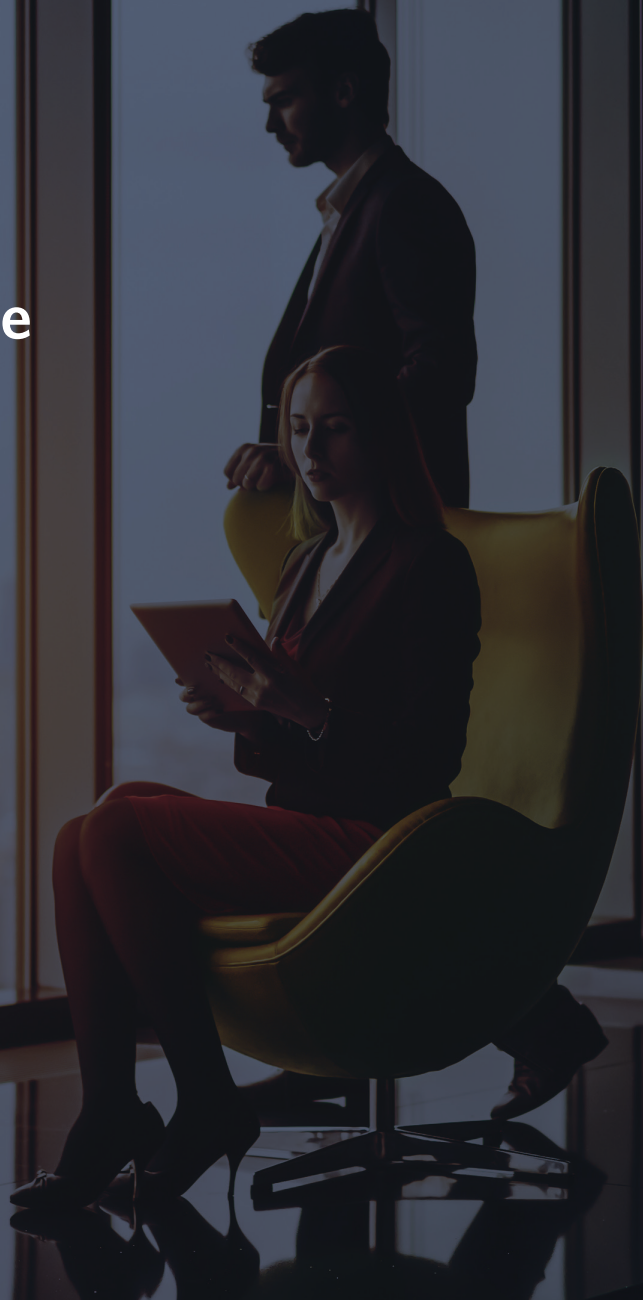




**THE MUTUAL
DIFFERENCE**

**“Mutuality is insurance
in its purest form.”**

John Bainbridge, English author and activist.



WHY MUTUALITY MATTERS

PPS professionals are made up of a group of well-rounded individuals who have the most versatile and diverse professions. However, knowledge is only part of the success.

In a fast-paced world, where the human touch is often lost, wouldn't you rather be insured with a company that was established to cater for your unique needs?

A community of people who care about your wellbeing?

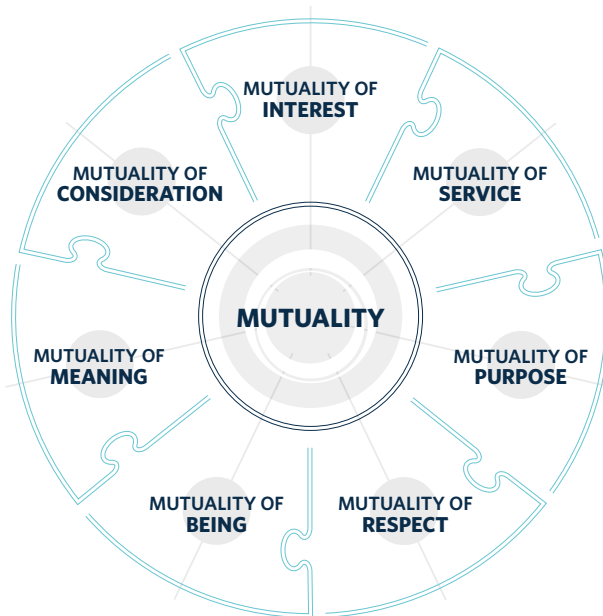
THE SPIRIT OF MUTUALITY

PPS was founded by a group of dentists who realised that if any of them were to suffer from an illness that kept them out of work, their earnings could be severely affected.

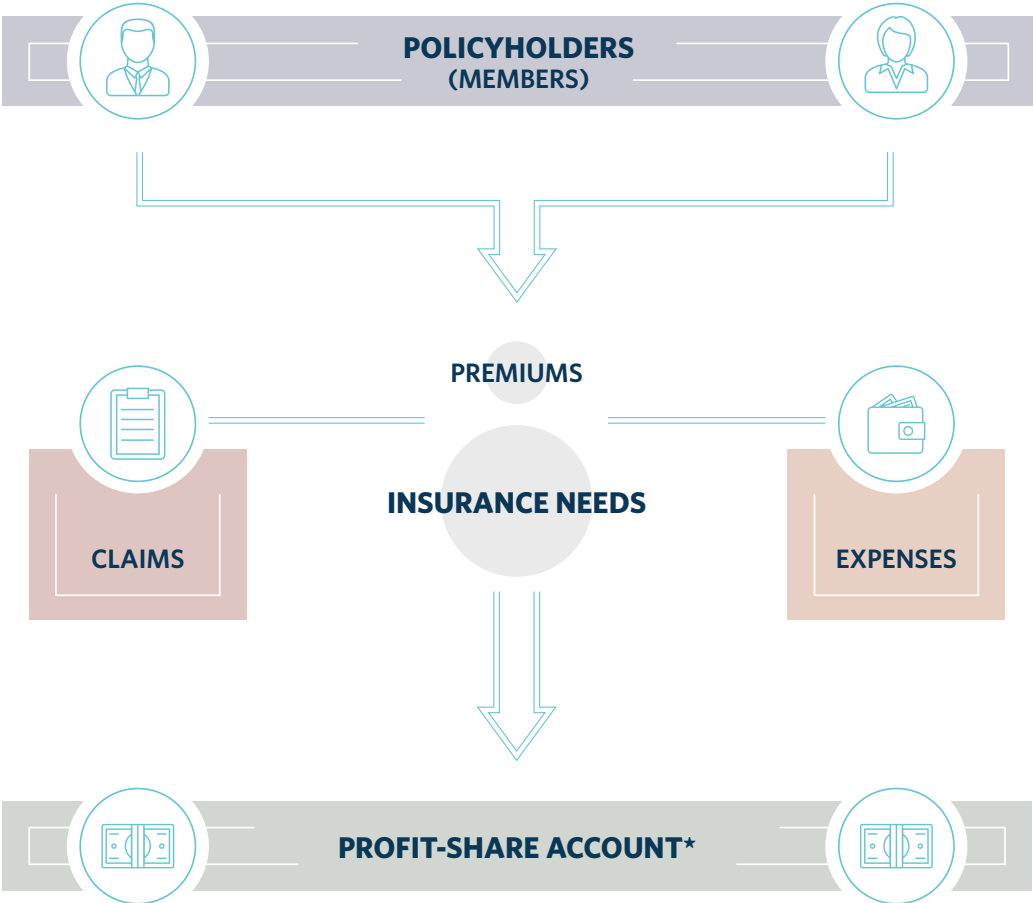
To protect themselves, they started a society where everybody contributed. These funds would be used to help any member through a period of illness.

With this shared value, PPS soon grew to include other like-minded professionals.

CIRCLE OF MUTUALITY



HOW DOES PPS WORK FOR YOU?



*The Profit-Share Account earns profit from the operating profit as well as the pooled investment return.

Protect your assets and dreams, and share in the profits of PPS.





DIFFERENCE BETWEEN A MUTUAL ORGANISATION AND A COMPANY OWNED BY SHAREHOLDERS:

	MUTUAL ORGANISATION	SHAREHOLDER OWNED
Ownership	Policyholders	Shareholders
Policyholder voting rights	Yes	No
Dividends	<p>Paid to policyholders' Profit-Share Account</p> <p>Profits are reinvested and accessible from age 60</p>	Paid to shareholders
Purpose	<p>Make money for policyholders</p> <p>Decisions based on what is best for the member</p>	<p>Make money for shareholders</p> <p>Decisions based on what is best for the shareholders</p>
Benefit	<p>The benefit to members shapes all decisions</p> <p>Long-term focus - focus on long-term safety, security and return to policyholders</p>	<p>Shareholder and management driven</p> <p>Decisions are made to increase dividends for shareholders</p> <p>Short-term focus - therefore likely to take greater risks</p>





FOR PROFESSIONALS

SINCE 1941

For more information visit www.pps.co.za



PPS is an authorised FSP