

LIMITED**OFFER**

DOUBLE BUSINESS VITALITY FUND OFFER

Get a 40% boost to life and disability cover at no additional initial premium for three years

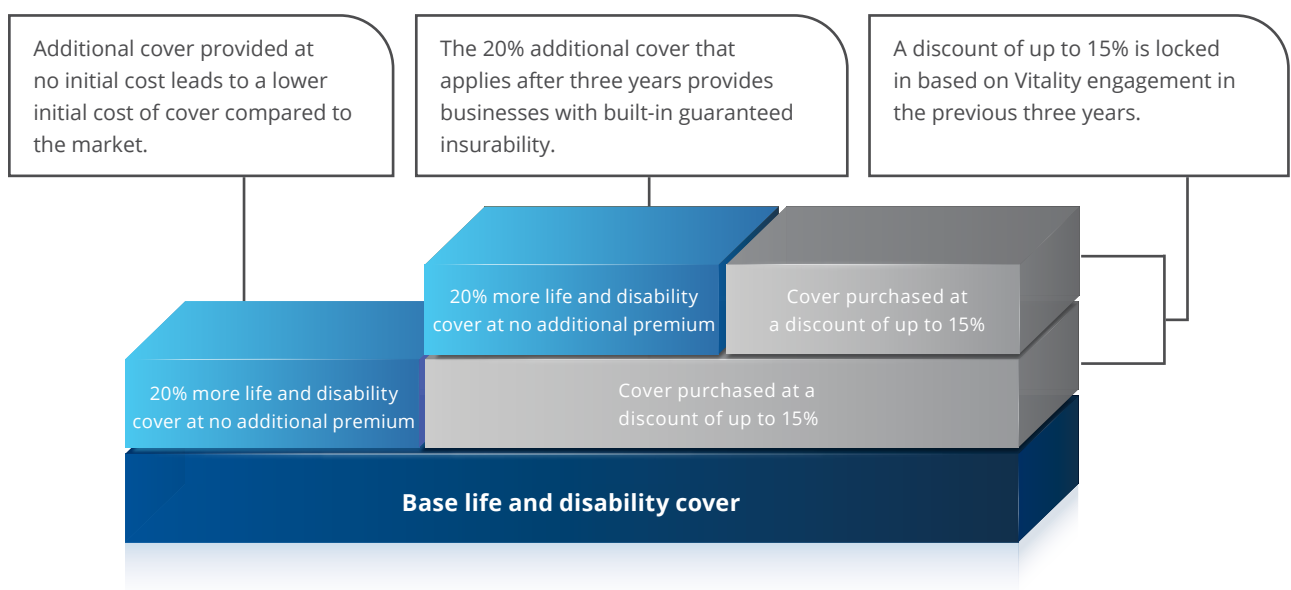
Through the Business Vitality Fund and this offer, your clients can receive a boost to the initial Vitality Fund by a further 20%, providing a total of 40% additional base life and disability cover at no initial premium over the first three years of their policy. This allows for highly competitive premiums for new whole-of-life Business Life Plan clients.



Discovery Life's Business Vitality Fund

To ensure that clients can remain fully protected over the duration of their policy, Discovery Life's Business Vitality Fund uses policyholder-generated health and wellness surplus to provide highly efficient cover for the first six years of a client's policy. Business Life Plans that qualify¹ for the Business Vitality Fund will receive additional base life and disability cover (if applicable) to ensure upfront affordability for policy owners, as well as providing guaranteed insurability to business owners in the future. This is particularly important in cases where the value of a business grows at a rate that is higher than the cover growth on a business assurance policy.

How the Business Vitality Fund works without the offer



First three years

The Business Vitality Fund provides an immediate 20% boost to a client's base life and disability cover (excluding the Cover and Financial Integrator) at no additional initial premium.

Years four to six

After three years, this additional cover is purchased at a discount of up to 15% of new business rates, based on the life assured's Vitality status each year for the first three years.

Purchasing the initial Business Vitality Fund unlocks a further 20% base life and disability cover free of underwriting, and at no additional premium for the following three years.

After year six

At the end of year six, a premium becomes payable for the second and final portion of the Business Vitality Fund. This will provide the client with cover for the remainder of the cover term. The client purchases this cover at a discount of up to 15% of new business rates, based on the life assured's Vitality status from years four to six.

Each year, the Vitality statuses of the life assured for the applicable three-year period, will determine the discount at which the Business Vitality Fund is purchased. The annual percentage earned, as per the below table, will be summed to determine the total discount applicable when purchasing the Business Vitality Fund after each three-year period.

Vitality status	None / Blue	Bronze	Silver	Gold	Diamond
Percentage discount	0%	1.5%	3%	4%	5%

¹ The Business Vitality Fund is only available on policies that have Business Integration and the Financial Integrator

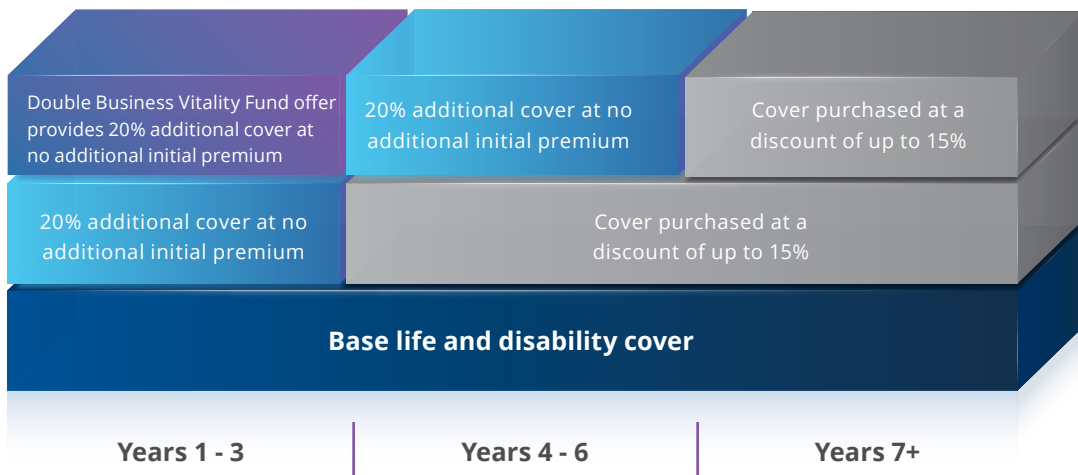


Double Business Vitality Fund offer

Get a 40% boost to life and disability cover at no additional initial premium for three years.

The Double Business Vitality Fund offer will increase the initial Business Vitality Fund by a further 20% to provide a total of 40% additional life and disability cover (if applicable) at no additional initial premium for the first three years of your client's policy.

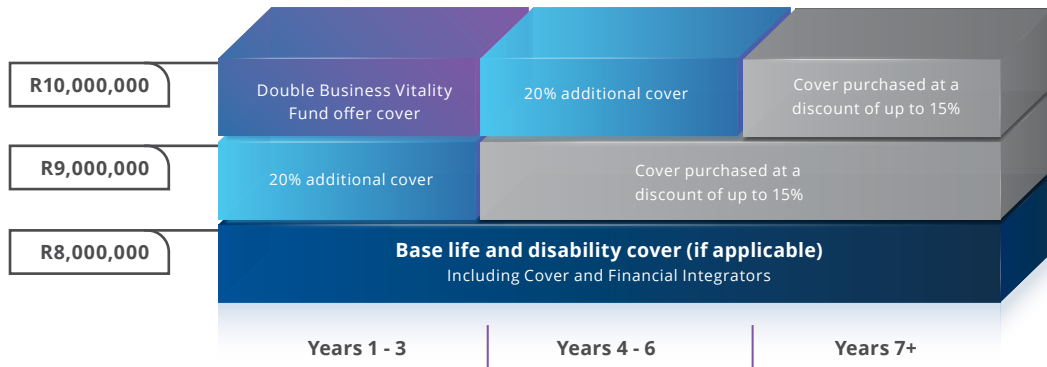
At the end of the first three years, half of the Business Vitality Fund is purchased at a discount of up to 15% on new business rates based on the life assured's Vitality statuses over the first three years. On purchasing this cover, the other half will continue at no cost for the next three-year period. At the end of the sixth year, clients can purchase this cover at a discount of up to 15% on normal new business rates.





Meet Mark

Mark, a 45-year-old male, takes out an Integrated whole-of-life Business Life Plan, with a base Life Fund of R5,000,000, 40% Cover Integrator and 20% Financial Integrator. This results in R8,000,000 total life cover.



Assumptions: Annual Benefit Increase is CPI%, CPI is a constant 5% each year, Funding pattern: Accelerater, Business Health Integrator, Non-smoker, Rating category: Class 1

01 First portion of Business Vitality Fund

Mark qualifies for the Business Vitality Fund and receives R1,000,000 additional life cover for the first three years, for which no additional initial premium is charged. He also qualifies for the Double Business Vitality Fund offer and therefore receives an additional R1,000,000 life cover, at no additional premium, for the first three years. This cover will increase in line with his chosen Annual Benefit Increase. This means that Mark is getting R10,000,000 Life cover for the price of R8,000,000, amounting to an upfront premium saving of 18.5%.

At the end of the third year Mark's base life cover has grown to R5,788,125. He chooses to purchase half of his Business Vitality Fund, which has grown to R1,157,625, free of underwriting. Mark achieved a Gold Vitality status in year one and two and Diamond in year three, giving him a discount of 13% on the Vitality Fund portion of cover.

02 Second portion of Business Vitality Fund

Since Mark bought up the cover from the first portion, he continues to receive the second portion of additional life cover of R1,157,625, for which no premium will be charged.

At the end of year six, Mark is able to buy-up his Vitality Fund which has grown to R1,340,095, free of underwriting. He achieved Diamond Vitality status in years 4 to 6, giving him a premium discount of 15% on the Vitality Fund portion of cover.

TECHNICAL DETAILS

- The offer applies to new whole-of-life Business Life Plans uploaded between 1 April 2022 and 30 September 2022 (inclusive), with a date of commencement between 1 April and 1 December 2022 (inclusive).
- Policies must qualify for the Business Vitality Fund in order to qualify for the offer.
- The client must qualify for A1 rates across all benefits.
- The policy must have an Annual Benefit Increase linked to CPI.
- The limited offer will be removed where the Life Fund (including the Cover and Financial Integrator) on an existing Business Life Plan is reduced or lapsed from:
 - 1 April 2022 until 28 September 2022 where the new policy was taken out prior to 1 July 2022
 - 1 July 2022 until 28 December 2022 where the new policy was taken out after 1 July 2022.
- When a premium becomes payable for the Business Vitality Fund cover provided from years 4 to 6, the discount applicable will be based on the client's Vitality status from years 4 to 6.
- The Business Vitality Fund is subject to a maximum size of R10m, increasing annually with the policy Annual Benefit Increases.
- If the client no longer qualifies for the Business Vitality Fund, changes their Annual Benefit Increase from CPI or changes their policy from whole-of-life to term cover, then the Double Business Vitality Fund offer will fall away.

Notes
