



INSURE | LIFE | INVEST

DISCOVERER

OVERVIEW | AUGUST 2014

MEGATRENDS IMPACTING THE GLOBAL INSURANCE ENVIRONMENT

1 Shared value: In a more unequal environment, society is increasingly expecting companies to fulfill a socially progressive core purpose. This would help realise a future in which value is shared – amongst corporates, clients and society – in a more publically acceptable manner.

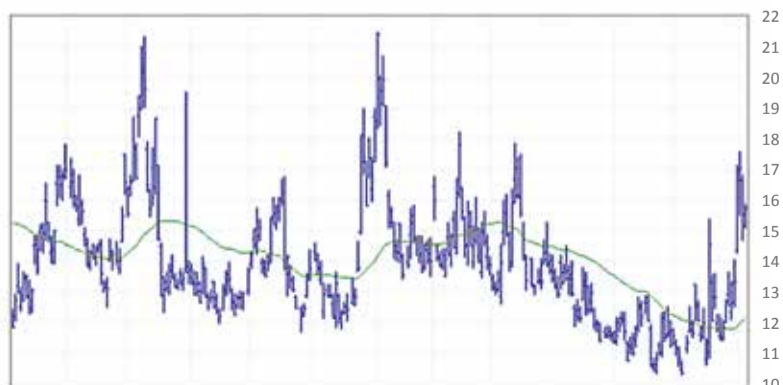


Discovery's core purpose of making people healthier and enhancing and protecting their lives puts us at the forefront of this movement. In addition to providing comprehensive protection to members, we provide them with tools and incentives to improve their behaviour. This results in additional value being created that can be shared with clients.

2 Market volatility, uncertainty and the transfer of risk to individuals necessitates comprehensive and dynamic protection.

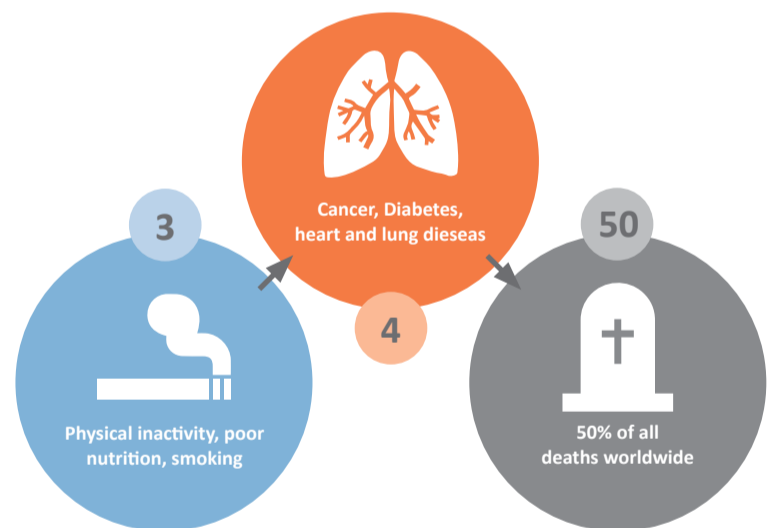
Today's highly uncertain environment is captured in the Global Volatility Index, and is putting pressure on clients to seek more protection.

Global Volatility Index



3 Tailored products, enabled by high-advice models and big data capabilities, are being sought to deliver better value to individual client profiles. Discovery's unique and financial adviser-led product offering ensures that our collective clients are being serviced according to their unique requirements.

4 Behavioural economics principles are increasingly transforming our understanding and management of risk.



As evidenced in the Oxford Alliance Model, the bulk of deaths worldwide are now due to controllable factors. This is driving a shift away from static underwriting models and management of healthcare delivery to dynamic pricing, wellness and prevention. A keen sense for behavioural economics and how to employ its mechanisms, is necessary to leverage these learnings, lower clients' risks and create more sustainable health and life insurance systems.

5 Technology is emerging as a powerful product and service enabler and differentiator. As can be seen with the latest disruptive use of advanced technology by companies such as Uber, new product and service models are emerging to enhance the client offering and experience.

Given these megatrends, the best insurers will create sustainable value for their clients and society by leveraging behavioural economics principles, technology and high-advice models to offer clients comprehensive products and services tailored to their dynamic protection needs. Discovery endeavours to do just this – by combining our best-of-breed insurance products on the behavioural incentive chassis created by Vitality and Vitalitydrive, our clients get access to unparalleled protection and value.



THE WORLD OF DISCOVERY

Discovery's core purpose is to **make people healthier and enhance and protect their lives.** That's why we design our products and services to be the best for our clients.

Discovery Health

Your health is everything

Discovery Health Medical Scheme offers the widest range of plans on the market and at 15% lower premiums on average.

EXECUTIVE PLAN

COMPREHENSIVE SERIES

CLASSIC | CLASSIC ZERO MSA | CLASSIC DELTA
ESSENTIAL | ESSENTIAL DELTA

PRIORITY SERIES

SAVER SERIES

CLASSIC | ESSENTIAL

CLASSIC | CLASSIC DELTA | ESSENTIAL
ESSENTIAL DELTA | COASTAL

CORE SERIES

KEYCARE SERIES

PLUS | ACCESS | CORE

- Discovery Health manages the largest open medical scheme and 13 other closed schemes covering 2.9 million lives.
- MedSaver and ChroniCare benefits give members 25% cash back on select items at Clicks and Dis-Chem.
- MedXpress offers members a free and convenient medicine home delivery service.
- Our extensive network of healthcare providers, combined with our unique self-service tools, means you can always avoid co-payments.
- We cover a range of preventive tests from cholesterol to HIV screening without using the money in your Medical Savings Account.
- We provide the best cover among South African medical schemes for cancer treatment.
- Our website, www.discovery.co.za, gives you full online service capability. The Discovery app puts your health plan in your pocket and HealthID puts your health records in your doctors' hands. HealthID is the first electronic health record of its kind in South Africa, and allows doctors to:
 - Access medical histories and electronic health records
 - Apply for chronic cover
 - Write electronic scripts
 - View benefit information.
- Discovery Health members save up to 20% on frames and lenses in the Discovery optometry network.
- Discovery Health members get up to 25% cash back on umbilical cord blood and tissue stem cell banking at Netcells' Biosciences.

Discovery Life

Intelligent insurance for life

- SA's number one life insurer, Discovery Life provides you and your family with the most comprehensive cover for a wide range of life-changing events, and also rewards you for being healthy and driving well. Select from two levels of protection:
 - The **Classic Life Plan**: the most comprehensive and efficient long-term protection.
 - The **Essential Life Plan**: cost-effective cover for a defined level of protection.
- The most comprehensive cover in the market:
 - Life cover**: a lump sum payout to protect your family's financial security in the event of your death. Cover Integrator, Financial Integrator and BenefitBooster features provide additional cover.
 - The **Severe Illness Benefit**: a lump sum payout to aid you in instances of severe illness, such as cancer. Additional features include the multiple claims facility and the global treatment benefit.
 - The **Income Continuation Benefit**: A monthly payout to protect you against the inability to earn an income due to injury or illness. Additional features include immediate upgrade on permanent disability, as well as additional protection features.
 - The **Capital Disability Benefit**: a lump sum payout to aid you if you become permanently disabled. In addition to objective medical criteria, 46 activities of daily living are also covered.
- Offers you upfront and ongoing discounts for staying healthy and driving well.
- The only life insurer to reward you throughout your policy term, even if you claim, through the PayBack Benefit and the Cash Conversion Benefit.
- Our Global Education Protector ensures that your children's education costs are covered should anything happen to you. Cover is provided within Discovery's global network of universities, such as Harvard and Oxford.
- Discovery Life has an **exemplary claims record**, having paid out over R10 billion in claims to date, enabled through innovative, objective and proactive claims assessment criteria.
- Discovery Life's revolutionary **Business Life Plan** ensures the protection and continuity of your business after a life-changing event, while rewarding you for being healthy.
- Discovery Life's **Dollar Life Plan** offers you protection in US Dollars to match international liabilities you may have.
- The **LifeDrive Protector** offers life and motor vehicle trauma cover with the ability to double Vitalitydrive fuel rewards for driving well.

LIFE

Life cover
Capital Disability
Severe Illness
Income Continuation
Global Education Protector
LifeDrive Protector

PayBack
Cash Conversion

BUSINESS

Life cover
Capital Disability
Severe Illness

Principal Payback fund

DOLLAR

Life cover
Capital Disability
Severe Illness
Overhead Expenses

Dollar Payback fund

Discovery Insure

Motor insurance for good drivers

Comprehensive vehicle cover

- No excess for claims caused by theft, hijacking, fire, lightning, explosion, storm, water, hail, snow, flood, earthquake, or malicious damage.
- Pay no excess when an accident was caused by an insured third party.
- Car hire for up to 30 days at no cost.
- The car hire **Uber benefit** offers you luxury chauffeur services of up to R5 000 over 60 days if you are injured in an accident and can't use your car hire benefit.
- Emergency roadside assistance**, DirectionAssist and TripMonitor.
- Smartphone app** for emergencies, to capture accident details and start a claim.
- Write-off accelerator** allows you to write off your car at lower damage levels than the industry standard of 70%.
- Retail value booster** pays you 15% more than your car's value in the event of a write-off or theft.

Rewarding good drivers

Vitalitydrive is Discovery's driver behaviour programme that rewards good driving and provides state-of-the-art safety features.

Rewards

- Fuel rewards give you up to 50% of your BP fuel and Gautrain spend back every month.
- Young adult drivers get additional rewards.
- Boost your fuel rewards by paying them into your Excess Funder Account (EFA). Use your EFA to fund your excesses for car claims, motorbike claims and any hired car claims.
- DriveMe gets you home safely for up to 25% off the standard fee of Uber luxury chauffeur services, Roadtrip and Smart. Guzy take-me-home services.
- Win your fuel back every time you fill up, for driving well on 5 Star Days.
- Up to 10% off at Tiger Wheel & Tyre.

Unique safety features

- ImpactAlert detects a severe accident and provides immediate emergency response.
- Weather warnings gives you real-time weather alert SMSs to help you avoid imminent weather damage.
- Track your family helps you track your loved ones in real-time.
- GeoZones lets you define a preferred safe driving area.
- Optional stolen vehicle tracking and recovery.

Discovery Invest

The formula for successful investing

Discovery Invest manages assets of over R40 billion. Smart investors choose Discovery Invest because we aim for performance while still offering a level of protection against market volatility. We aim to structure our products to be both tax- and fee-efficient.

Discovery Invest has unique products to meet all your investment needs:

- Discovery Flexible Investment Plan for cost-effective short, medium and long-term savings.
- Discovery Endowment Plan for medium term investments with tax and fee savings.
- Discovery's Retirement Plan, Preserver Plan and Retirement Optimiser for retirement savings.
- Discovery's Retirement Income Plan and Guaranteed Escalator Annuity for income in your retirement.

As well as Discovery Invest's comprehensive range of single-manager, multi-manager, and external funds, Discovery's Escalator Funds and Geared Escalator Funds provide unlimited growth potential in riskier asset classes while protecting against downward market movements.

Comprehensive home cover

- No excess for claims caused by theft (with visible forced entry), fire, lightning, explosion, storm, rain, hail, snow, flood, earthquake or malicious damage.
- HomeProtector** gives you emergency home security and alternative accommodation if needed after a claim.
- If your household contents are correctly assessed and insured, you will receive a **no-average guarantee**, meaning valid claims will be paid out in full.
- Online Vault** allows you to store important documentation securely, speeding up the claims process. You'll pay no excess for specified portable possessions with the correct documentation stored in the Online Vault.
- HomeAssist** provides you with emergency electricity, plumbing and locksmith services.
- Estimated maximum loss** reduces your portable possessions premium, while getting the cover you need for specified items.

Unique service features

- With **Xpress assessing** we will contact you within 24 hours to make the necessary assessment arrangements for all household contents and building claims, or we will waive your excess.
- FastTrack claims** replaces your specified electronic devices for your approved stolen or lost claims, within 48 hours or your excess is waived.
- ClaimsView** allows you to follow your claims progress online for all vehicle and home claims.

Boost your investment by up to 26% from day 1

Top quartile fund performance

Reduce your fees to ZERO

Downside protection with unlimited upside potential



Get healthy. Get rewarded.

- The world's premier science-based wellness programme that rewards healthy behaviour.
- Vitality members can earn points for knowing and improving their health to reach a higher Vitality status and benefit from greater rewards.
- Vitality members can save up to 25% on HealthyFood at Pick n Pay and Woolworths.
- Vitality members can save up to 25% on HealthyGear items at Totalsports and Adidas stores and a further 25% on HealthyCare items at Clicks.
- Vitality members can save up to 80% on gym fees at Virgin Active or Planet Fitness.
- Vitality members enjoy savings of up to 35% on kulula.com, British Airways, Qantas and Emirates flights.
- Vitality members can save up to 35% at over 500 hotels in the Vitality Hotel Collection (boosts to 50% for DiscoveryCard holders).



DiscoveryCard provides additional value to clients:



- The most rewarding credit card in the market, giving up to 20% cash back on spend in the DiscoveryCard store network.
- DiscoveryCard holders can earn **Discovery Miles** on all qualifying DiscoveryCard purchases to benefit from further rewards.
- DiscoveryCard is the official card partner of **Big Concerts**, giving DiscoveryCard holders exclusive access to great deals and special offers for South Africa's premier live events.
- DiscoveryCard holders get up to 22% cash back on holidays with World Leisure Holidays, Royal Caribbean International or Contiki.



Discovery Health

Helping to make South Africa healthier.

Discovery Vitality

DISCOVERY VITALITY

Get healthy. Get rewarded.

Vitality has more than 1.6 million members in South Africa and a global membership base of over 5.5 million

Discovery Invest

DISCOVERY INVEST

THE FORMULA FOR SUCCESSFUL INVESTING

$$\begin{matrix} \text{YOUR INVESTMENT} & + & \text{UPFRONT BOOST} & = & \text{YOUR DISCOVERY INVEST STARTING VALUE} \\ \hline \text{R1000 000} & + & 26\% & = & \text{R 1 000 000} \\ & & & & \text{R 1 260 000} \end{matrix}$$

Discovery Life

Discovery clients live longer

That's why they pay 20% less for their life cover.

Discovery Insure

Discovery Insure members are better drivers

Get up to R800 of your monthly fuel spend back.

Vitalitydrive