

WELCOME TO OUR FRESH EDITION OF THE INTERMEDIARY JOURNAL



Umvuzo Health 2021 Benefit Launch. Happy Health. Happy Life.

On the 7th of October 2020, we held our annual Benefit Launch at Kyalami Equestrian Park. As always, we did things differently, and even more so with all the new adjustments our world has undergone in 2020! And so, the idea of a drive-in movie was born.

We still wanted our members to experience the Benefit Launch and thanks to our innovative approach we can proudly say that we're the first medical aid to host a drive-in Benefit Launch, BUT also one of the few medical schemes that hosted a physical launch this year!

Our aim was to give attendees the full drive-in experience while staying true to our theme of Happy Health, Happy Life (because let's be honest, more now than ever we have realised our life is linked to happy health!).

The guests entered the property and could already see the drive-in screen from afar with the safety precautions (regarding social distancing and mask wearing) on the screen, as well as the radio frequency we would

be using. Attendees were then directed to the correct stands. The Umvuzo "waiters" were quick to bring all the necessities for guests to enjoy in their cars while proceedings kicked off.

The "waiters" were dressed in yellow Umvuzo golfers and caps; navy aprons and Umvuzo face masks with a "How can I help you?" yellow button, portraying the full drive-in experience.

Firstly, as with all movies, some popcorn and a beverage was given to all the guests. Secondly, a custom Happy Health Survival Box filled with goodies to keep everyone motivated for the rest of the year was given as a gift to all the guests.

As the launch started the attendees, both physical and virtual, were welcomed by Busi Roberts, Head of Marketing and Communication at Umvuzo Health. Thereafter she introduced the Happy Health Happy Life film, which consisted of short scenes that explained the latest updates to the various Umvuzo Health Options – starring Roberts and Suzelle de Kock.

The main takeaways from the film was that even with a loss of 4 employer groups due to the implications of Covid-19, Umvuzo Health still experienced an overall growth in membership. The overall contribution increase was announced at **5.67%** for 2021, with changes especially made to make all our Umvuzo Health Options more competitive in the market.

Another huge accomplishment announced was the Scheme's decision to give back **8%** of its 38% solvency to its members, which converts to over R100 million in rand value. This accomplishment is due to the efficiency of the medical scheme management. In conclusion, the astounding overall increase of **5.67%** coupled with the benefit increases of up to **85%** on all Options had the crowd smiling.

The main financial implications of the changes were announced as follows:

ACTIVATOR OPTION

	2020 Tariffs per month	2021 Tariffs per month	Increase per month	Increase for member with 50% subsidy
Principal member	R1 405.00	R1 496.00	R91.00	R45.50
Adult/Spouse dependant	R1 405.00	R1 496.00	R91.00	R45.50
Child dependant	R 787.00	R 838.00	R51.00	R25.50

The contribution increase for the Activator Option is **6.48%**, with a benefit increase of up to **85%** in some categories. The new changes on the Activator Option sees the introduction of more stand-alone benefits that do not come off the day-to-day benefits as was the case in the past. Nominated GP visits no longer have a rand value limit, but beneficiaries can enjoy uncapped visits to the member's own nominated GP. This then means the day-to-day benefits are only used for non-nominated GP visits or after hour visits, acute medication as well as over the counter medication.

ULTRA AFFORDABLE OPTION

Income < R6 250	2020 Tariffs per month	2021 Tariffs per month	Increase per month	Increase for member with 50% subsidy
Principal member	R 957.00	R1 019.00	R62.00	R31.00
Adult/Spouse dependant	R 957.00	R1 019.00	R62.00	R31.00
Child dependant	R 653.00	R 695.00	R42.00	R21.00
Income > R6 250	2020 Tariffs per month	2021 Tariffs per month	Increase per month	Increase for member with 50% subsidy
Principal member	R1 408.00	R1 500.00	R92.00	R46.00
Adult/Spouse dependant	R1 408.00	R1 500.00	R92.00	R46.00
Child dependant	R 791.00	R 842.00	R51.00	R25.50

The contribution increase for the Ultra Affordable Option is **6.53%**, with a benefit increases of up to **85.29%**.

ULTRA AFFORDABLE VALUE OPTION

Income < R6 250	2020 Tariffs per month	2021 Tariffs per month	Increase per month	Increase for member with 50% subsidy
Principal member	R 882.00	R 939.00	R57.00	R28.50
Adult/Spouse dependant	R 882.00	R 939.00	R57.00	R28.50
Child dependant	R 602.00	R 641.00	R39.00	R19.50
Income > R6 250	2020 tariffs per month	2021 tariffs per month	Increase per month	Increase for member with 50% subsidy
Principal member	R1 297.00	R1 381.00	R84.00	R42.00
Adult/Spouse dependant	R1 297.00	R1 381.00	R84.00	R42.00
Child dependant	R 728.00	R 775.00	R47.00	R23.50

The contribution increase for the Ultra Affordable Value Option is **6.48%**, with benefit increases of up to **85.29%** in some categories.

STANDARD OPTION

	2020 Tariffs per month	2021 Tariffs per month	Increase per month	Increase for member with 50% subsidy
Principal member	R1 900.00	R2 024.00	R124.00	R62.00
Adult/Spouse dependant	R1 804.00	R1 921.00	R117.00	R58.50
Child dependant	R 810.00	R 863.00	R 53.00	R26.50

The contribution increase for the Standard Option is **6.53%**, with a benefit increase of up to **85.29%** in some categories.

SUPREME OPTION

	2020 Tariffs per month	2021 Tariffs per month	Increase per month	Increase for member with 50% subsidy
Principal member	R2 419.00	R2 540.00	R121.00	R60.50
Adult/Spouse dependant	R2 274.00	R2 388.00	R114.00	R57.00
Child dependant	R 798.00	R 838.00	R 40.00	R20.00

The contribution increase for the Supreme Option is **5%**, with a benefit increase of up to **85.29%** in some categories.

EXTREME OPTION

	2020 Tariffs per month	2021 Tariffs per month	Increase per month	Increase for member with 50% subsidy
Principal member	R3 153.00	R3 311.00	R158.00	R79.00
Adult/Spouse dependant	R2 964.00	R3 112.00	R148.00	R74.00
Child dependant	R1 056.00	R1 109.00	R 53.00	R26.50

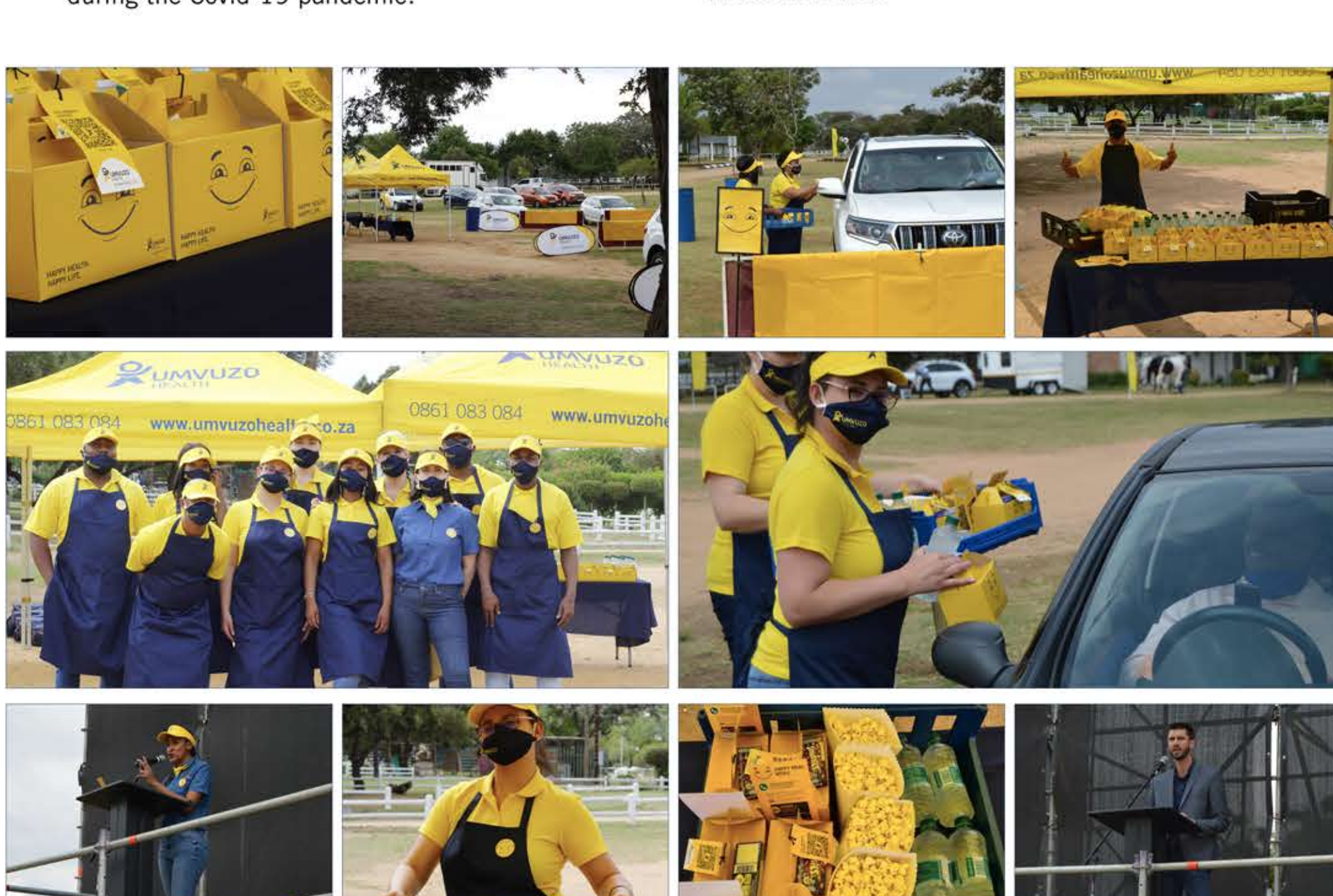
The contribution increase for the Extreme Option is **5.01%**, with a benefit increase of **86.99%** in some categories.

UMVUZO HEALTH'S COVID-19 STATISTICS 2020

- We have over 1 123 members who tested positive for Covid-19.
- We paid out over R11 million in Covid-19 related claims so far.
- 19 members lost the battle to the Covid-19 virus.
- 1 104 members recovered from Covid-19.
- 1 105 people were retrenched due to the pandemic.
- 4 employer groups were lost.
- Over a 1 000 new members joined Umvuzo Health during the Covid-19 pandemic.

After the film De Vos Malan took to the stage to thank the attendees and close the event proceedings. The guests were then invited to enjoy their lunch in their preferred area (their car or the designated area).

Shortly after being entertained by Umvuzo's own rendition of #Jerusalemadancechallenge, many attendees joined the Umvuzo Health team in the designated area, thus there was the opportunity to mingle and catch-up with everyone. After enjoying a delicious lunch of burgers, chips and milkshakes, attendees took their leave with words of congratulations and well wishes.



2021 UMVUZO HEALTH BENEFIT BROCHURES

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2021 UMVUZO HEALTH BENEFIT CHANGES

[CLICK HERE](#)

JERUSALEMADANCECHALLENGE #JERUSALEMADANCECHALLENGE

[WATCH NOW](#)

HAPPY HEALTH. HAPPY LIFE. UMVUZO HEALTH MOVIE

[WATCH NOW](#)

WHAT SOME OF OUR GUESTS HAD TO SAY

"The new added benefits will be easy to market. They loved the launch." ~ **Oosie Oosthuizen, Principal Officer**

"Congratulations are in order to the entire Umvuzo team for yesterday's classy launch on the grass at Kyalami. You really blew most of our socks off. In my more than two decades existence in the industry, this was a first of its kind." ~ **Mosala Mokate, Oosthuizen Bros**

"Love the new benefits, can't wait to see your new product." ~ **Alexander Forbes**

"Ladies and gentleman...and the oscar for best benefit improvements of the year goes to...Umvuzo! Best performance female actress....none other than our astounding...Suzelle de Kock....who also walks away with best creative idea during national MAS review period in the whole of SA...well done...well done!" ~ **Karin, Optivest**

"Well done, loved the launch mainly due to it being different and being able to keep my attention - Umvuzo's benefit enhancements will definitely deliver value and the increase, whilst higher than some, is good. It is the rand values that ultimately count hey! Thank you ~ **Charleen Rix, Sasfin**

WISHING YOU ALL A SAFE 2020 FURTHER AND TOGETHER WE AWAIT AN EXCITING 2021!

TRAINING DATES

Join us for an Umvuzo Health accreditation training session!

WEDNESDAY - 21 OCTOBER
9:30 - 11:00 14:30 - 16:00

TUESDAY - 27 OCTOBER
9:30 - 11:00 14:30 - 16:00

WEDNESDAY - 11 NOVEMBER
9:30 - 11:00 14:30 - 16:00

TO DOWNLOAD ANY OTHER 2021 MARKETING COLLATERAL

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We hope you have found this newsletter informative and would like to hear from you should you have any queries or suggestions.

Suzelle de Kock
082 828 9737
suzelledk@medismart.co.za

Matshapo Mabeo
079 508 9376
matshapom@medismart.co.za