



**momentum**  
corporate

Employee benefits  
**solutions that give you  
greater value**

## Employee benefits solutions that **give you greater value**

Each of your employees has a unique life journey with different experiences at various stages in their lives. There's the excitement of starting a new job, or buying a house, and having children. There's also the possibility of health or disability challenges, financial distress, worrying about saving enough for retirement, or even the trauma of losing a loved one.

It is crucial to focus on what matters to your employees throughout their employment journey to offer them solutions beyond traditional retirement savings and insurance

benefits. At Momentum Corporate we believe that the true driver of business success is for employees to feel appreciated and protected, and consequently invested in the success of your business.

Our aim is to be here for every client and enable them to achieve success. For us this means partnering with employers, leaders, financial advisers, and individual employees to help them achieve their business and individual goals and aspirations throughout their journey.

Our clients' needs are diverse, complex, and constantly evolving in response to an environment in a state of flux. This is why advice plays a critical role in their journey to success. We have confidence in the value and power of advice and partnerships. We innovate endlessly to deliver evidence-based solutions that enable advisers to bring their best advice to life for each unique client.

We look after  
**6 600 employers and their  
1,6 million employees.**

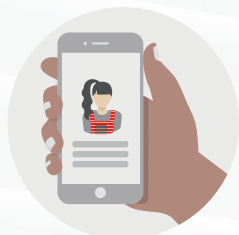
As at 31 December 2020



We help you take care of your employees' financial goals, before and after retirement

## FundsAtWork Umbrella Funds

The Funds offer members much more than the ability to reach their retirement goals. They also protect them and their loved ones against the financial impact of unexpected life events. In addition, members have access to innovative value-added benefits to make sure they get day-to-day value from their retirement fund during their working life.



### FlexiCovers

Members can increase or decrease their level of insurance cover to suit their personal circumstances, for example when they have a child or when their children are no longer dependent on them.



### Outcome-based investing

To help your employees achieve their retirement goals, we follow an outcome-based investing (OBI) philosophy, which targets a specific return over a chosen period.



### Family Protector

The Family Protector benefits protect members and their families when the member passes away or becomes disabled. The funeral benefit also covers the member's spouse and children.

Rapid growth since inception

**One of the big 5 umbrella funds with a 15% market share\*.  
R59 billion in assets under management\*\*.**

\* Financial Sector Conduct Authority Database, 2020

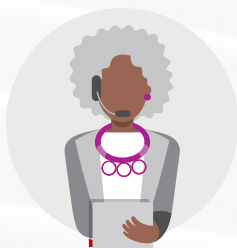
\*\* As at 31 December 2020

## Group Insurance

We are the market leader in the group insurance market with a 23% market share\*. We help employees and their beneficiaries reduce the financial impact of unexpected life-changing events that could leave them without an income, such as critical illness, disability, or death.

\*Swiss Re volume survey 2019

## Distinctive features on FundsAtWork and Group Insurance



### Funeral assistance service

This service provides the bereaved family with guidance and support when the member or a family member passes away. The service includes repatriation of the mortal remains of the deceased and assistance with the funeral arrangements.



### Rehabilitation and disability case management

Our Wellness Care Centre is a multidisciplinary, industry-leading team with a holistic approach to assessing and managing disability claims.

We are there for members in their time of need

Momentum Corporate paid out **R2,6 billion in death claims, R350 million in lump sum disability and R1,2 billion in income disability benefits.**

For the F2020 financial year





# Value-added solutions



## Hello Doctor

With Hello Doctor, employees and their families can talk to a doctor on their phone, anytime, anywhere, in any South African language. They simply request a call, and a doctor phones them back. Hello Doctor can reduce the need to take time off from work to visit the doctor and cuts out the expense of a doctor's consultation.

Hello Doctor is available to all FundsAtWork Umbrella Funds and Group Insurance members at no additional cost.



## Studymaster

Studymaster is available to your employees' children if you have taken up the FundsAtWork Umbrella Fund and the lump sum death benefit or the children's education benefit combined with the lump sum death benefit. Studymaster provides educational support and assistance for up to two children per family, from grades 1 to 12, at no additional cost. Learners can get help with speeches, projects and assignments, textbook summaries, and test papers from a qualified teacher on call and online through [studymaster.co.za](http://studymaster.co.za).



## Employee Assistance Programme

The programme is a 24-hour, 365-day-a-year service to help employees improve their and their families' physical, financial, and emotional wellbeing. The Employee Assistance Programme is available to all FundsAtWork Umbrella Funds and Group Insurance members at no additional cost.



## Housing loan guarantees

With your consent, individual members on the FundsAtWork Umbrella Funds have access to pension-backed housing loan guarantees at preferential interest rates.



# Engagement and rewards



Momentum Multiply is a rewards programme that guides and motivates members to take everyday steps towards a better and happier life and rewards them for doing so.

## Multiply Starter

Multiply Starter is available to all FundsAtWork Umbrella Funds and Group Insurance members at no additional cost. Members get great discounts on brands like Makro, Dis-Chem and ADT. Partners can change from time to time.

## Multiply Premier

Members can upgrade to Multiply Premier for a monthly membership fee. They can get great discounts and rewards on Momentum products and on purchases from over 60 well-known brands.

FundsAtWork and Group Insurance members can earn EmployeeReturns. They can get up to 60% of their lump sum death and critical illness premiums back, to boost their FundsAtWork retirement savings, their HealthSaver account (they must be members of the Momentum Medical Scheme) or their Multiply Money savings wallet.

In 2020, **Momentum**  
**paid out R5,5 million** in  
EmployeeReturns.

## Multiply Money

Multiply Money is a free savings and payment wallet to help Multiply members save more and spend smarter. Multiply Money offers a great interest rate on the money they save in their Multiply Money savings wallet, instant access to their money, and Multiply points as the amount they save increases.

## Multiply for Corporates

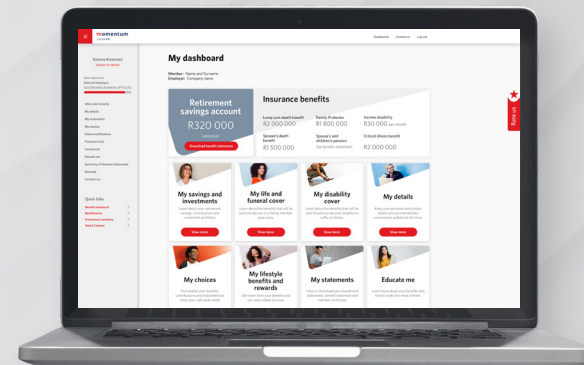
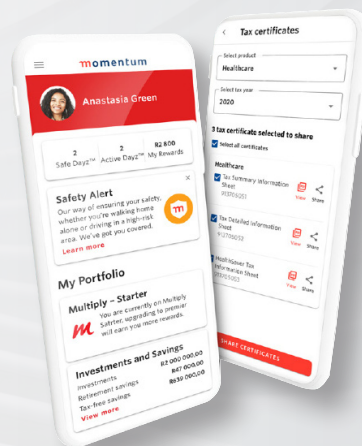
Multiply for Corporates is our rewards programme for businesses. By partnering with us and using our combined employee benefits solutions to improve your employees' wellbeing, you have access to Multiply for Corporates at no additional cost. You can earn rewards for having qualifying Momentum products, improving your Workplace Safety Score, and increasing your engagement with Momentum solutions.

Since the launch of Multiply for Corporates, over **1 000 employers** have accumulated **R6,9 million in rewards**, which can be used for various employee wellbeing and business continuity initiatives.



To meet different communication needs and preferences, we use various platforms to communicate with you and your employees. Regular communication and educational content give you and your employees easy access to real-time information and the ability to make changes online.

## Client experience



### Momentum app

The Momentum app offers members user-friendly, real-time digital access to their Momentum products and rewards.

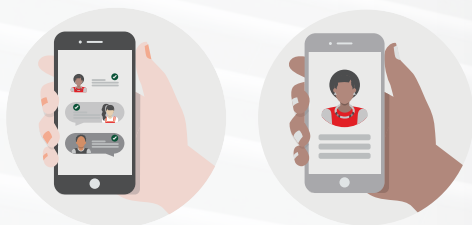
### Member portal

Members can easily access their personal information on our secure member portal. After registering a profile, they can make benefit changes, submit claims and even contact a consultant.



## FundsAtWork smart digital solutions

We have developed a range of Smart Solutions to deliver on members' evolving expectations and help them make smarter financial choices.



- **Smart Underwriting** – the first group insurance digital underwriting process in the industry that can be completed in 10 minutes.
- **Smart Exits** – helps employees understand the importance of preserving their retirement savings and reduces the administration burden on employers when employees resign.
- **Smart Retirements** – educates members in easy-to-understand language on the different annuity solutions available to them at retirement.

- **Smart Claims** – simplifies death and funeral claims by removing the burden of having to complete tedious claim forms at a time when loved ones left behind are most vulnerable.
- **Smart Onboarding** – an interactive digital solution to connect new members joining FundsAtWork. To be launched in the next few months.
- **Smart Benefit Statements** – another industry-first solution, allows members real-time access to a summary of their retirement and group insurance benefits on any digital device.

Between July and December 2020, half the FundsAtWork members engaged digitally, **giving the experience an average rating of 4,4 out of 5.**





## Structured Investments and Annuities

Our dedicated team of investment specialists can help employees achieve their financial goals. Depending on their investment needs, we offer multi-asset class and single-asset class investment portfolios that can be built or tailored to meet their specific needs. We also offer solutions to help clients with their post-retirement medical aid liabilities. We customise these solutions in the most cost- and tax-efficient way to manage and minimise any risks.

We offer a full range of annuity solutions to meet different needs and requirements, like:

- Funds that want to outsource pensioner liabilities to an insurer.
- Funds that want to provide their members with cost-effective annuity options at retirement.
- Employers who want to outsource post-retirement medical aid obligations to an insurer.
- Retirees who want to convert their retirement savings into an income stream.

2020 highlighted how our smooth bonus portfolios and annuities business protects members' benefits from market volatility.

Significant growth potential

**R19 billion in annuities**

**R14 billion in smooth bonus investments**

As at 31 December 2020





## Advice and administration for standalone retirement funds

Unique clients need unique solutions to help them save for retirement. We believe in partnering with trustees, employers, and unions to deliver efficiently on the intended outcomes of their funds. We are a trusted partner to standalone funds, focusing on each member's journey to financial success. We do this through excellent service, meaningful engagement, and appropriate solutions. The solutions include:

- A wide range of different risk-profiled portfolios and underlying asset classes to construct the funds' default investment portfolio.
- Annuities - if the trustees select Momentum Corporate's annuities as their annuity strategy, their members will have access to our professional benefit counselling service.
- Innovative and flexible group insurance benefits.

We have added technical consulting skills to our administration business to create a stronger value proposition for current and future clients.

**R220 billion in assets under administration**

As at 31 December 2020





## Member Solutions

Our long-term ambition is that every member understands their employee benefits and has a financial plan in place, with which they engage regularly and make better financial choices for themselves and their families.

Members have access to a professional retirement benefit counselling service to help them understand their FundsAtWork benefits so that they can make the right decisions for their personal financial situation.

The counsellors help members understand the FundsAtWork:

- Default investment portfolio.
- Default in-fund preservation option for members who move between employers before retirement.
- Annuity strategy to make sure they convert their retirement savings into a retirement income.

The members also will receive assistance with selecting the correct level of insurance cover based on their individual needs and any other benefits and options available to them.

By December 2020:

Facilitated personal product purchases and investments to the value of **R82 million, across 58 worksites and R143 million** in retirement savings was preserved with Momentum Corporate.

## Get the results you want with a winning employee benefits formula


Financial advisers have access to our employee benefits building blocks. By partnering with your financial adviser, they can use the building blocks to bring the right advice for you and your employees to life.

And by partnering with us you are choosing a provider that uses data-driven insights to develop evidence-based employee benefits solutions with a 'think human first' approach.

Showing your employees that you care about what matters to them, serves as motivation to be invested in the success of your business and direct their behaviour accordingly. Employees whose needs are met and feel that they're appreciated and protected, also become strategic enablers of your business' success.

For more information on how to get greater value from our employee benefits solutions,  
**contact your Momentum Corporate consultant.**

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