An overview of Sanlam's New Disability offering

The need for disability cover

Disability cover is a core need and an essential benefit in a client's risk portfolio.

It protects clients against the risk of losing their ability to earn an income due to illness or injury and the impairment underpins protect clients against the cost of living with an impairment even if they can still work. Unlike death cover it needs to not only provide for the life insured's family, but also for the life insured him-/herself.

Our new Disability offering is:

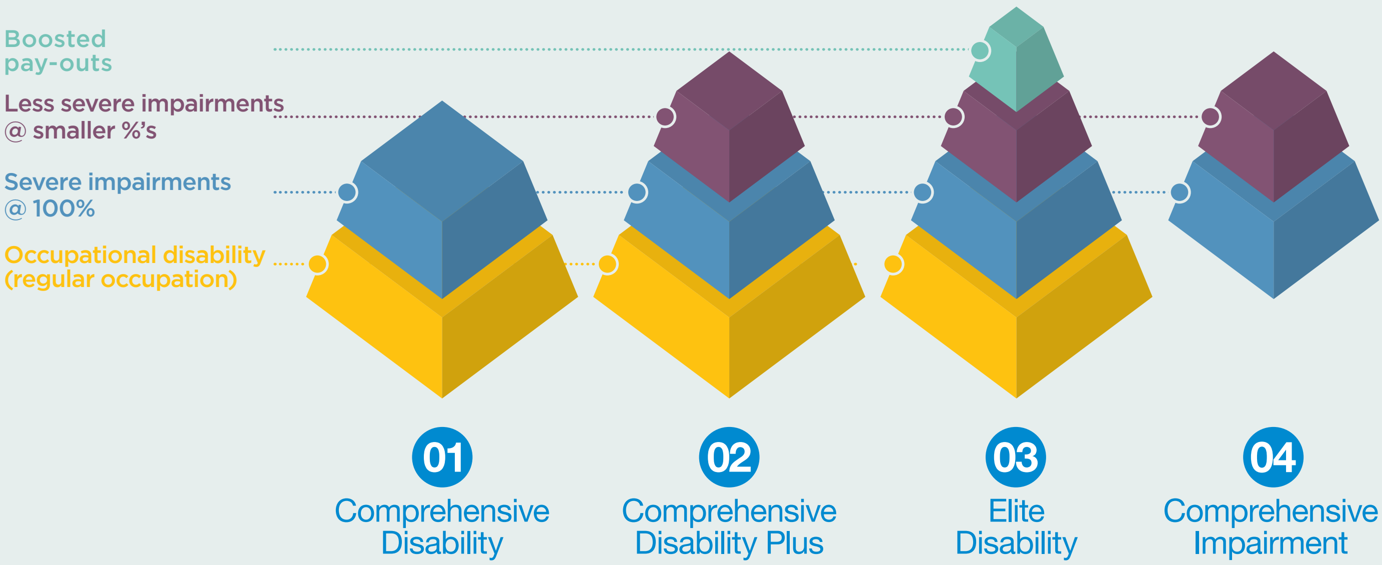
01 A streamlined solution

- To **simplify** your **advice process**
- Enabling you to sell the **right benefit to the right client**

02 An offering with which you can meet & exceed sales targets

- Owing to it being the **most comprehensive in the market**
- While still ensuring **value for money**

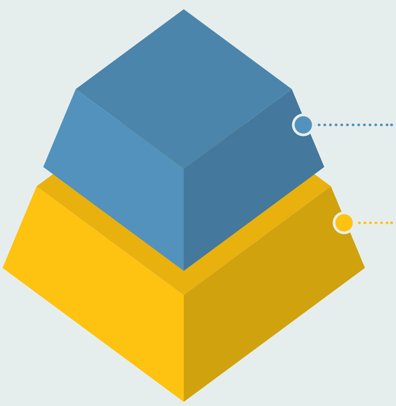
An overview of the new disability offering



* All benefits are available up to **age 65 / 70 / whole of life**

* All benefits are also available as **Accidental benefits**

01 Comprehensive Disability benefit



Severe impairments @ 100% — For example: Loss of vision in both eyes; Paraplegia; Arrhythmia with severe impairment

Occupational disability (regular occupation) — Inability to continue regular occupation

The **Comprehensive Disability benefit** provides cover for:

- Permanent occupational disability and
- Permanent impairment claim events.

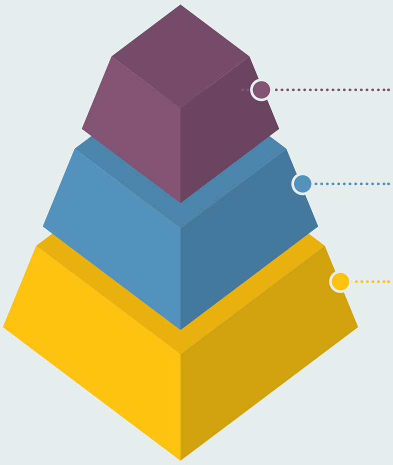
The benefit also includes the following **special features**:

1. Extended Occupational Disability Cover
2. Built-in Future Cover for Young Lives

It is available as a stand-alone and accelerator benefit.

This benefit is suitable for your **clients who want comprehensive cover, but for severe events only**. It is also suitable for Business Assurance needs as it always pays out 100% of the cover amount.

02 Comprehensive Disability Plus benefit



Less severe impairments @ smaller %'s	For example: Loss of vision in one eye; Loss of use of a leg; Hip replacement; Arrhythmia with moderate impairment
Severe impairments @ 100%	For example: Loss of vision in both eyes; Paraplegia; Arrhythmia with severe impairment
Occupational disability (regular occupation)	Inability to continue regular occupation

The **Comprehensive Disability Plus** benefit provides cover for:

- Permanent occupational disability;
- Permanent impairment claim events; and
- Accidental claim events that do not necessarily result in permanent impairment.

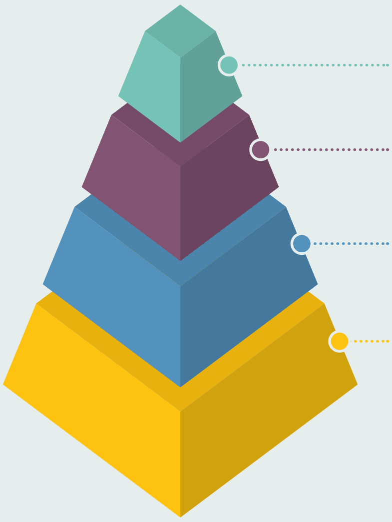
This benefit also includes the following **special features**:

1. Extended Occupational Disability Cover
2. Built-in Future Cover for Young Lives
3. Temporary Incapacity Cover for Accidental Causes
4. Temporary Incapacity Cover for Non-Accidental Causes

It is available as a stand-alone and accelerator benefit.

This benefit is suitable for your clients who want **comprehensive cover, but for severe as well as less severe events**.

03 Elite Disability benefit



Boosted pay-outs — For example: Loss of use of a leg; Arrhythmia with moderate impairment
- Pay 100% under this benefit

Less severe impairments @ smaller %'s — For example: Loss of vision in one eye; Hip replacement

Severe impairments @ 100% — For example: Loss of vision in both eyes; Paraplegia; Arrhythmia with severe impairment

Occupational disability (regular occupation) — Inability to continue regular occupation

The **Elite Disability benefit** provides cover for:

- Permanent occupational disability;
- Permanent impairment claim events; and
- Accidental claim events that do not necessarily result in permanent impairment.

The benefit also includes the following **special features**:

1. Extended Occupational Disability Cover
2. Built-in Future Cover for Young Lives
3. Temporary Incapacity Cover for Accidental Causes
4. Temporary Incapacity Cover for Non-Accidental Causes
5. Prosthesis Booster
6. Boosted pay-outs
7. Built-in child cover

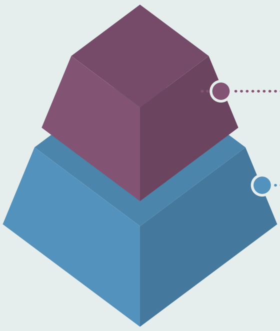
It is available as a stand-alone and accelerator benefit.

The benefit is **suitable for your affluent and/or professional clients** who want the **most comprehensive cover** available.

Boosted pay-outs *

Under the **Elite Disability benefit** the pay-outs for various less severe impairment events are boosted to 100%.

04 Comprehensive Impairment benefit



Less severe impairments @ smaller %'s

For example: Loss of vision in one eye; Loss of use of a leg; Hip replacement; Arrhythmia with moderate impairment

Severe impairments @ 100%

For example: Loss of vision in both eyes; Paraplegia; Arrhythmia with severe impairment

The **Comprehensive Impairment benefit** provides cover for:

- Permanent impairment claim events; and
- Accidental claim events that do not necessarily result in permanent impairment.

The benefit also includes the following **special features**:

1. Temporary Incapacity Cover for Accidental Causes
2. Temporary Incapacity Cover for Non-Accidental Causes

It is available as a stand-alone and accelerator benefit.

The benefit is suitable for your clients who do not qualify for occupational disability benefits, like **housewives & students**.

Special features

	Comprehensive Disability	Comprehensive Disability Plus	Elite Disability	Comprehensive Impairment
1 **Extended Occupational Cover**	✓	✓	✓	
2 **Built-in Future Cover for Young Lives**	✓	✓	✓	
3 **Temporary Incapacity Cover for Accidental Causes**		✓	✓	✓
4 **Temporary Incapacity Cover for Non-Accidental Causes**		✓	✓	✓
5 **Prosthesis Booster**			✓	
6 **Boosted pay-outs**			✓	
7 **Built-in child cover**			✓	

FIRST IN THE MARKET!

1 Extended Occupational Disability Cover

If a client stops working for reasons other than retirement (sabbatical, retrenchment, etc.), we will extend their occupational disability cover for up to 12 months, subject to certain terms and conditions.

2 Built-in Future Cover for Young Lives

Young lives purchasing standalone occupational disability will have the option to purchase an equivalent amount of life cover before age 35 next birthday, on certain life events. The life cover will be free of medical underwriting or only require a declaration of good health.

FIRST IN THE MARKET!

3 4 Temporary Incapacity Cover for Accidental and Non-Accidental Causes

These layers of Temporary Incapacity cover protect clients against the risk of health events that are not necessarily permanent, but will render them unable to work for an extended period. Claims will be assessed against the **Official Disability Guidelines (ODG)**, an objective international publication containing evidence-based return-to-work treatment guidelines. This feature pays **10% of the cover amount** and proof of loss of income will not be required.

5 Prosthesis Booster

This benefit acknowledges how expensive prosthetic devices can be, and can enable clients to regain as much of their pre-disability lifestyle and independence as possible. Claim events that qualify for this booster will have an additional percentage pay-out that will not accelerate the cover amount. Together with the Prosthesis Booster, a total pay-out of up to 250% of the cover amount is possible.

6 Boosted pay-outs

Under the Elite Disability benefit the pay-outs for various less severe impairment events are boosted to 100%.

7 Built-in child cover

This benefit acknowledges the impact on a parent's income if their child gets seriously ill or injured. Cover is similar to the Child Protector benefit on our Income Protector product, paying 10% of the parent's disability benefit cover amount.

Sanlam Protector Umbrella Trust

This is an option in partnership with Sanlam Trust, whereby clients can provide upfront consent for claims to be paid into the Sanlam Protector Umbrella Trust, in the event of them having lost their legal capacity to act at time of claim. This is a much-needed solution given the rise of dementia, as it avoids the legal process of needing to appoint a Curator Bonis or Administrator in such circumstances, which can be costly and significantly delay the payment of a claim. If the person to whom the money is payable does have legal capacity to act, the money will be paid to them as normal.

Good to know!

For the following claim events **we will pay 125% and 150% respectively:**

- **Paraplegia** due to spinal cord severance or primary neurological disease of the spinal cord
- **Quadriplegia** due to spinal cord severance or primary neurological disease of the spinal cord

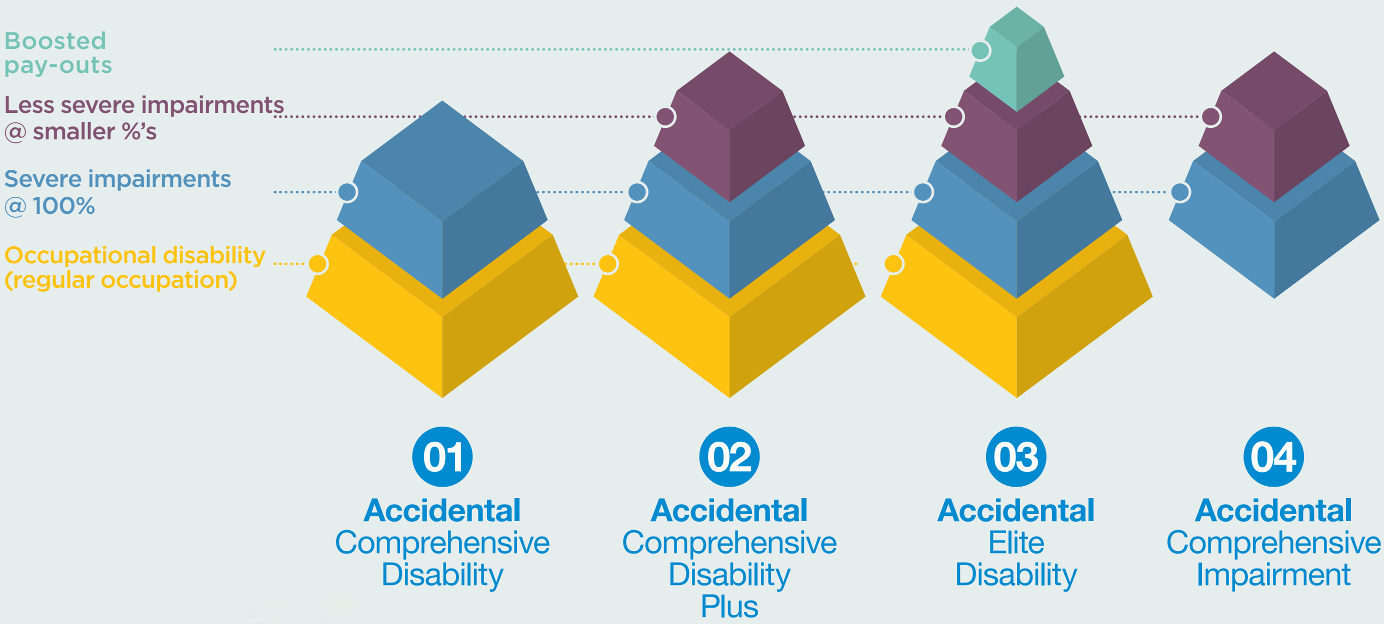
A benefit that is relevant for today's clients

The employment landscape has changed considerably over the past number of decades. Clients of today are required to work to an older age, often have different careers over their lifetime, can have multiple jobs at the same time (like Gig Economy workers), may take a sabbatical to pursue other interests, or could find themselves in-between work due to retrenchments.

Sanlam's new offering acknowledges these challenges and caters for these clients in various ways, from offering occupational disability cover that absorbs changes in occupation and gets extended for a period beyond the client ceasing active work, to offering strong impairment underpins, accidental injury cover and Temporary Incapacity cover irrespective of the client's employment status.

The most comprehensive Accidental offering in the market

All 4 benefits are also available as **Accidental benefits** with no medical underwriting:



The accidental benefits have the same benefit descriptions, but they only **cover events due to accidental causes**. They also have a shorter list of impairment events, as certain impairment events covered by the other benefits cannot be caused by an accident.

	Accidental Comprehensive Disability	Accidental Comprehensive Disability Plus	Accidental Elite Disability	Accidental Comprehensive Impairment
1 Extended Occupational Cover	✓	✓	✓	
2 Built-in Future Cover for Young Lives				
3 Temporary Incapacity Cover for Accidental Causes		✓	✓	✓
4 Temporary Incapacity Cover for Non-Accidental Causes				
5 Prosthesis Booster			✓	
6 Boosted pay-outs			✓	
7 Built-in child cover				

Accidental benefits are available as stand-alone benefits only.

Maximum cover amount: R10 million

All benefits are available up to age 65 / 70 / whole of life

Accidental benefits can be suitable for your clients who are declined during medical underwriting, or do not want to go for medical underwriting, or for clients who just want to top-up their other cover with an extra layer of Accidental cover

Please **note**

Take note that information contained in this document refers to the latest versions of the applicable products/ benefits. Consult the contract documents for information about the existing products/benefits of a life insured.

A claim will only be considered if the life insured meets the contractual claim event definition of the claim event in question, as well as any other contractual requirements Sanlam may require, as set out in the applicable contract documents.

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