

# THE PURPLE LIFE PLAN

Comprehensive life insurance to meet your and your family's needs.

9:41

Purple Life Plan Details

Discovery

Purple Life Plan

Purple Life Plan

R 12,000,000.00  
Total Life Cover

R 85,000.00  
Next PayBack

Financial rewards

PayBack Cash Conversion

40%  
maximum possible  
PayBack percentage

R 40,000.00  
total projected PayBack  
for this 5-yearly cycle

Your current Vitality status: Silver

Blue Bronze Silver Gold Diamond



# Life insurance from Discovery

*Discovery protects you during difficult times and rewards you for managing your health and finances.*



## FLEXIBLE PERSONAL FINANCIAL PROTECTION

Death, disability and severe illness can have a profound impact on you, your family and your ability to work. Through a range of customisable benefits that transform throughout your life to remain relevant to your changing needs, a life insurance policy from Discovery will protect you financially in the case of a life-changing event.

### PROVEN SUCCESS IN SUPPORTING AND REWARDING CLIENTS

#### EXEMPLARY CLAIMS RECORD

Discovery has paid over R47 billion in life insurance claims to date thanks to our innovative, objective and proactive claims assessment criteria.

#### SIGNIFICANT IMPROVEMENTS IN HEALTH AND WELLNESS

By leading a healthy lifestyle, Discovery's Gold and Diamond Vitality status policyholders have among the highest life expectancy in the world, at **89 years of age**<sup>1</sup>.

#### THE MOST REWARDING LIFE INSURANCE POLICY

Over R3.1 billion in premium payments and discounts are enjoyed by our policyholders every year<sup>2</sup>.

#### WORLD-LEADING BENEFITS

Discovery has been recognised for its innovative **benefits**<sup>3</sup>, both locally and globally.

<sup>1</sup> Internal Discovery Life research.

<sup>2</sup> Internal Discovery Life statistics.

<sup>3</sup> Voted #1 long-term insurer in South Africa by Sunday Times, 2019. Efma-Accenture Innovation in Insurance and Banking Awards, 2018-2022. Independent Clinical Oncology Network (ICON) Award for best and second best cancer protection product, 2018.

# Discovery offers more than just life insurance

## ENSURING A HEALTHY, FINANCIALLY SECURE FUTURE FOR YOU AND YOUR FAMILY

*While most other insurers tend to follow a one-size-fits-all approach to life insurance, Discovery recognises that your needs and lifestyle are unique. The Purple Life Plan is our elite life insurance product that caters to the specific needs of select clients, and combines holistic, comprehensive cover to ensure you're fully protected. It also ensures that you and your family are protected at home and abroad, and that you are rewarded and financially secure. The Purple Life Plan offers a collection of customisable benefits that cover the full range of possible life-changing events such as death, disability, severe illness, loss of income, and more.*

# Comprehensive, dynamic cover for you and your family


Choose from our range of  
market-leading benefits


## YOUR LIFE FUND


*Your life cover and other benefits are paid through a funding mechanism called the Life Fund. Discovery ensures the protection of cover for future events. This maximises the potential of multiple claims, where cover may be reinstated.*





## LIFE-CHANGING EVENT


 Estate duty payable on the later of you or your spouse passing away.


 If you become severely ill, for example, you are diagnosed with cancer or have a heart attack.

 If you become disabled, for example, you are paralysed in a car accident.


 If you can't work due to injury or illness.


 If you pass away or suffer a qualifying disability or severe illness and can therefore not pay for your child's education.


 If your child suffers from a qualifying severe illness or trauma event.


 If you cannot pay your insurance contributions as a result of suffering a life-changing event.


## BENEFITS WE OFFER


 **ESTATE PLANNING BENEFIT**  
Pays out a lump sum to assist with any estate duty payable on the last to pass away between you and your spouse.


 **SEVERE ILLNESS BENEFIT**  
A lump-sum payout that depends on the severity of the illness and your selected benefit option.

 **CAPITAL DISABILITY BENEFIT**  
A lump-sum payout that depends on the category of the disability and on your selected benefit option.

 **INCOME CONTINUATION BENEFIT**  
A monthly payout to protect you if you are unable to earn an income due to injury or illness, while also allowing you to earn additional income in retirement by leading a healthy lifestyle. Payouts are based on your selected benefit, your insured amount and the event for which you are claiming.

 **GLOBAL EDUCATION PROTECTOR**  
Funds the actual cost of your children's education up to certain limits when you suffer a life-changing event. If you do not claim, you could also fund up to 100% of your children's tertiary tuition, subject to Discovery's limits, based on your engagement in the Vitality programme.

 **CHILD PROTECTOR BENEFIT**  
World-leading protection for your children through cover for relevant severe illnesses, including boosted payouts if they require treatment overseas, comprehensive trauma cover, and a unique funeral benefit.

 **PREMIUM WAIVER**  
Covers the costs of your qualifying Discovery premiums so you don't have to.



# Bespoke Protection for you and your family

*As a Discovery client, you receive comprehensive protection for you and your family. Our Life Plans offer you upfront and ongoing discounts with rewards throughout your policy term for managing your health and financial wellness. Your dynamic benefits automatically adapt according to your changing needs, ensuring that you and your family receive holistic protection throughout your life.*

## EXCLUSIVE BENEFITS OF THE PURPLE LIFE PLAN



### ENHANCED PROTECTION

You have access to exceptional integrated protection across all our key benefits, allowing you to receive the most efficient cover and benefit from the leading life insurance structure in the market\*. We reward you for healthy living with upfront premium discounts, PayBacks and access to additional payments in retirement.



### FLEXIBLE GLOBAL PROTECTION

At no additional cost, you could qualify to convert all or a part of your rand cover amount on your Purple Life Plan to dollars with no additional underwriting, while ensuring premium certainty through a fixed exchange rate for the first three years after conversion.



### ACCESS TO THE MOST ADVANCED MEDICAL DEVICES GLOBALLY

To help you return to your pre-disability lifestyle and regain your independence following a disability, the LifeTime Capital Disability Benefit includes the revolutionary MedTech Booster Benefit. It provides additional upfront and ongoing payouts, bringing the total payout to up to 300% of your insured amount to enable you to access the most advanced assistive medical technology in the world.



### ACCESS TO THE BEST MEDICAL TREATMENT IN THE WORLD

On the Purple Life Plan, your Severe Illness Benefit automatically includes the enhanced Global Treatment Benefit, which allows you to receive up to 2.5 times your Severe Illness Benefit insured amount for qualifying illnesses treated abroad. You also get the Cancer Exome Sequencing Benefit that provides you with a lump sum to assist in funding the cost of sequencing a tumour to determine the optimal treatment regime.



### INCREASED COVER AT NO ADDITIONAL UNDERWRITING

The Vitality Fund provides an immediate 15% boost to your life cover at no additional initial premium and allows you to increase your life cover by up to 45% by living healthily, with no additional underwriting.



### PERSONAL CONSULTANT AVAILABLE 24 HOURS A DAY

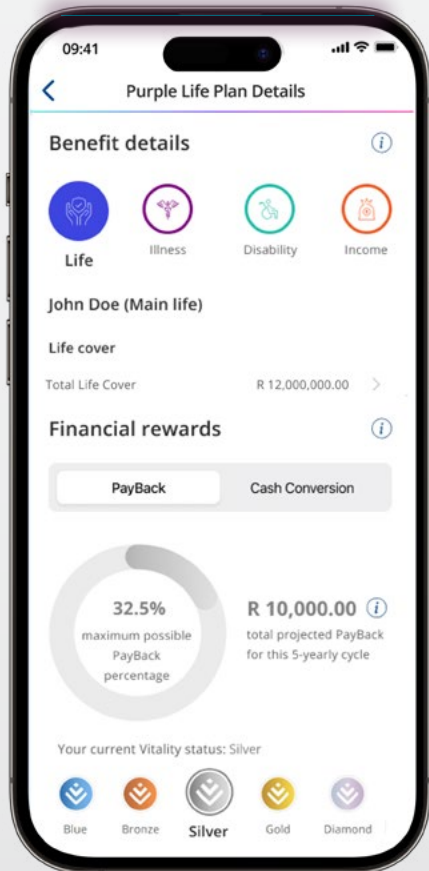
As a Discovery Purple Life Plan client, you have access to Vitality Purple, which provides you with a 24-hour personal consultant who can assist with all your Discovery-related needs. Vitality Purple is Discovery's elite health and wellness programme that provides you with Vitality's richest benefits and rewards for leading a healthy, active lifestyle.

\* Discovery Life is the number one writer of new business in the affluent market according to the 2019 NMG market share report.

# Benefit from a healthy lifestyle

## REWARDS EVEN IF YOU NEVER HAVE TO CLAIM

With your life insurance plan from Discovery, you can get upfront and ongoing premium discounts and premium PayBacks for living healthily. When you retire, you can also turn your healthy lifestyle into significant financial rewards, which you can use to supplement your income in retirement.



01

Upfront and ongoing premium discounts

### UPFRONT PREMIUM DISCOUNTS

Get an initial premium discount of **up to 48%**, with the ability to maintain this discount by managing your health and finances.

02

Financial benefits throughout your policy term

### PAYBACKS

**Get up to 100%** of your premiums paid back to you, depending on how well you manage your health.

### UNIVERSITY FUNDER BENEFIT

The Global Education Protector rewards you for improved health and wellness by funding up to 100% of your children's tertiary tuition fees, subject to limits, even if you don't claim.

### INCOME CONTINUATION FUND

You can convert your healthy lifestyle choices into additional income in retirement through the Income Continuation Fund, automatically included on the Comprehensive Income Continuation Benefit.

### CASH CONVERSION

For an additional premium, you can convert your healthy lifestyle choices into cash in retirement with the **Cash Conversion Benefit**.

03

Lower premium increases in retirement

### VITALITY PREMIUM LEVELLER

Use your Vitality engagement before and during retirement to reduce the age-rated annual contribution increase applicable at anniversary by **up to 20 years**.

**Comprehensive, relevant  
insurance** to suit your  
individual needs







# The **Life Fund**

## PROTECT YOUR FINANCIAL SECURITY

*The Life Fund is the funding mechanism from which your life cover and selected supporting benefits are paid. We pay out a lump sum in the event of your death to protect your family's future financial security.*



The **AccessCover Benefit** is automatically included and allows you to convert your life cover into cash on a number of qualifying life-changing events while you are still alive.



The **Terminal Illness Benefit**, automatically included in the Life Cover Benefit, acknowledges the significant financial and emotional strain a terminal illness can impose on your loved ones. In recognition of this impact, it accelerates the payout from the Life Fund.



If you choose to add the **Premium Waiver** to your policy, your monthly life insurance premiums will be taken care of if you pass away or become disabled or suffer a severe illness.

# The Dollar Swap Option

## FLEXIBLE GLOBAL PROTECTION

*The movement of goods, services, technology and capital across international borders has led to the world's economy becoming integrated and interdependent, making it increasingly difficult to predict where your commitments will lie in the future. To assist in mitigating this uncertainty, and to ensure that you and your family are protected no matter where you may find yourselves in the future, the Purple Life Plan automatically includes the Dollar Swap Option. This benefit allows you to convert all or a part of the rand cover amount on your Purple Life Plan to dollars any time after your first policy anniversary. This conversion is done without any additional underwriting, provided you meet the qualifying criteria.*



### ABILITY TO CONVERT TO DOLLARS TO PROVIDE A HEDGE AGAINST UNCERTAINTY

The Dollar Swap Option allows you to swap your Purple Life Plan benefits for the equivalent Dollar Life Plan Benefits, provided the equivalent benefit exists, at the prevailing rand-dollar exchange rate at the date of conversion, without any additional underwriting (up to a maximum life cover amount of \$3,500,000). As long as you haven't claimed under the Severe Illness or Capital Disability Benefits on any of your Life Plans, this benefit can be activated until you are 65 years old, ensuring that you and your family remain protected against long-term currency fluctuations.

*You can exercise this option subject to approval from Guernsey.*



### ENHANCED CERTAINTY THROUGH THE VITALITY EXCHANGE RATE PROTECTOR BENEFIT

When you choose to exercise the Dollar Swap Option, your Purple Life Plan provides additional currency protection for your premiums through the Vitality Exchange Rate Protector, at no additional premium.

The unique Vitality Exchange Rate Protector is an optional benefit that allows your clients to receive an immediate 15% discount on the exchange rate at the start of their policy, locked in for the first three years. Thereafter, clients will receive two more three-year periods of locked-in rates, and can increase their exchange rate discount up to 21%.



# The Estate Planning Benefit



## LEAVE A LEGACY FOR YOUR FAMILY

*When you pass away, any money, property and belongings that you leave to your family will form part of your estate. Your estate is taxable through an estate duty of up to 25%, which is payable when you and your spouse have both passed away if your spouse inherited your estate. The Estate Planning Benefit allows you to select an amount equal to any estate duties payable, providing a tax-efficient means of wealth transfer and enabling you to leave a legacy for your family.*

## THE ESTATE PLANNING BENEFIT PROVIDES A LUMP-SUM PAYOUT AFTER YOU AND YOUR SPOUSE HAVE BOTH PASSED AWAY.

The payout from this benefit will be made in addition to any life cover amount we pay. In addition, to ensure affordability of this benefit after the death of either you or your spouse, whichever happens first, the premium for the Estate Planning Benefit will stop. The insured amount at the date of death will also lock in, with no further increases applying for the remaining term of the policy.



### THE ESTATE PLANNING ACCESSCOVER BENEFIT

To assist in reducing the financial impact that the death of your spouse can have on you and your family, this product automatically includes the Estate Planning AccessCover Benefit. This feature allows you to access up to 30% of the Estate Planning Benefit insured amount at the time of the first death, based on certain conversion factors. The unaccessed portion will still be paid after both you and your spouse have passed away.



### THE TERMINAL ILLNESS BENEFIT

A terminal illness can have significant financial and emotional strain on your loved ones. In recognition of this, the Estate Planning Benefit automatically accelerates the payout from this benefit any time after the death of either you or your spouse, whichever happens first, if you or your spouse experience a terminal illness.



# The Severe Illness Benefit

## PROTECT YOURSELF AGAINST THE IMPACT OF A SEVERE ILLNESS

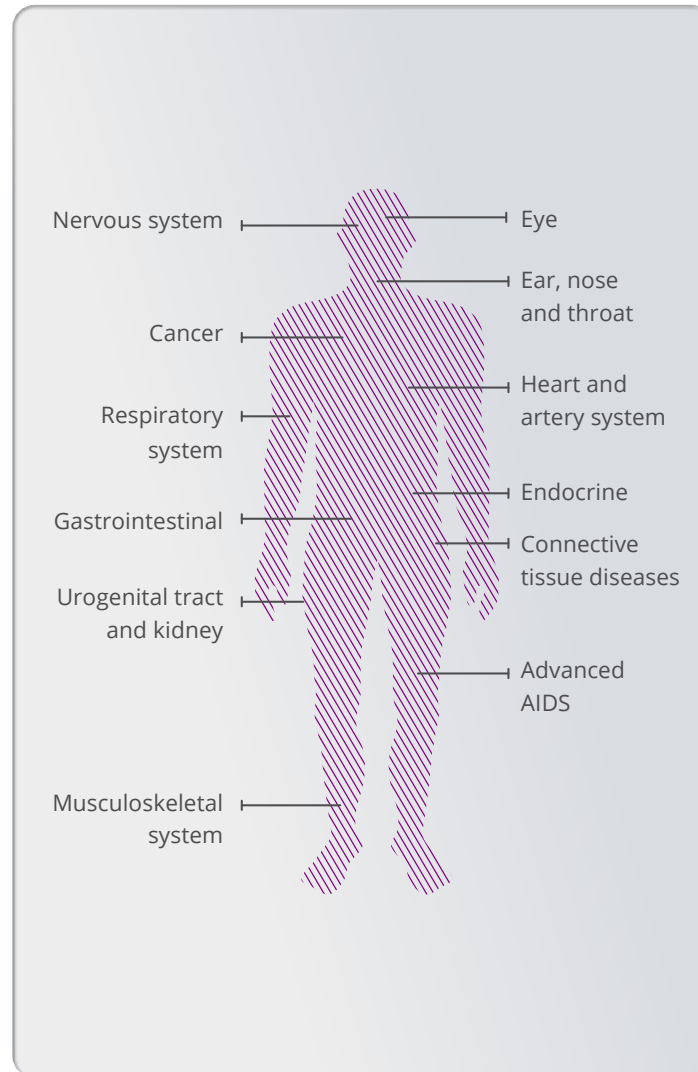
The Severe Illness Benefit pays out a lump sum if you become severely ill.

Discovery's Severe Illness Benefit covers all major body systems and automatically covers you for multiple claims. You can choose to have your cover until the age of 65 or for your entire lifetime. A certain level of automatic cover for your children and parents is also included at no additional cost.

## TAILOR YOUR BENEFIT TO SUIT YOUR NEEDS

You can choose the following benefits:

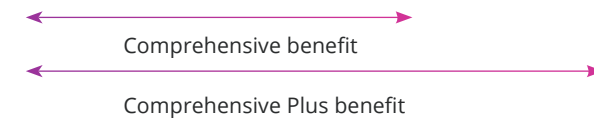
- The Comprehensive Benefit, which pays out a lump sum based on the severity of the illness.
- Discovery's LifeTime Severe Illness Benefit, which provides you with a minimum payout of 100% of your insured amount for all heart attacks and qualifying cancers and strokes. It will pay up to 215% of the insured amount based on the long-term impact of the illness and your family composition at point of claim.
- You can add the Plus versions of these benefits, which provide cover at earlier stages of an illness.



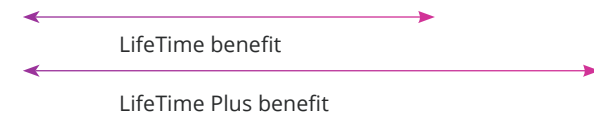
## HOW WE ASSESS YOUR CLAIM

You can be sure of comprehensive lifestyle protection for you and your family since we've calculated benefit payouts to match the impact of a severe illness. If you need to claim from your Severe Illness Benefit, depending on your benefit option, your payout will be based on the severity level of your illness as shown in the following table:

SEVERITY	A	B	C	D	E	F	G
Percentage payable	100%	75%	50%	25%	15%	10%	5%



SEVERITY	A	B	C	D	E	F	G
Percentage payable	Up to 215%	Up to 190%	Up to 175%	Up to 100%	15%	10%	5%





## KEY FEATURES OF DISCOVERY'S SEVERE ILLNESS BENEFIT



### UNLIMITED MULTIPLE CLAIMS

Our Purple Life Plan includes the most comprehensive multiple claims facility on the market, allowing you the ability to claim in excess of the benefit amount for multiple related non-progressive claims, regardless of whether a subsequent claim is of a higher, lower or the same severity as the previous claim.



### INTENSIVE CARE BENEFIT

Cover for intensive care unit (ICU) admissions for diseases and trauma events is provided through the Intensive Care Benefit at no additional premium.



### GLOBAL TREATMENT BENEFIT

The Global Treatment Benefit provides up to 180% of your benefit amount if treatment is required at top overseas facilities. This is included automatically on the Purple Life Plan.



### CANCER RELAPSE BENEFIT

The Cancer Relapse Benefit automatically forms part of the LifeTime and LifeTime Plus Severe Illness Benefits on a Classic Life Plan. On recurrence of a cancer after a one-year remission period, you will receive an additional payout of 50% or 100% of your insured amount, based on the LifeTime Maximum selected. The Cancer Relapse Benefit will be paid in addition to the normal progressive cancer payouts, allowing you to receive up to 365% of your insured amount for a sequence of related cancers.



### EARLY CANCER BENEFIT

The Early Cancer Benefit automatically forms part of the Comprehensive Plus and LifeTime Plus Severe Illness Benefits at no additional premium. The benefit provides cover for qualifying in situ cancers and pre-cancerous prostatic lesions.



### AUTOMATIC CHILD SEVERE ILLNESS BENEFIT AND PARENTCARE

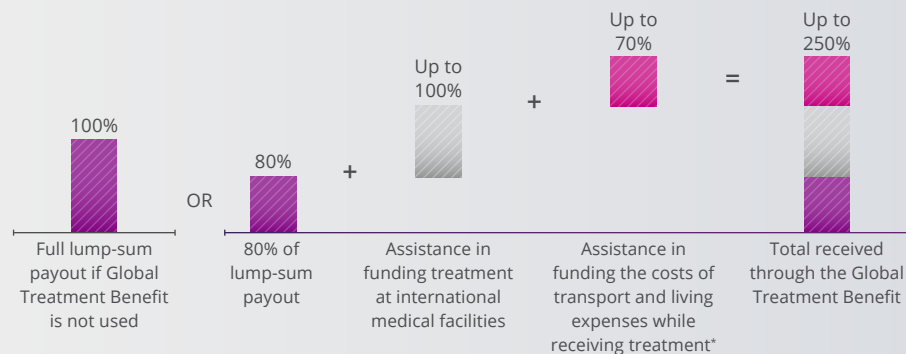
Automatic severe illness cover is provided for your children and parents on the Purple Life Plan.

# Receive the **best treatment globally**

## THE GLOBAL TREATMENT BENEFIT

This benefit allows you, your spouse and your children (if applicable) to get access to expert medical treatment and facilities around the world by paying up to 250% of your Severe Illness Benefit insured amount for qualifying illnesses treated overseas.

This includes an amount of up to 70% of your Severe Illness Benefit insured amount (up to a maximum of R3,000,000) to cover the costs of any medically necessary travel and transport for you, a family member, a doctor and a nurse. This includes a daily allowance of up to \$600 to assist in funding the costs of accommodation and living expenses incurred while receiving treatment for your claimed condition overseas. This feature is automatically included in the Severe Illness Benefit on the Purple Life Plan.



\* For illnesses treated with qualifying treatments abroad

## THE BEST CANCER PROTECTION IN THE MARKET<sup>1</sup>



The Cancer Exome Sequencing Benefit provides a lump sum to assist in funding the cost of sequencing certain high-risk tumours to determine the optimal treatment regime. This ensures that you and your family receive the most appropriate treatment, increasing the chance of recovery.



Payment of up to R160,000 for an extensive list of cancers detected early through our Early Cancer Benefit.



World-first cover for relapses of cancer after a one-year remission is also provided through the Cancer Relapse Benefit on the LifeTime Severe Illness Benefit. The Cancer Relapse Benefit will be paid out in addition to the normal progressive cancer payouts, allowing you to receive up to 365% of your insured amount for a sequence of related cancers.

<sup>1</sup> As voted by the Independent Clinical Oncology Network



# The Capital Disability Benefit

## PROTECT YOURSELF AGAINST THE IMPACT OF A DISABILITY

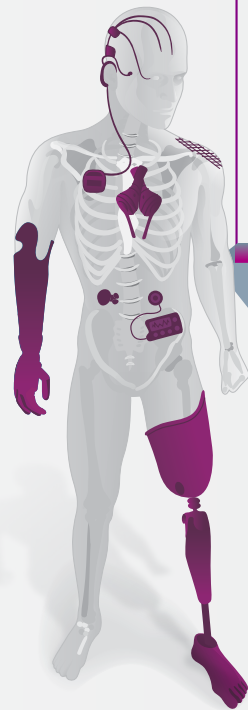
The Capital Disability Benefit offers cover that ensures the financial security of your family with a lump-sum payout if you become disabled.





### TAILOR YOUR BENEFIT TO SUIT YOUR NEEDS

Discovery's Core and Comprehensive Plus Capital Disability Benefits pay out a lump sum if you become disabled. The LifeTime Capital Disability Benefit gives you additional payouts upfront and over time to help you access cutting-edge medical technology to help minimise the impact of the disability on your lifestyle.

### ACCESS TO CUTTING-EDGE MEDICAL TECHNOLOGY

Some lump-sum disability products in the market only focus on providing for debt or income-related needs. A key factor that is generally overlooked is the need to provide you with a benefit that helps you regain as much of your lifestyle and independence as possible after this life-changing event. Through clinical and technological research conducted by a panel of medical experts, the MedTech Booster Benefit on the LifeTime Capital Disability Benefit provides additional payouts to either assist in accessing cutting-edge assistive medical devices or to help you adjust to a new lifestyle on complete or partial permanent disability.

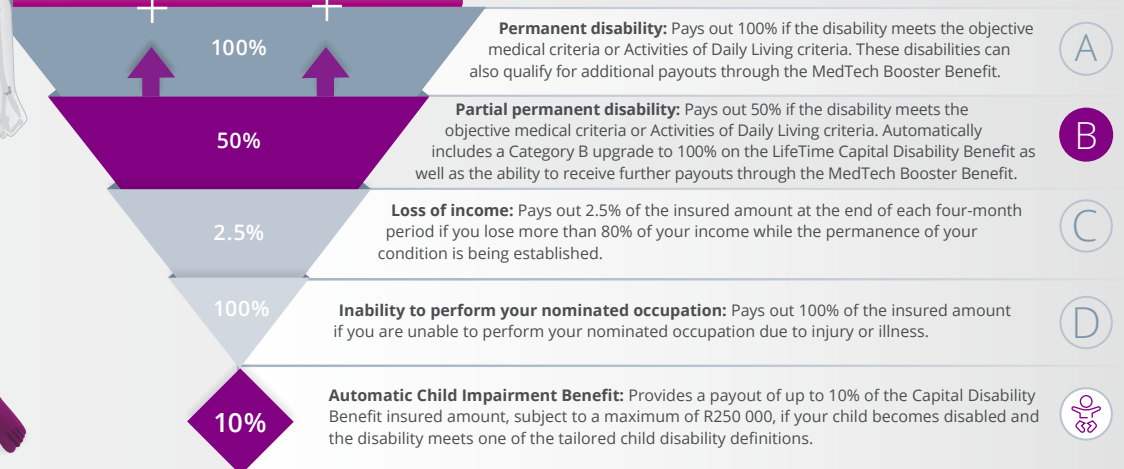


		MEDTECH 200%	MEDTECH 300%
	Group 1	100%	200%
	Group 2	75%	150%
	Group 3	50%	100%
	Group 4	25%	50%

### KEY FEATURES OF THE LIFETIME CAPITAL DISABILITY BENEFIT

#### MEDTECH BOOSTER BENEFIT

The MedTech Booster Benefit on the LifeTime Capital Disability Benefit provides additional payouts to assist in accessing cutting-edge assistive medical devices on complete or partial permanent disability. You can choose either the LifeTime 300 or LifeTime 200 Capital Disability Benefits, which provide an additional payout of up to 200% and 100% respectively.





## KEY FEATURES OF THE CAPITAL DISABILITY BENEFIT



### THE WORLD'S FIRST DISABILITY PRODUCT FOCUSED ON HELPING YOU TO REGAIN YOUR PRE-DISABILITY LIFESTYLE

While some lump-sum disability products in the market only focus on providing for debt or income-related needs, a key factor overlooked is providing you with a benefit that helps you to regain as much of your lifestyle and independence as possible after a life-changing event. Through clinical and technological research conducted by a panel of medical experts, the LifeTime Benefit has been designed to provide you with additional upfront and ongoing payouts that take into account the significant upfront costs as well as the ongoing maintenance and upgrade costs of the latest medical technology associated with certain disability events and conditions.

You can select the LifeTime 300 or LifeTime 200 Capital Disability Benefit, which provide additional payouts, for a total payout of up to 300% or 200% respectively.



### AUTOMATIC UPGRADE TO 100% PAYOUT ON SUFFERING A CATEGORY B DISABILITY

While partial permanent disabilities may not fully disable you, we understand that they still have a significant long-term impact on your ability to earn an income, perform daily activities and maintain your overall wellbeing.

In recognition of this and to ensure absolute claims certainty, all qualifying Category B capital disability claims on the LifeTime Capital Disability Benefit will automatically be upgraded from a 50% to a 100% benefit payout.



### COVER WHILE THE PERMANENCE OF THE CONDITION IS BEING ESTABLISHED

If you suffer a loss of income of more than 80%, you can receive payouts on the Purple Life Plan while the permanence of the condition is being assessed.



### UNLIMITED MULTIPLE CLAIMS

Our Purple Life Plan includes the most comprehensive multiple claims facility on the market, allowing you the ability to claim in excess of the benefit amount for multiple related non-progressive and unrelated claims, regardless of whether a subsequent claim is of a higher, lower or the same severity as the previous claim.



## KEY FEATURES OF THE CAPITAL DISABILITY BENEFIT (CONT.)



### ABSOLUTE CERTAINTY THROUGH A ROBUST CLAIMS ASSESSMENT FILTER

Historically, disability claims were assessed according to a person's ability to perform their occupation. Discovery's objective medical criteria and unique loss-of-income underpin on the Purple Life Plan provide you with certainty and transparency. You are, therefore, guaranteed a quick, fair and consistent claims assessment.



### AUTOMATIC CHILD IMPAIRMENT BENEFIT

Provides a payout of up to 10% of your Capital Disability Benefit insured amount on a Purple Life Plan, up to a maximum, if your child becomes disabled and the disability matches one of the tailored child disability definitions.



### DYNAMIC PROTECTION THROUGHOUT YOUR LIFE

To give you continued peace of mind in retirement, your Capital Disability Benefit will automatically convert to the Severe Illness Benefit on the selected benefit expiry age to provide cover for Severity A and B illnesses.



### COVER UP TO AGE 70

With increasing life expectancy, many of us will be forced to work longer to have enough retirement savings. With Discovery Life, you can choose a benefit expiry age of 65 or 70.



# The Income Continuation Benefit

## PROTECT YOUR INCOME

*Income protection ensures that your lifestyle will not be affected if you are injured or become severely ill.*

Discovery's Income Continuation Benefit is a market-leading product that protects you for whole-of-life and will pay your monthly income if you are unable to work due to sickness or injury. It also allows you to build up a significant fund to receive additional income in retirement by leading a healthy lifestyle.

## TAILOR YOUR BENEFIT TO SUIT YOUR NEEDS

The Comprehensive Income Continuation Benefit on the Purple Life Plan provides market-leading protection that includes automatic cover for whole-of-life. You can protect your annual bonuses, get full lifestyle protection through a variety of benefits, get the power to translate improvements in health and wellness into additional income in retirement and the ability to receive a portion of your premiums back through the PayBack benefit.

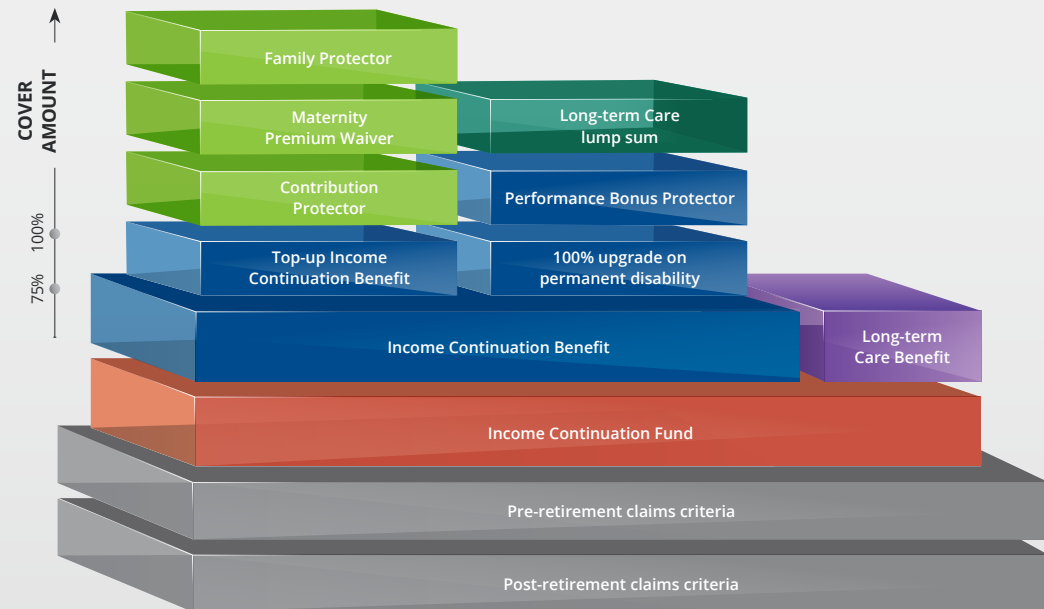
### HOW WE ASSESS YOUR CLAIM BEFORE RETIREMENT

Discovery automatically includes all of our claims underpins for both of our benefit options. Through the ability to receive the highest payout under the Loss of Income, Automatic Sickness, Capital Disability Benefit, LifeTime Severe Illness Benefit and Injury and Hospitalisation underpins, you have peace of mind that your claims will qualify for the highest payout possible.

### HOW WE ASSESS YOUR CLAIM AFTER RETIREMENT

After age 65, your claims underpins convert to a range of tailored medical criteria, covering Severity A and B illnesses, Category A and B disabilities as well as the need for assistive care through relevant Activities of Daily Living criteria. Payouts will be made for whole-of-life and you can also qualify to receive the **Long-term Care Benefit** lump-sum payout, equal to 12 times your insured amount.

## KEY FEATURES OF THE COMPREHENSIVE INCOME CONTINUATION BENEFIT



## CONVERTING YOUR HEALTH AND WELLNESS INTO ADDITIONAL INCOME IN RETIREMENT

Discovery Vitality members live longer, more productive lives. In recognition of this, the Income Continuation Fund on the Comprehensive option converts your health and wellness management through the Vitality programme before retirement into a significant financial asset after retirement that can be used to supplement your retirement income\*.



### CHOOSE YOUR FUND ACCRUAL PERCENTAGE

At the start of your Income Continuation Benefit, a fund equal to 10% of your insured amount is automatically established.

For an additional premium, you also have the option of upgrading to the Buy-up Income Continuation Fund, where 100% of your Income Continuation Benefit insured amount is deposited into this fund.

DEFAULT  
**10%**  
EVERY YEAR

OR

BUY-UP  
**100%**  
EVERY YEAR\*\*



### GROW YOUR FUND

Every year, an additional 10% (automatic option) or 100% (Buy-up option)\*\* of your insured amount is deposited into your fund. It grows by your selected annual benefit increase (ABI) on your Income Continuation Benefit as well as an adjustment that takes into account how well you are managing your health and wellness through Vitality and your health claims on your health plan administered by Discovery Health (if applicable).

GROW YOUR FUND BY UP TO  
**ABI + 2.5%**  
EVERY YEAR UNTIL AGE 65

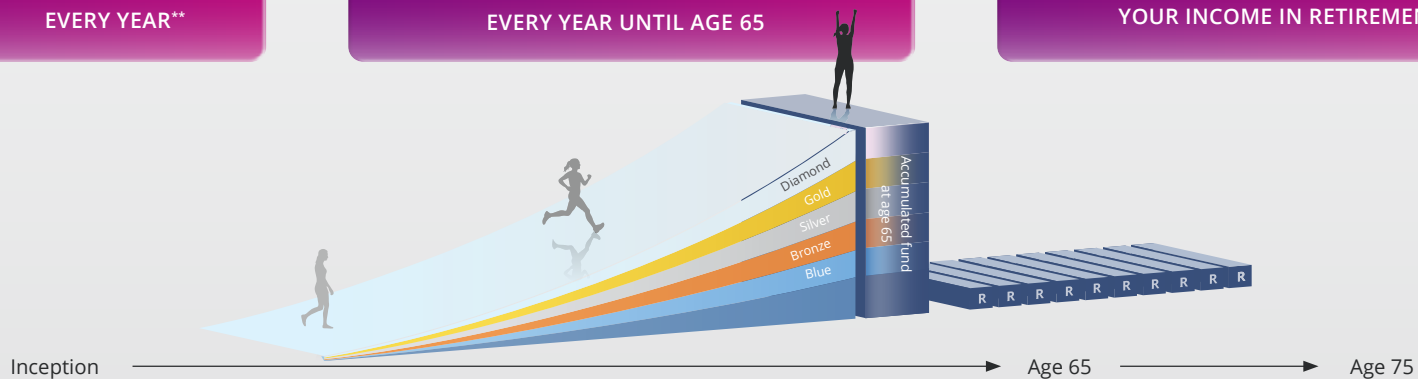


### RECEIVE ADDITIONAL INCOME IN RETIREMENT

The accumulated Income Continuation Fund will be paid out in 10 equal instalments, with the first payout being made at the end of the month in which you turn 65.

This provides you with a substantial additional income in retirement, generated through your health and wellness management throughout your working life.

RECEIVE 10 EQUAL PAYMENTS  
FROM AGE 65 TO SUPPLEMENT  
YOUR INCOME IN RETIREMENT



\* Please note that the Income Continuation Fund is a risk product and not an investment product and, as such, has no lapse or surrender value.

\*\* Accumulations to the Buy-up Income Continuation Fund occur every year for the first 20 years after adding this benefit (or until age 65, whichever is earlier).



## MARKET-LEADING FEATURES ENHANCING YOUR PROTECTION



### **AUTOMATIC WHOLE-OF-LIFE PROTECTION**

The Income Continuation Benefit from Discovery Life automatically provides you with comprehensive whole-of-life protection at a lower effective premium compared to traditional income protection products that expire at retirement.



### **TOP-UP INCOME CONTINUATION BENEFIT**

Protect up to 100% of your income (after tax) on temporary disability for up to 24 months by combining the **Top-up Income Continuation Benefit** with the Income Continuation Benefit.



### **IMMEDIATE UPGRADE TO 100% OF YOUR PRE-DISABILITY INCOME**

On the Comprehensive option, your benefit amount will be upgraded to 100% of your income (after tax) if you become permanently disabled. If less than 40% of your income is selected as your insured amount, you will receive an automatic upgrade of 2.5 times your insured amount. We will also waive your waiting period.



### **AUTOMATIC LIFESTYLE PROTECTION**

We provide peace of mind on the Comprehensive option through a variety of benefits that cover all aspects of your lifestyle:

- Automatic cover for your other qualifying Discovery product premiums for up to 24 months on temporary disability through the **Contribution Protector**.
- Protection for your entire family on the Purple Life Plan through the **Family Protector Benefit**.
- A four-month waiver on your qualifying Life Plan premiums after childbirth through the **Maternity Premium Waiver Benefit**.





## MARKET-LEADING FEATURES ENHANCING YOUR PROTECTION (CONT.)



### INCREASE YOUR PAYOUT EVERY YEAR DURING CLAIM

Increase your payout each year by the consumer price index (CPI) or CPI + 3% on the Comprehensive option, or choose to keep your payout level.



### INCREASE YOUR COVER WITHOUT UNDERWRITING

Increase your cover by 20% without additional underwriting every three years, subject to a negative HIV test through the **Guaranteed Insurability Benefit**.



### PROTECT YOUR ANNUAL BONUSES

We recognise that many people earn a substantial portion of their income through annual bonuses. So, for an additional premium on the Comprehensive option, you can also select to protect your annual bonuses for up to five years upon experiencing a qualifying permanent disability through the **Performance Bonus Protector**.



### RECEIVE RETROSPECTIVE PAYOUTS

Certain professionals in private practice who select a seven-day or a one-month waiting period can get backdated payouts from day one after suffering from a qualifying injury or illness.

# Vitality Fund

## THREE PORTIONS OF 15% BOOSTED LIFE COVER, AT NO ADDITIONAL INITIAL PREMIUM.

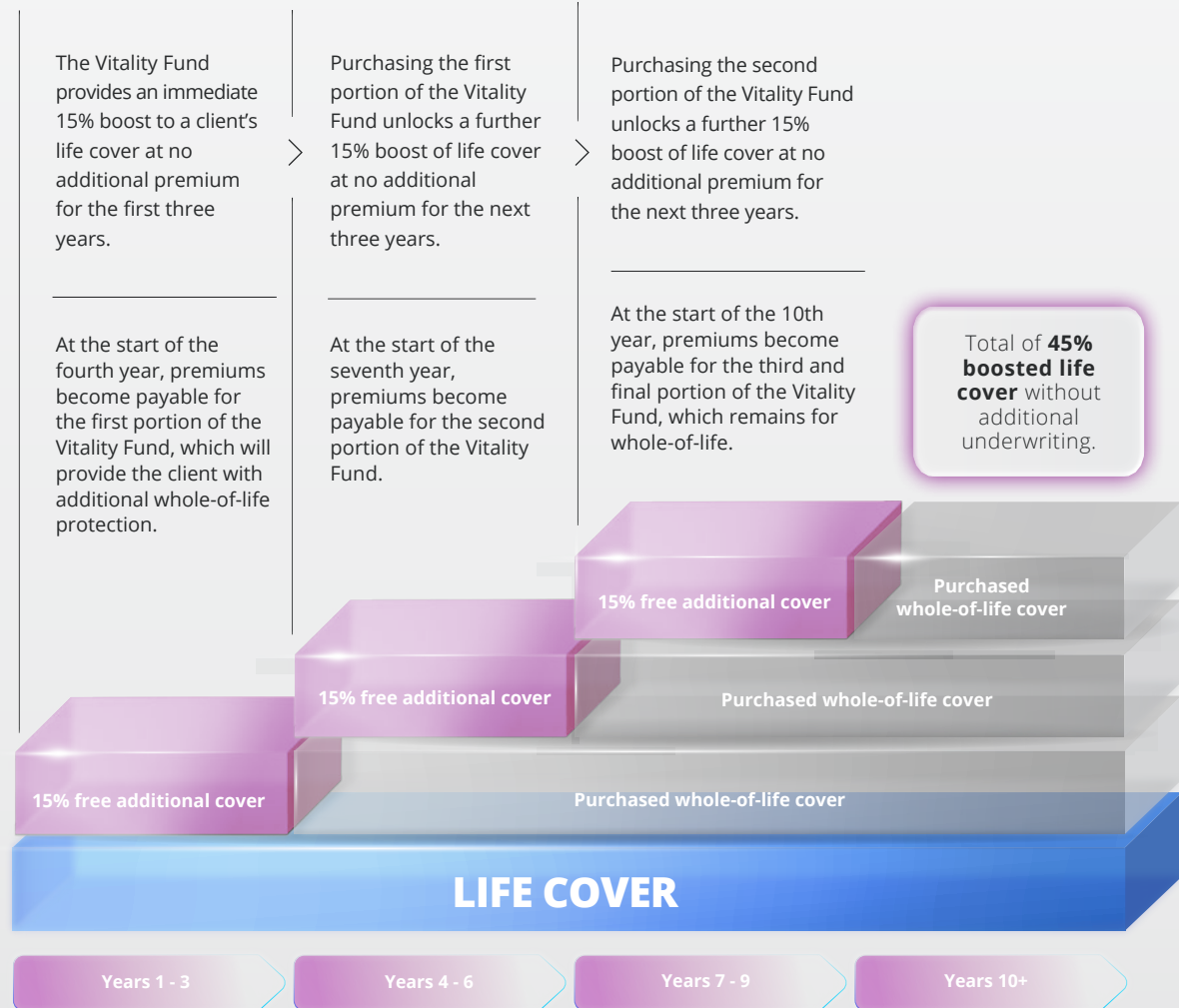
*A deterioration in your health could mean that they cannot purchase additional life insurance at a time when they need it most.*

*To ensure that clients remain fully protected for the duration of their policy, Discovery Life's Vitality Fund uses policyholder-generated health and wellness surplus to provide highly efficient cover over the first three, six or nine years of a client's policy.*

*The Purple Life Plan automatically includes the Vitality Fund, which lets clients earn up to R15 million (up to R5 million in each of the three portions of the Vitality Fund) in extra life cover, with no extra underwriting.*



Unique to Purple Life Plan

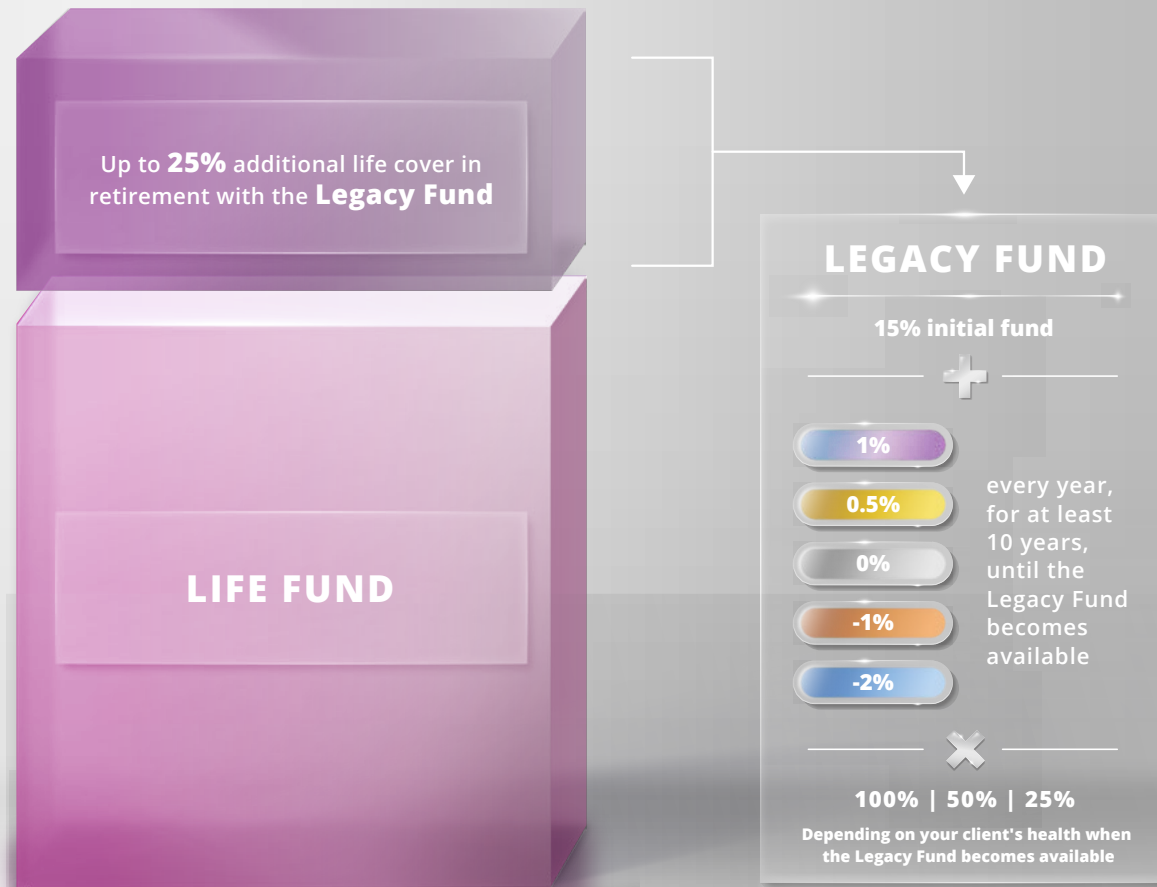


# Legacy Fund

The Legacy Fund gives your clients additional life cover at no additional cost and free of medical underwriting.

The additional cover is awarded on the policy anniversary following the later of your client's 65th birthday or 10 years after policy inception. The percentage used to determine the additional life cover starts at 15% and is adjusted from policy commencement based on your client's Vitality status.

A multiplier, that is based on your client's health when the Legacy Fund becomes available, is then applied to the accumulated percentage.



Unique to Purple Life Plan



# Comprehensive, global protection for your loved ones

*In recognition of the importance of comprehensively protecting your family from all of life's challenges, Discovery Life's Purple Life Plan automatically provides protection for your family on the Severe Illness, Capital Disability and Income Continuation Benefits. You can also choose from a range of additional benefits that cater to your individual family circumstances.*



**Automatic Child Severe Illness and Impairment Benefits** of up to 10% of your insured amount are included on all Severe Illness Benefit and Capital Disability Benefit options on a Purple Life Plan, ensuring that your children can access the treatment they need.



Your children and parents receive a certain amount of automatic cover at no additional cost. With the **Global Treatment Benefit** on the Purple Life Plan Severe Illness Benefit, this effectively allows your children to get up to R625,000 for qualifying illnesses treated overseas, at no additional cost. In addition, the Capital Disability Benefit provides a certain amount of automatic cover for your children.



You can add the **Global Education Protector**, which protects your child at every stage of their education journey, ensuring the actual cost of education will be covered if you experience a life-changing event. If you do not claim, it also allows you to fund up to 100% of their tertiary tuition fees through the University Funder Benefit if you lead a healthy lifestyle. Payouts are subject to the limits set by Discovery Life.



**The automatic Family Protector** on the Comprehensive Income Continuation Benefit pays out 100% of your insured amount for up to six months if your spouse or child suffers a severity A or B illness. You can also qualify for the **Maternity Premium Waiver Benefit**, which covers your qualifying Life Plan premiums for up to four months after giving birth.



To enhance your automatic cover, you can choose to add the **Child Protector Benefit** from Discovery Life. The benefit offers world-leading protection that covers relevant severe illnesses, including boosted payouts if your child requires treatment overseas, a 100% payout for all childhood cancers, comprehensive sports disability and trauma cover, and a unique funeral benefit.

# The Global Education Protector

Discovery's innovative Global Education Protector fully protects your children at every stage of their education journey and funds up to 100%\* of their tertiary tuition fees, even if you don't claim, if you simply lead a healthy lifestyle.

## THE GLOBAL EDUCATION PROTECTOR INCLUDES A NUMBER OF PROTECTION OFFERINGS TO SUIT YOUR NEEDS:

- Choose to be covered for disability, severe illness and death, severe illness and disability only, or only for death.
- Add a spouse to be covered for these same events.
- Select the Core and Private benefit options, which provide different levels of cover for the same key benefits.
- Vitality members can also qualify for the University Funder Benefit, which funds up to 100%\* of a child's tertiary tuition fees on the Private Global Education Protector, up to a maximum.

\*Up to 50% on the Core option.

## PROTECT YOUR CHILDREN'S EDUCATION IF YOU ARE NO LONGER ABLE TO



### COVER TUITION AND TERTIARY RESIDENCE FEES

The Core and Private options cover the costs of local institutions, from crèche to secondary school, and also pay for tertiary studies, locally and internationally. The education costs will be covered up to a maximum, which varies based on the Global Education Protector Benefit selected.

STAGE OF EDUCATION	NUMBER OF YEARS COVERED
Crèche	Three years
Pre-primary school	Two years
Primary school	Seven years
Secondary school	Five years
Tertiary education	An undergraduate degree or recognised diploma or certificate



### REWARDING ACHIEVEMENTS

If your children receive a bursary after a claim has been made under your Global Education Protector, the Bursary CashBack Benefit provides an additional payout to reward your children for excelling.



### ANNUAL LUMP SUM PROVIDES COMPLETE PROTECTION

Making sure that your children have all the necessary resources to excel in their education is key in our ever-competitive world. The Discretionary Lump-sum Benefit provides an annual lump sum when you claim to assist in funding the cost of:

- Uniforms
- Stationery and textbooks
- Devices such as laptops and tablets
- Tutoring and extra lessons
- Transport
- School trips

## FUND UP TO 100% OF YOUR CHILDREN'S TERTIARY TUITION FEES, EVEN IF YOU DON'T CLAIM

Over the years, we have gathered an in-depth understanding of the impact that health and wellness have on insurance risk. Based on our greater understanding of these relationships, we are able to reward your improved health and wellness with a financial asset that can help to fund your children's tertiary tuition fees through the University Funder Benefit.



## REWARDING YOUR IMPROVED HEALTH AND WELLNESS BY FUNDING YOUR CHILDREN'S TERTIARY TUITION

We will automatically fund up to 10%\* of your children's tertiary tuition fees at the start of your policy. By engaging with Vitality each year, you can increase the percentage of your children's tertiary education that is funded up to 100%\* of their actual tuition fees. The annual University Funder Benefit percentages that you can earn are as follows:

VITALITY STATUS	GLOBAL EDUCATION PROTECTOR	
	Private	Core
Blue	0.5%	0.25%
Bronze	1.5%	0.75%
Silver	3%	1.5%
Gold	4%	2%
Diamond	5%	2.5%

\* The Core Global Education Protector will initially fund 5% of your children's tertiary tuition fees. In addition, the maximum amount that we will fund is set at 50%.

At the beginning of the year that your child first attends a qualifying tertiary education institution, we will calculate the accumulated percentage earned to date and fund that percentage of your child's fees, up to a specified maximum. The number of years of their tertiary education that we will fund is based on the age of your child at the start date of this benefit as shown in the table below:

AGE OF YOUR CHILD AT INCEPTION	NUMBER OF YEARS COVERED
Below the age of 5	Three years
Ages 5 to 9	Two years
Ages 10 to 12	One year
Older than age 12	Zero years

If your child does not attend a qualifying tertiary education institution, we will make a once-off payout equal to 50% of your accumulated percentage earned to date, multiplied by the relevant annual University Funder Benefit maximum applicable to that benefit option.



# The Child Protector Benefit

## PROTECT YOUR CHILDREN AGAINST THE IMPACT OF RELEVANT SEVERE ILLNESSES AND DISABILITIES

*Limited local insurance cover combined with the high cost of medical treatment at international centres of excellence create hurdles to accessing the treatment your children might need. With 1 in 10 children expected to suffer a life-changing event before the age of 18, ensuring your children can access the care they need is essential\*\*.*

The Child Protector Benefit from Discovery Life offers world-leading protection that covers relevant severe illnesses, including boosted payouts if they require treatment overseas and 100% payouts for all childhood cancers, comprehensive sports disability and trauma cover, and a unique funeral benefit. With this benefit, you can rest assured that your children can access advanced medical care globally.

## HOLISTIC PROTECTION FOR YOUR CHILDREN

### MARKET-LEADING PROTECTION



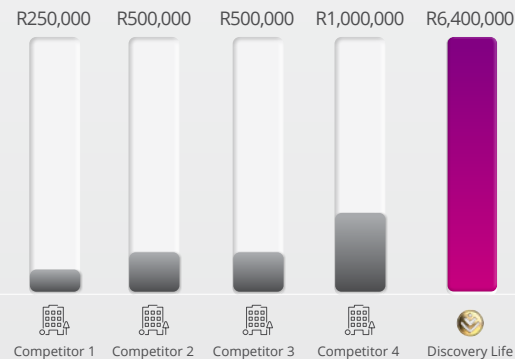
Severe illness payouts ranging from 5% to 100% for tailored conditions to better meet the needs of all children in all major body systems. This includes a 100% payout for all childhood cancers.



Protection for an extensive list of trauma events, from burns to bone fractures, ICU admissions, sports injuries and more.



Automatic funeral benefit of up to R30,000 depending on your child's age, at no additional premium.



### GLOBALLY RELEVANT



Up to 1.8 times the insured amount to access advanced global medical care with the Global Treatment Benefit.

### HIGHEST COVER



To facilitate access to the most appropriate treatment, including at international centres of excellence, the Child Protector Benefit provides cover of up to R6.4 million with the Global Treatment Benefit, some of the highest in the world\*.



\* 2018 Global study on Child Protection Benefits by SCOR and assuming a 2.5 times increase in the benefit amount with the Global Treatment Benefit on a Purple Life Plan  
 \*\* Internal Discovery Life research

# The value of Integration

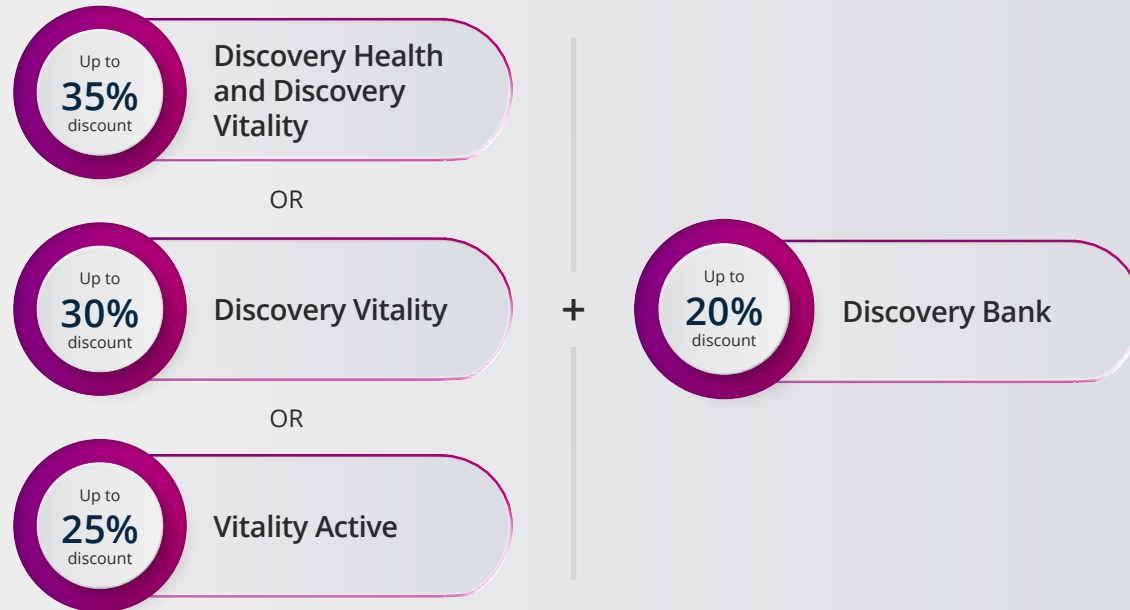
*With Discovery, you get significant value by linking your Purple Life Plan to your other Discovery products through Integration. By using the information we collect across the Discovery businesses, we have a better understanding of the steps you take to improve your fitness and to manage your health and finances. This allows for significant upfront and ongoing premium discounts, a portion of your premiums back through PayBacks and reduced premium increases in retirement.*



# Upfront and ongoing premium discounts of up to 48%

*Through Integration, you can receive an initial premium discount, with the ability to control future premium adjustments by improving and managing your health and financial wellness.*

As a member of Vitality or Vitality Active, a medical scheme administered by Discovery Health, or as a qualifying Discovery Bank client, you could qualify for the following upfront premium discounts:



## MANAGING YOUR PREMIUM

Each year, we consider your Vitality status and your qualifying health plan claims (if Health Integrated) as well as your **Vitality Money** status and your average monthly qualifying **Discovery Bank account** spend (if Bank Integrated) over the previous policy year to gradually adjust the premium discounts.

## PROTECTING YOUR PREMIUM

Discovery provides you with premium certainty through the **Maximum Protected Premium** and will stop any **Integrator-related Premium Adjustment** after you undergo a qualifying claim event. This ensures your life insurance premiums remain affordable, regardless of your health.



# Financial benefits throughout your policy term

*In addition to upfront and ongoing premium discounts, with Discovery's PayBack benefit and Cash Conversion Benefit, you can receive significant value throughout your policy term by managing your health and wellness.*

## THE PAYBACK BENEFIT

Through the Shared-value Insurance model, we can better measure and improve a client's underlying mortality and morbidity risk. We return this value to clients through the PayBack benefit, which is the manifestation of shared value that returns a client's personal health asset that they have created in their life insurance policy.

Through the Purple Life Plan, clients will be able to get up to 50% of their qualifying premiums back every five years through the PayBack benefit. Where clients choose to defer receiving their PayBack by five years, they will receive double the amount, enabling them to receive up to 100% of their qualifying premiums back, simply by managing their health and wellness.

### PAYBACK OF UP TO 50%



Clients can now receive **up to 50%** of their qualifying premiums paid out every five years.

### GUARANTEED PAYBACK



Clients will get a **guaranteed PayBack percentage of up to 15%** for the first 10 years.

### DOUBLE PAYBACK OPTION



Clients can receive **up to 100%** of their qualifying premiums back through the **Double PayBack option.**

# The Cash Conversion Benefit

The Cash Conversion Benefit has been designed to address the longevity risk faced by our clients and to help them meet their post-retirement needs. This benefit allows clients to access unmatched value, enabling them to monetise their health and wellness management, supplement their retirement savings and achieve a highly efficient return on the premiums that they pay for this benefit. Clients can maximise their payouts by managing their health and wellness, which boosts their total Life Fund through annual benefit increase adjustments.

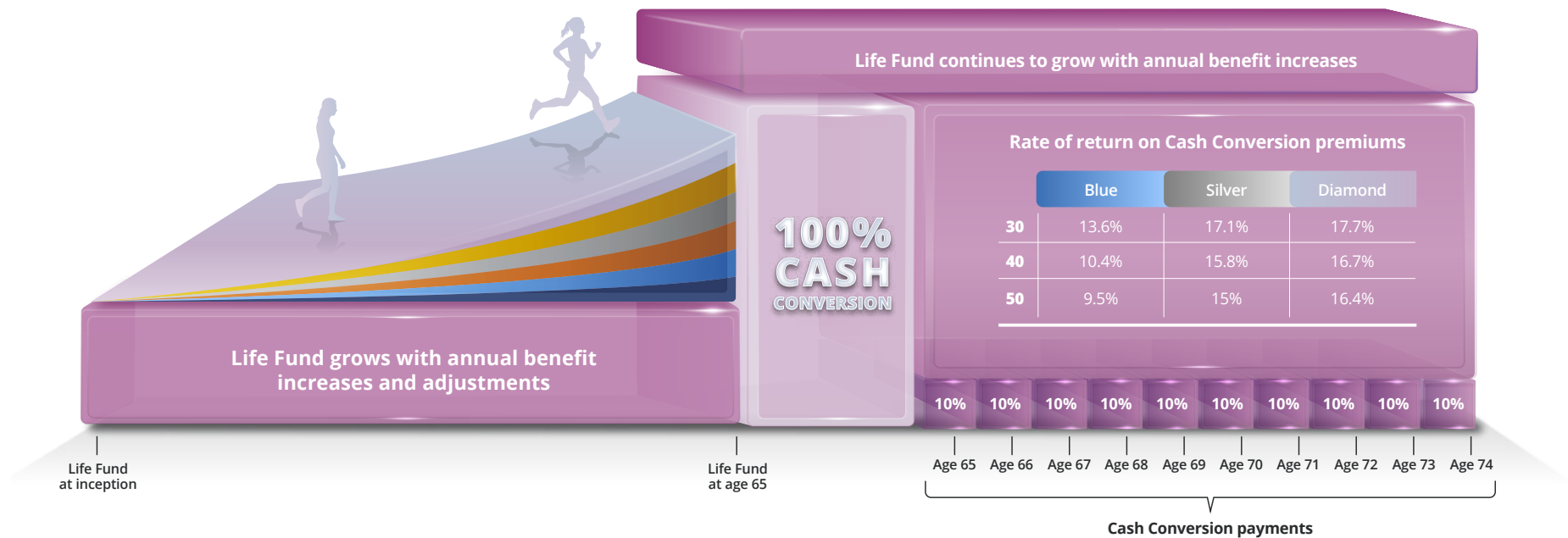
## CLIENTS CAN RECEIVE UP TO 100% OF THE VALUE OF THEIR LIFE FUND THROUGH THE ENHANCED CASH CONVERSION BENEFIT



The value of the Cash Conversion Benefit is determined as a percentage of the client's Life Fund, with 25%, 50% or 100% options.



Cash Conversion amount at age 65 is determined based on the value of the Life Fund and pays out in 10 equal annual installments.



\* Assumptions: R5 million life cover with ancillaries that qualify for 100% Cash Conversion Benefit; Health claim band 3.

\* The Cash Conversion Benefit is a risk benefit, not an investment product, and has no lapse or surrender value before the payouts become due.

# Premium sustainability in retirement with the re-engineered **Vitality Premium Leveller**

During the pandemic, Vitality research showed that through engagement with Vitality, a 65-year-old could manage their increasing mortality and morbidity risks associated with age to have similar risk to that of a 45-year-old. Similarly, Gold and Diamond Vitality members have an average life expectancy that is over 20 years longer than the average insured South African. Additionally, Vitality data has shown that policyholders build up a base level of health through long-term health and wellness management over many years. With increased life expectancy, individuals face significant insurance risks in retirement but premium affordability may be difficult at a time when clients arguably need their cover the most.

Discovery Life recognises the need for affordable cover at this stage of our clients' lives. Through health and wellness management, they can control the future sustainability of their premiums through the re-engineered Vitality Premium Leveller. The Vitality Premium Leveller uses a client's health asset built up before retirement to reduce the age applied in the annual contribution increase calculation at anniversary. This means that through sustained health and wellness management pre-retirement, clients can reduce their age-related annual contribution increases by up to 20 years, thereby significantly flattening the premium increases during retirement and enhancing the affordability and sustainability of their policies.

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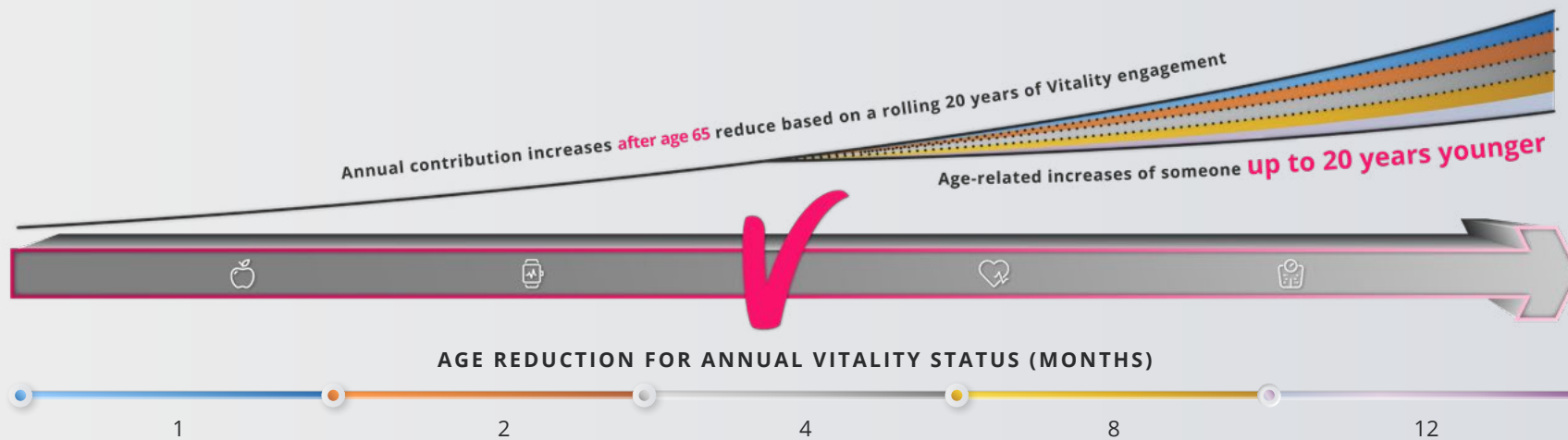
USING VITALITY ENGAGEMENT PRE-RETIREMENT

02

REDUCE AGE-RELATED INCREASES BY UP TO 20 YEARS

03

SIGNIFICANTLY LOWER PREMIUM INCREASES IN RETIREMENT





This brochure is a summary of the benefits offered on the Purple Life Plans by Discovery for personal life insurance. Speak to your financial adviser about the full range of Discovery life insurance products. For more information, please refer to the brochures for the Classic Life Plan, Essential Life Plan, Dollar Life Plan and Business Life Plan.



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