

Wealth Associate (PTY) LTD General Exclusion Grid 2014

| DEATH BENEFIT EXCLUSIONS - GENERAL TERMS | | | | | | |
|--|--|---|--|---|--|--|
| | Discovery Life | Sanlam | Liberty | Momentum | Altrisk | Bright Rock |
| Death due to suicide (within 24 months) | Your death or the death of any of your dependants is due to suicide and occurs within 2 years of cover commencing or reinstatement of your policy. | Sanlam Life will not admit a claim if death is caused by suicide, also during insanity, committed within 24 months after cover for the benefit has started, or after the policy has been re-instated after an earlier lapse. If the cover amount is increased, other than through benefit growth, this period will apply to the increase in the cover amount from the date of alteration The person or entity who claims the benefit must prove that the life insured did not commit suicide. | If, within 2 years of the issue date or date of any revival, the Life Assured dies by his or her own deliberate and intentional act, the contract will be void in respect of this Life Assured and no benefits will be payable | Your death or the death of any of your dependants is due to suicide and occurs within 2 years of cover commencing or reinstatement of your policy When restarting the benefit; a new 2 year period will apply. If the insured life increases the benefit amount, a new 2 year period will apply to the increased portion from the date of the increase. | Own act with the intention of committing suicide within 2 years of commencement date or any voluntary life cover increase. | A deliberate attempt to end their own life (suicide) in the first two years of your policy's start date or reinstatement |
| Violation of criminal law by the life covered | None | None | None | None | None | Deliberately breaking any criminal law. |
| Consumption of poisons, narcotics or medication | None | None | None | None | None | Deliberately or negligently taking in poison, drugs, narcotics or medicines (except if your doctor prescribed them and you used them as prescribed). |
| Other General Exclusions | Discovery Life is unable to obtain sufficient medical or financial (if applicable) evidence from the assured lives, your dependants or treating medical practitioner to fulfil our criteria for making a benefit payment | None | None | None | None | Deliberately inhaling fumes. |

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| INJURY & ILLNESS EXCLUSIONS - GENERAL TERMS | | | | | | |
|--|---|---|---|---|--|--|
| | Discovery Life | Sanlam | Liberty | Momentum | Altrisk | Bright Rock |
| Self-inflicted injuries | Your disability, severe illness, or family illness – or that of any of your dependants – was deliberately self-inflicted. | Deliberately self-inflicted injury. | Attempted suicide or deliberate self-infliction of injury. | Intentional or grossly negligent self-inflicted injury. | If the incident or illness giving rise to such claim was directly or indirectly caused occasioned, accelerated or aggravated by self-inflicted injuries. | Self-inflicted injury, either on purpose or through your own gross negligence. |
| War, civil commotion, riot, terrorist activity or rebellion | Willful involvement in any riot, insurrection, usurpation of power, martial law or war. | Participation in riot, insurrection, civil commotion, military or hostile action, or an act of terrorism. | None | We will not admit the claim, if it arose, directly or indirectly, as a result of the insured life or policyholder's participation in any terrorist activity, riot, civil commotion, rebellion or war. | None | Taking part in war or acts of war civil commotion, uprising, riots, seizing of power, terrorism or any act of terrorism. |
| Radioactivity or nuclear explosion | None | Nuclear explosion or radio-activity. | Exposure to atomic energy, nuclear fission or reaction, terrorism. Biological or chemical hazards and warfare agents. | Radioactivity and nuclear explosion | None | None |
| Violation of criminal law by the life covered (Note A) | wilful and deliberate breaking of any law | a deliberate, unlawful act | Wilful and material violation of any criminal law | Willful and deliberate breaking of any criminal law that accelerates or increases the risk. | None | Deliberately breaking any criminal law. |
| Consumption of alcohol (Note A) | Consumption of alcohol above the legal limit. | Being under the influence of alcohol or drugs. | <i>Reference against violation of criminal law.</i> | <i>Reference against violation of criminal law.</i> | <i>Reference against Self-inflicted injuries.</i> | <i>Reference against Violation of criminal law</i> |

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| Consumption of poisons, narcotics or medication | Intentional and negligent consumption of poisons, drugs and narcotics unless prescribed by a registered medical practitioner (neither you nor your dependants may perform the role of registered medical practitioner in such a case). | Drugs or medicine not in accordance with prescription, or being under the influence of alcohol or drugs. | <i>Reference against violation of criminal law.</i> | <i>Reference against violation of criminal law.</i> | <i>Reference against Self-inflicted injuries.</i> | Deliberately or negligently taking in poison, drugs, narcotics or medicines (except if your doctor prescribed them and you used them as). |
| Other General Exclusions | Discovery Life is unable to obtain sufficient medical or financial (if applicable) evidence from the assured lives, your dependants or treating medical practitioner to fulfil our criteria for making a benefit payment. | Mental and back disorders if applicable: See Note C: | None | None | None | Deliberately inhaling fumes. See Note C: |
| Aviation (other than a fare-paying passenger on a registered airline) | <i>Reference against hazardous sport or pursuit.</i> | Participation in any aviation activity, except as a passenger in an aircraft seating at least 20 passengers or a smaller aircraft on a regular flight scheduled for the transport of passengers. | <i>Reference against hazardous sport or pursuit.</i> | <i>Reference against hazardous sport or pursuit.</i> | <i>Reference against hazardous sport or pursuit.</i> | <i>Reference against hazardous sport or pursuit.</i> |

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|---|--|--|---|--|---|---|
| Participation in hazardous pursuits and/or risky activities (Note B) | Excluded. Regular participation in any hazardous sport or pursuit which was not disclosed to Discovery Life at any point in time before the claim. | Automatically excluded. Acrobatic or micro-light flights, hang-gliding, paragliding, parasailing, sky-diving, parachuting or sky-surfing cave diving, commercial diving, or exploration of underwater wrecks for financial gain participation in motorised racing or speed contests professional boxing, kick-boxing or wrestling. | Further, unless Liberty Life has expressly agreed in writing that the risk will be covered, regular participation by the life assured in hazardous or risky hobbies, sports or activities, will also be excluded. | None | The owner undertakes that Hollard Life be advised in writing should the life insured take up a hazardous sport or pursuit, including (but not limited to) rock climbing, hang gliding, micro-lighting, acrobatic flying and speed contests of any kind. | These changes may affect the risk you present to us and the terms we originally offered you. Failure to disclose information to us is one of BrightRock's standard claims exclusions. |
| Failure to immediately obtain medical advice after injury or illness | None | None | Refusal to seek or follow medical advice. | None | None | If you are injured or get sick, you must get medical treatment as soon as possible to qualify for a claim against your cover with us. |
| Failure to follow medical advice after injury or illness | None | We will not admit a claim if the disability of the life insured can be substantially removed or improved by surgery or other medical treatment, which we can reasonably expect him or her to undergo, taking into account the risks involved and the chances of success of such surgery or treatment. | Refusal to seek or follow medical advice. | Reasonable optimal treatment: This is the treatment that we can reasonably expect the insured life to undergo. | None | You must follow your doctor's advice and finish your full treatment. If you don't, we will not be able to pay your claim. |

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| NOTIFIABLE EVENTS AFTER INCEPTION OF POLICY | | | | | | |
|--|--|---|--|---|---|--|
| | Discovery Life | Sanlam | Liberty | Momentum | Altrisk | Bright Rock |
| Participation in hazardous pursuits and/or risky activities (Note D) | Required -Must be disclosed to Discovery Life at any point in time before the claim. | Not Required – However reference against definitive list of hazardous pursuits that are excluded. | Required - Excluded unless Liberty Life has expressly agreed in writing that the risk will be covered. | No reference found. | Required - The owner undertakes that Hollard Life be advised in writing should the life insured take up a hazardous sport or pursuit. | Required -Failure to disclose information to us is one of BrightRock's standard claims exclusions. |
| Regular participation defined | No reference found. | Not applicable. | Regular participation is defined in participating in an activity more than once a year. | Not applicable | One-off casual participation in a hazardous sport or pursuit in an appropriately controlled environment does not need to be notified to Hollard Life. | No reference found. |
| Smoking habits (Note E) | Required. | Not Required. | Not Required. | Required -You must notify us if there is any change in the insured life's smoking habits. | Not Required | Required. |
| Change Occupation (Note E) | Required – If you fail to notify Discovery Life of your change in occupation from that nominated at policy inception, where the new occupation is classified by Discovery Life as falling into a risk category for which the relevant benefit would not have been granted to the claimant. | Not Required. | Not Required. | Required - You must notify us if there is any change in the insured life's occupation. | Required - The owner undertakes that Hollard Life be advised in writing should any life insured change his/her occupation. | Required - We need to know should the people insured on your policy make any major lifestyle changes. Change careers for example, if you go from being an accountant to working as a chef. |
| Change of Address (Note E) | Not Required | Not Required | Not Required | If the insured life emigrates or is relocated to another country. If any new vocation followed outside South Africa increases the insured life's risk (including but not limited to hobbies, humanitarian assistance and extramural activities and the like). | Not Required | Required – If you move to another country or travel outside the borders of South Africa for more than 30 days. |

In addition to these general exclusions and any specific avocation and/or medical exclusion for the Life Assured there are also specific exclusions relating to each benefit selected as well as specific amounts payable depending on the severity levels of illness, disability or impairment or the type of illness. Please read through the material information in the policy document relating to smoker status, occupation, education, income, health and medical history provided including the declarations made on application which was taken into account on agreement of the policy terms and conditions.

NOTE A: Violation of a criminal law, consumption of alcohol and inhalation of fumes: The consumption of alcohol should include “above the legal limit.” Since most, if not all people, consume alcohol intentionally, the wording “deliberate” and “intentional / excessive” is ambiguous and unacceptable. The wording “violation of any criminal law” should read “deliberate” or “wilful” violation of criminal law, and “intentional” inhalation of fumes.

NOTE B: There is a definitive list supplied by most insurers but this is not complete: A definitive list does provide the advisor with a record of pursuits that are deemed hazardous by the provider. In the instance where no list is provided or the company determines at their discretion what they deem to be a “hazardous pursuit”, then the decision is purely subjective. In either case, the financial advisors need to ensure that they remain constantly updated, since the liability rests with them.

NOTE C: Mental and back disorders: Sanlam includes all mental and back disorders, but the client has an option to exclude certain mental conditions and mechanical back pain at a discount of about 30%. This option is suitable for clients who suffer from existing back and mental conditions that normally may lead to the disability benefit being declined

NOTE D: Most companies will underwrite hazardous pursuits at the outset of the contract and will accept, load or exclude as appropriate, however not all the companies insist on notification on changes in participation of hazardous pursuits in order for the disability benefits on the life assured to remain unaffected. Some companies automatically exclude listed hazardous pursuits under general exclusions. Failure to notify the insurer of any risk in writing and confirmed acceptance of the risk in writing will result in the claim being re-rated and this can be to Rand zero, which effectively means a repudiation of the claim. It is generally accepted that regular participation is defined in participating in the risky activity more than once a year.

NOTE E: Not all companies require notification of change of smoker status and occupation or residence in order for the disability and physical impairment benefit to remain unaffected. However failure to notify insurers that do require notification in writing may result in the claim being re-rated and this can be to Rand zero which effectively means a repudiation of the claim.

Normally a claim will only be affected if the new residence or occupation is of a higher risk category for example – if an accountant becomes an actuary there is no problem as these are in the same risk category, but if an accountant becomes a professional hunter, then the insurer must be notified, as the latter category will not be covered.