

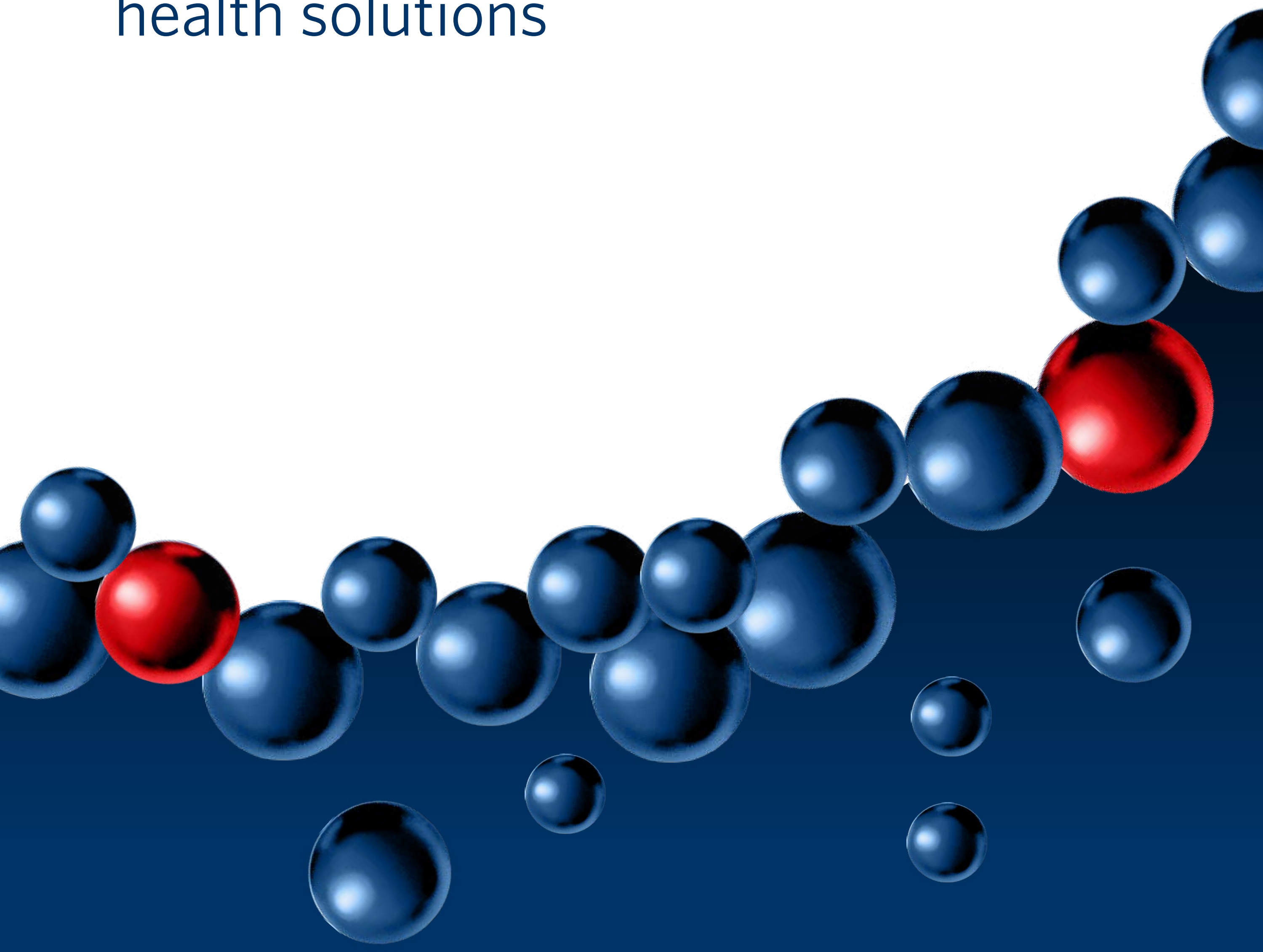


**The things that excite  
you are not random,  
they are connected to  
your inner purpose.**

Terrie Davoll Hudson

# momentum

health solutions



Whether it is the stranger that helps an older lady get into a taxi, or a taxi stopping to assist the student whose car broke down at night, these micro moments are the threads that bind together a nation that is not as divided as many would have us believe. A nation connected by common challenges and a knack for tackling many of them together.

There is nothing random about the things that excite you – they form part of your connectedness with your journey through life, your goals and dreams and the obstacles that you have overcome to be here. We would like to continue creating a connected healthcare offering in which each of our members feels at home, knowing that their individual needs are catered for.

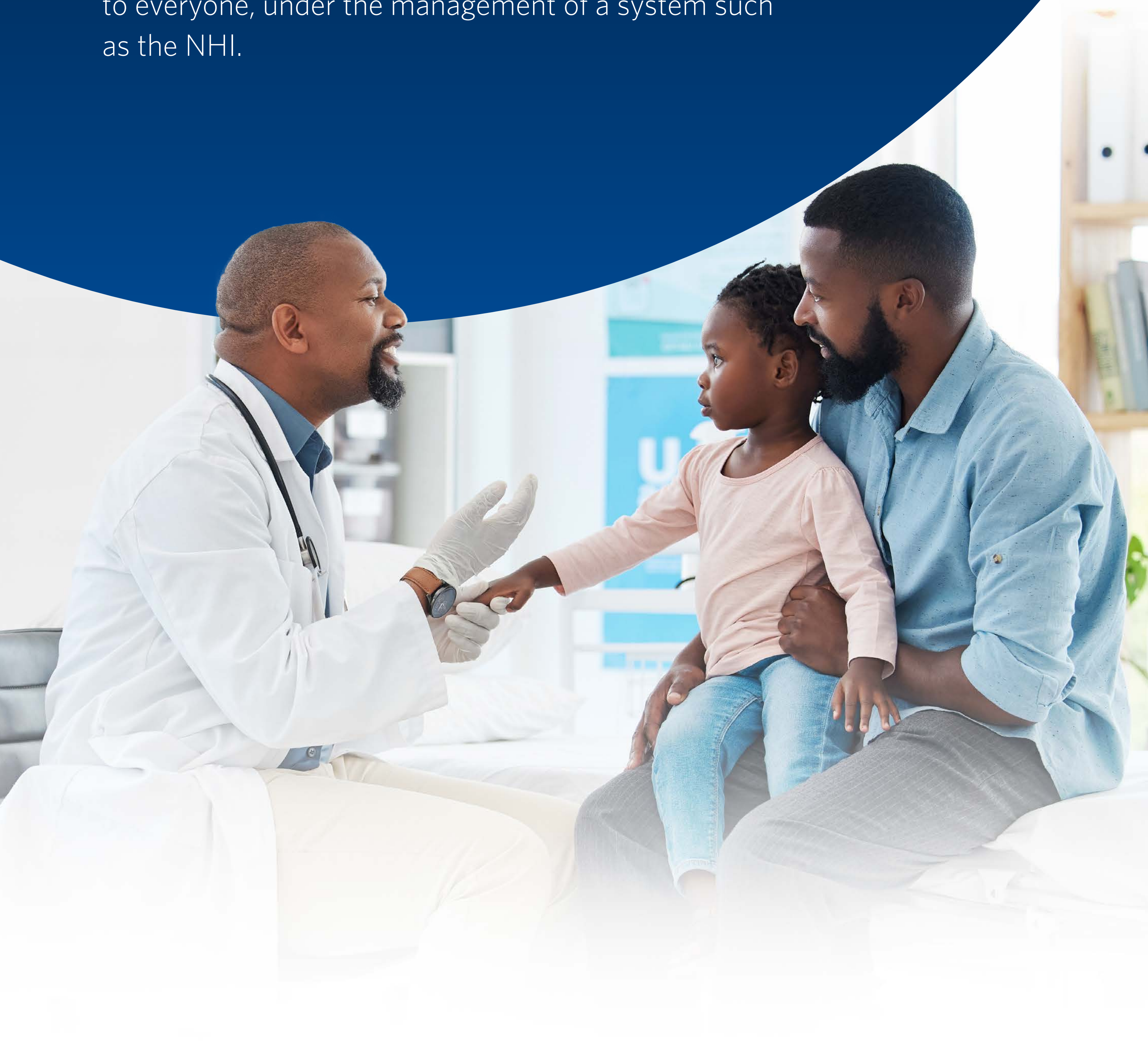
More health for more South Africans for less is about you, as much as it is about those who are in a different bracket of wellness, whether financially or physically. It is the connection between private and public healthcare infrastructure. And for that reason, it will always need to grow, change and adapt.

# National Health Insurance and the path to equitable healthcare for all

It is critical that we address the imbalances in our healthcare industry in a collaborative manner, both in the private and public sectors, in a way that strengthens our healthcare system, without placing any additional burden on consumers' already stretched pockets.

Making use of the experience of both the public and private sectors to develop a system that runs as seamlessly as possible will be key in ensuring the NHI's success, staying true to its promise of addressing the substantial gaps in the delivery of quality healthcare to all South Africans. A strong private sector does not undermine the public sector, in fact, Momentum Health Solutions believes we can have a system where the private sector can alleviate pressure on the public sector and contribute to more effective utilisation of the available budget.

Statistics show that the number of healthcare workers employed in South Africa within the private sector far outnumber those in the public sector. This imbalance is not sustainable and can be attributed to the breakdown in the delivery of quality healthcare within the public sector to those who need it most. As a private industry, we have built up skills that can contribute towards a more inclusive healthcare system that sets a high standard, from health delivery, such as running hospitals, or paying claims, to creating incentives for people to adopt healthy behaviour and take ownership of their wellbeing. There is significant experience in the private sector that can be used to build a healthcare system in South Africa that works and caters to everyone, under the management of a system such as the NHI.



# The current global economic outlook

South Africa is not the only economy currently facing a decline in real GDP growth, coupled with an increase in inflation. Consumers across the income spectrum are increasingly looking for better value for money, with many having to go without everyday goods in order to continue being able to afford necessities.

As inflation drives up the cost of pretty much all goods and services that we consume, what we have to be careful of is the lowering of benefits while contributions continue to increase. That is a deterioration of cover and value. We see similar challenges in other industries where, for instance, a can of soda contains 40ml less than it used to, but costs more.

Momentum Medical Scheme members can rest assured that it will continue to avoid benefit reductions. The Scheme's benefit design allows members to use the flexibility of its options, coupled with the benefits of combining medical aid cover with Momentum's complementary products, such as HealthReturns<sup>+</sup>, to enable affordable access to comprehensive benefits. This powerful and unique approach ensures the Scheme's long-term sustainability, while providing security to clients and providers.

Momentum Health Solutions has been closely monitoring the medical schemes under its administration to identify trends in claims patterns, and the resulting impact. Recent claims have averaged higher than pre-COVID levels recorded in 2019. At the same time, increasing healthcare costs have resulted in the average cost per claim also continuing to increase. Medical inflation is trending 2% to 3% higher than the consumer price index (CPI).

Current claims trends are one of the most significant factors medical schemes consider when calculating contribution increases that balance affordability and sustainability. Over the last few years, you would have noticed the industry employing various pricing strategies to try and mitigate the impact on consumers.

Momentum Health Solutions has focused tirelessly on calculating various scenarios to ensure that consumers are provided with the financial relief they desperately need, coupled with sustainable benefits catering to their needs now and into the future.

# momentum

medical scheme

Momentum Medical Scheme, the third largest open medical scheme in South Africa, remains in a favourable and stable financial position, and was one of the few schemes to experience growth in the last year.

The unique benefit offering of the Scheme is regarded by the market as competitive, comprehensive, and relevant, however there will always be a need for continuous enhancements.

While the economy has been under pressure in the last few years, consumers are going into 2024 in a worse financial position and more strained than in recent years. Given the tough current economic environment, our key objective was once again to design benefits aimed at ensuring sustainable growth and the retention of members. In calculating contribution increases for the coming year, we carefully considered how best to manage financial outcomes, demographic risk, and competitiveness.



# Summary of Momentum Medical Scheme changes for 2024



The most significant change in the Scheme's benefit design for 2024 is the addition of a new benefit option for low-income earners. The Fusion Option\* has been designed to make it easier for employer groups to enable private healthcare cover for low-income earners. We expect that the majority of our employer group clients will opt for Health4Me health insurance in conjunction with the Fusion Option, a combined solution that uniquely meets the needs of this market segment.

Members have found the Scheme's Health Platform benefits increasingly relevant over the past few years. For 2024, we have introduced the option of going to a nurse practitioner for a pap smear consultation, in addition to a GP or gynaecologist.

Furthermore, members 21 to 65 can now opt for HPV screening instead of a pap smear, covered every 3 years. If the HPV screening reveals high risk factors, the Scheme will also cover a follow up cytology test.

The Scheme has removed the requirement to pre-notify for the following early detection tests and preventative care, in order to encourage increased uptake in these very beneficial health management tools:

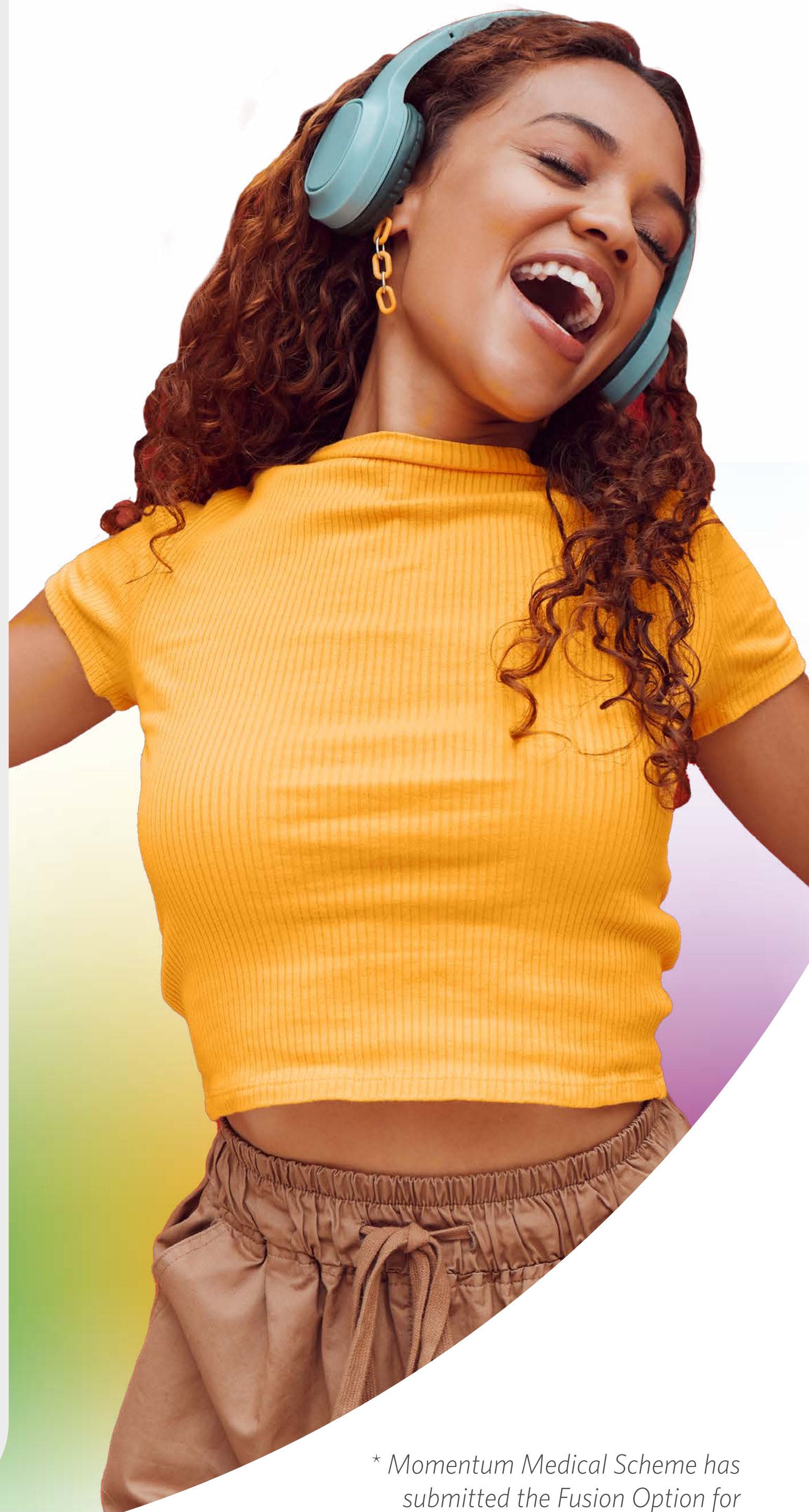
- Prostate-specific antigen (PSA)
- Bone density test
- Mammogram
- Glaucoma test
- Baby immunisations
- Tetanus injections

## Benefit limit increases

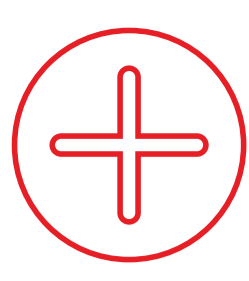
Benefit limits have been adjusted in line with inflation at around **5.5%**, while co-payments have been increased by around **5%**. International travel cover and oncology limits continue to compare well with the market and have not been increased for 2024.

## Momentum Medical Scheme contribution increase for 2024

The weighted average increase from 1 January 2024 will be **9.6%**



\* Momentum Medical Scheme has submitted the Fusion Option for registration to the Council for Medical Schemes and is awaiting approval.



# Complementary benefit updates

Momentum Medical Scheme members may choose to make use of additional products available from Momentum Metropolitan Holdings Limited (Momentum), to seamlessly enhance their medical aid. Momentum is not a medical scheme, and is a separate entity to Momentum Medical Scheme. The complementary products are not medical scheme benefits. You may be a member of Momentum Medical Scheme without taking any of the complementary products.



## Momentum GapCover+

Momentum GapCover offers Momentum Medical Scheme members supplementary cover to assist with shortfalls in the event of hospitalisation involving surgery or medical treatment, as well as for certain procedures performed out of hospital. Certain benefit limits have been increased in line with inflation.

Premium increases for 2024

Individual  
**6.9%**

Employers  
**9.6%**

Overall  
**7.4%**



## Momentum Multiply+

We have changed the way we think about health and rewards. We believe that good health is more than the absence of illness; it involves nurturing both our physical and mental well-being as a lifestyle and rewarding every step taken towards a healthier body and mind.

Multiply Inspire is our digital health partner, using cutting-edge technology to deliver personalised insights, recommendations, and incentives for nurturing both physical and mental well-being. Overall wellness is about creating healthy habits. With access to the Digital Coach tool members get daily, personalised tips on how to improve dietary choices, sleep quality, physical activity levels, mindfulness, and social connections.

Members earn rewards right from the start. It's that straightforward. No more obstacles or waiting periods to attain the top rewards level. This means up to 60% off at Multiply partners and on the Multiply online shop.

A distinguishing feature is the opportunity for members to earn rewards by engaging in activities that promote an active and balanced lifestyle. For instance, members can accumulate Active Dayz by burning calories through exercise or tracking their daily steps. Additionally, the Recharge Score assesses readiness for the day, with higher scores leading to the earning of Recharge Dayz.

As a bonus, taking part in leaderboard challenges lets members earn extra rewards in the form of HealthReturns.

From day one members can earn up to 60% from Multiply partners. They also earn up to R1 500 per adult per month – so there's a reward for every body!

Momentum Medical Scheme members have access to Multiply Inspire or Engage, depending on their option, unlocking base level rewards for free. For a monthly membership fee, which will not increase for 2024, they can upgrade to Multiply Inspire Plus or Multiply Engage Plus and boost their rewards.

With Multiply Inspire Plus they multiply their HealthReturns and partner rewards. A family of two adults can get up to R3 000 in HealthReturns paid into their HealthSaver account every month. This feature allows their healthy lifestyle to fund their day-to-day benefits and even purchases at selected health partners. They also get up to 60% back from big brands and on the Multiply online shop.

With Multiply Engage Plus, they multiply their cashbacks and partner rewards. They get weekly rewards for creating healthy habits and sticking to them. They also get up to 60% back from big brands and on the Multiply online shop when they do more to look after their health and wellness.

For 2024, an exciting selection of new partners is being introduced, including the likes of Checkers, Shoprite, Booking.com and Dinnerbox.



## Momentum HealthSaver+

Momentum HealthSaver sees the introduction of a dedicated HealthSaver card, which – in digital or physical form – can be used to spend HealthSaver funds at an expanded range of merchants, now including the likes of CryoSave, Lisa Raleigh and HelloCoach. The annual administration fee of R40 remains unchanged.



# Momentum Health4Me

Momentum Health4Me continues to grow, recording unprecedented growth in 2023.

Demand for affordable health insurance cover is on the increase, in particular as a combined solution to complement medical aid, seamless savings products, gap cover and incentive programmes.

Excluding the bargaining councils' membership, 30% of the health insurance market in South Africa is serviced by Momentum Health4Me.

Health4Me's popular and sustainable offering has been boosted with an inflationary increase to the specialist benefit limits.

Momentum will continue to focus on improving digital accessibility, thereby further enhancing the member experience for the target market. In line with this thinking, we have also integrated Health4Me with the Momentum App to ensure a single app experience. Coupled with easy to use WhatsApp servicing and support, we are excited about the future client experience Health4Me membDay-to-day-benefits:k forward to, especially with More4Me rewards to incentivise healthy behaviour.

Health4Me premium increases for 2024	Day-to-day-benefits <b>7.4%</b>	Accident and emergency cover <b>12%</b>
	Hospital cash and maternity lump sum benefit <b>7%</b>	Funeral benefit <b>R1</b>

## New Financial Adviser Rewards

Financial advisers who onboard new employer groups with 50 or more Health4Me principal members now qualify for Momentum Financial Adviser Rewards. Paid out as a once-off reward per group, advisers can earn up to 9% in additional commission, based on the profile of the new members, as well as the combination of Health4Me benefits sold.

## Employer value proposition - The best of both worlds

Employer groups are in a better position than ever to enable access to cost-effective, comprehensive healthcare cover to more employees, by combining healthcare solutions. Momentum Medical Scheme's newly launched Fusion Option, which provides major medical benefit cover, in combination with Health4Me's Gold option, which provides day-to-day benefits, unlocks healthcare cover that is unrivalled in terms of affordability, flexibility and quality of care.

Momentum Medical Scheme	+	Momentum Health4Me
<p><b>Fusion Option</b></p> <p><b>Major medical benefits</b> (Network hospitals, MRI and CT scans, Organ transplants and Oncology)</p> <p><b>Chronic benefits</b> (State providers)</p> <p><b>Health Platform benefits</b></p> <hr/> <p>Unlimited major medical benefit for hospitalisation: Emergencies at any hospital Planned hospitalisation events and procedures at Fusion Network hospitals</p> <hr/> <p>No day-to-day benefits</p> <hr/> <p>No medical savings account included, chronic benefit only available at State</p> <hr/> <p>Health Platform for preventative/screening benefits</p> <hr/> <p>Can add complementary products such as HealthSaver for additional funding and Momentum GapCover to fund co-payments</p>		<p><b>Gold option</b></p> <p><b>Day-to-day and chronic benefits</b> from network providers</p> <hr/> <p>Excellent value for money primary health insurance solution</p> <hr/> <p>Network driven benefits</p> <hr/> <p>Unlimited GP visits</p> <hr/> <p>Unlimited formulary-based acute medicine</p> <hr/> <p>Chronic Benefits - 26 conditions plus an HIV benefit</p> <hr/> <p>More4Me rewards available</p>

In addition to quality healthcare solutions, employees also have access to free value-added benefits and rewards from Momentum:



Free Multiply Engage



Free More4Me rewards



Free EAP services



Free access to Hello Doctor

*Momentum Medical Scheme is a medical scheme registered in terms of the Medical Schemes Act. Momentum Health4Me is a health insurance product - it is not a medical scheme product, and is not a substitute for medical scheme membership.*

## Multiply EmployerReturns

With the launch of Multiply EmployerReturns, Momentum Health Solutions aims to incentivise and reward corporate employer groups for providing their employees with access to Momentum Medical Scheme options, and/or Health4Me health insurance cover, as well as a wide range of complementary products to support their staff, and their business.

The value of EmployerReturns lies in its simplicity. Employers earn cash rewards based on the number of employees enrolled on Momentum Medical Scheme, Health4Me, or both. Furthermore, those opting for Multiply can amplify their cash rewards, making it a win-win for both employers and their employees.

How are EmployerReturns calculated? It's as straightforward as it gets:

- **Basic Reward:** Companies earn a cash reward for each employee with an active Momentum Medical Scheme membership.
- **Extra Reward:** If Health4Me is offered alongside Momentum Medical Scheme, companies receive an extra reward.
- **Additional Bonus:** Companies gain a bonus reward for employees who are on Momentum Medical Scheme, as well as a Multiply Plus programme.
- **FundsAtWork Bonus:** Companies earn extra cash rewards if employees are on FundsAtWork.

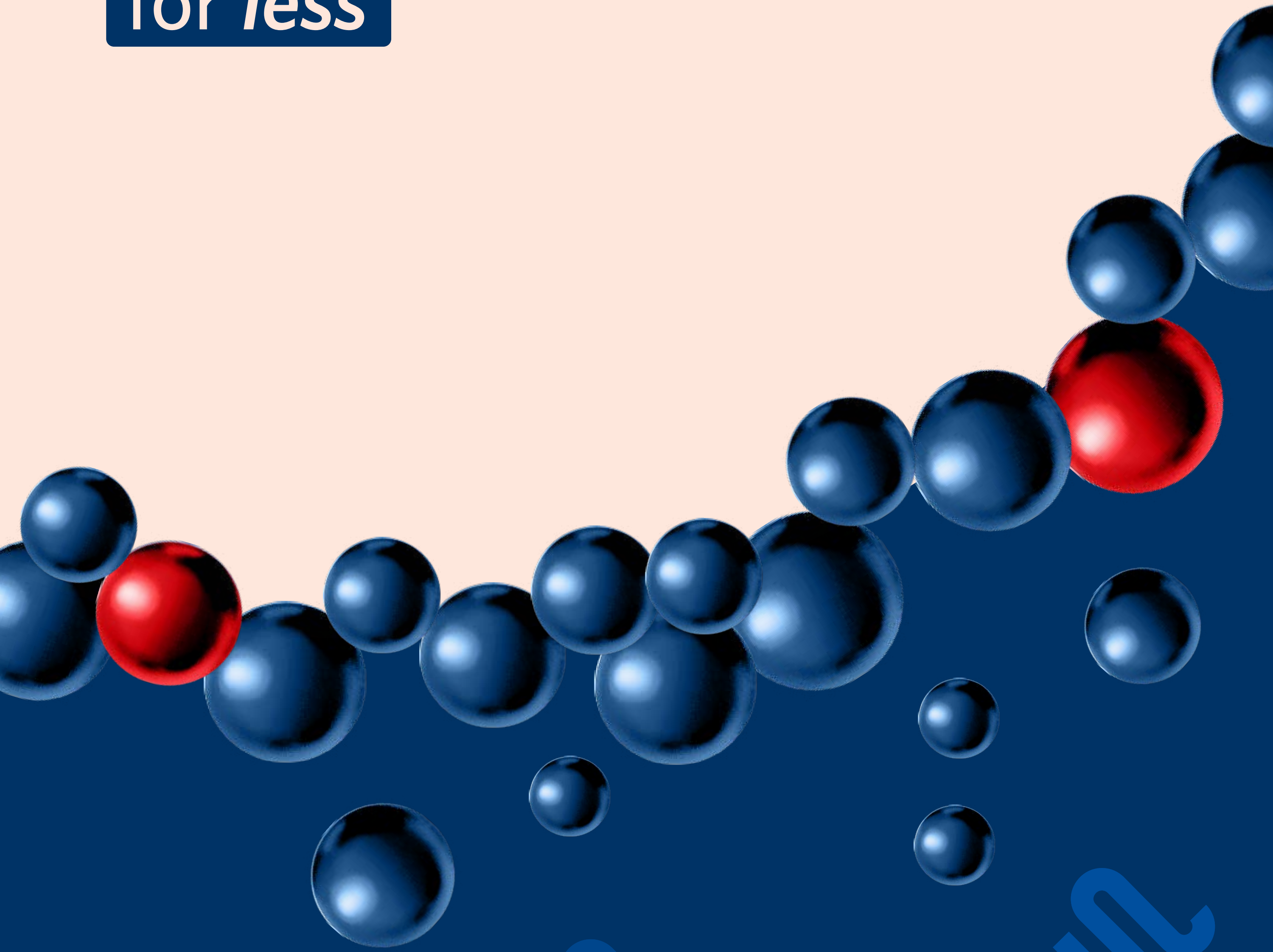
In essence, the more Momentum products used by the more employees, the greater the cash reward for the company.



*more health*

*for more South Africans*

*for less*



Momentum Health Solutions

**2024 PRODUCT LAUNCH**

