

H and L Underwriting Managers (Pty) Ltd

P O Box 696, Bedfordview, 2008
Tel No: 0861 726 526 Fax No: 086 689 4950 e-mail: info@handl.co.za

Authorised Financial Services Provider: No 4995
Reg No: 2010/025064/07 / VAT No: 4280249709

SWISSSURE BROKERS (PTY)LTD
PO BOX 270
CENTURY CITY
7446
Dear MARIUS ROMER

Date: 30/08/2019

Hospitality & Leisure (H&L) becomes a division of Santam

Dear Business Partner,

I am pleased to shared with you that as from 2 September 2019, Hospitality and Leisure Underwriting Managers (Pty) Ltd will become a division of Santam, while retaining the H&L brand.

As a division, H&L will unlock significantly more value by improving operational benefits through reduced costs and economies of scale. This would also ensure consistent and seamless client and intermediary experience across all touch-points.

When Santam acquired 100% shareholding in H&L in 2014, a decision was taken that H&L will operate as an independent underwriting manager, given their entrepreneurial nature and brand equity in the hospitality industry. Over time, however, several factors have compelled us to review this decision and bring H&L into the Santam fold.

Please note that this change does not affect the day-to-day running of the business and everything remains business as usual. We remain committed to providing the very best service and solutions to our clients and intermediaries.

Please contact Juan Coetzee on 011 243 2802 should you have any questions, or to seek further clarification.

Yours faithfully



JANINE NAICKER
OPERATIONS MANAGER
BROKERS@HANDL.CO.ZA