



Discovery

UBS SA Financials
Conference 2023

DISCOVERY GEOGRAPHICAL FOOTPRINT



40

Vitality markets



>40m

Lives impacted



>13,500

Employees

DISCOVERY GROUP FINANCIAL METRICS



R11 661m R22 788m R4 940m

+24%

+12%

+44%

R'm

Operating profit

New business¹

Non-insurance income

	SA	9 096	+22%	16 818	+11%	2 718	+33%
	UK	1 788	+21%	3 785	+26%		
	Vitality Global ²	777	+74%	2 185	-1%	2 222 ³	+59%

Strong operational profit growth, reflecting robust performance of mature businesses and traction in start-ups

78% of profits and 74% contribution to new business

Increasing diversification across business lines

¹ Excl products in run down

² PAHI own licence

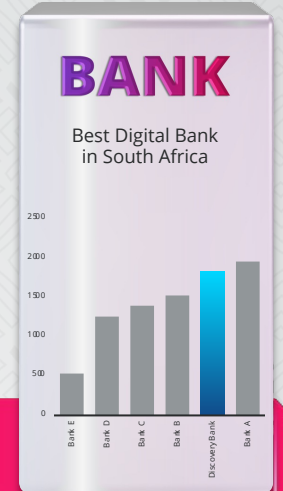
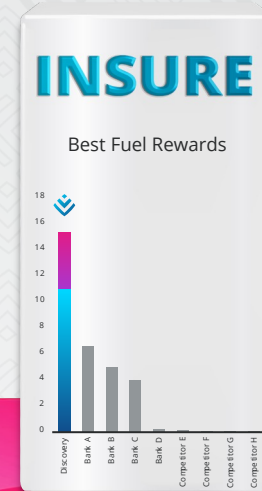
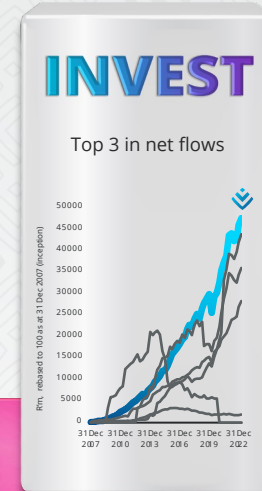
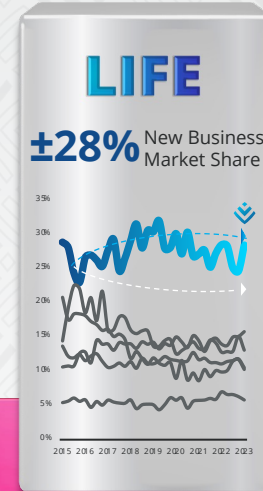
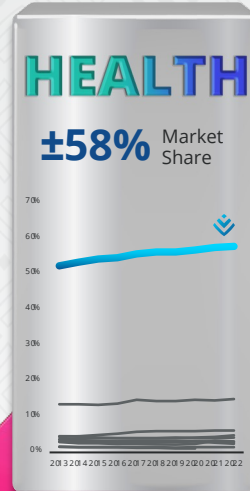
³ VG income excludes cost recoveries and rewards



SA COMPOSITE

AMBITION 2026

Discovery SA will be the leading financial services group in SA which, through its fully integrated composite and Vitality Shared-value model, provides customers with products that are better, easy to use, deliver superior functionality and financial outcomes while demonstrably making them healthier and enhancing their lives.



Vitality™

DATA AND TECHNOLOGY

DISTRIBUTION

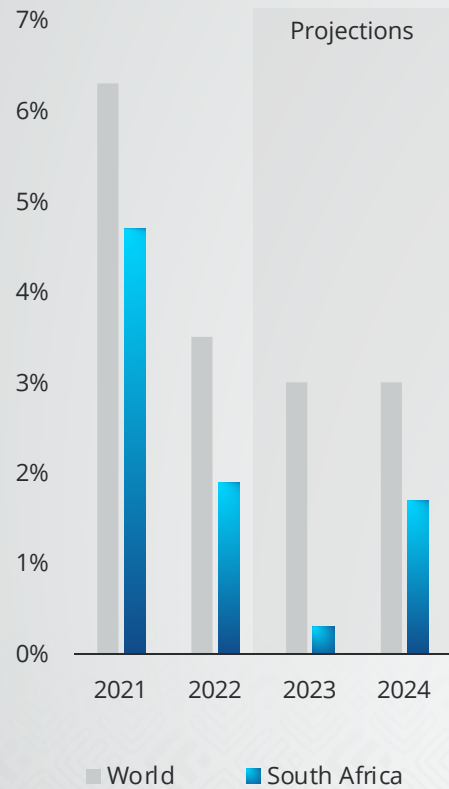
Discovery Bank

DISCOVERY SA GROWTH AND RESILIENCE DESPITE SLOWING ECONOMIC GROWTH



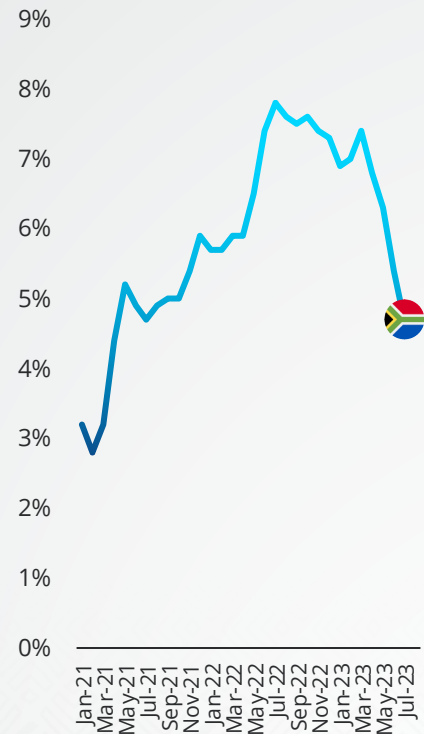
Global growth under pressure

Real GDP growth¹



Central bankers remaining cautious despite inflation cooling globally

CPI inflation rates²



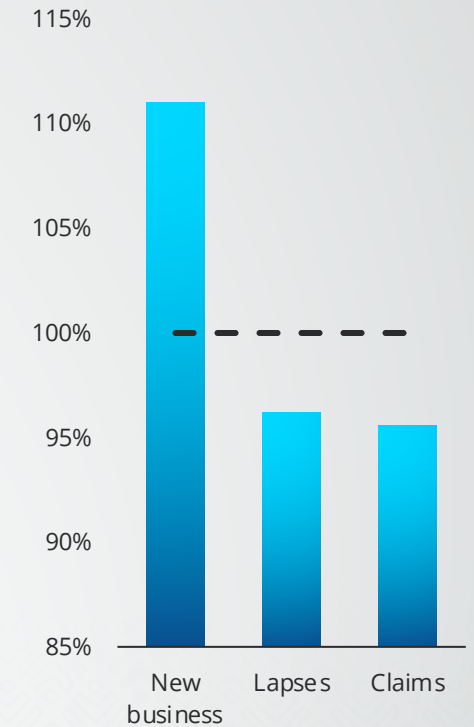
Volatile exchange rates

USD/ZAR and GBP/ZAR exchange rates



Actuarial dynamics remain robust

New business (YoY), claims and lapses AvE (Discovery SA)



1 Source: International Monetary Fund, World Economic Outlook, July 2023 Update
 2 Sources: US Bureau of Labour statistics, StatsSA, Statista, Office for National Statistics
 3 Source: Bank for International Settlements

STRONG OPERATING PERFORMANCE SUSTAINED ACROSS DISCOVERY SA



New Business (R'm)

Non-insurance Income (R'm)

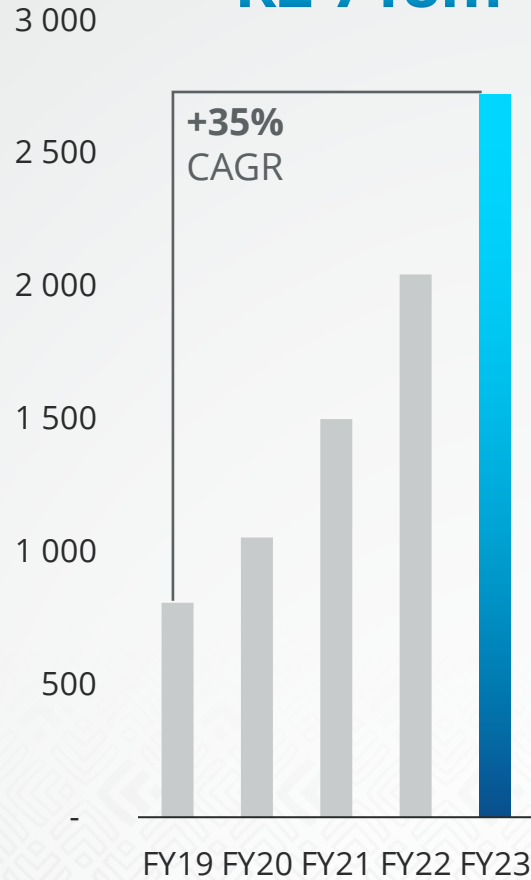
Operating Profit (R'm)

Group Embedded Value (R'm)

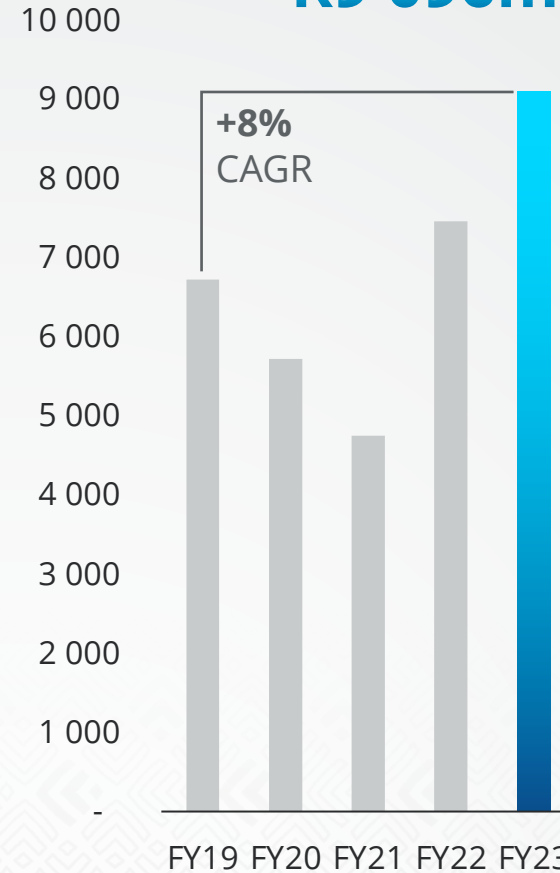
R16 818m



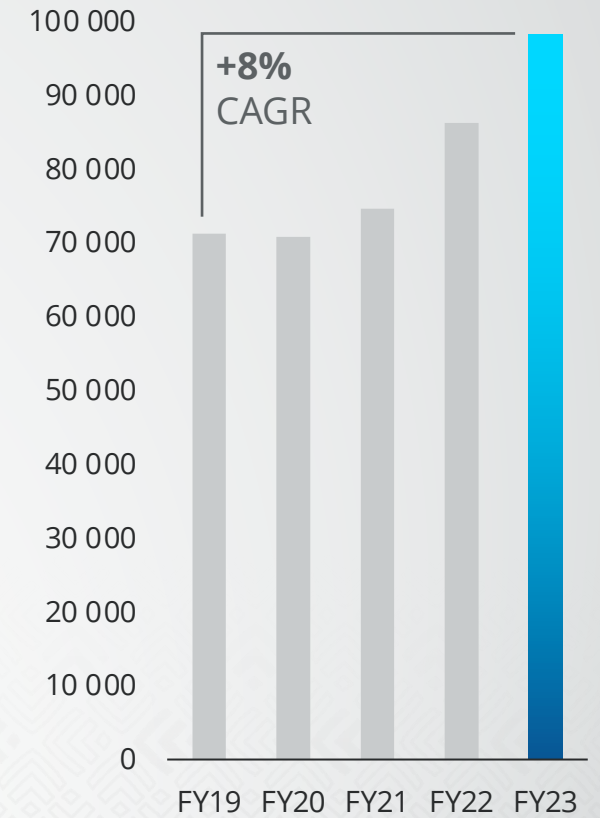
R2 718m



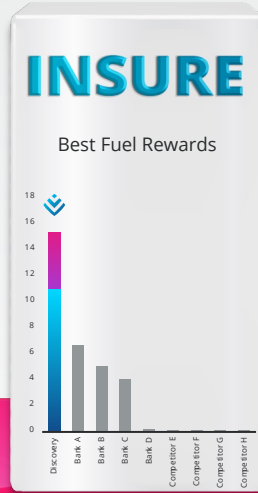
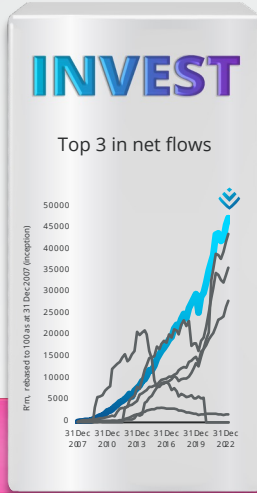
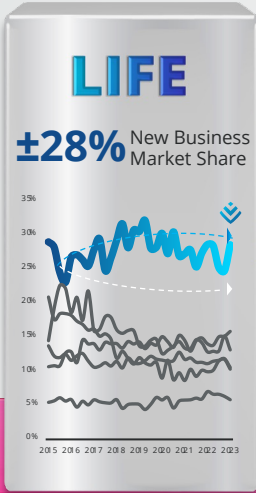
R9 096m



R98 176m



DISCOVERY SA ATTRIBUTES AND DIFFERENTIATED MODEL



Market Leading Products across full financial services spectrum

Vitality™

Shared-Value behavioural platform with personalised rewards

DATA AND TECHNOLOGY

Best of breed digital and data platforms

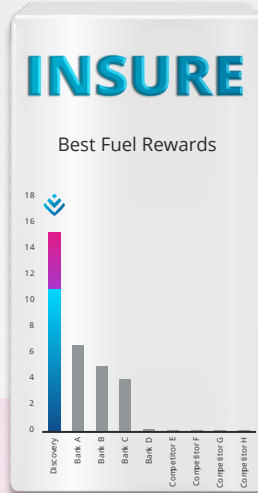
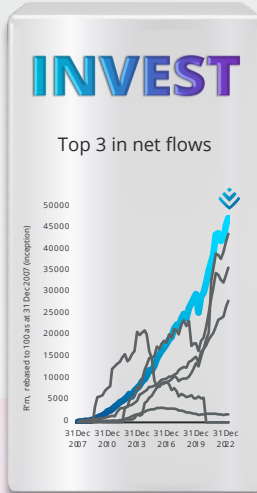
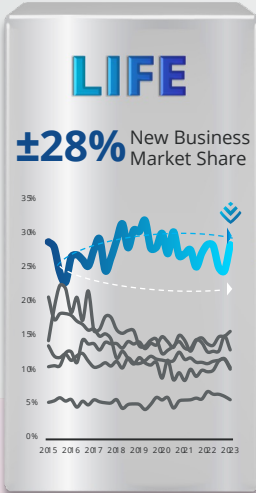
DISTRIBUTION

Highly diversified and productive distribution channels

Discovery Bank

Full-service digital bank and the operating system for the SA composite

DISCOVERY SA ATTRIBUTES AND DIFFERENTIATED MODEL



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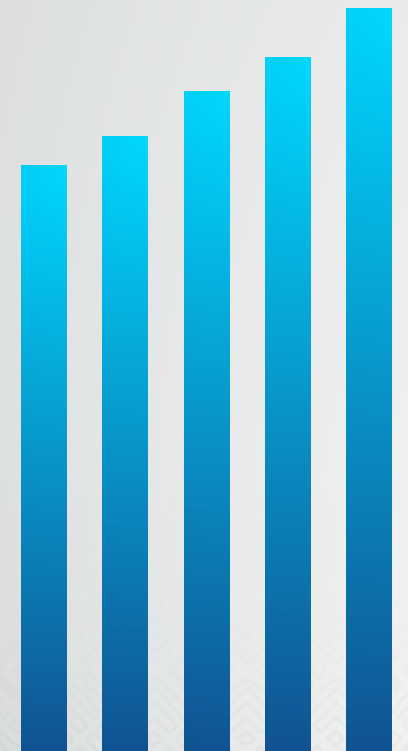


STRONG OPERATING PERFORMANCE ACROSS THE SA COMPOSITE



Discovery Health

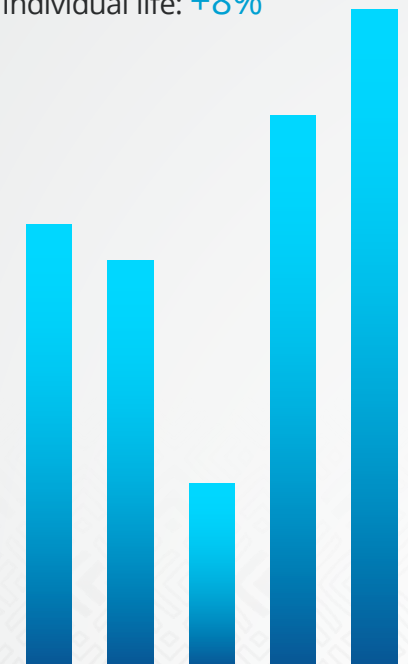
+7%
to R3 854m



Discovery Life

+19%
to R4 807m

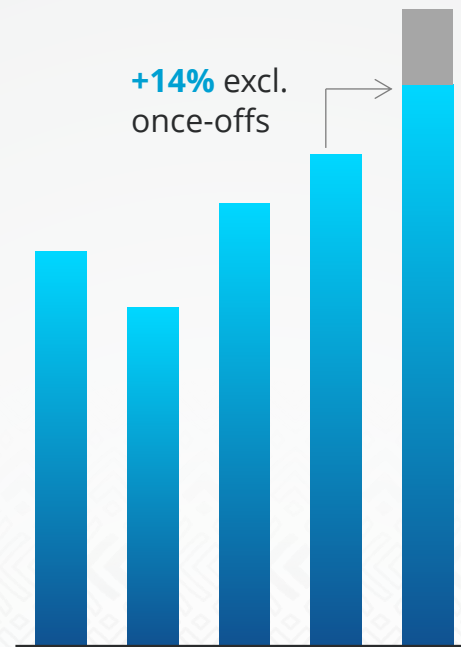
Group life returned to profitability
Individual life: **+8%**



Discovery Invest

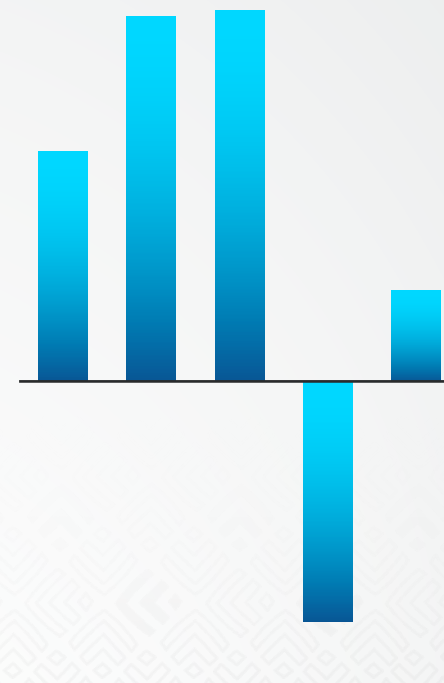
+30%
to R1 560m

■ Once-offs
■ Profit excl. once-offs



Discovery Insure

+138%
to R62m



Discovery Bank

-R767m

2019 2020 2021 2022 2023



■ New business acquisition costs (NBAC)
■ Loss before NBAC

2019 2020 2021 2022 2023

2019 2020 2021 2022 2023

2019 2020 2021 2022 2023

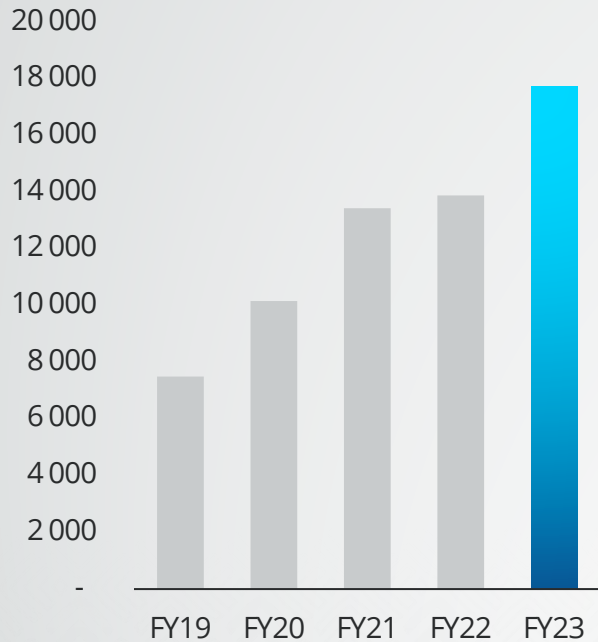
2019 2020 2021 2022 2023

GROUP WELL CAPITALISED WITH ROBUST CASH GENERATION



Highly liquid across the Group

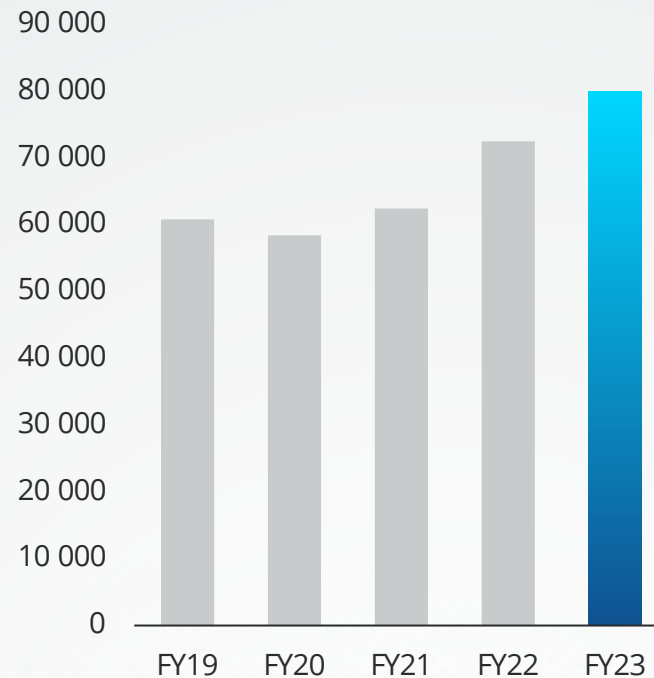
Liquid assets across the Group¹ (R'm)



64% Cash conversion

Value in Force

Group Net Value in Force (R'm)



Strongly capitalised SA Composite

	Jun 22 Cover	Jun 23 Cover
Life	1.7x	1.9x
Insure	1.2x	1.6x
Bank ²	1.3x	1.3x
DHMS solvency (unaudited)		30.2%

¹ Considers cash at centre, Discovery Life, Discovery Insure, VitalityHealth, VitalityLife and Discovery Bank
² Capital Adequacy Ratio

POSITIVE GROWTH METRICS ACROSS THE COMPOSITE



Discovery Health Membership

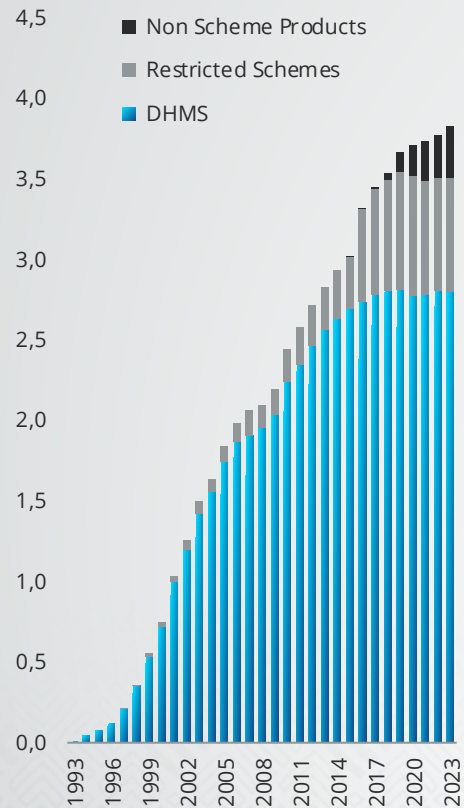
Discovery Life Market Share

Discovery Invest AuM

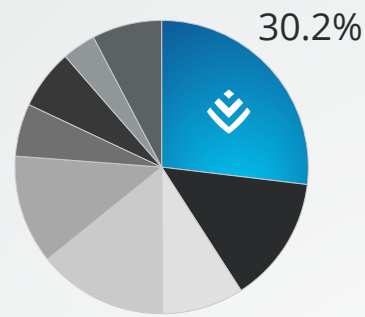
Discovery Insure Gross Written Premium

Discovery Bank Accounts

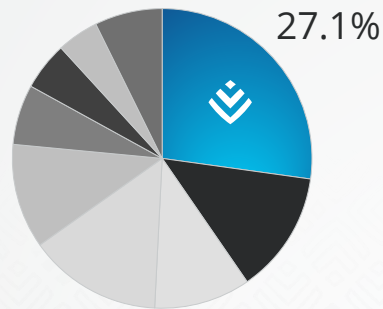
Lives under administration (m)



Quarter ending June 2023

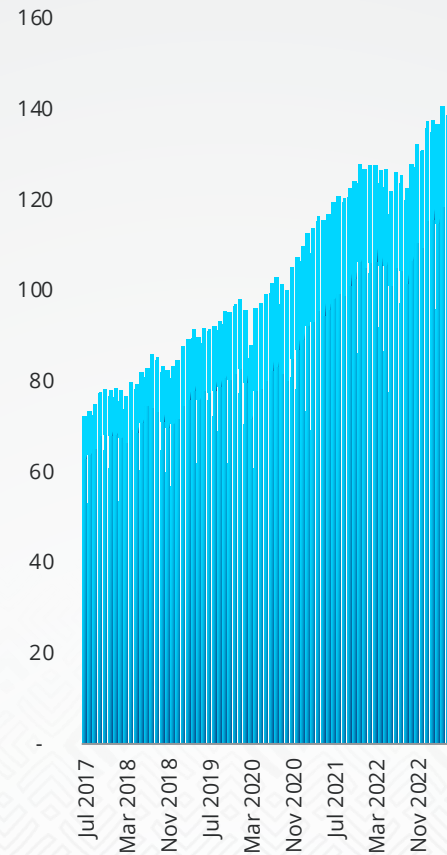


12 months to June 2023

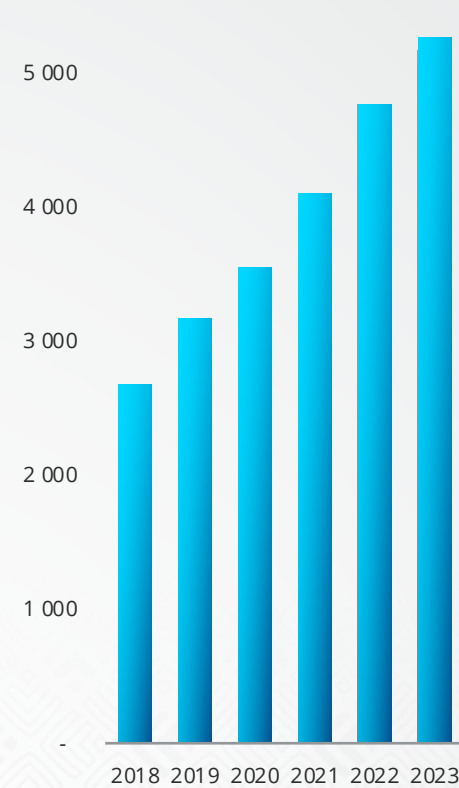


NMG Market Share survey Q2 2023

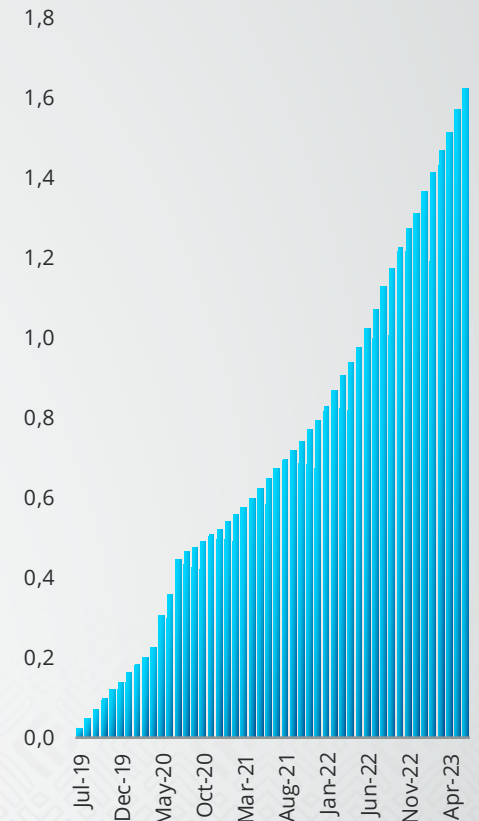
Invest Assets under administration (R'bn)



Gross Written Premium (R'm)



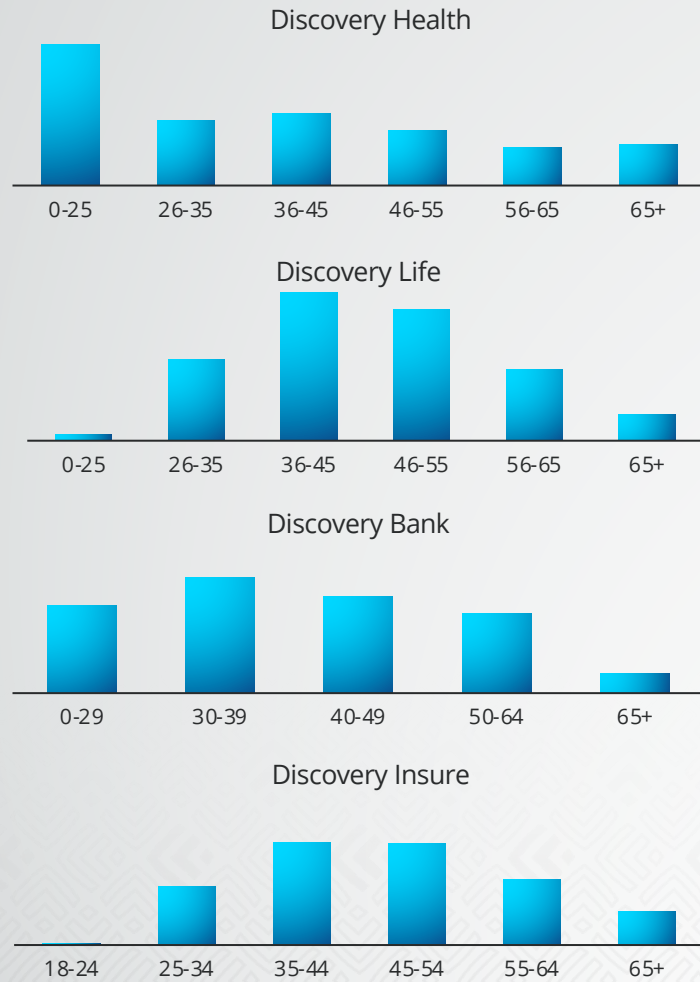
Accounts (m)



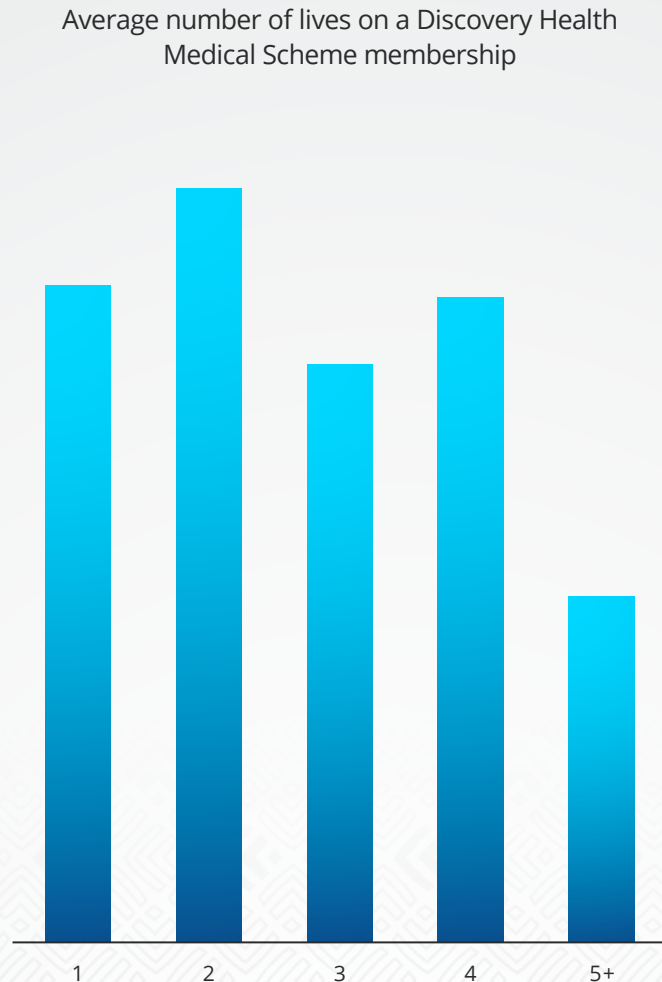
DISCOVERY SA CLIENT ATTRIBUTES



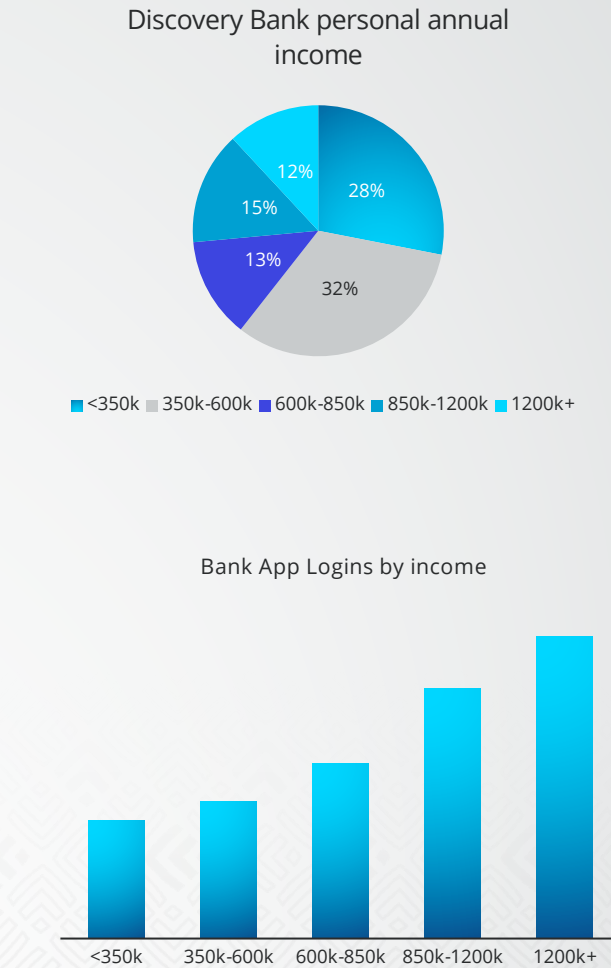
Age Distribution



Family Size



Average income and engagement

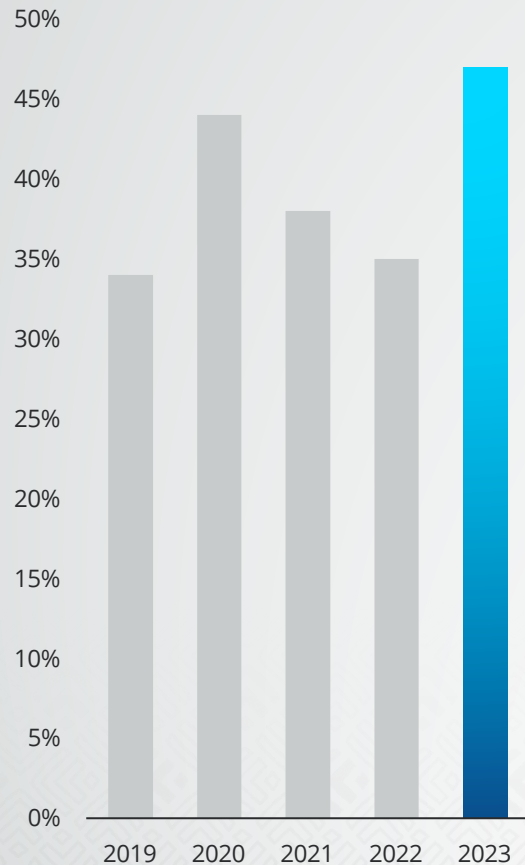


CLIENT INTEGRATION ANALYSIS



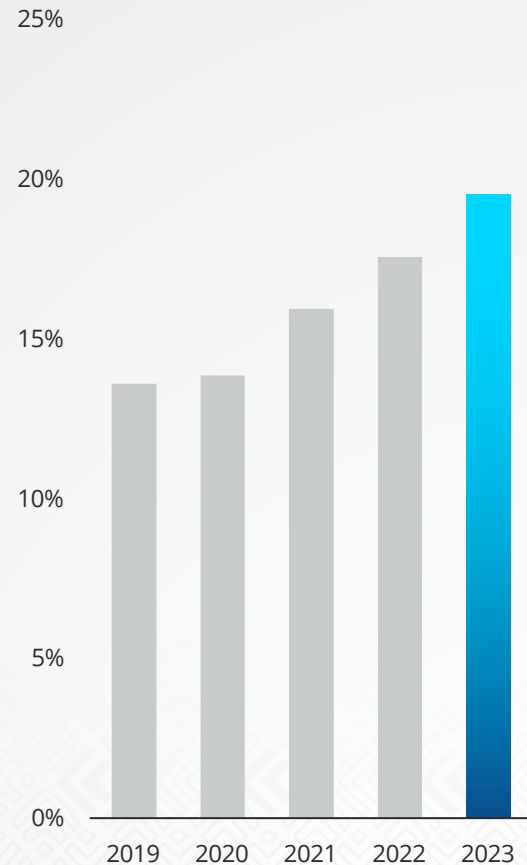
Product Adoption

New business from existing Discovery Clients



Client integration

Clients with more than one Discovery product



Superior Shared Value correlations

Better health management

	Blue	Bronze	Silver	Gold	Diamond
Blue	100%	77%	69%	46%	39%
Bronze	51%	40%	30%	22%	19%
Silver	38%	25%	20%	14%	13%
Gold	39%	24%	22%	10%	13%
Diamond	15%	14%	15%	8%	7%

Better financial management

Better driving behaviours

	Blue	Bronze	Silver	Gold	Diamond
Blue	100%	85%	69%	39%	48%
Bronze	49%	36%	29%	18%	11%
Silver	25%	15%	14%	7%	4%
Gold	18%	12%	12%	2%	7%
Diamond	7%	5%	2%	3%	1%

Better financial management

INTEGRATION AMPLIFIES SHARED-VALUE REWARDS



ACCESS TO CREDIT AND BOOSTED INVESTMENTS

- M** Up to **R5m** in secured credit on the back of investments
- D** **H** **M** Up to **15%** monthly contribution boost on recurring Retirement Annuities and Discovery Retirement Optimisers

BOOSTED FUEL REWARDS

- D** **M** Up to **20%** on fuel and Uber rides in addition to Vitality Drive rewards

PREMIUM DISCOUNTS AND BOOSTED COVER

- M** Upfront and ongoing discounts of up to **15%** on Discovery Life premiums
- H** **M** Up to **46%** additional base life cover through Bank Vitality Fund

LIFE

INVEST

INSURE

ENHANCED TRAVEL REWARDS

- M** Access to the **Vitality Travel** platform
- H** **M** Up to **75%** off local and international flights

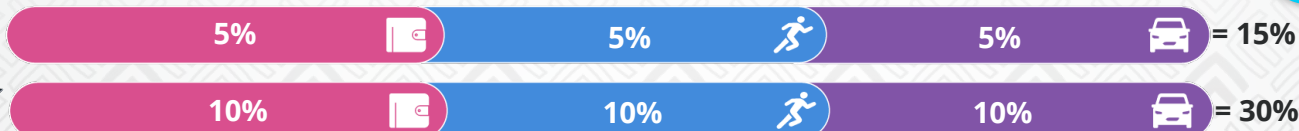
LIFESTYLE AND FITNESS REWARDS

- H** **M** Up to **75%** back on HealthyFood
- H** **M** Up to **50%** back on HealthyCare
- H** **M** Up to **75%** off on fitness devices and performance gear
- H** **M** Up to **100%** back on gym and access to the Fitness ecosystem

iSTORE MILES

- M** **5x Miles** at iStore

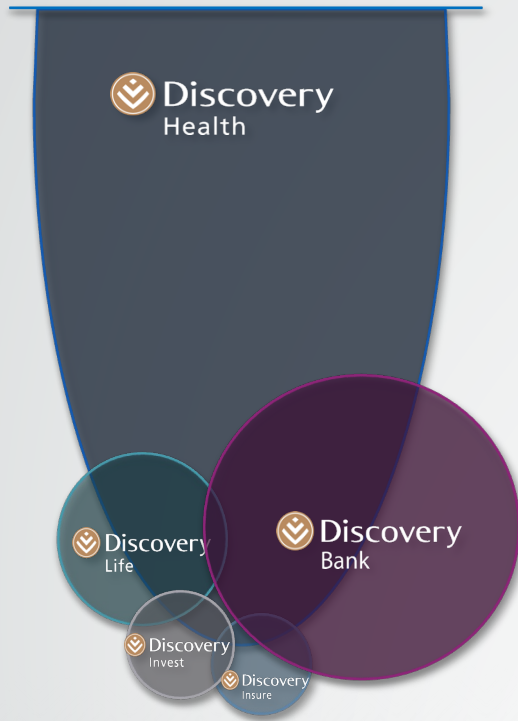
- D** Vitality Drive
- H** Vitality Health
- M** Vitality Money



INTEGRATION OPPORTUNITY SET CONTINUES TO GROW

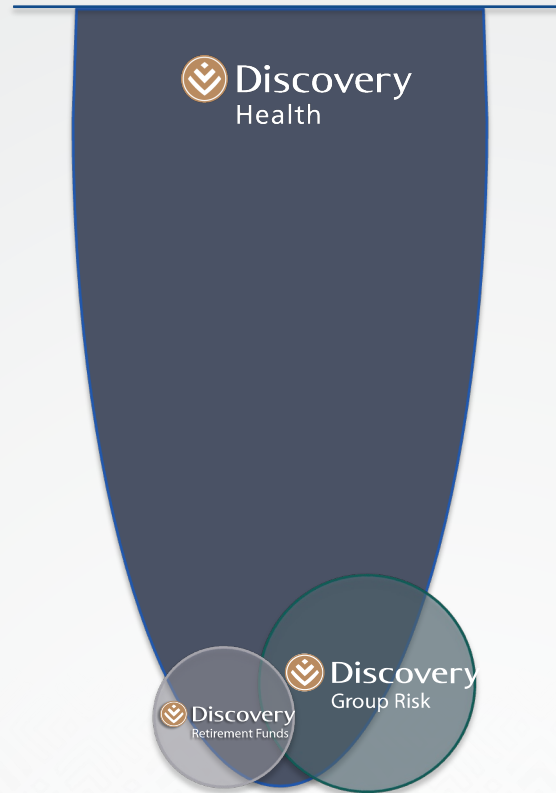


Retail Client integration



80% Discovery individual lives with only one product

Corporate Client integration



91% Corporate clients with only one product

Corporate Client Size

Discovery Corporate Clients in the JSE top 40

1	BHP	🔵	21	Shoprite	🔵
2	prosus	🔵	22	SHOPRITE & Checkers	🔵🔵
3	BRITAIN AMERICAN TOBACCO	🔵	23	Sanlam	🔵🔵🔵
4	ABInBev	🔵	24	Sibanye Stillwater	🔵
5	GLENCORE	🔵🔵	25	NEDBANK	🔵
6	RICHEMONT	🔵🔵	26	ANGLOGOLDASHANTI	🔵
7	NASPERS	🔵	27	Bidcorp	🔵🔵
8	ANGLO AMERICAN	🔵	28	Discovery	🔵🔵🔵
9	FirstRand	🔵	29	IPEP	🔵🔵🔵
10	Standard Bank	🔵	30	Bidvest	🔵🔵
11	MTN	🔵	31	Remgro Limited	🔵🔵
12	vodacom	🔵	32	MEDICLINIC	🔵
13	CAPITEC BANK	🔵	33	EXXARO	🔵
14	SASOL	🔵🔵	34	NORTHAM	🔵
15	SOUTH32	🔵	35	CLICKS GROUP LIMITED	🔵🔵
16	KUMBA IRON ORE	🔵	36	aspEN PHARMACEUTICALS	🔵
17	IMPLATS	🔵	37	Investec	🔵🔵
18	mondI	🔵	38	REINET INVESTMENTS	🔵
19	ibasa	🔵	39	NEPI ROCKCASTLE	🔵
20		🔵	40	WOOLWORTHS	🔵🔵

DISCOVERY SA ATTRIBUTES AND DIFFERENTIATED MODEL

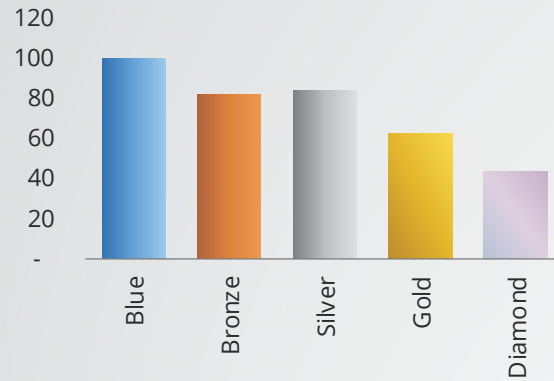


SHARED-VALUE CORRELATIONS MAINTAINED



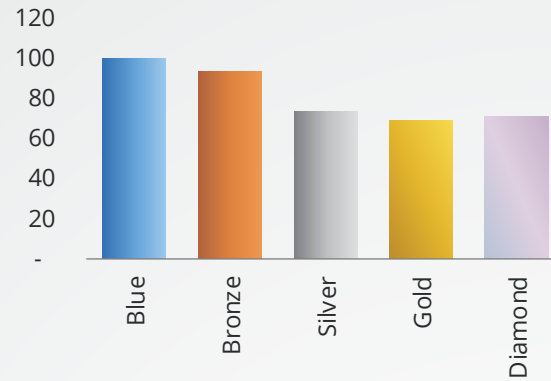
Discovery life

Mortality Claims by status



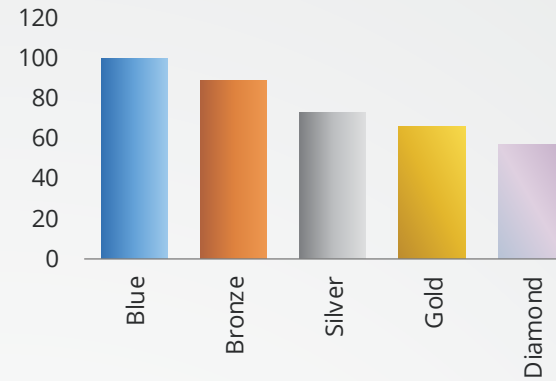
Discovery Health

In-hospital Claims by status



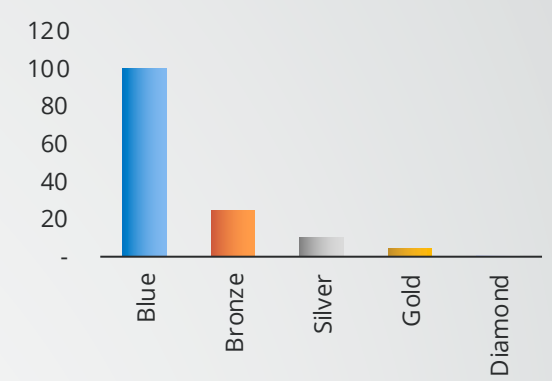
Discovery Insure

Loss Ratio by status

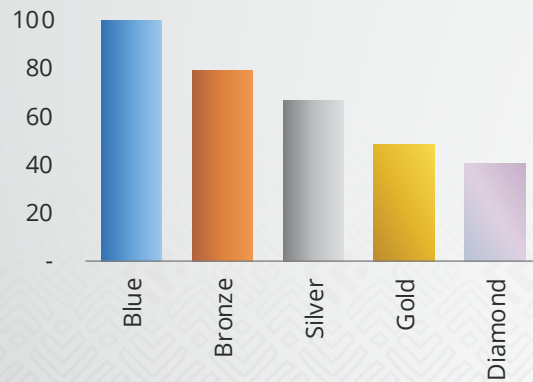


Discovery Bank

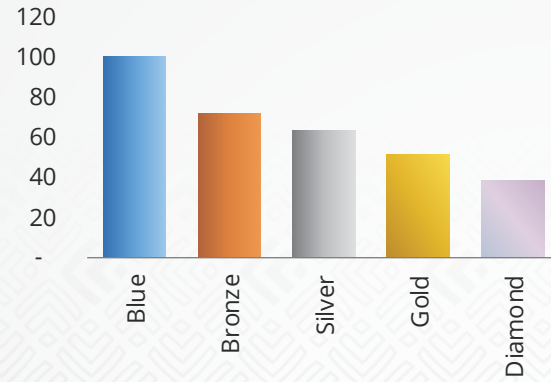
Credit Loss Ratio by status



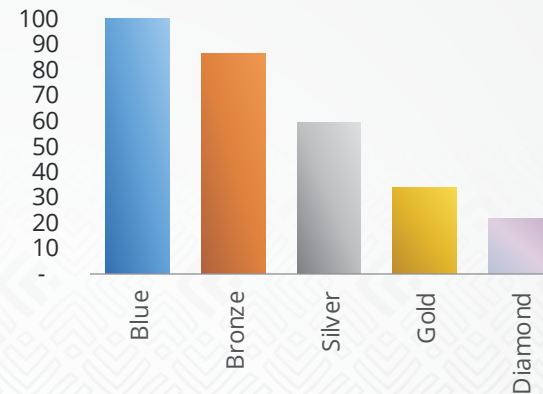
Lapse Rates by status



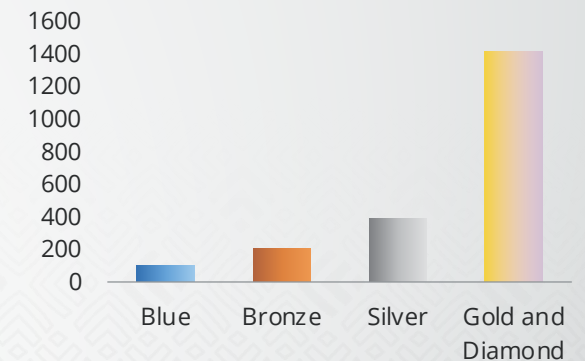
Withdrawal Rates by status



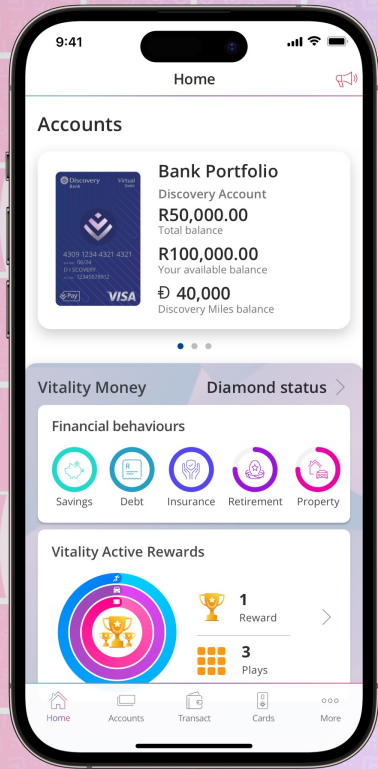
Lapse Rates by status



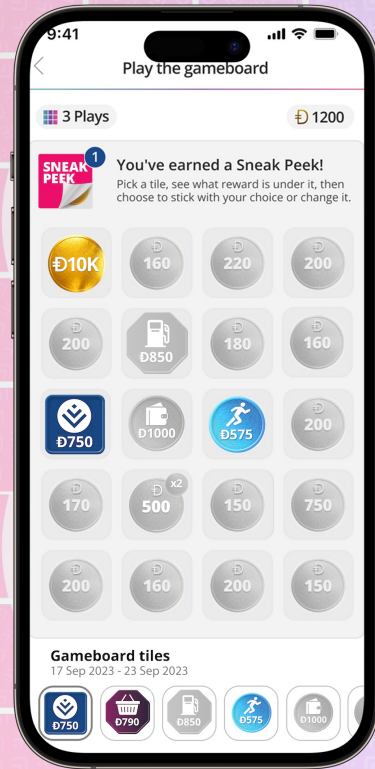
Deposits by status



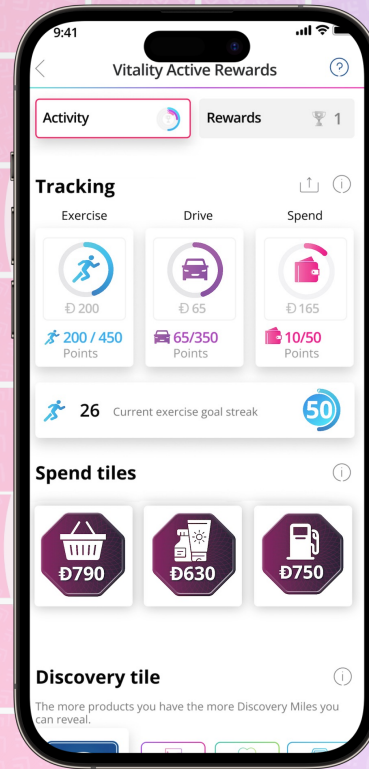
ACTIVE REWARDS 3.0 CONSOLIDATES ALL VITALITY BEHAVIOURS IN THE BANK APP



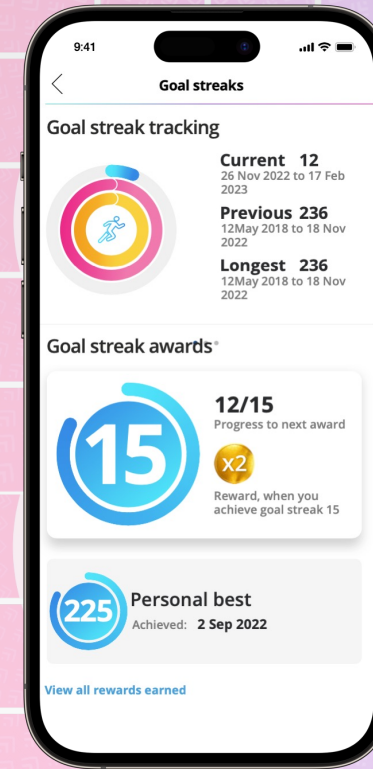
Fully accessible through the Discovery Bank app



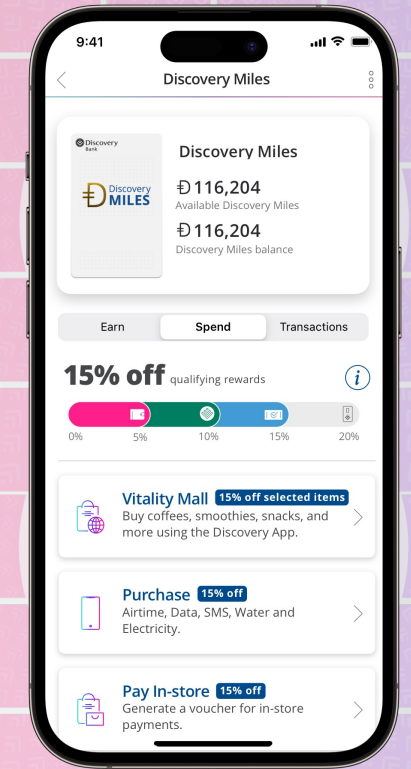
Personalised gameboard tiles



Full view of dashboard, rewards and Vitality activities



Recognition and achievement history



Full access to spend Discovery Miles with discounts

THE SHARED-VALUE REWARDS CURRENCY MORE FUNGIBLE THAN CASH



₪ >7.2bn
Earned in FY23

₪ >7.1bn
Burned in FY23

Discovery Bank

Discovery Insure

Discovery Health

Discovery Life

Discovery Invest

HealthyFood

Fuel

Vitality Active Rewards

Spending

PrimeFlex

HealthyCare

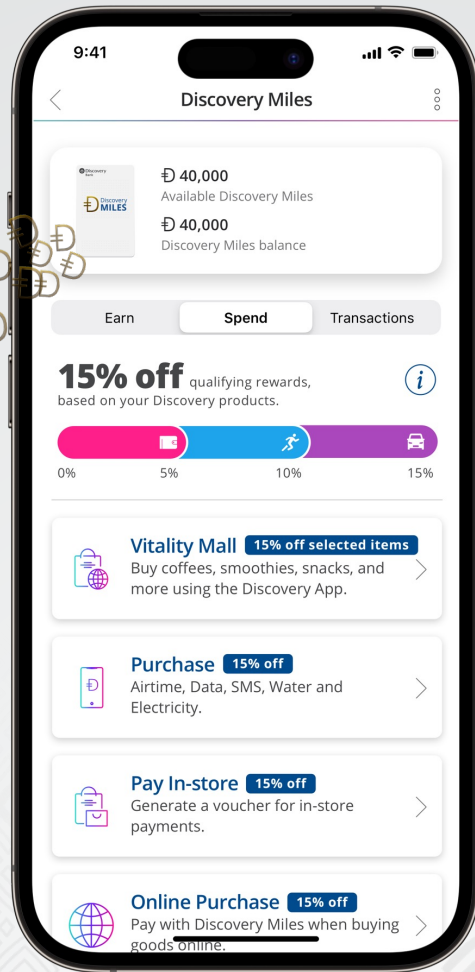
HealthyDining

HealthyBaby

Friend Referrals

Uber

Life Bank Integrator



Monetise

Transaction Account
Suite transaction account
123456789012

R 60,000.00 Balance

R 100,000.00 Available

Transfer

Travel

Vitality Travel

Prepaid purchases

MTN vodacom Telkom 5G

In-store and online spend

YUPPIECHEF CAFE UNION MARKET takealot.com NetFlorist

Sportsmans Warehouse makro THE PRO SHOP iStore Apple Reseller

and many more...



MILES IS THE MOST VALUABLE REWARDS CURRENCY IN SOUTH AFRICA



Best in category

	How to earn rewards					How to spend rewards				
	Groceries	Personal care	Baby essentials	Fuel	General card spend	Retail	Travel	Prepaid	Cash out	Transfer
	Up to 75%	Up to 50%	Up to 50%	Up to 20%	Up to 0.67%	Yes, up to 30% off	Yes	Yes, up to 15% off	Yes	Yes
Bank 1	Up to 30%	Up to 30%	Up to 30%	Up to 30%	Up to 1.15%	n/a				
Bank 2	-	2%	2%	Up to 0.9%	Up to 1.5%	n/a				
Bank 3	Up to 15%	Up to 15%	-	Up to 17%	Up to 4%	Yes*	Yes	Yes*	No	Yes
Bank 4	-	-	-	-	Up to 1.25%	Yes	Yes	Yes	Yes	Yes
Bank 5	-	-	-	Up to 1.1%	Up to 1.11%	Yes	Yes	Yes	Yes	No
Bank 6	Up to 20%	Up to 20%	Up to 5%	Up to 21%	Up to 1%	Yes	Yes	Yes	Pay loans, redeem as savings only	-
Bank 7	Up to 2%	-	-	Up to 0.4%	Up to 0.1%	Pick n Pay only	-	-	-	-

* Discounts on select products only and for limited periods

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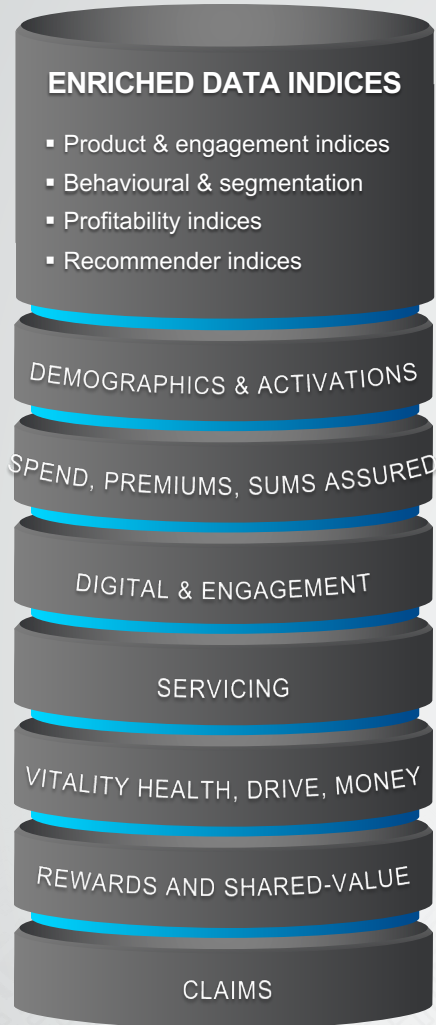
DISTRIBUTION

Highly diversified and productive distribution channels

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Full-service digital bank and the operating system for the SA composite

PERSONALISATION ECOSYSTEM



ACCESS TO UNIQUE CLIENT DATA SETS



Geolocation

- Geolocation cluster
- Work and after-hour travel distance



Fuel and transport-related spend



Bureau data and online spend

CASE STUDY | INSURE PRICING OPPORTUNITY



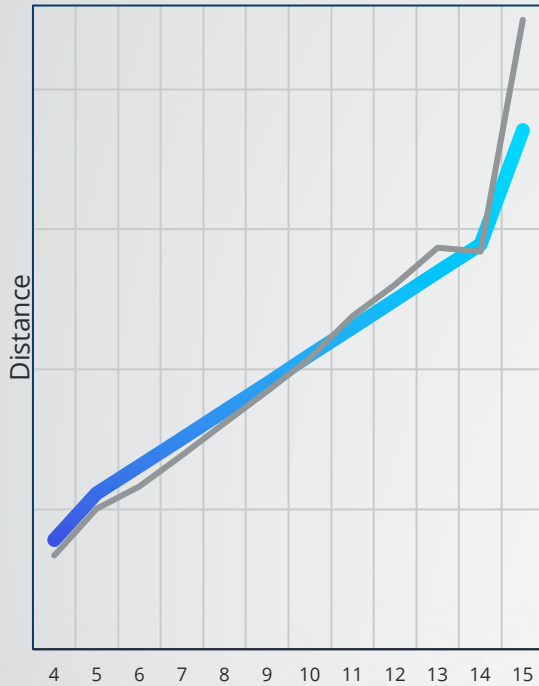
Predicting distance using spend clusters

Distance is a good predictor of claims score

Claims score predicts loss ratio

Lapse rate affects overall client lifetime value

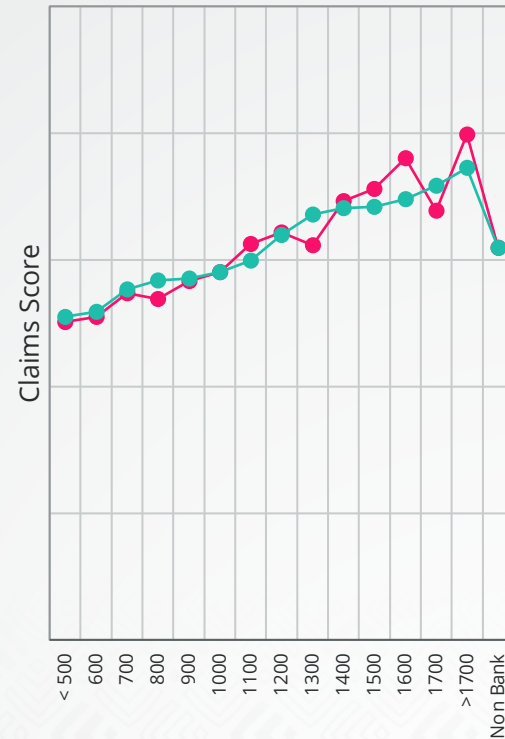
Distance Index



Predicted distance band

— Predicted distance — Actual distance

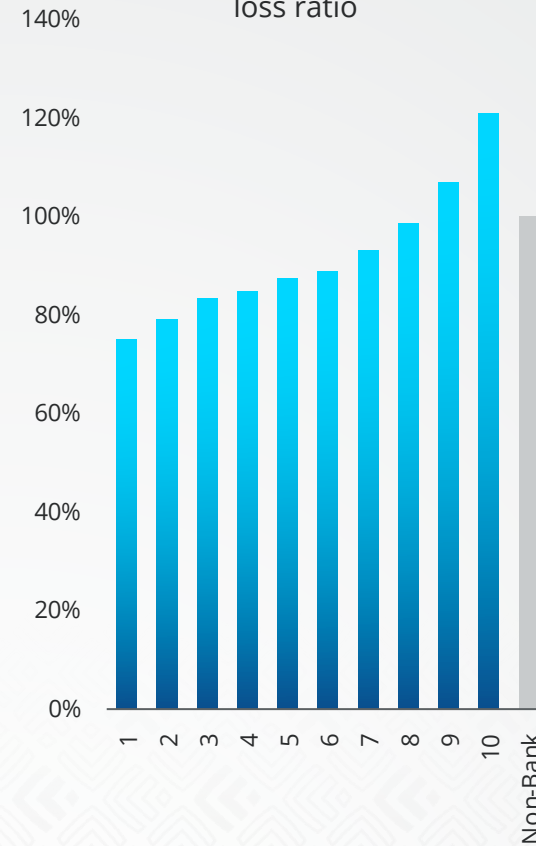
Distance AvE – Claims Score Fitted



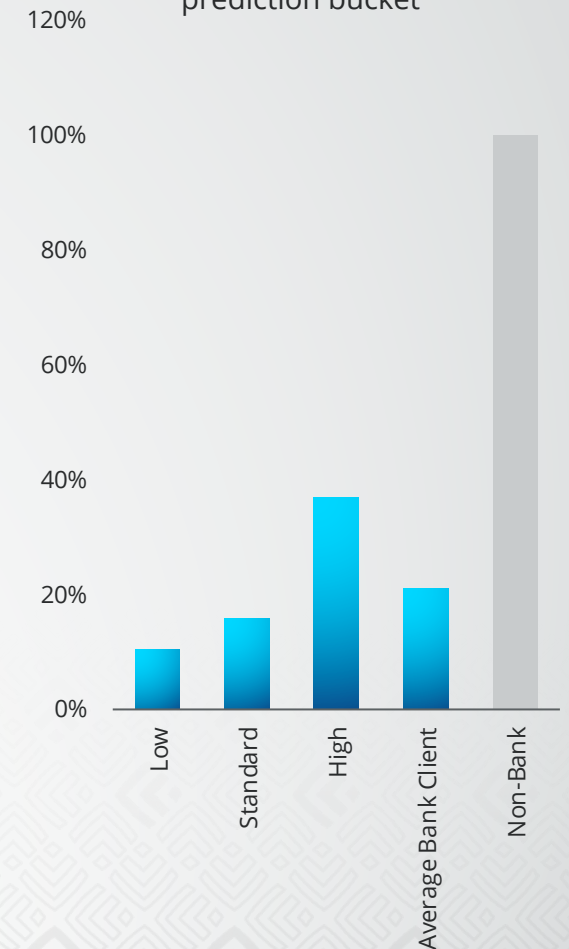
Distance Score

● Observed Average ● Fitted Average

Relative expected new business loss ratio



Relative lapse rates by prediction bucket



CASE STUDY | GROWING INSURE PRICING OPPORTUNITY

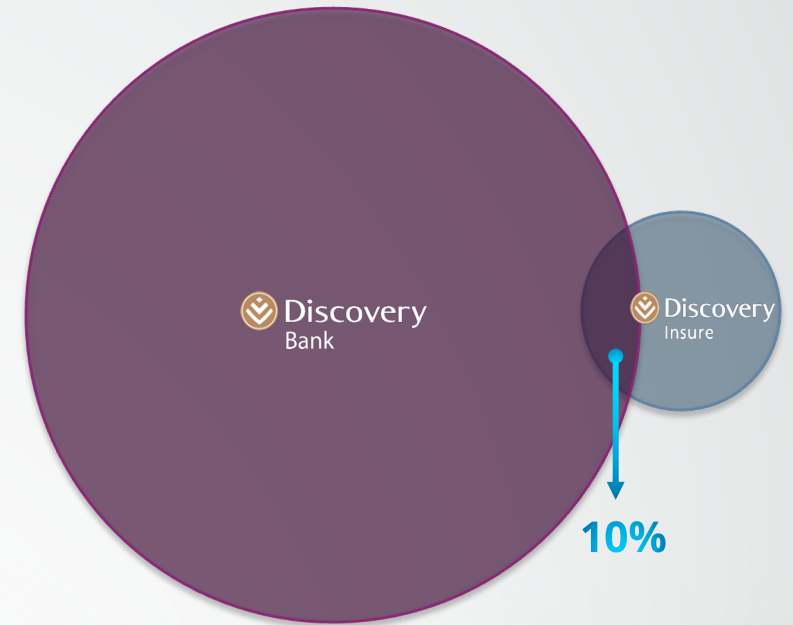


Insure client risk matrix

		Lapse Rating		
		Low	Standard	High
Claims Score Rating	Low	17.6%	11.9%	5.7%
	Standard	9.0%	12.0%	10.2%
	High	4.8%	10.3%	18.5%

±60% of clients can receive lower premiums upfront

Significant growth opportunity

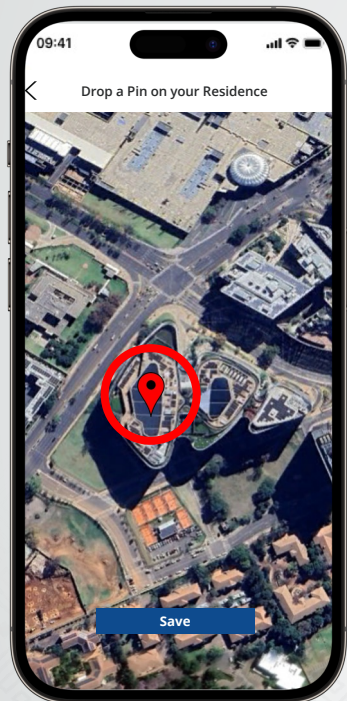


DIGITAL | FOCUS ON MEMBER JOURNEYS



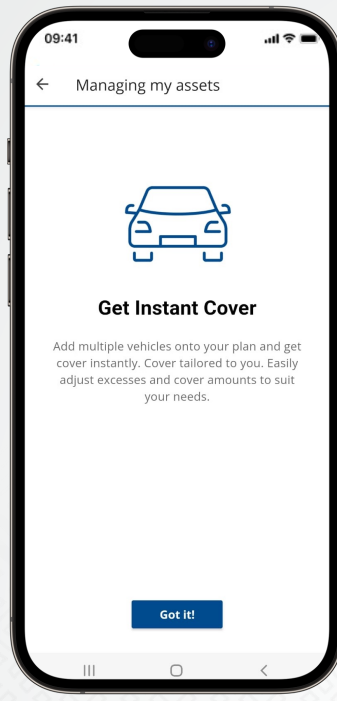
Onboarding

Automatic address verification for Bank using your geolocation



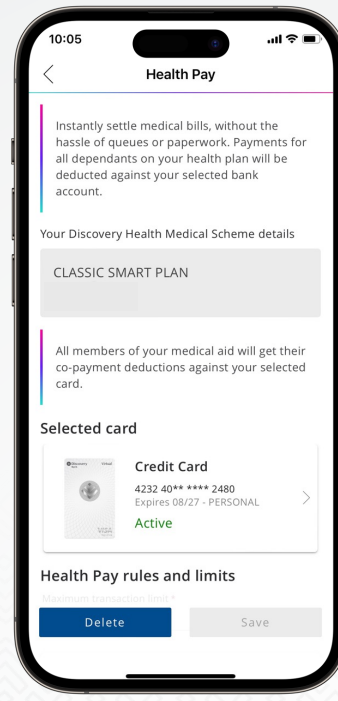
Policy changes

Instantly add new vehicles and portable possessions to your plan



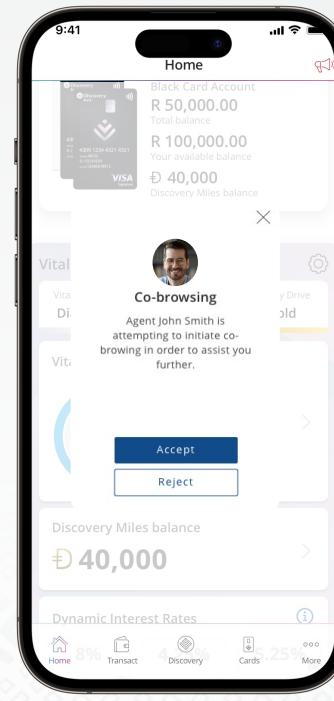
Claims payment

Instantly settle medical bills without the hassle of queues or paperwork



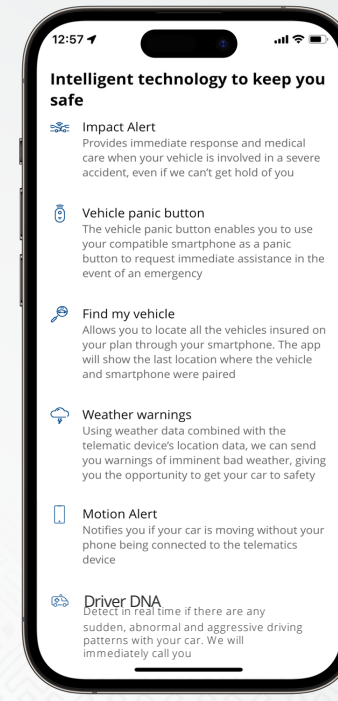
Servicing

Real-time assistance with co-browsing in the Bank app



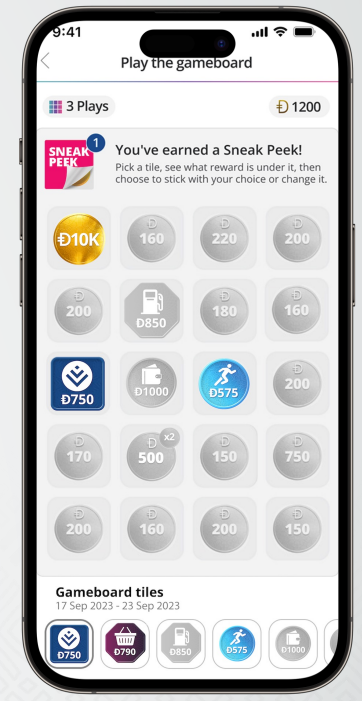
Fraud & security

State-of-the-art vehicle safety features including impact and motion alert



Rewards & tracking

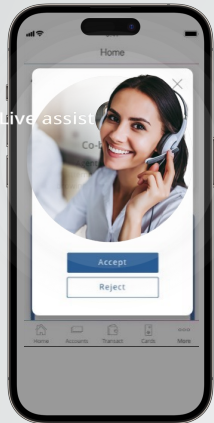
Vitality behaviours consolidated in the Bank app with personalised gameboards



SERVICE DIFFERENTIATORS AND CLIENT EXPERIENCE



Live Assist



App co-browsing with call centre agents.

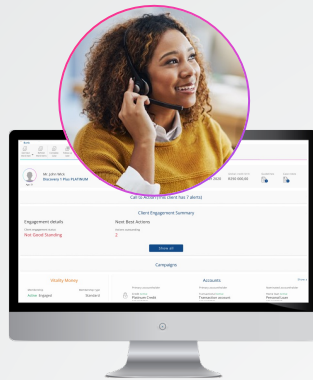
Used for servicing, onboarding, credit, and collections operation



4.85

CBR score

Live Action



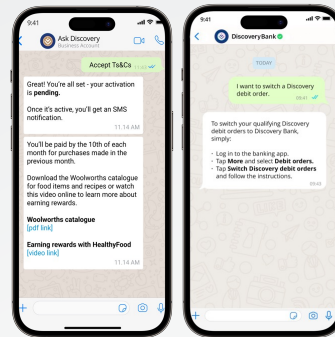
Client next best action to increase engagement through the call centre



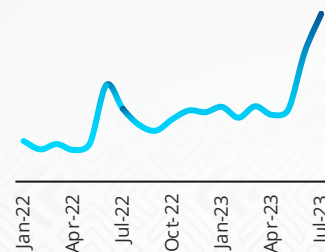
4.9

CBR score

WhatsApp Servicing



WhatsApp servicing channels available across all businesses with increasing utilisation

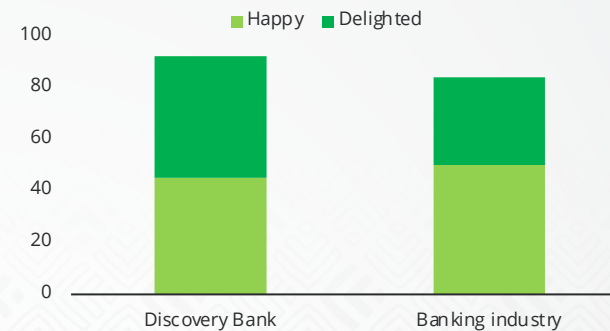


Great Client Experience

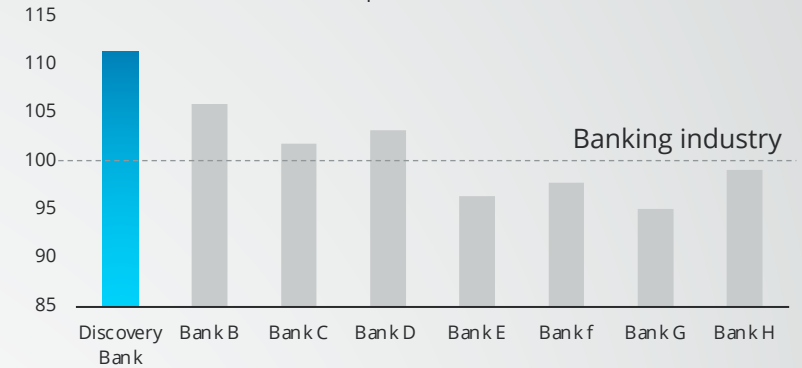


2023 ORANGE INDEX BEST BANK SERVICE

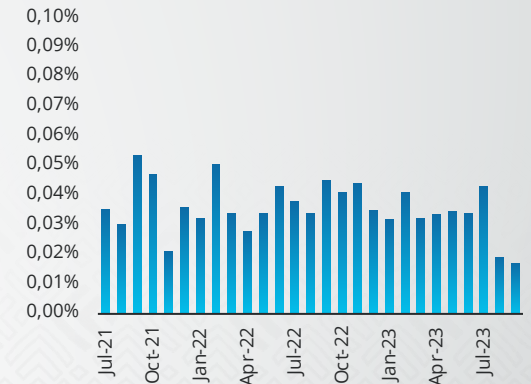
Delighting most customers¹



Best service experience and emotion¹



Low escalation rates



¹ Ask Afrika orange index

DISCOVERY SA ATTRIBUTES AND DIFFERENTIATED MODEL



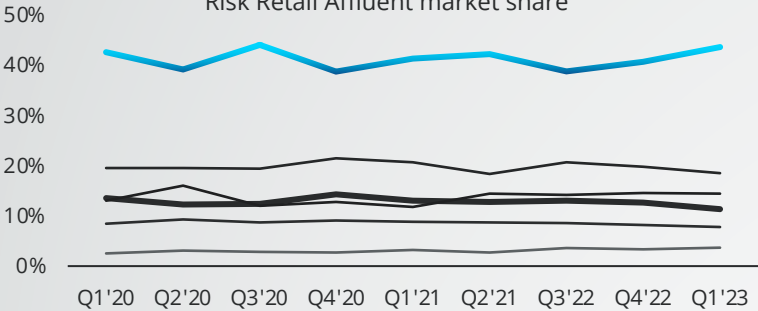
DISTRIBUTION CHANNEL OVERVIEW



Tied intermediated

Leading market share

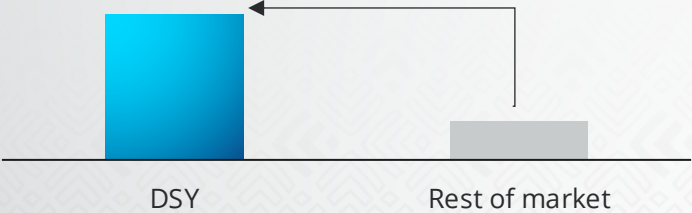
Risk Retail Affluent market share



Productive agency force

Annual NB API per agent

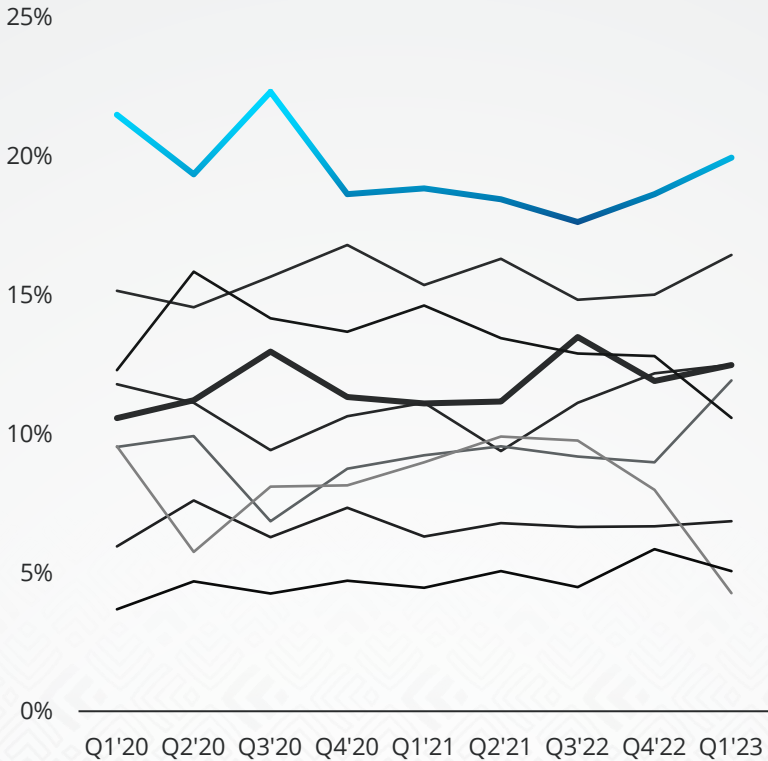
3.7x



Independent intermediated

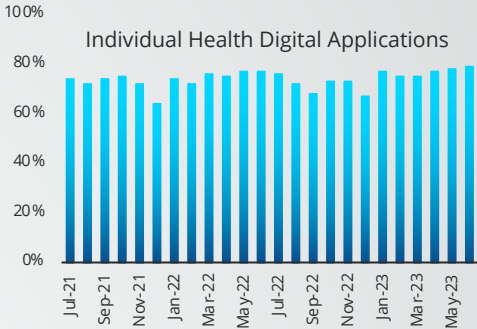
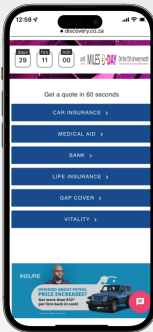
Leading market share

Risk Retail Affluent market share

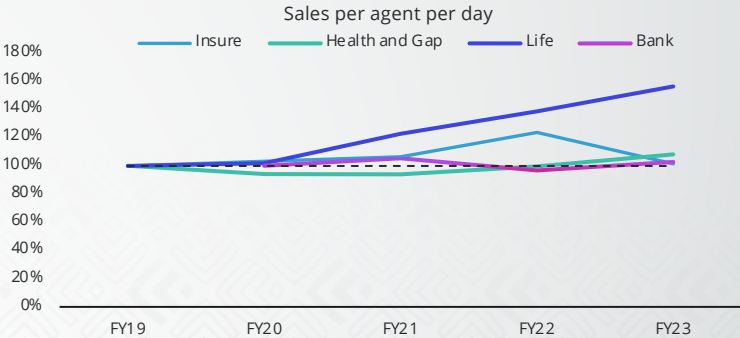


Discovery Connect Distribution Services

End-to-end D2C capability



Increasing productivity and scalability

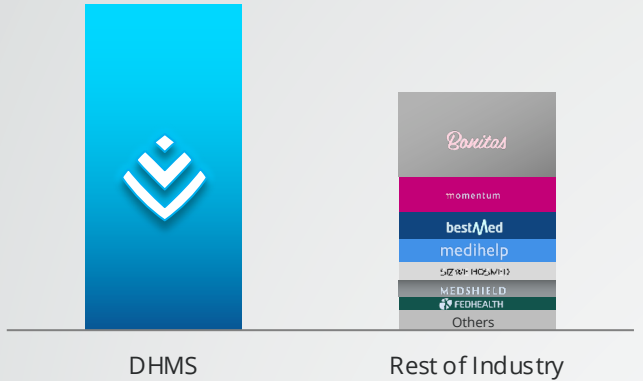


DISTRIBUTION ASSET SIZE AND STRENGTH



Health

57.8% Market share



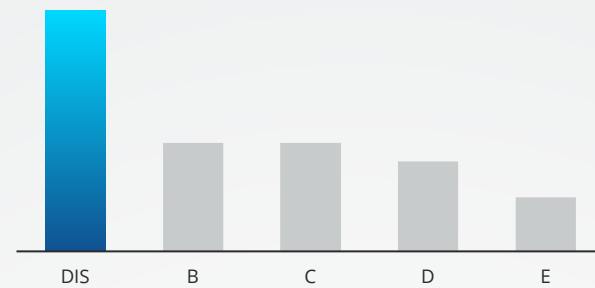
Invest

Invest AuM 2020-2022 CAGR



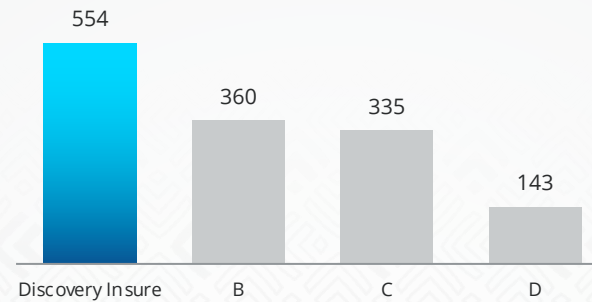
Life

Life Risk Sales Market Share



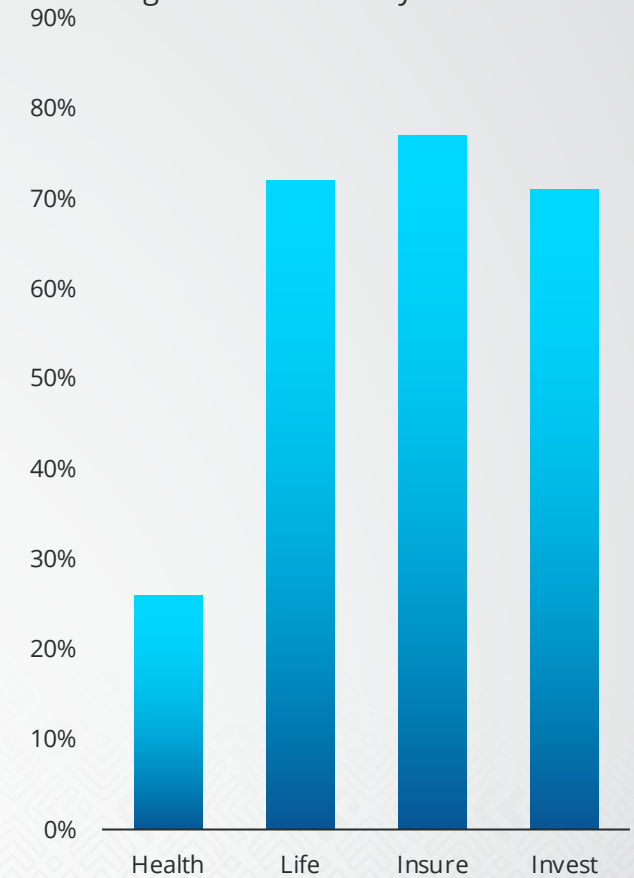
Insure

GWP absolute growth for intermediated insurers
(annual average FY21-FY23, R'm)



High contribution to new business

% of New Business from Tied Agents and Discovery Connect



*Agents are defined as active if they have either >R50k NB APE or >R50k investment new flow, are recognised in the core 'planner' spreadsheets and have not been terminated during the year

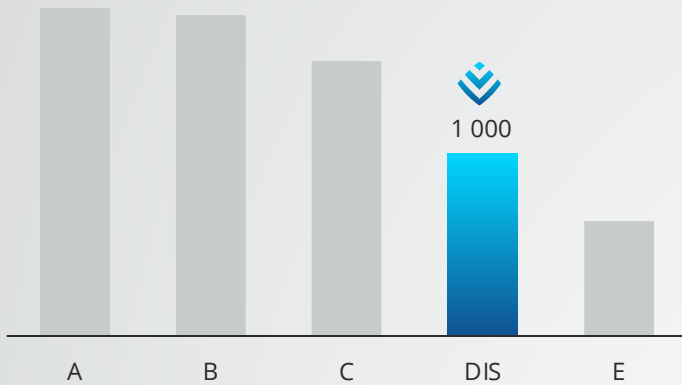
**Counting cross-sell rates at the individual agent level

DISCOVERY AGENT PRODUCTIVITY

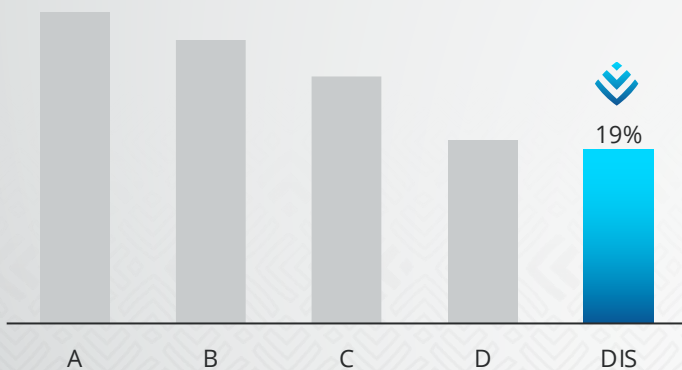


Large agent force with lower turnover

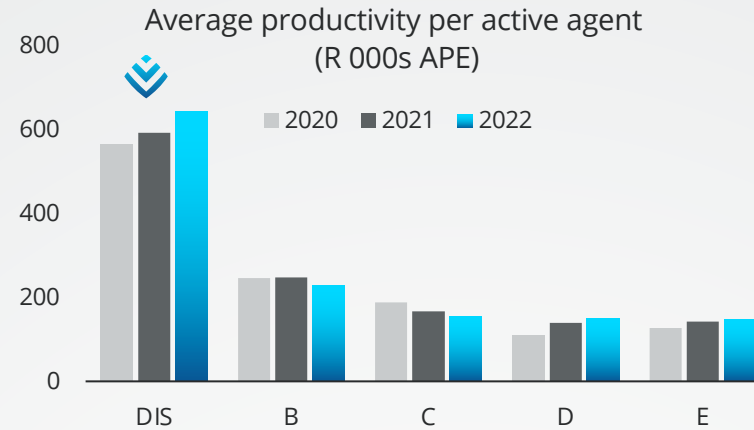
Active agents



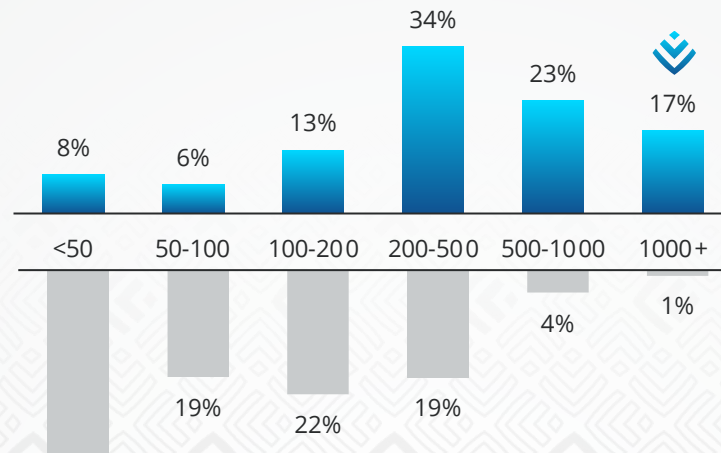
Agency turnover rates¹



Highest performers in the industry

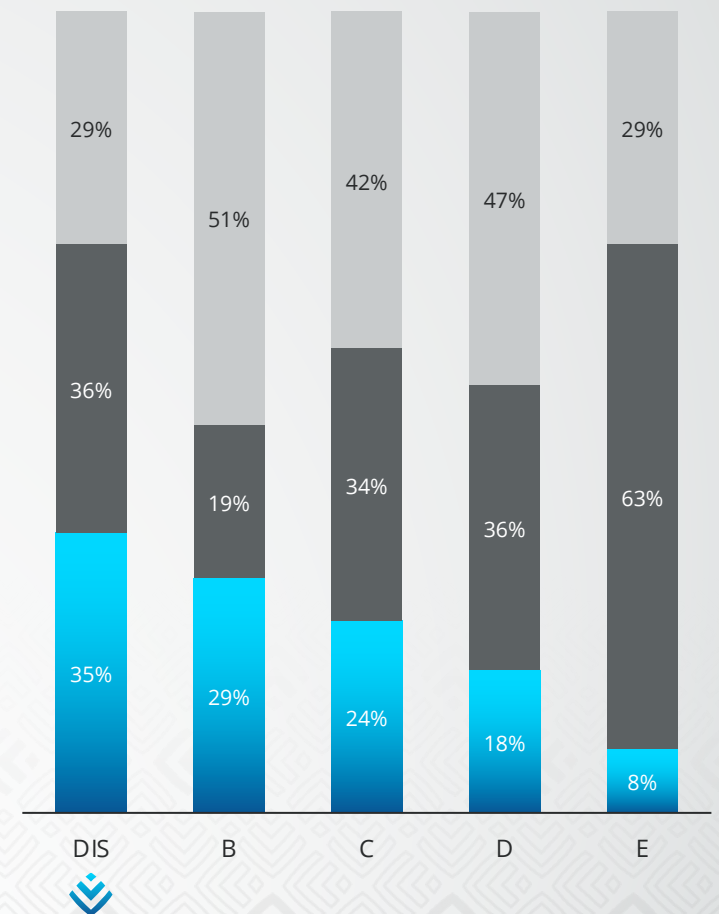


Active agent force breakdown by APE band



Multi-product focus²

Risk and Investment Risk Only Investment Only



Source: NMG consulting

¹ Excluding year 1 leavers

² Agents are a risk specialist if they write >R500k NB APE, and an investment specialist if they have >R100m AUA

DISCOVERY CONNECT | STRONG GROWTH



Significant brand investment¹

Travel experience

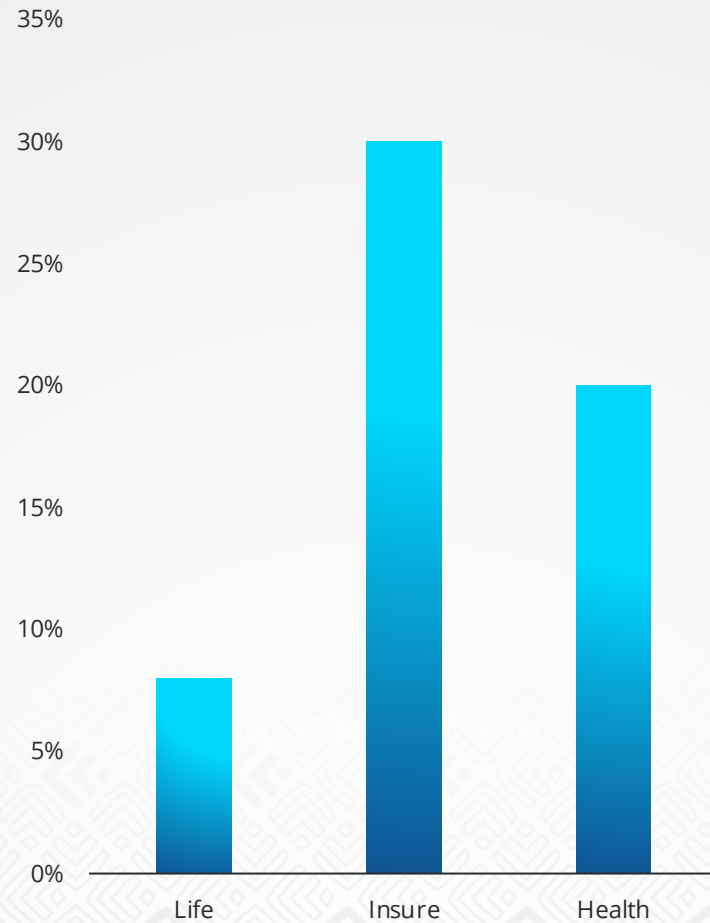


Ongoing digital advertising and campaigns



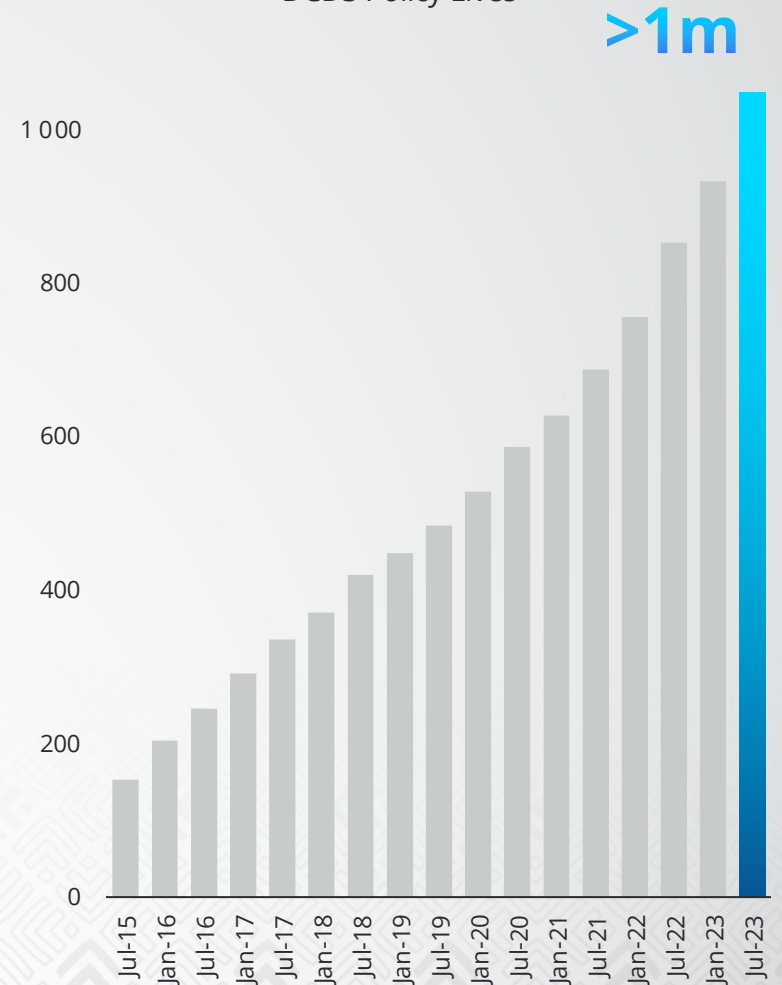
Share of new business

%Share of new business



Growing in-force book

DCDS Policy Lives



¹ Self-funded through Discovery Connect commission revenue

DISCOVERY SA ATTRIBUTES AND DIFFERENTIATED MODEL

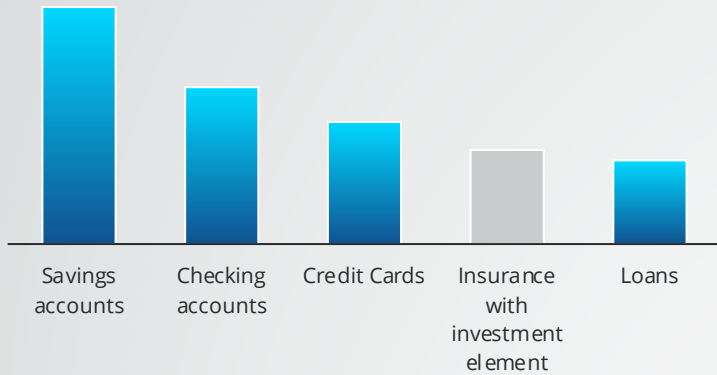


OPPORTUNITY TO INCREASE SCALE AND CREATE VALUE



Banking products are widely used

Most used financial products in South Africa (June 2023)¹

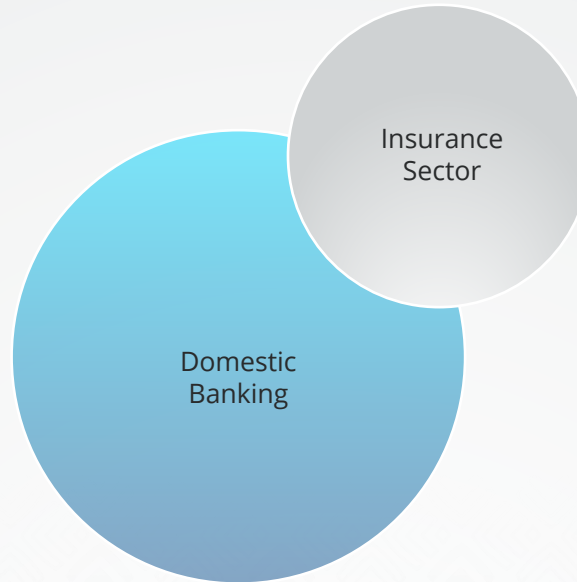


Financial system assets - % of GDP³



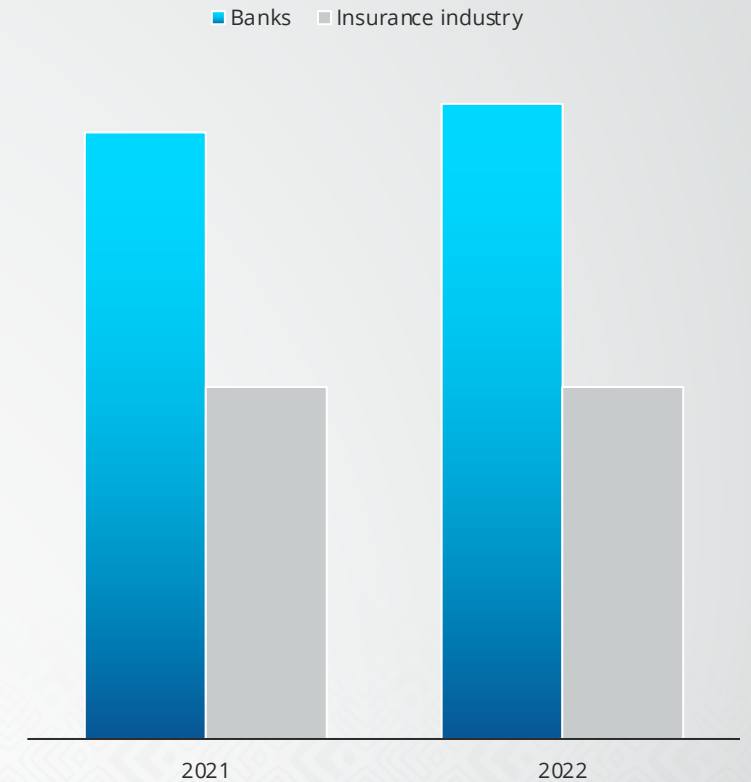
Creating larger profit pools by integrating insurance and banking

Retail Financial sector profits⁴



Higher profitability

Return on Equity² (June 2023)



¹ Statista consumer insights

² South African Reserve Bank (June 2023) - Selected South African Banking sector trends | BCG Insurance re

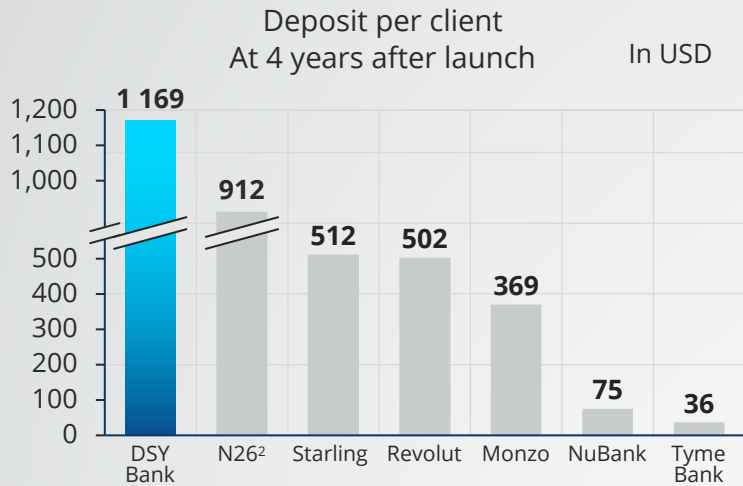
³ South African Reserve Bank

⁴ Estimate based on South African Reserve Bank Financial Stability Review 2021

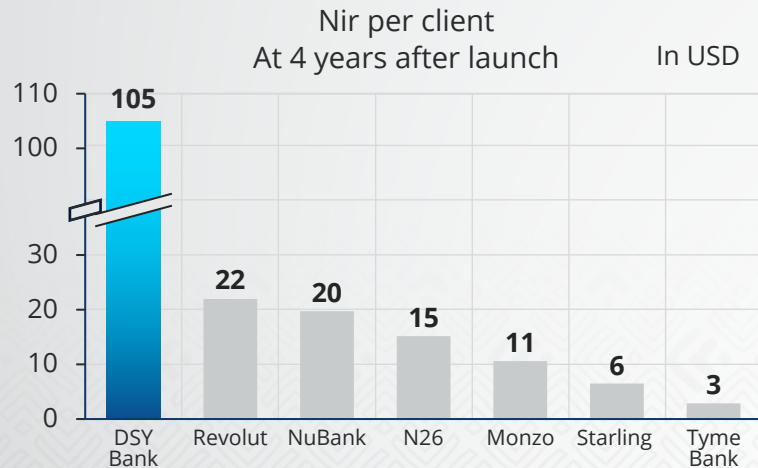
DISCOVERY BANK COMPETES WELL AGAINST DIGITAL BANKS AND SA INCUMBENTS



Global digital banks at similar stages

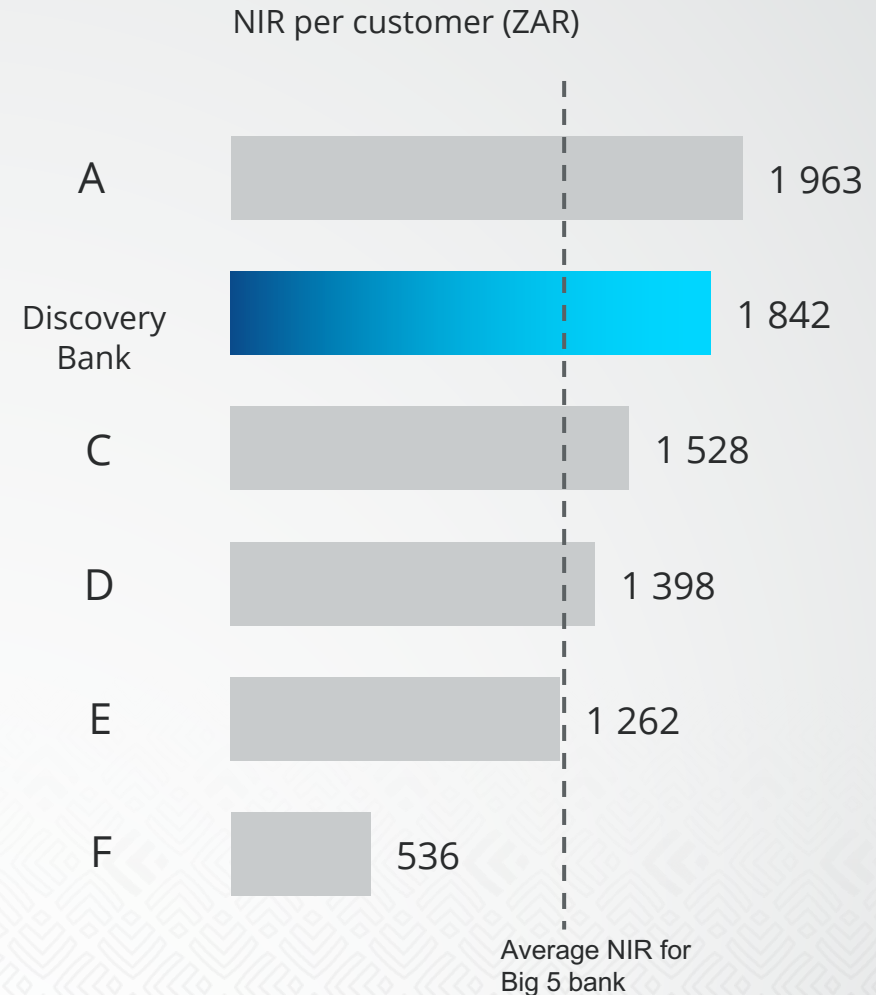


Discovery Bank's deposit per client is competitive above the **\$1000 / client** mark, giving it the **highest deposit per client** at year 4



At year 4, Discovery Bank's NIR per client is the **highest amongst global digital banks**

South African incumbents



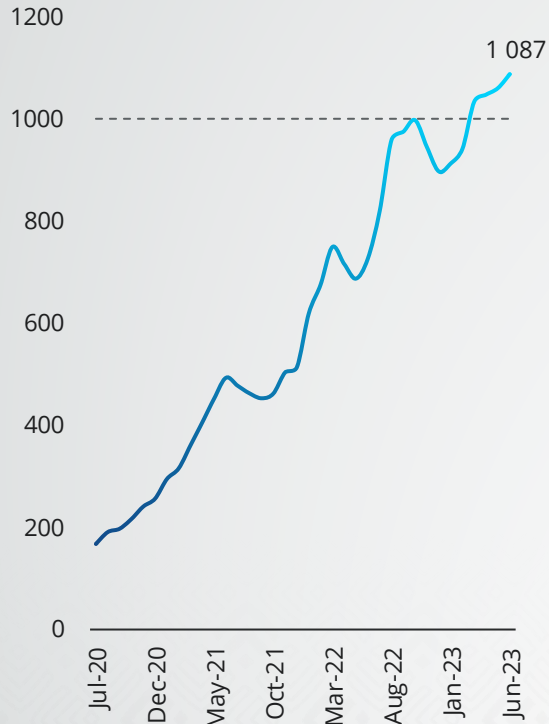
1. Revolut expanded in the UK, US, Germany and Singapore in 2019 – 4 years after launch 2. Only FY2020 deposit data is available for N26. All values are converted into USD using the average exchange rate in the given year. Values shown are based on the latest year end financials

HIGH-QUALITY GROWTH FROM THE BANK



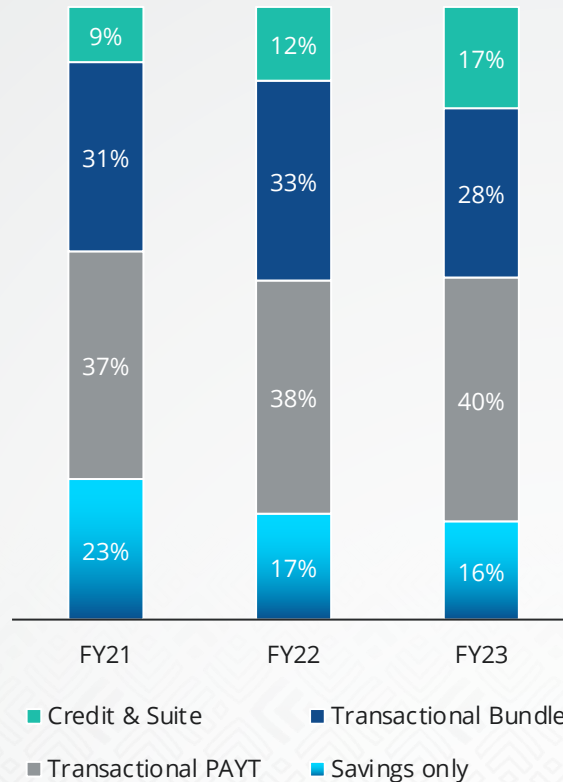
Sales

New-to-Bank daily sales
(per business day; calendar month)
(3-month moving average)



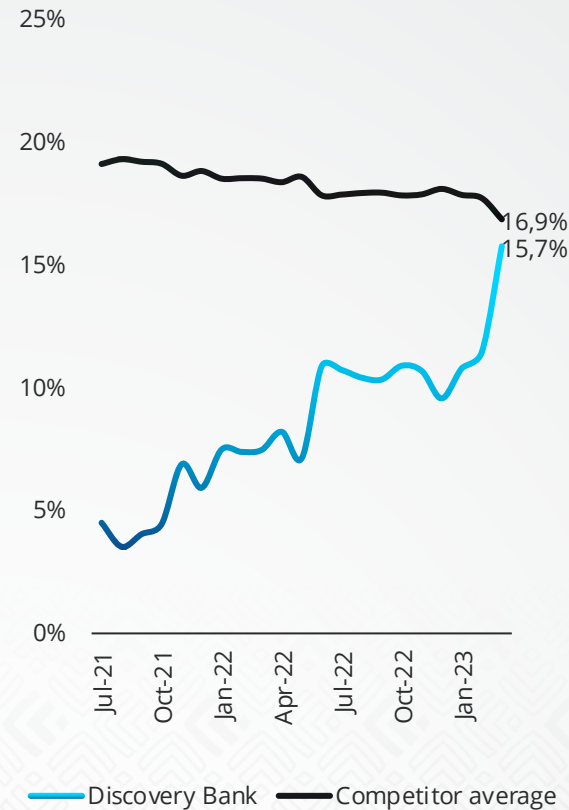
Product mix of sales

Product mix of sales



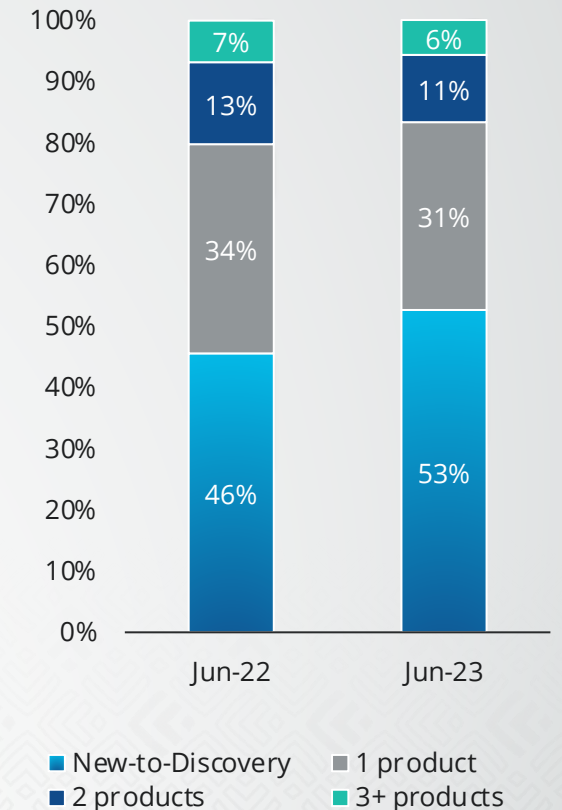
Market share of new credit volumes

Market share of new credit business volumes



New Business split

New business by number of Discovery products

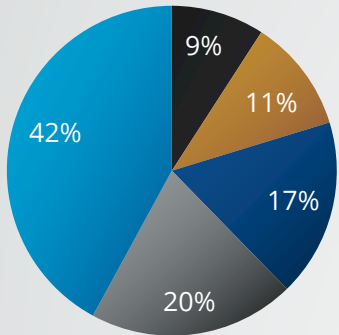


GROWING ENGAGEMENT OVER TIME



Client mix by tenure

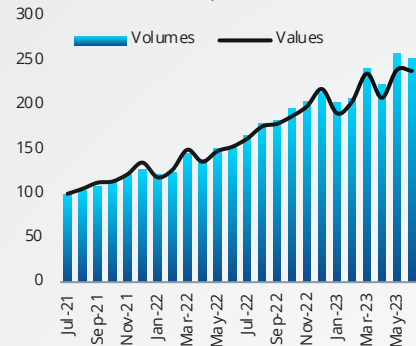
Client mix by duration-on-book



- 0-2 months
- 3-6 months
- 7-12 months
- 13-24 months
- 25+ months

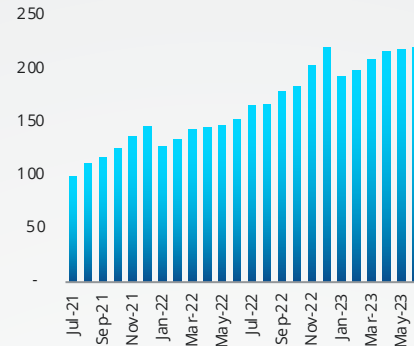
Payments

Payments volumes and values (sent and received) indexed to Jul-21



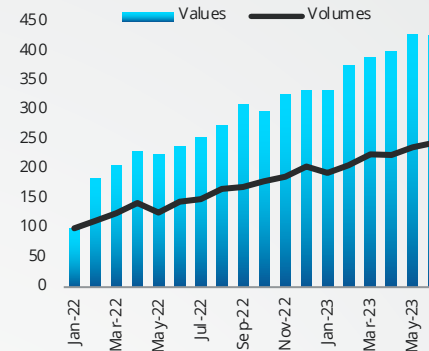
Spend

Total spend (Normalised) indexed to Jul-21



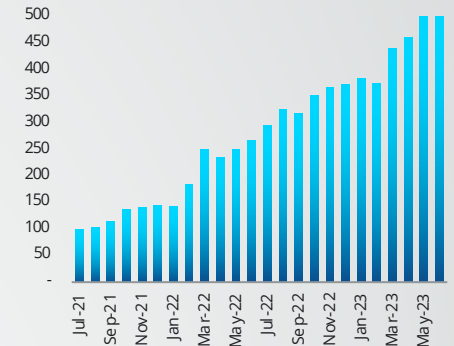
Debit orders

Debit order volumes and values indexed to Jan-22

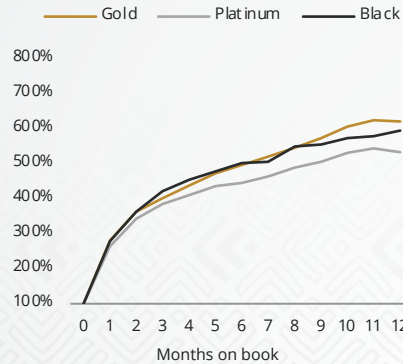


App logins

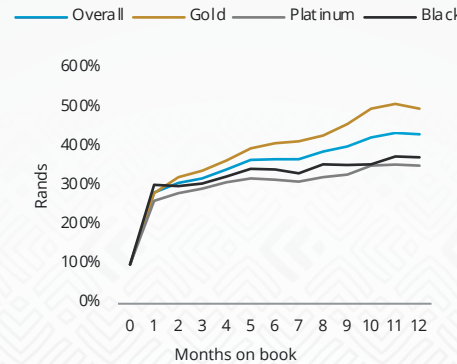
Total app logins indexed to Jul-21



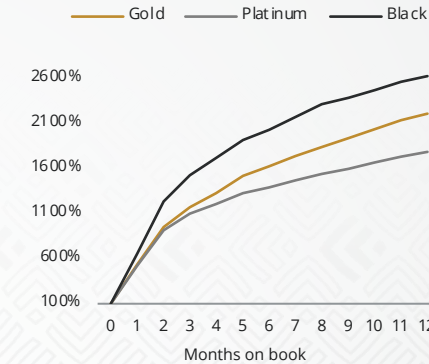
Average payments per client (indexed to month joined)



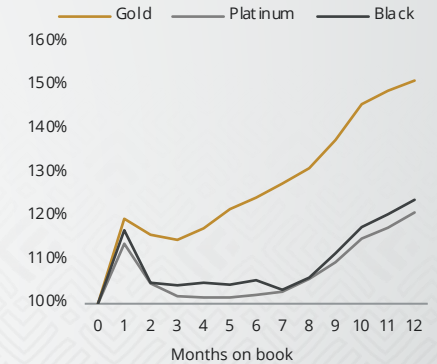
Average spend per client (indexed to month joined)



Average debit orders per client (indexed to month joined)



Average app logins per client (indexed to month joined)



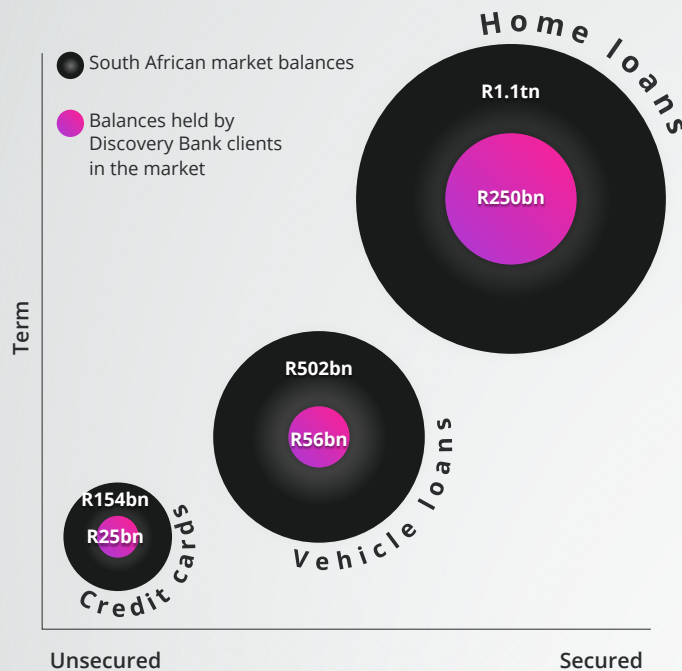
SOUTH AFRICAN HOME LOAN LANDSCAPE



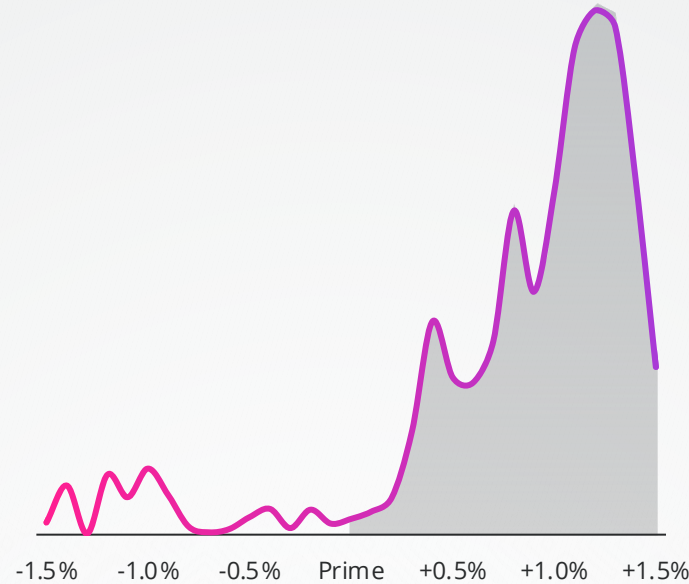
Home loans are South Africans' largest credit commitment

Approximately 9 out of 10 clients are paying interest at prime or higher rates

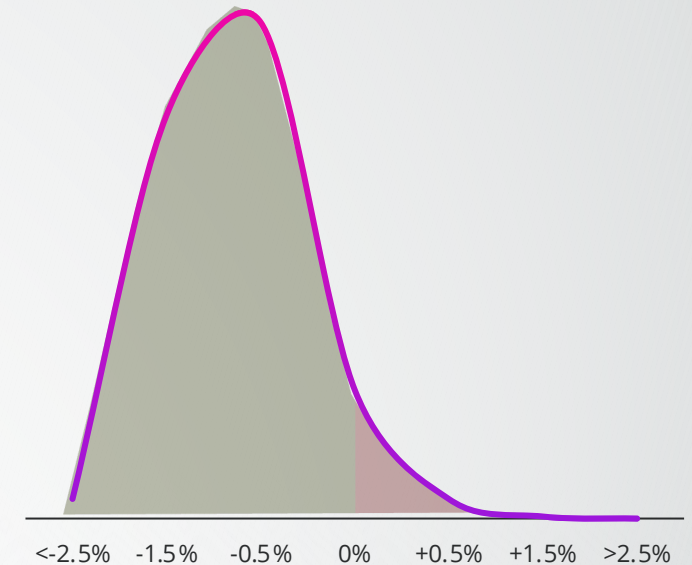
~8 out of 10 clients could improve their home loan rate



>R1.7tn total advances balances in South Africa



Only **8%** of balances are held at a rate of **less than prime**

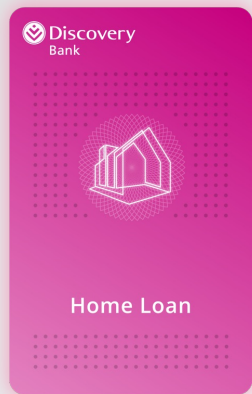



>R21bn shared-value opportunity


THE DISCOVERY BANK HOME LOAN





Discovery Bank Home Loan offering



 **New home loans, switch or refinance**

 Up to **100% financing** with personalised interest rates

 Dynamically **reduce** interest rate by **up to 1.5%**

 Up to **30-year** term

 **Access to prepaid funds**

 Up to **three co-applicants**

Integrated Discovery Home Ecosystem



Comprehensive **building and contents cover**

Protection in the event of **death or defined medical conditions**

A market-first **Shared-Value Interest Rate** that rewards clients for protecting their investment and managing their money well

Access to **alternative energy solutions and additional credit**

Access to **state-of-the-art digital banking features** and servicing

Implementation calendar



DIVERSIFYING THE DISCOVERY BANK LENDING SUITE



AVERAGE TRANSACTION VALUE

Revolving Access Facility limit > R20,000 → ~R1,000,000

THE REVOLVING ACCESS FACILITY



Discovery Bank

Revolving Access Facility

Dynamic borrowing rebate
-7%

Vitality Money status

The graphic shows a bar chart with five bars of decreasing height from left to right, representing different Vitality Money status levels. A purple arrow points from the top of the first bar to the top of the fifth bar, indicating a 7% rebate on the interest rate for the highest status level.



Only pay fees when the facility is used



Pay up to 7% less interest



Flexible monthly repayments
2.5% to 100% of outstanding balance



Apply in less than 5 minutes

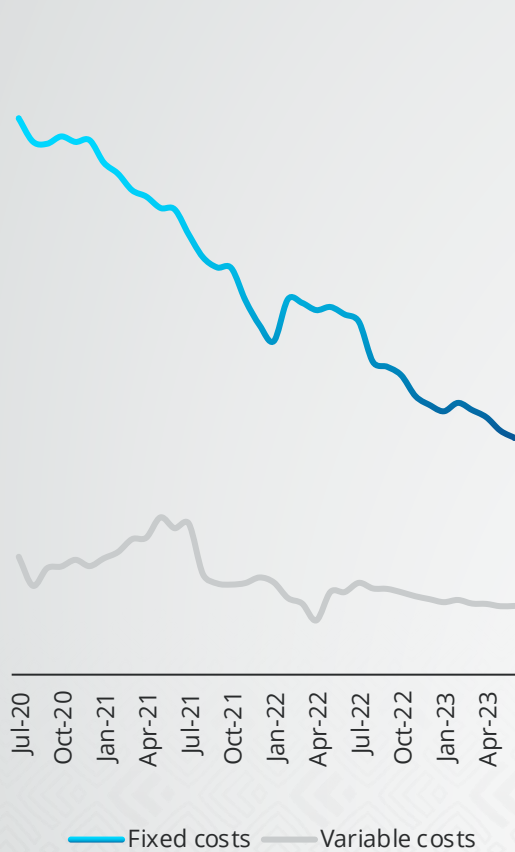
Available from the end of Q4'23

GREATER EFFICIENCY AND VALUE CREATED AS THE BANK SCALES



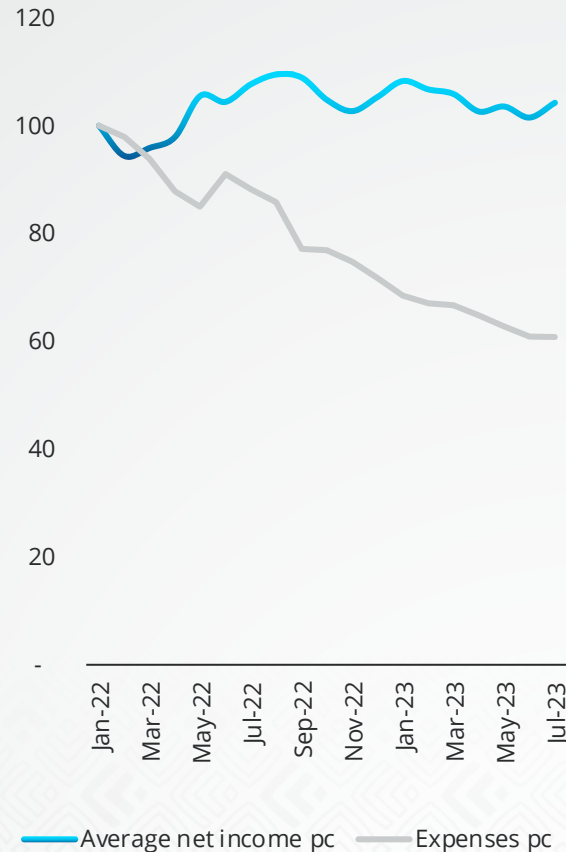
Operating expense efficiencies

Fixed and variable costs over time



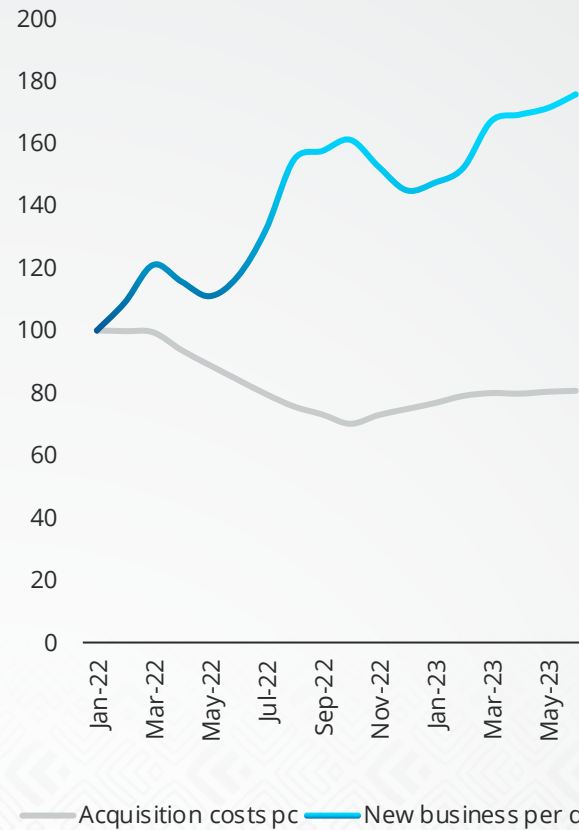
Operating leverage

Expenses and income per customer



Stable acquisition costs

Acquisition cost¹ per client and daily new business



Additional value created

Profit before new business acquisition costs

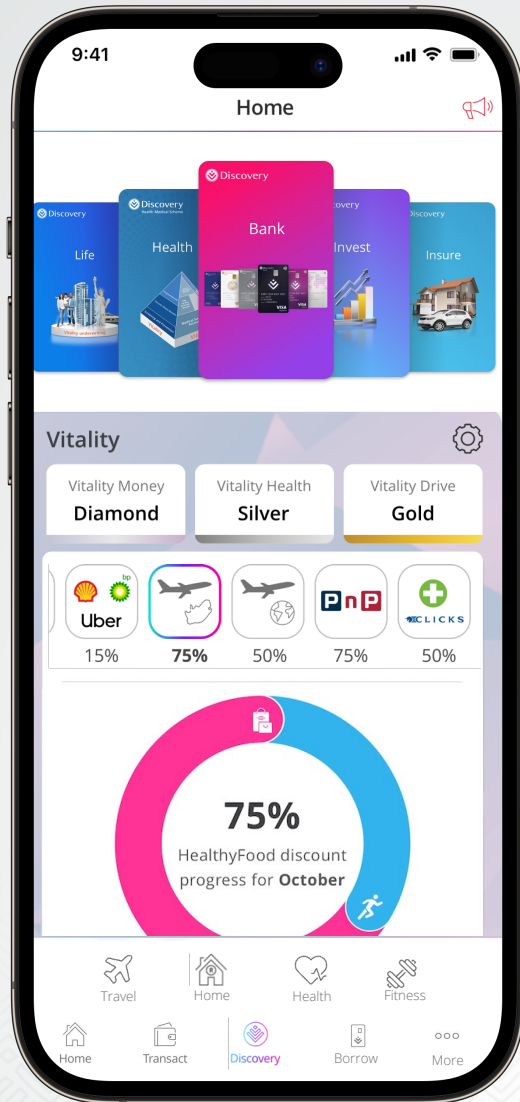


¹ Six months moving average

THE OPERATING SYSTEM FOR THE SA COMPOSITE



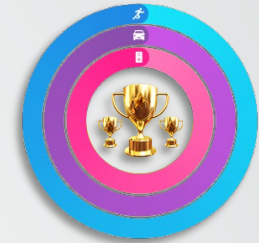
Operating system
for the SA composite



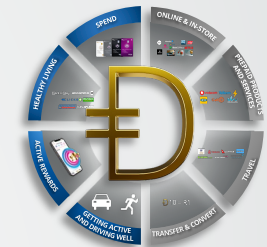
Access **all Discovery products** from the Bank app; creates integration opportunities for Bank and the rest of the SA Composite



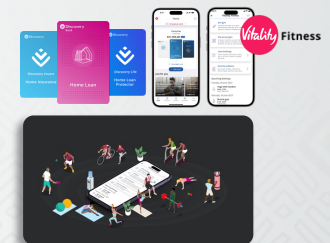
Full behaviour chassis in the Bank app, leveraging the Bank's digital banking capability and data assets to deliver **new and personalised rewards**



Monetise Shared-Value generated across the SA Composite in Discovery Miles – fully fungible and **more valuable than cash**



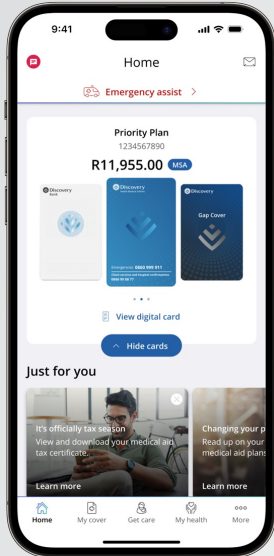
Seamless access to **unique Discovery ecosystems** directly from the Bank app; leveraging integrated payment rails



BANK DIGITAL INTEGRATION



Health

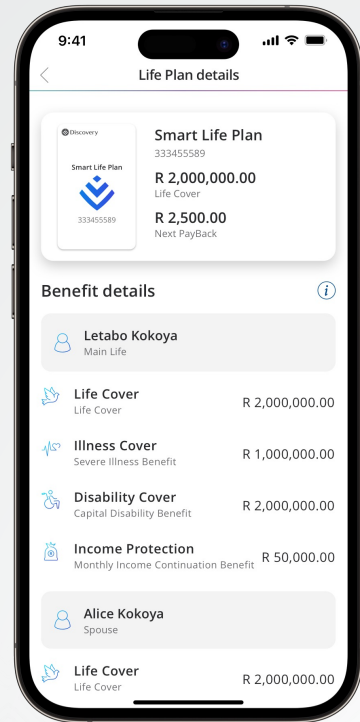


Access the Health Ecosystem from the Bank app



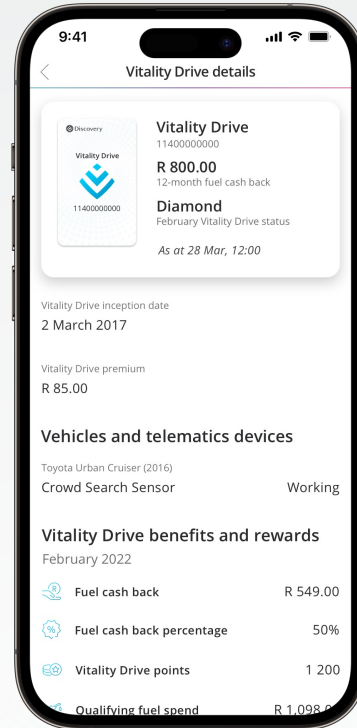
Access the Health Ecosystem from the Bank app

Life



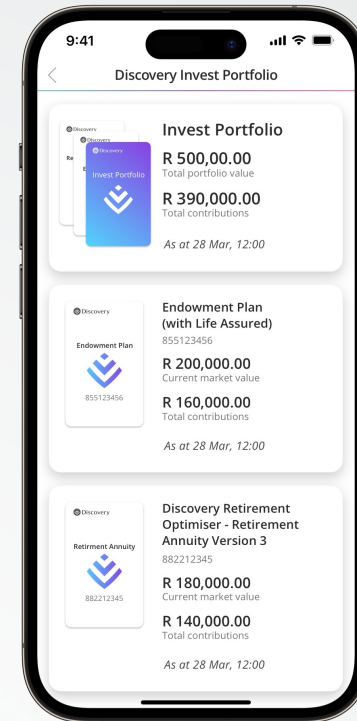
Access your Discovery Life portfolio through the Bank app

Insure



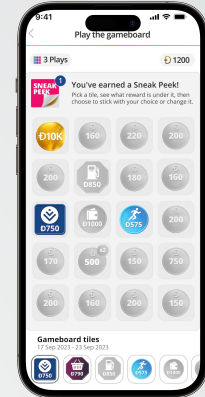
Access your Discovery Insure and Vitality Drive portfolio through the Bank app

Invest

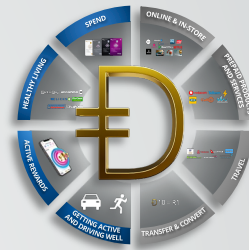


Access your Discovery Invest portfolio through the Bank app

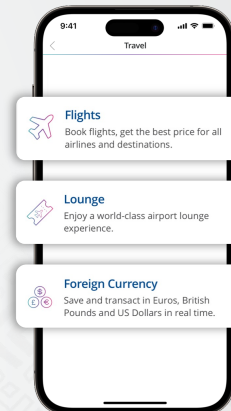
Vitality



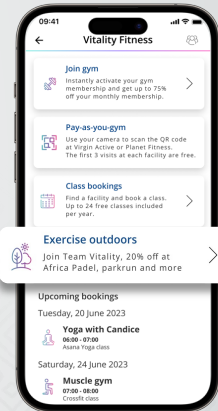
Full behavioural chassis through the Bank app



Shared-Value rewards currency



Travel Ecosystem



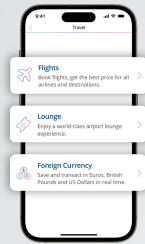
Fitness Ecosystem

UNIQUE DISCOVERY ECOSYSTEMS

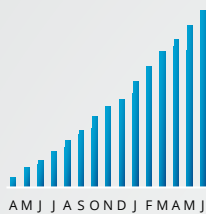


Travel

BOOK



Flight bookings ±940k



FLY

Priority FastTrack



The Lounge

Lounge visits ±180k



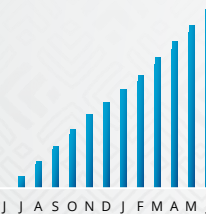
STAY

Discounted car hire and accommodation



Discounted car hire and accommodation

Accommodation and car hire ±57k



Home

Discovery
Discovery Insure
Home Insurance

Discovery
Discovery Bank
Home Loan

Discovery
Discovery Life
Home Loan Protector

Shared Value Interest Rate

Up to
1.5%
discount

Bank

Insure

Life

Vitality Money

Energy Solutions

Revolving Access Facilities

Digital banking features

Digital payments

Live Assist

Smart Vault

Prepaid utilities

WhatsApp Servicing

Digital onboarding



Health

Discovery
Prepaid Health

Discovery
Gap Cover

Discovery
Discovery Life

Discovery
Discovery Health

Discovery
Discovery Company

Just for you

MY HEALTH PATHWAY

NEXT BEST ACTIONS

View your policy

View 1200 points

Pay premium

GET REWARDED

Choose your reward

My Health

PERSONALISED PROGRAMMES

HEALTH CHECK

MENTAL WELLBEING ASSESSMENTS

MENTAL WELLBEING ASSESSMENTS

Get Care

SEEK TO A DOCTOR NOW

MAKE AN APPOINTMENT

FIND A HEALTHCARE PROVIDER

ORDER MEDICINE

My Cover

VIEW BALANCE

100%

MANAGE CLAIMS

100%

TRACK BENEFITS

100%

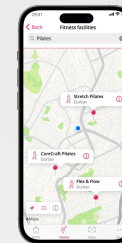
ACCESS PLAN DETAIL

100%



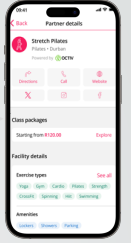
Fitness

Discover



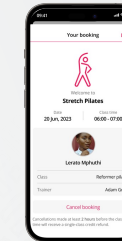
Choose from >400 facilities in South Africa

View



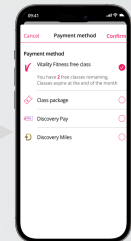
View the amenities, equipment, class schedules and location of the facility

Book



Confirm your spot at the class in a few taps

Pay



Pay using Vitality Pay, Discovery Miles or use a free credit

THE FUTURE OF BANCASSURANCE | AN ECOSYSTEM MINDSET



Distribution Model

Banks distributing insurance products across different channels



Exclusive Partnership

Insurance products tailored to the Banking products



Embedded Insurance

Insurers partnering with Banks to create unique and differentiated products



Shared-Value Bancassurance

Behavioural Banking with personalised embedded insurance and finance

BRAND



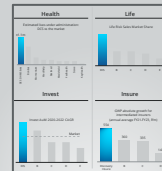
CLIENTS



DATA



ADVICE



TECH



VALUE



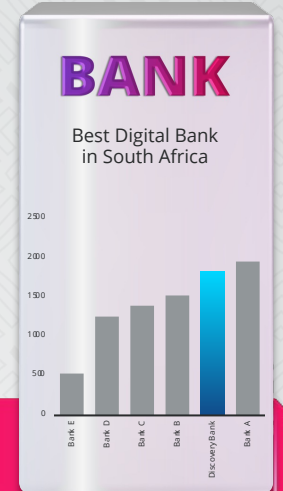
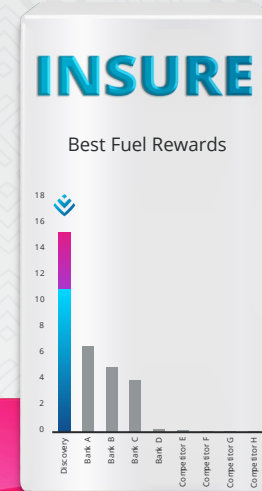
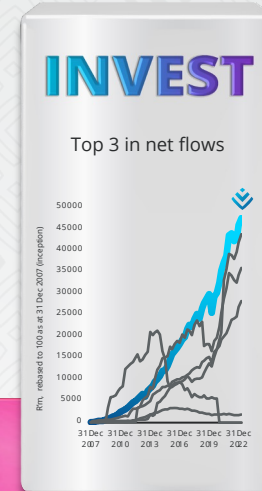
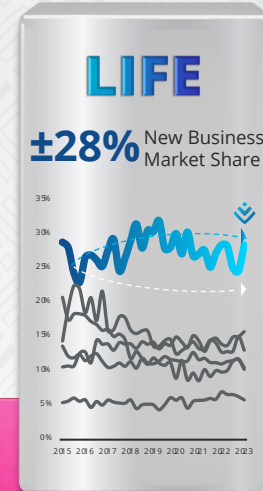
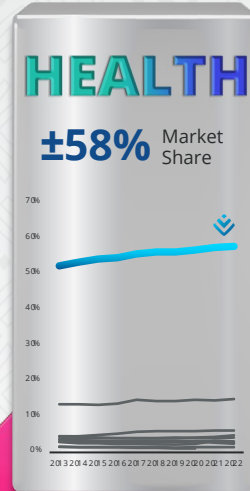
Integration



SA COMPOSITE

AMBITION 2026

Discovery SA will be the leading financial services group in SA which, through its fully integrated composite and Vitality Shared-value model, provides customers with products that are better, easy to use, deliver superior functionality and financial outcomes while demonstrably making them healthier and enhancing their lives.



Vitality™

DATA AND TECHNOLOGY

DISTRIBUTION

Discovery Bank