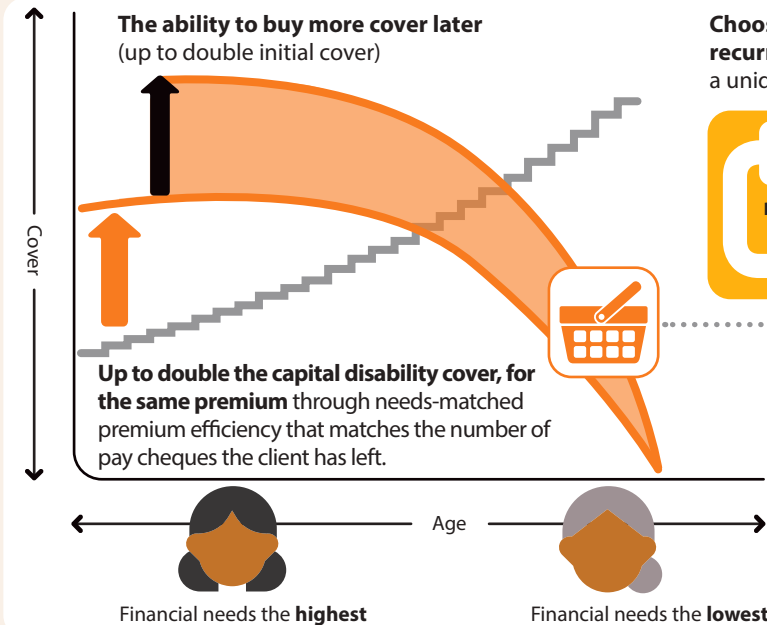


BrightRock Brief:

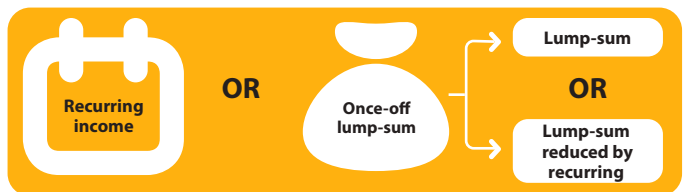
Cover for **permanent** expenses – for individual life

Replaces a client's income if they suffer an illness or an injury that's severe enough to permanently disable them. An event like this could permanently impact the client's income and ability to meet their regular expenses.

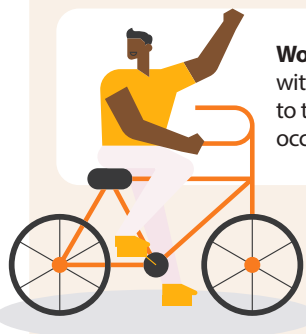
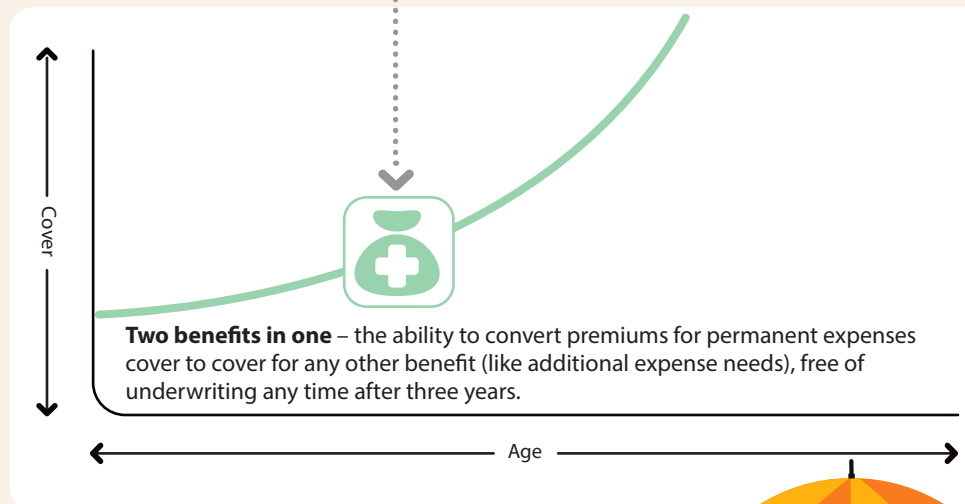
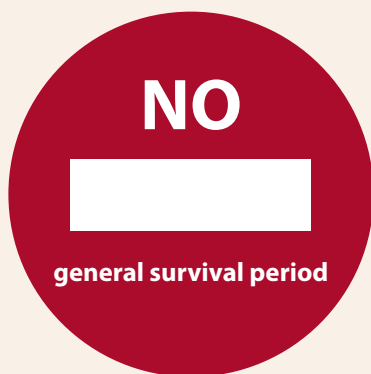
| Cover for an illness or injury with a financial impact | | |
|--|---------------------------|------------------|
| | That you can recover from | That's permanent |
| Income protection | Household needs | |
| | Childcare needs | |
| | Healthcare needs | |
| Asset protection | Debt needs | |
| | Death-related needs | |
| | Additional expense needs | |



Choose between a capitalised lump-sum or a guaranteed recurring pay-out (or a combination of both) at claim stage – a unique market-first feature.



- BrightRock will **never aggregate** against active income, so we will never reduce pay-outs while a client is claiming.
- Clients can cover **100% of after tax (net) income** and BrightRock will never require proof of loss of income as part of our claims criteria.
- BrightRock will **never reassess** a client's condition after a successful claim.



World-leading claims definitions – covering conditions like 100% pay-out for loss of a hand, with optional occupational underpins of the Job Fitness Test (first own occupation definition to transparently disclose the assessment criteria upfront) and the Personal Job Fitness Test (first occupational assessment to look at own specific job).

Clients on special leave can keep their cover for up to 12 months.

BRIGHTROCK

Examples of conditions covered (100% of lump-sum or recurring pay-outs):

- **Loss of (or loss of use of) the entire hand** – even if it's the non-dominant hand and the client's occupation isn't manual;
 - **Loss of hearing in both ears** – irrespective of whether the client can do their "own" occupation;
 - **Any stage 4 cancer** – no requirement for optimal treatment, and continues paying even if the cancer goes into remission and the client recovers completely;
 - **Loss of a leg above the knee** – even if the client continues to earn an income;
 - **Paraplegia** – irrespective of whether the client can return to work.
-

BrightRock claim case studies

Gun shot to the hand – 53-year-old veterinary specialist

- The client was shot in the hand in a hijacking and was no longer able to perform highly-specialised ophthalmic veterinary surgery. Failing the Personal Job Fitness Test meant the client qualified for a 100% pay out.

100% paid out

Oesophageal cancer, stage 4 – 42-year-old client

- The client was diagnosed with stage 4 oesophageal cancer in October 2019. BrightRock paid 100% under his permanent expenses and additional expense needs cover on diagnosis, without requiring optimal treatment, or making the client wait until his health had deteriorated significantly before paying out.
- The adviser had sold the client cover for all of his financial needs, so he had cover for household, childcare, and debt needs.
- In total, we paid R36,5 million under his permanent expenses cover, which included personal and business cover.

100% paid out

Carpal tunnel syndrome – 47-year-old male

- The client suffered from carpal tunnel syndrome for some time and qualified for a permanent expenses claim in March 2020.
- He owned a panelbeating business and because 35% of his occupation was as a panelbeater, he qualified for a 100% pay out.
- BrightRock's clinical definition for a 100% pay-out for the loss of use of a hand doesn't include onerous criteria that requires that the hand affected be the claimant's dominant hand, or that the affected hand needs to result in permanent impairment of a certain percentage of the upper limb or entire person.

100% paid out

Aneurysm and stroke – 31-year-old female

- The client suffered an aneurysm and a stroke, and unfortunately died four days later.
- BrightRock paid 100% of the permanent expenses cover based on the fact that she had confirmed irreversible central respiratory failure due to brain damage (on a life support system). We also paid her 100% for her additional expense needs cover. The client didn't have death cover with us.
- BrightRock paid out more than any other provider would have due to her cover being needs-matched and because we don't have general survival periods for any cover.

100% paid out