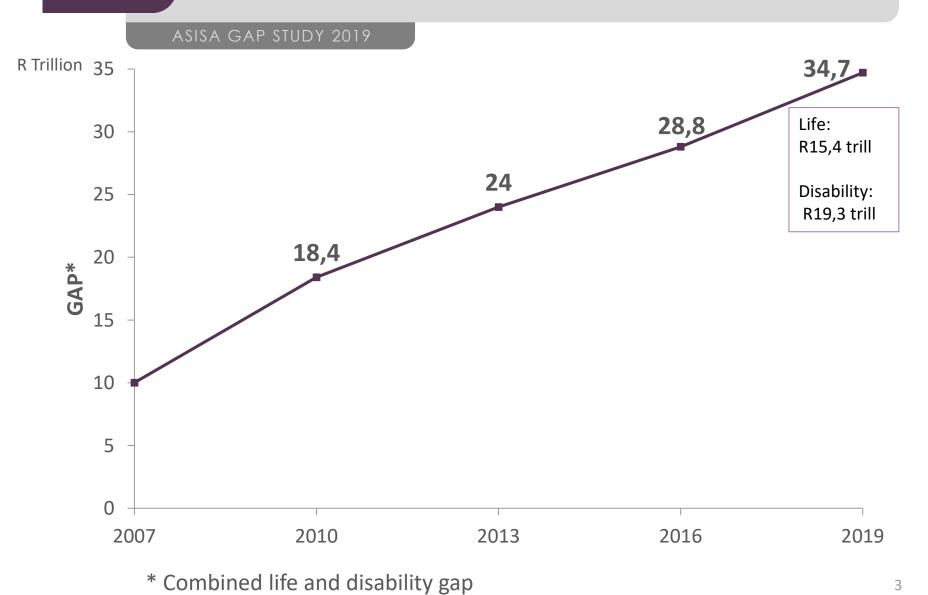


INTRODUCTION

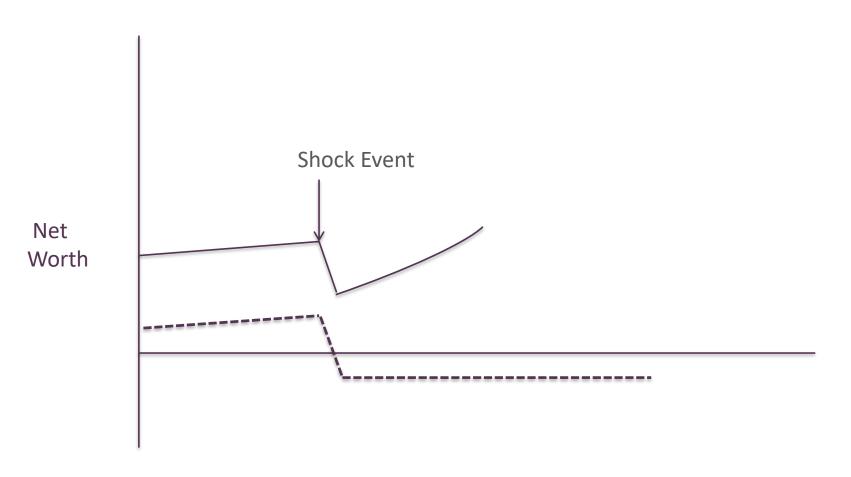
- 5th South African insurance Gap Study study conducted every 3 years by True South Actuaries on behalf of ASISA
- Study measures the extent of life & disability cover under-insurance in SA
- The Insurance Gap is the difference between the amount of insurance cover people should have to maintain their lifestyles after a death/disability event vs the amount of cover that they do have

MIND THE GAP ASISH



ASISH

ROLE OF INSURANCE



ASISH

DEATH/DISABILITY EVENTS EXPECTED during 2019

*Table 1 - Number of earners suffering a death and/or disability event in 2019

	Death Event	Disability Event
Number of earners	15.6m	15.6m
Number of events expected per year	155 950	51 642
Number of events expected per day	427	141

^{*}The South African insurance gap (2019) – A study by True South Actuaries and Consultants 11 October 2019

ASISA

BIGGEST GAP - THE UNDER-40's

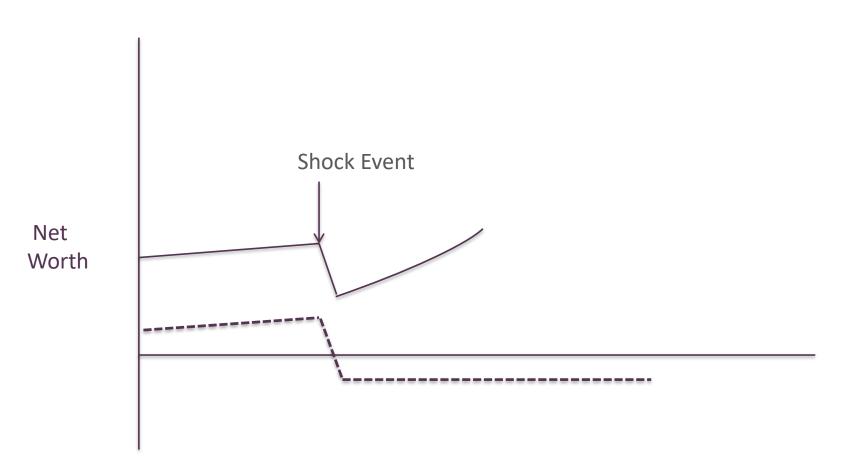
ASISA GAP STUDY 2019

Average individual life and disability insurance gap in 2018 per person

Age	Under 30	30 to 39	40 to 49	50 to 54	55 +
group					
Life cover	R1.4	R1.4	R0.9	R0.1	- R0.6 million
gap	million	million	million	million	
Disability	R1.5	R1.5	R1.2	R0.6	R0.1 million
cover gap	million	million	million	million	
Total	4.3 million	4.7 million	3.8 million	1.4 million	1.4 million
number					
of					
earners					

ASISH

ROLE OF INSURANCE



ASISU Detail ...

ASISA GAP STUDY 2019

... over to True South