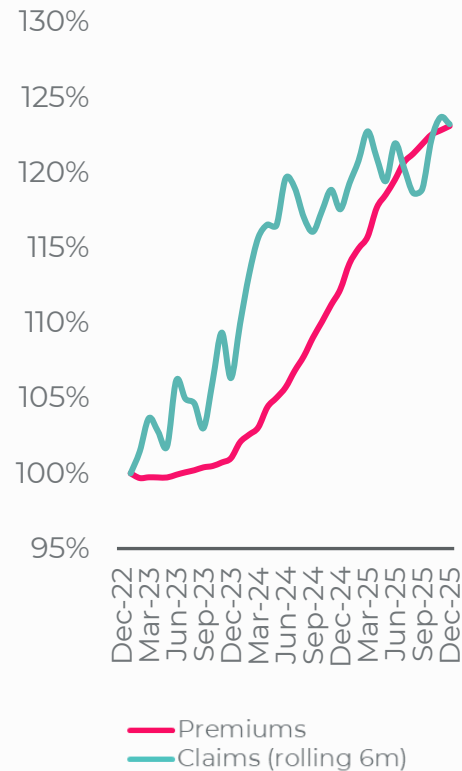


Margin recovery enabled by shared value dynamics and stabilising claims environment



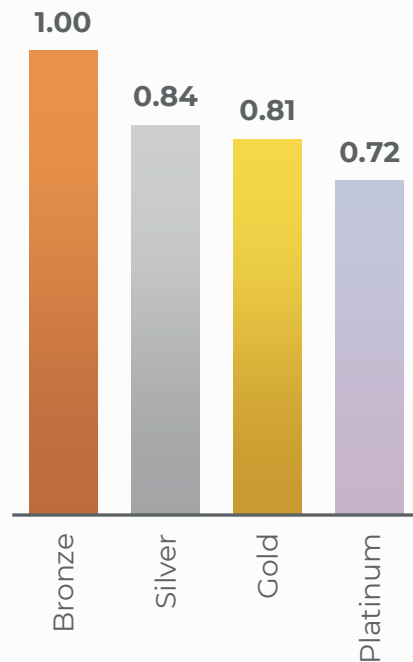
Premiums rebased to match increased claims

Premiums vs claims PLPM
(indexed to 2023)



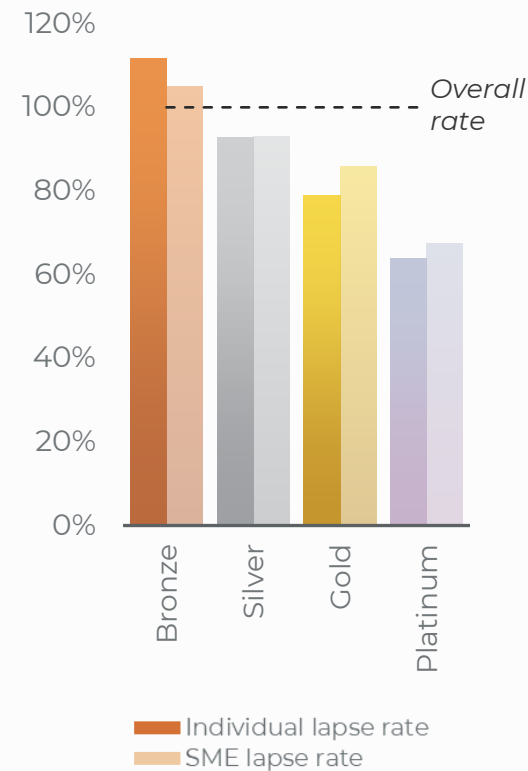
Impact of increased engagement on claims

Claims relativity by Vitality status¹
(after normalising for other claims factors)



Selective retention of healthier lives

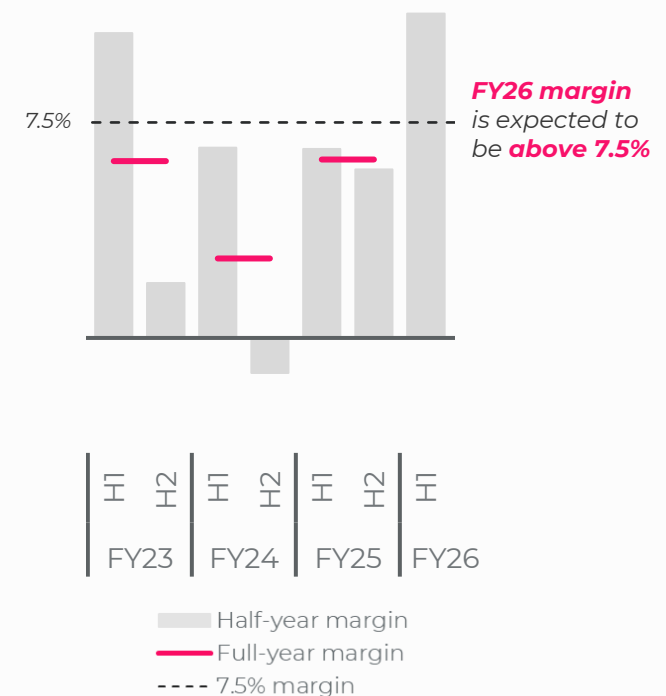
Policy lapse rate and claims relativity by status
(indexed to overall rate)



Continued recovery of margins

Operating margin

Higher margins in H1 driven by normal claims seasonality

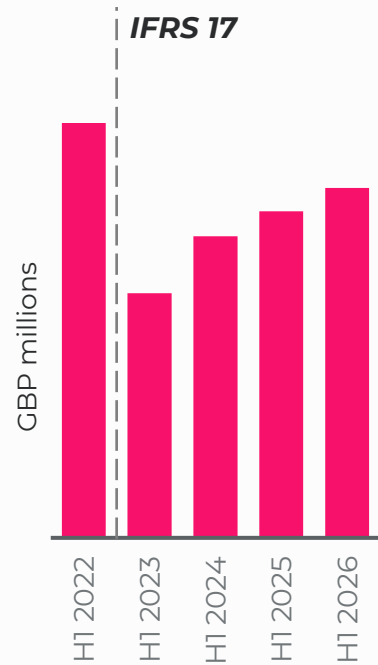


1. GLMs were used to adjust for key risk factors (e.g. age, location, product mix, duration, underwriting type, sales channel), isolating the relative impact of individual factors by holding others constant



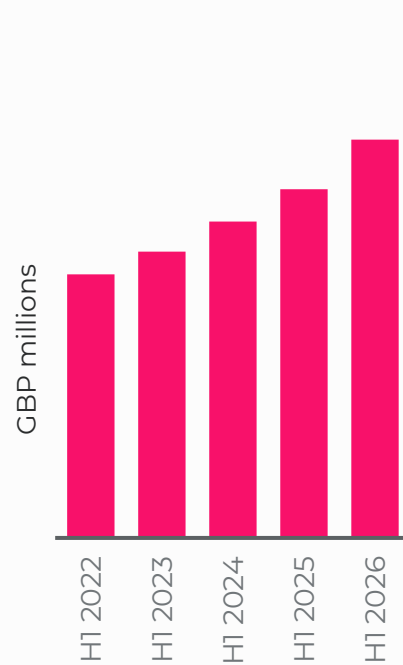
Normalised profit

+7%
to £15.1m



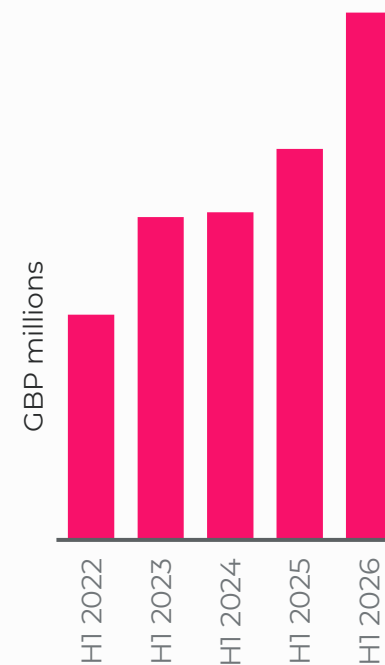
Premium income

+14%
to £247.7m



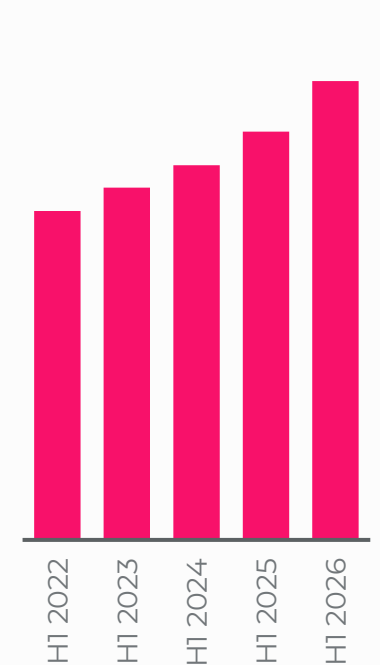
New business

+35%
to £64.2m



Lives covered

+12%
to 958k lives

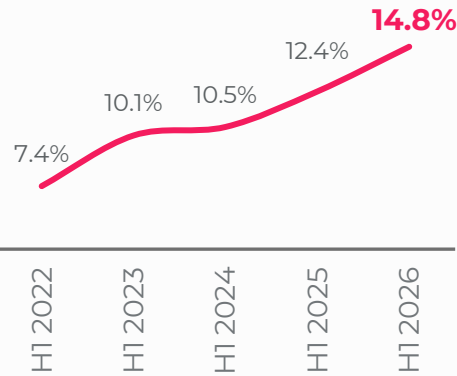


Significant new business value and margin growth enabled by Shared-value Insurance Model



Significant increase in new business traction

VLUK new business market share¹



Advisers writing:

↑ **Up to 50% in 24 months**

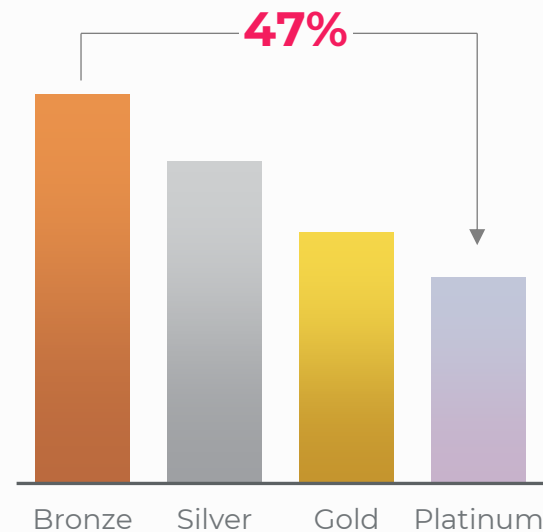
Mix improvements with Optimiser:

↑ **44% more additional covers selected**

↑ **10% greater average benefit size**

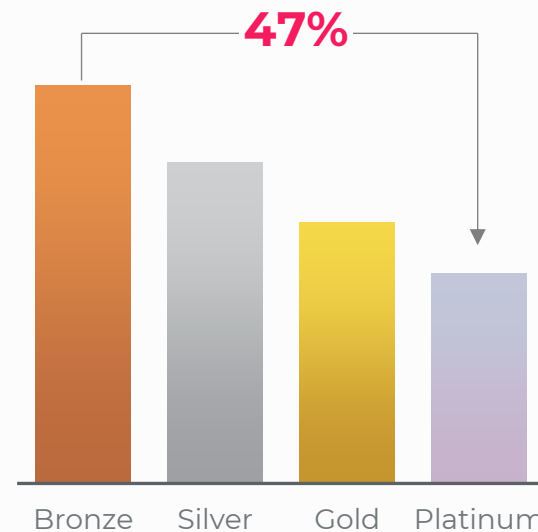
Optimiser drives improvement in mortality

Mortality by status
(Jul 22 - Dec 25, plans with Optimiser, indexed to Bronze)



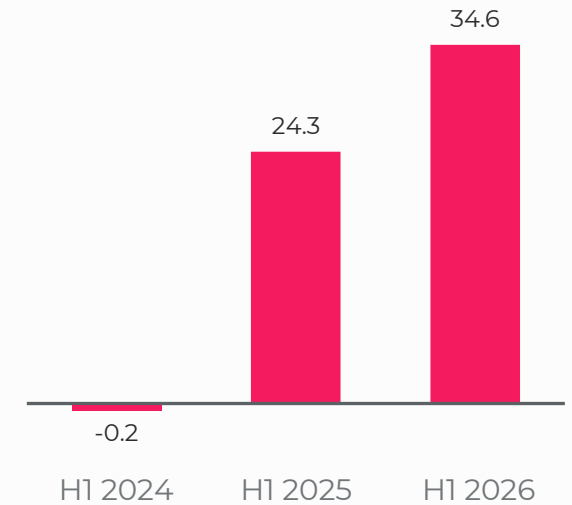
Increased engagement leads to greater retention

Lapse rate by status
(12m to Dec 25, indexed to Bronze)



Sales growth + efficiencies driving value

New business net value (£m)
(CSM & RA, less onerous new business)

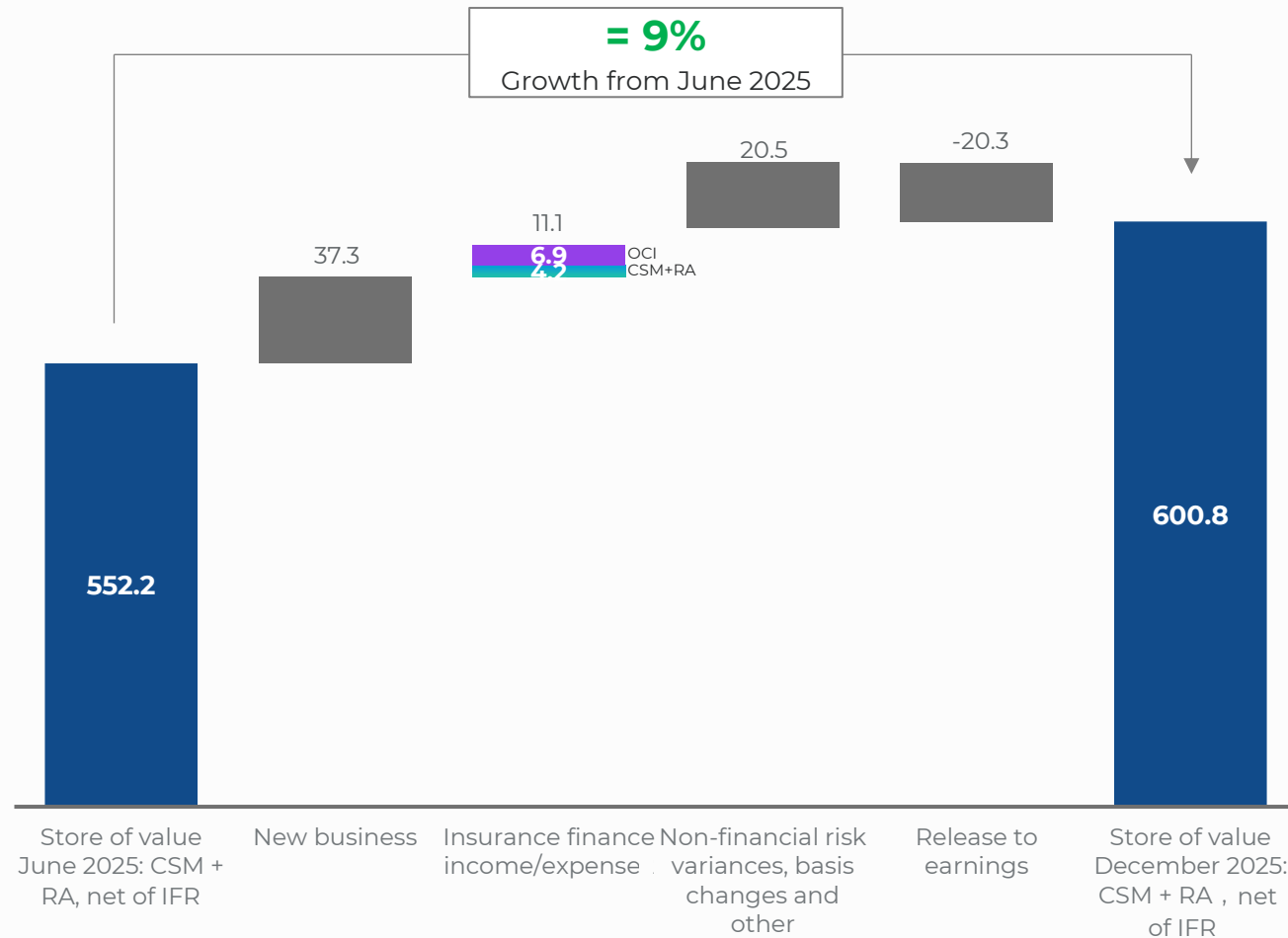


Value generation of business under IFRS 17



CSM, RA and IFR increased over the period

GBPm



Store of value is calculated net of reinsurance but gross of tax

CSM = Contractual Service Margin; RA = Risk Adjustment; IFR = Insurance Finance Reserve; OCI = Other Comprehensive Income; IFIE = Insurance Finance Income or Expense

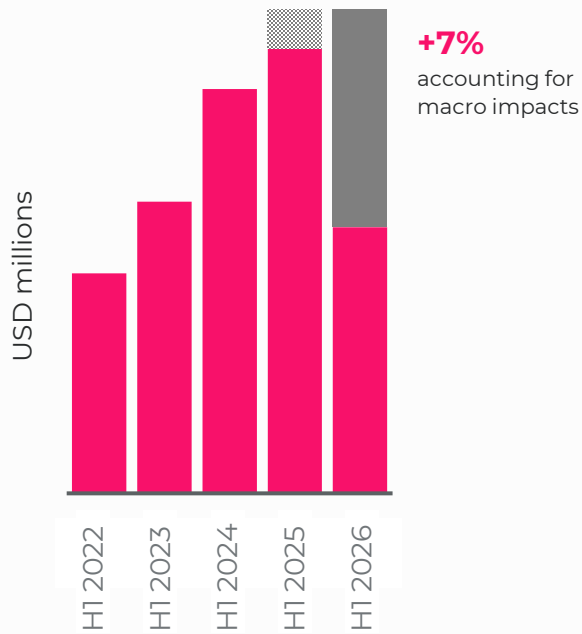
The new business margins generated of £37.3m excludes the impact of new reinsurance contracts attaching to the in-force book in the period. The total CSM and RA on new contracts inception in the period was £29.5m. The difference is included in "Non-financial risk, variance, basis changes and other"

Validity Network



Normalised profit

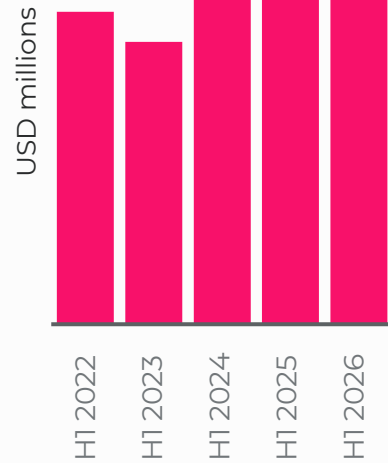
-46%
to \$10.2m



▨ Macroeconomic gains ■ Macroeconomic losses

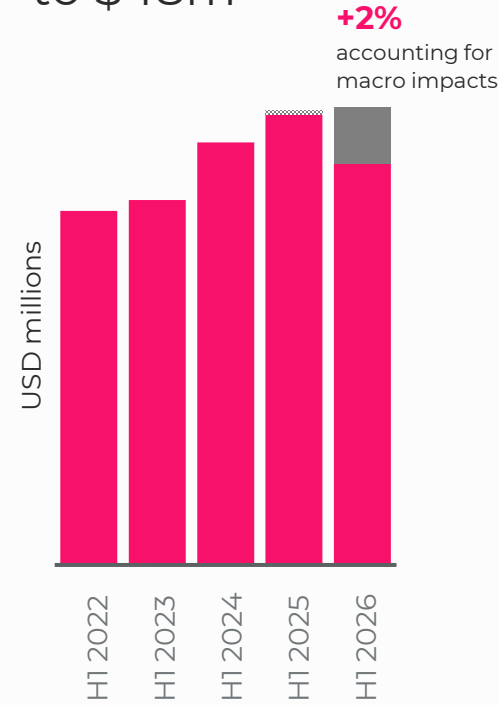
Integrated API by insurance partners

+13%
to \$1 026m



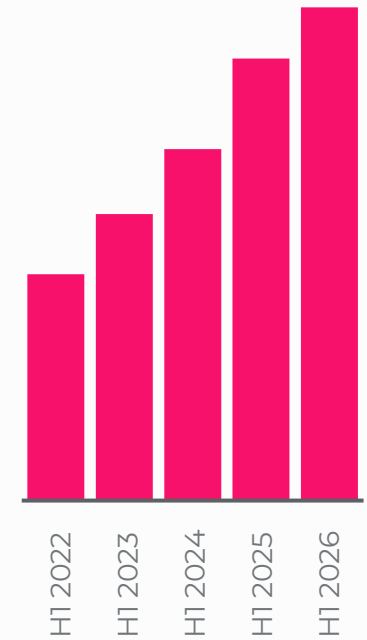
Revenue

-12%
to \$48m



Insurance partners membership

+11%
to 6.9m

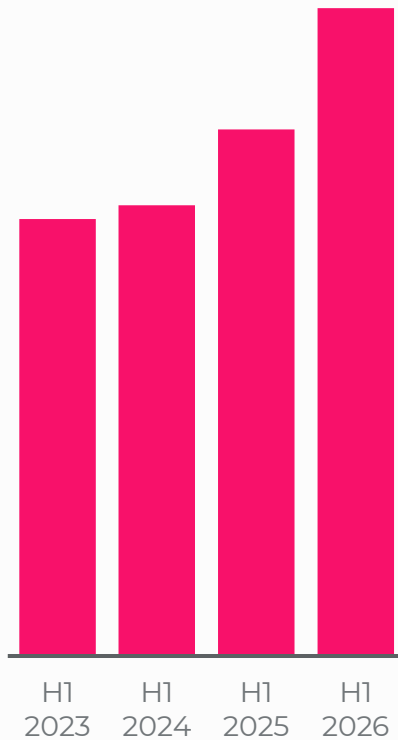


The model has been successful for our partners



Integrated API

+23%



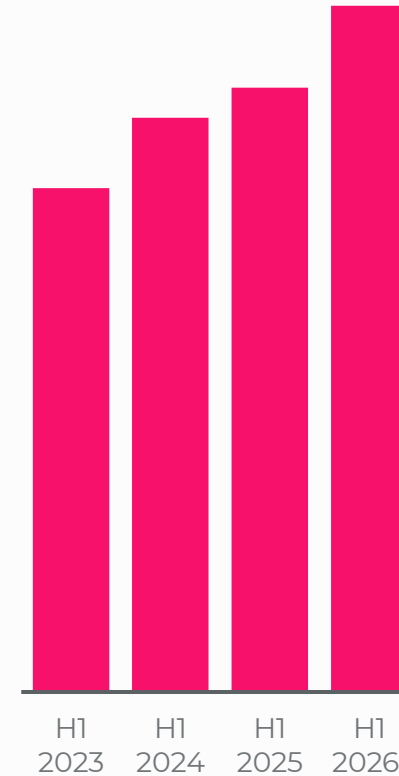
Integrated API

+10%



Integrated insurance premium¹

+14%



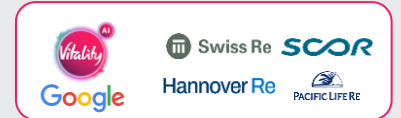
¹ Integrated Insurance Premium represents the cumulative in-force members annualised net premium

Considerable progress in positioning the business for scale and growth



1 Launched Vitality AI

- Unveiled to key stakeholders in London in November 2025
- Included announcement of strategic partnership with Google, introduction of panel of shared-Value reinsurance partners, and several new Vitality Programme partners



2 Capitalising on emergence of value in SLI

- Rebased SLI revenue assessment, making the revenue stream more consistent and predictable
- Collectively committed to driving growth in SLI, to reach goal of 5m lives by 2030



3 Investing in AIA Vitality partnership

- Accelerating shared-value insurance and Vitality AI product rollout in key AIA markets via investment alongside AIA



4 Growing opportunities in Europe

- An amicable end to the Generali partnership has opened up the European insurance market. On the back of the success of shared-value insurance and the Vitality AI launch, we are actively building a new carrier network across Europe



5 Driving growth in North America

- The largest life insurance market in the world remains a strategic opportunity for growth together with John Hancock and other non-competing carriers



Enhanced SLI commercial terms have created a large, Yen-denominated asset for the Group



Yen and interest rate movements

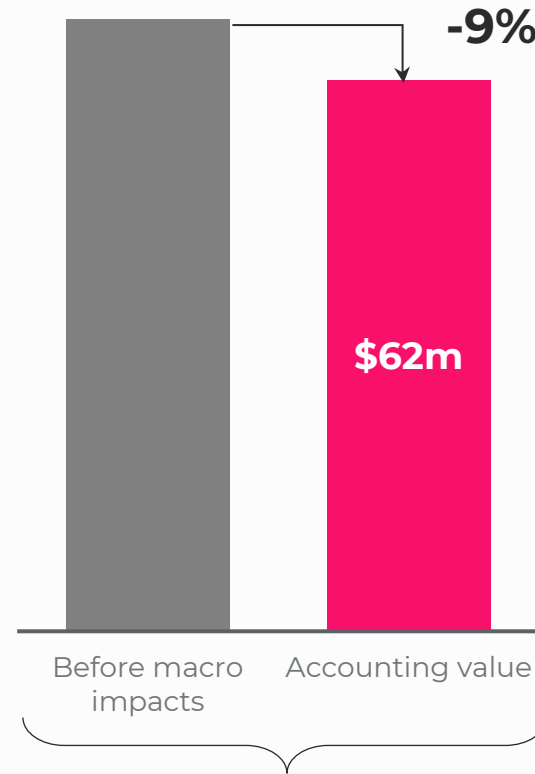
-9%

change in JPY/USD
from Jun-25 to Dec-25

63bps

increase in Japanese risk-free
rate from Jun-25 to Dec-25

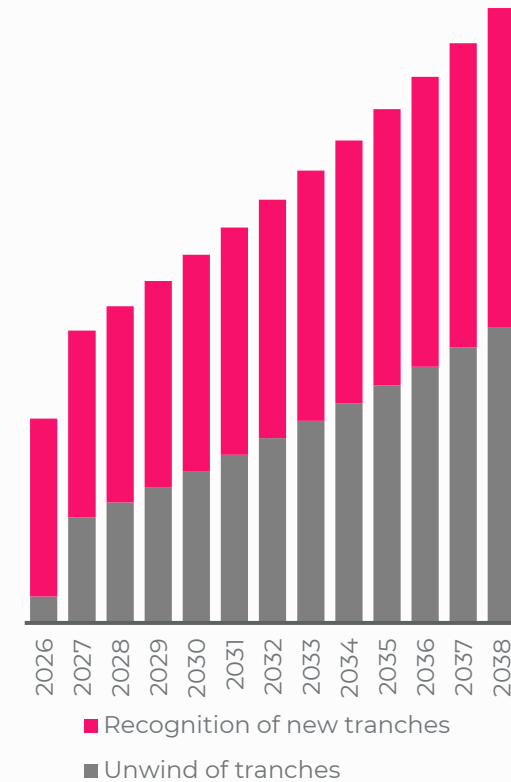
Asset value at Dec-25



Calculated using a discount rate of **risk-free + 10%**

Fixed revenue recognition¹

USDm



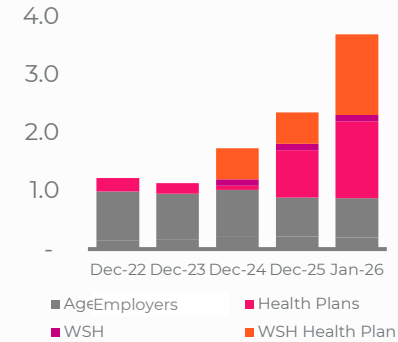
¹ Under the revised terms, VGI earns a fixed proportion of Gross Written Premium. The indicative fixed revenue recognition represents the expected value of this fixed proportion should new business, FX and risk-free rate assumptions hold
SLI = Sumitomo Life Insurance

Validity Health International



- 1 Successful acquisition of WellSpark, including valuable contract with EmblemHealth, with the migration of >1m members onto the Validity AI platform
- 2 Strong momentum in US health-plan sales – a key strategic segment – adding 2.5m members from 1 January 2026
- 3 Rollout of Validity AI, coaching and clinical programmes across all the new health plan and employer clients from 1 January 2026

Membership count ('m)



- 1 Ongoing rollout of scalable, AI-enabled and data-driven solutions across Asia-Pacific, including an integrated product package with multi-year value-share economics in four key markets
- 2 Three prestigious awards received for advancing health technology services in Asia Pacific

| | | |
|------------------------------------|--|---|
| Products (SaaS) | Digital Health Engagement Payment Integrity Claims Administration Business Intelligence Clinical Informatics | Business Solutions Advisory Managed Services |
| Healthtech Launchpad (PaaS) | Innovation Accelerator | |
| Data Platform (DaaS) | Data Commercialisation Enablement | |



- 1 Excellent performance, driven by robust operating margins together with a substantial, once-off increase in investment returns
- 2 Transitioning distribution towards greater reliance on own channels, with a focus on expanding and diversifying the mix of channels



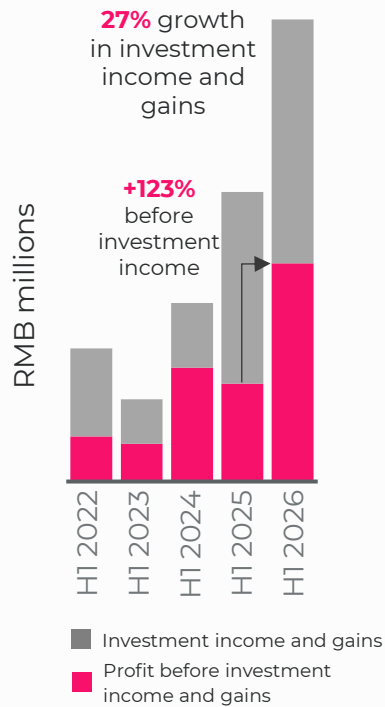
Ping An Health Insurance



PAHI's operating results pre-tax

+59%

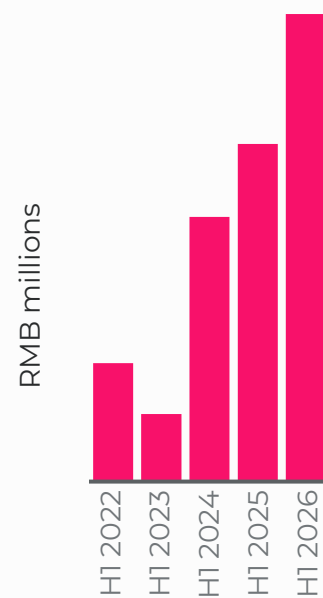
to RMB1.4bn
(RMB361m DSY's share)



Discovery's operating result after tax

+38%

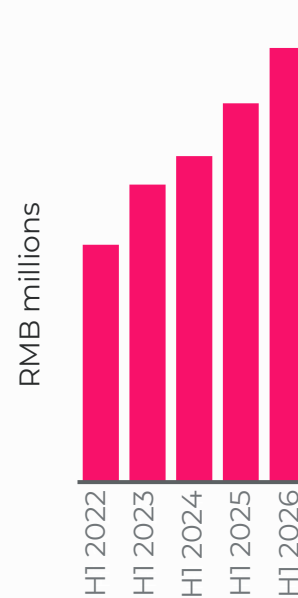
to RMB235m



PAHI licence earned premium¹

+15%

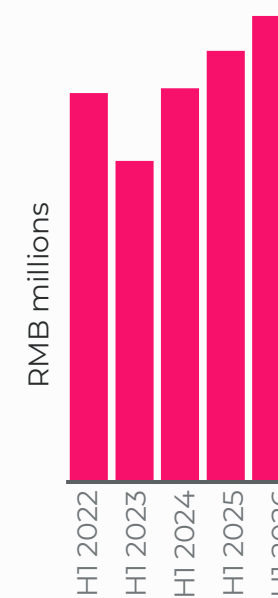
to RMB9.5bn



PAHI licence new business¹

+8%

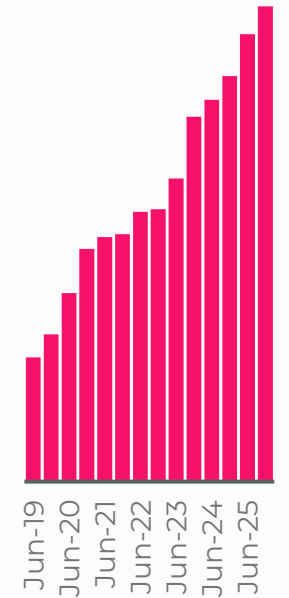
to RMB1.9bn



Lives

+17%

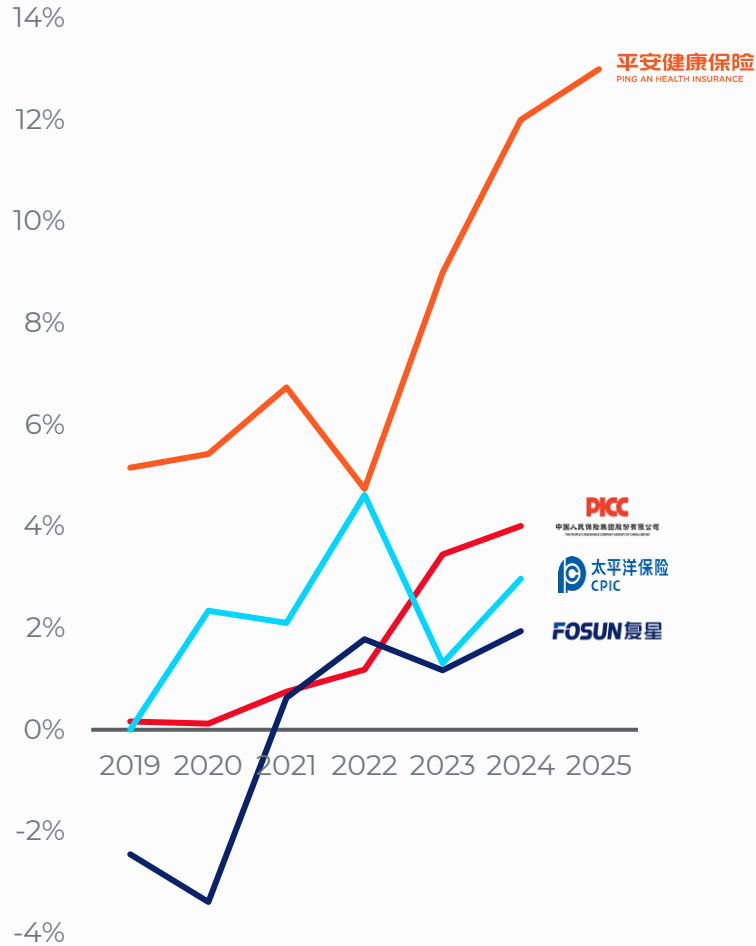
to 34.1m PAHI licence lives



Transitioning distribution towards greater reliance on own channels

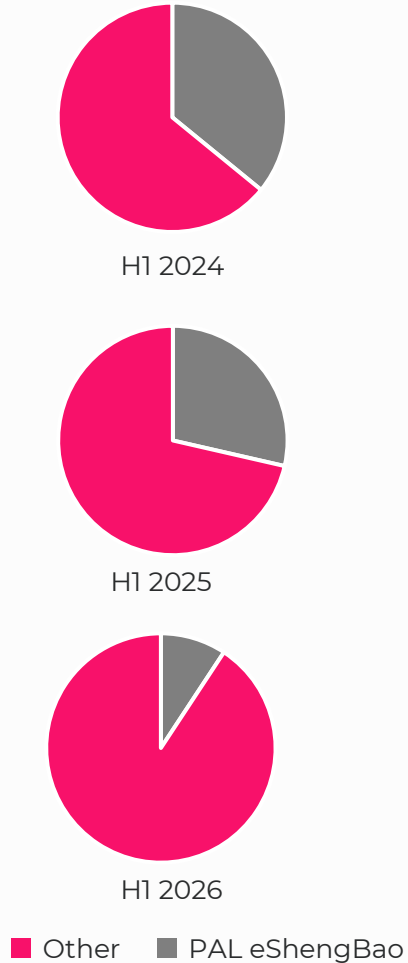
Superior operational performance

Net profit margin



Growing non-PAL new business

New business split (%)



Broader growth strategy



Focusing on **expanding and diversifying** the mix of distribution channels



Expanding online distribution and **capitalising on growth in online channels**



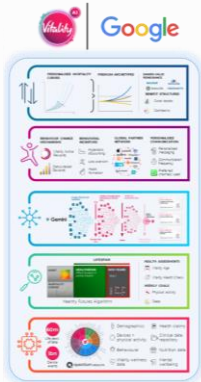
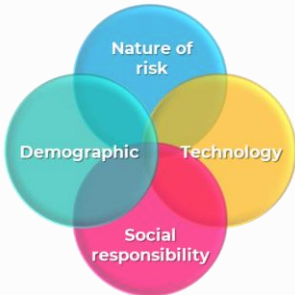
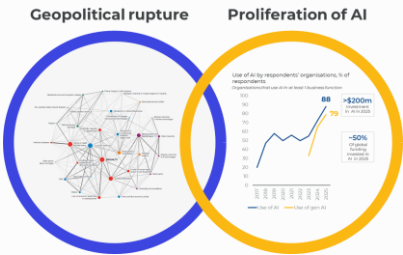
Positioning SuiShenYi as the primary engine for long-term growth

Performance overview

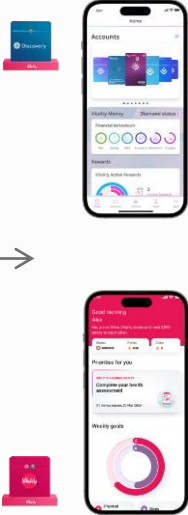


| | | | | |
|-------------------|-------------------|------------------------------|--------------|-------------|
| Normalised profit | Headline earnings | Normalised headline earnings | New business | Dividend |
| +24% | +29% | +27% | +12% | +28% |
| to R8 891m | to R5 692m | to R5 745m | to R14 026m | to 111 cps |

Summary



$$\underbrace{\left[\text{DYNAMIC PRICING} + \underbrace{\text{BEHAVIOUR CHANGE}}_{e_x} + \text{OPTIMISED RETENTION} + \text{SHARED-VALUE INCENTIVES} \right]}_{\alpha} \times \text{VOLUME}$$



Presentation disclaimer



This presentation may contain forward looking statements with respect to certain of Discovery's plans and its current goals and expectations relating to its future performance and results. All forward looking statements involve risk and uncertainty because they relate to future events and circumstances which are beyond Discovery's control. Accordingly, Discovery's actual future financial performance and results may differ. Any reference to future financial performance has not been reviewed or reported on by the Group's auditors.



Unaudited Interim Results

for the six months ended 31 December 2025