

ACTUARIAL
 SOCIETY
OF SOUTH AFRICA

QUANTIFYING RISK, ENABLING OPPORTUNITY

Social Impact Insurance

Short Term Actuarial Convention

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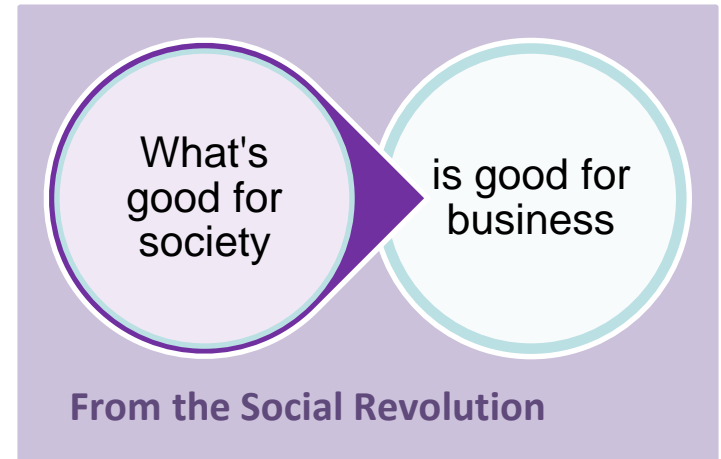
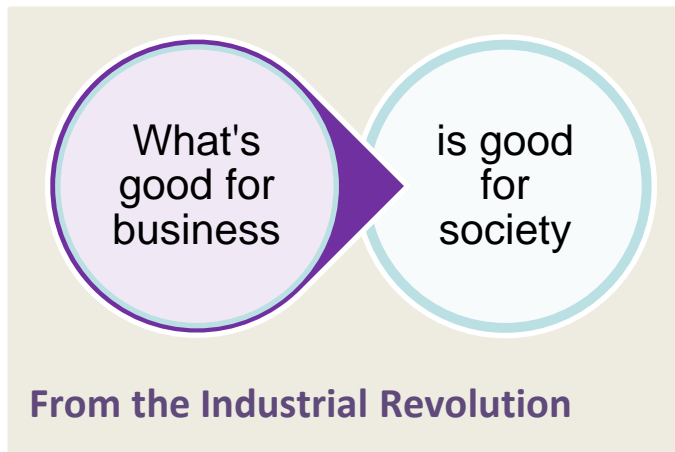
Social Entrepreneurship

The logo for TOMS, featuring the word "TOMS" in a large, bold, black, sans-serif font. The text is centered between two horizontal light blue bars. The top bar is positioned above the text, and the bottom bar is positioned below it, creating a frame for the word.

TOMS

One for One

Shared Value



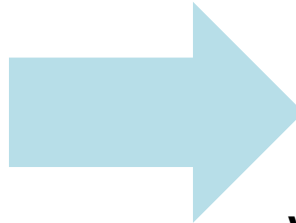
- Creating economic value in a way that also creates value for society by addressing its needs and challenges
 - Businesses must reconnect company success with social progress.
- “Billions are wasted on ineffective philanthropy. Philanthropy is decades behind business in applying rigorous thinking to the use of money.”*

Professor Michael Porter, Creating Shared Value, Harvard Business Review

Shifting from Corporate Social Responsibility to Corporate Shared Value

CSR

- > Value: doing good
- > Citizenship, philanthropy, sustainability
- > Discretionary or in response to external pressure
- > Separate from profit maximisation
- > Agenda is determined by external reporting and personal preferences
- > Impact limited by corporate footprint and CSR budget



CSV

- > Value: economic and societal benefits relative to cost
- > Joint company and community value creation
- > Integral to competing
- > Integral to profit maximisation
- > Agenda is company specific and internally generated
- > Realigns the entire company budget



What is Social Impact Insurance?

HUGinsure is the World's First Social Impact Insurance Platform

HUGinsure
Social Impact Insurance

A joint venture between...



Impact investing and international development expert

Largest private insurance player in South Africa

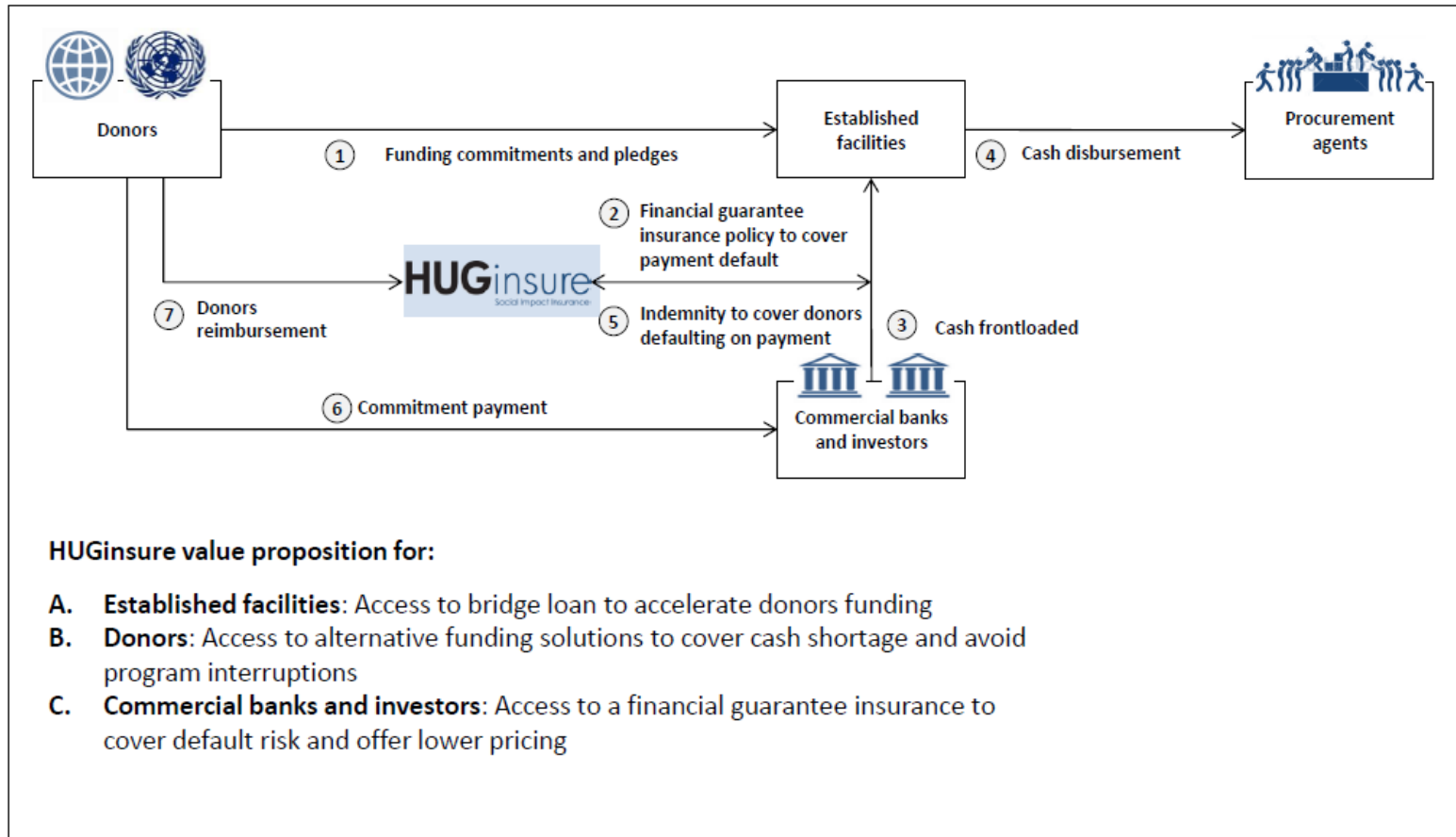
In collaboration with...



Leading reinsurance intermediary

World's largest subscription insurance market

Accelerate commitments against malaria in Africa



An African Solution to a Global Problem



Questions

"Here's To The Crazy Ones. The misfits. The rebels. The trouble-makers. The round pegs in the square holes. The ones who see things differently. They're not fond of rules, and they have no respect for the status-quo. You can quote them, disagree with them, glorify, or vilify them. About the only thing you can't do is ignore them. Because they change things. They push the human race forward. And while some may see them as the crazy ones, we see genius. Because the people who are crazy enough to think they can change the world - are the ones who do!"

Steve Jobs, Apple Computers