



# Momentum Myriad

A partnership that changes lives, every day

**momentum**

life insurance

We offer you, as our trusted business partners, a unique Myriad value proposition which consists of us looking for opportunities in every risk and making sure that your clients benefit from the innovative outcomes linked to this, every day.

These outcomes do not only include comprehensive market-leading products but also consist of a strong commitment that we will always look for reasons to pay valid claims.

## R1.3 trillion

The total sum assured on the Myriad book.

## R300 million

Living benefit enhancements introduced to date.



Adding real value to clients with premium discounts of up to

**60%.**



## R11 billion

Value of life insurance added every month across South Africa

**One**

The only long-term insurance  
Ombudsman ruling ever against Myriad.

**R48 billion**

Paid in risk claims over the past  
16 years.



**R2.2 billion**

Momentum Interactive discounts awarded  
to your clients to date.



**R876 million**

Retirement Booster benefits allocated to  
your clients.

**R3.4 billion**

The total amount given back to your clients over  
and above claims paid.



## A journey of innovation

Having a modern day approach to modern day developments deliver reliable solutions that offer peace of mind, more importantly, meet and even exceed expectations when it is needed most. The timeline below shows that we have always been at the forefront of providing innovative products to clients.

### Building block solutions

Introduced our unique "building block" approach, "best of breed" solutions, "accurate pricing" and "Living Product" philosophy.

### Comprehensive Critical Illness Benefit

Elevated critical illness cover was launched. Copied by many competitors but Myriad's critical illness benefit still out-performs the competition with the best pay-out levels and breadth of cover in the market.

### Cash back at retirement

A loyalty cash back retirement solution was launched in the form of the Retirement Booster.

2002



2004



2006



2003



2005



2008



### Longest premium guarantees

Our "Premium Guarantee Term Extender" was activated offering your clients the longest premium guarantees in the market.

### "Whole of life" income protection

We were first to introduce the concept of "whole of life" income protection. We launched the Functional Protector Benefit which pays out a monthly benefit for whole of life in the event of permanent impairment.

### New generation income disability benefits

As a result of the new generation income disability benefits that were introduced, none of our competitors even come close to offering your clients the claim certainty that we offer, especially on partial claims.

### Longevity protection

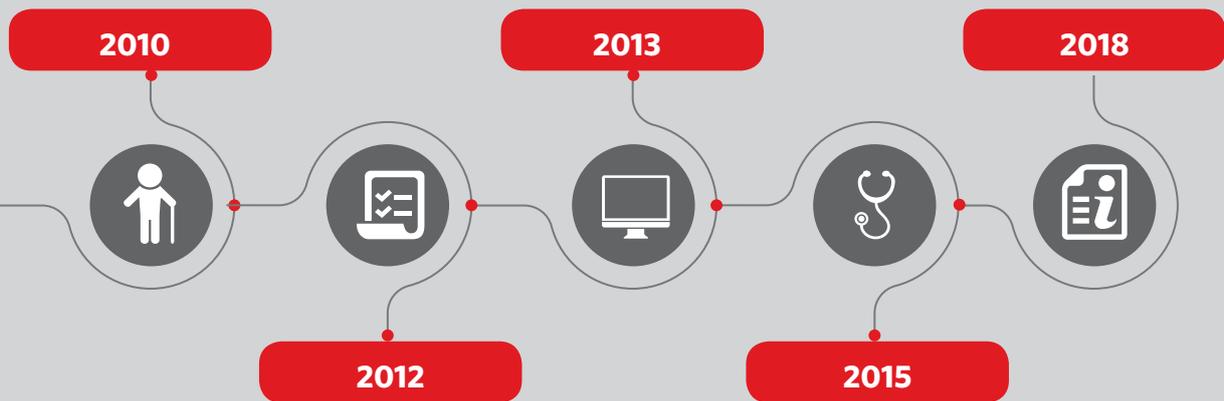
We introduced Longevity Protector™ as a world-first that includes pay-outs to your clients triggered by reaching certain longevity milestones.

### Electronic application

We streamlined our new business approach with the launch of our E-App solution. This enables you to have 24/7 convenient access to Momentum.

### Benefit enhancements

A Monthly Pay-out Option was added to the Longevity Protector™ - Income Protector and Group Income Top-up. We launched Interactive 2.0. The general survival period on our critical illness benefits was removed, together with the standard 6 month waiting period on our lump sum disability benefits.



### Expert benefit selector

New generation longevity protection was introduced and the Designer product advice tool was activated. This slick expert tool helped you to select the right benefits and options for your clients based on their specific needs.

### "Market leading" benefits

We launched new critical illness benefits that allow clients to enjoy unsurpassed guaranteed breath of cover at every stage of their lives.

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We introduced a number of new and exciting benefits to make our offering the most holistic income protection solution in the market.

## We make it our business to understand clients' needs

Part of the reason why Momentum Myriad has the unique ability to develop superior, future-thinking products and benefits is simply because we make it our business to understand your clients' varying needs. As a result, we have adopted a unique and overarching approach that is based on a solid foundation of:

### Building block flexibility

Not all your clients have similar needs hence Momentum Myriad embraces a building block approach as opposed to a "one-size-fits-all" risk solution. Each Myriad benefit is a separate building block with its own benefit rules and features. This unparalleled flexibility has put Myriad at the forefront of financial planning.

### Accurate pricing

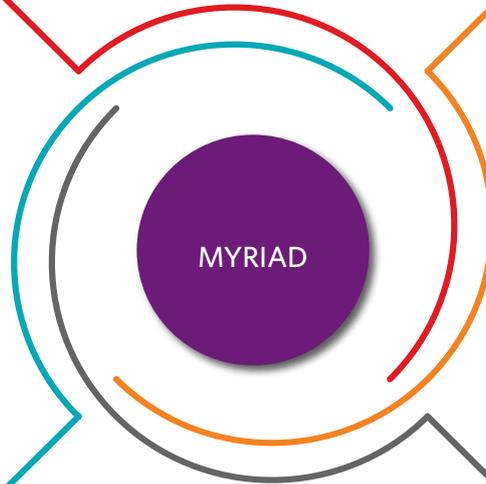
Myriad is the only product that applies personal risk rating, which uses your clients' individual criteria to rate their lives. This is a fairer way to determine your clients' premium because it is based on their individual risk profile.

### Best of breed solutions

Momentum Myriad is in the business of paying your clients' claims therefore we make every effort to ensure that benefit definitions are as comprehensive and objective as possible.

### Living product solution

Risk benefits should and do improve on an ongoing basis and we believe that existing clients should benefit from these improvements. Myriad, as a living product, thus evolves continuously over time to serve your clients' changing needs. Therefore we keep existing clients' benefits, where possible, up-to-date with the latest enhancements, either automatically or through easy policy alterations.



Risk is a fundamental component of life over which we have minimal control. We do however know that when the unthinkable does happen, your clients can count on us. Because of this, your role as financial adviser is pivotal to your clients' financial advice needs in order for them to secure an optimal level of financial wellbeing.



**24**; The age of the youngest female death claim paid in 2018.



**24**; The age of the youngest male death claim paid in 2018.



South Africa could see an increase of **78%** in the number of cancer specific cases by 2030.



Temporary disability is much more likely to occur and the vast majority of disability claims last for less than **90 days**.



**100 years**; The oldest person's family to whom we paid a death claim during 2018.

## Bringing theory to life with Myriad's product benefits

### Longevity Protector™

#### We cover your clients against the risk of outliving their capital

- A world-first, Myriad's Longevity Protector™ can be added to the income protection, disability and critical illness benefits.
- It eliminates the financial risk of living too long whether sick or healthy.
- Your clients can boost their retirement savings by up to 45% of their Myriad risk premiums when they retire via our Retirement Booster.
- If your clients have never claimed, we pay-out a lump sum when they reach age 80.

### Complete critical illness benefits

#### Unsurpassed guaranteed breadth of cover

- With the Breath of Cover Guarantee™ your clients are covered for more critical illnesses on Myriad than any other product in the market.
- We include an additional nine early cancer definitions in our critical illness benefit.
- Our critical illness cover for children includes child specific claim events.
- Under our critical illness benefit, your clients automatically get 10% (up to R250 000) free cover for their children.

### Disability benefits

#### Disability benefits with built-in functional impairment

- Clients can choose from benefits that cover their own occupations or their "Activities of Daily Work".
- At retirement, they can convert their cover to our Complete Functional Protector Benefit.
- By adding Longevity Protector™ to one of our disability benefits, your clients will receive regular top-up payments to provide for a long life, where medical advances are keeping them alive despite their disability.

## Income Protector Benefit

### The most robust claim definitions available in the market

- Clients do not have to choose between a loss of income or sickness approach.
- We have objective critical illness and impairment claims criteria and guarantee the pay-out levels and payment periods.
- By combining Myriad's disability benefits (lump sum and income protection) with our Longevity Protector™, your clients can insure up to 150% of their income.
- We provide innovative benefits like a business protector for self-employed individuals and an income protection top-up for employed individuals with group benefits.
- We offer flexible pay-out levels by way of an Annual Income Commutation Option, making this a formidable income protection benefit in the market.
- Our income disability benefits include other innovative features, such as partial claim upgrades.

## Momentum Interactive 2.0

### Healthy savings for healthy living

- We reward clients with a discount based on factors such as their body mass index (BMI), marital status, professional qualification and regular premium payments via a debit order.
- Ninety per cent of all new clients choose to be part of the Momentum Interactive experience.
- This revolutionary incentive rewards your clients with significant discounts on their insurance premiums.
- Your clients keep their discounts by simply completing an online health questionnaire, every three years.

## Momentum Multiply Premier

### A unique wellness and rewards programme

- The programme provides significant Momentum product benefits and excellent discounts on over 40 well-known brands such as Mango, Dis-Chem, Virgin Active and many more.
- Myriad policyholders who link their benefits to Momentum Interactive and who are members of Multiply Premier can save up to 60% on their Myriad premiums.

## Retirement Booster

### Reward your clients for their loyalty

- Should your clients keep their Myriad policy and qualifying Momentum retirement annuity to retirement age, they can get up to 15% of their risk premiums back through their Retirement Booster.
- When linked to a Longevity Protector™, your clients can get as much as 45% of their risk premiums back at retirement.

## Complete Functional Protector Benefit

### Protect your clients' income against the financial impact of permanent illness or injury

- We pay a monthly amount for the rest of a client's life should he or she become impaired.
- At retirement, clients with disability benefits can convert to the Complete Functional Protector Benefit.

## Education Protector

### It's the benefit that pays, irrespective of whether or not your clients claim!

- Should your clients die or become disabled, a lump sum will be paid out for their children's education.
- If your clients do not claim, they will get a refund of all their premiums.

## Premium Guarantee Term Extender

### We offer your clients the longest premium guarantees in the market

- The free Premium Guarantee Term Extender extends the standard premium guarantee term by one year for every two qualifying premium or benefit amount increases.
- It nearly doubles the initial guarantee term.
- This results in Myriad offering the longest premium guarantees in the market.

## Last Survivor Death Benefit

### First of its kind in the market

- With Myriad estate duty is sorted because it is the most cost-effective way to cover estate duty.
- This benefit pays on the last of the two spouses' death, while waiving the premiums on the death of the first spouse.

## We are living longer

The vast majority of your clients have a set of genes that will allow them to easily reach their late 80s and early 90s, not to even mention the phenomenal medical advances that will aid their longevity. In fact, by 2055 there will be more people over the age of 60 than under the age of 15 in the world.

Longevity is becoming more of a reality with claims made for people over 100 years old for the seventh year in a row.

### Oldest death claims since 2011

| Year | Age at death |   | Gender |
|------|--------------|---|--------|
| 2011 | 107          |   | Male   |
| 2012 | 104          |   | Male   |
| 2013 | 104          |   | Male   |
| 2014 | 103          |   | Female |
| 2015 | 105          |   | Female |
| 2016 | 104          |   | Male   |
| 2017 | 104          |   | Male   |
| 2018 | 100          |  | Male   |

Viewing longevity as a major risk factor, Momentum Myriad is the only insurer, world-wide, that offers a longevity benefit that can provide clients with additional pay-outs when they claim and provide them with a Longevity Enhancer pay-out at age 80, if they have never claimed before.



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