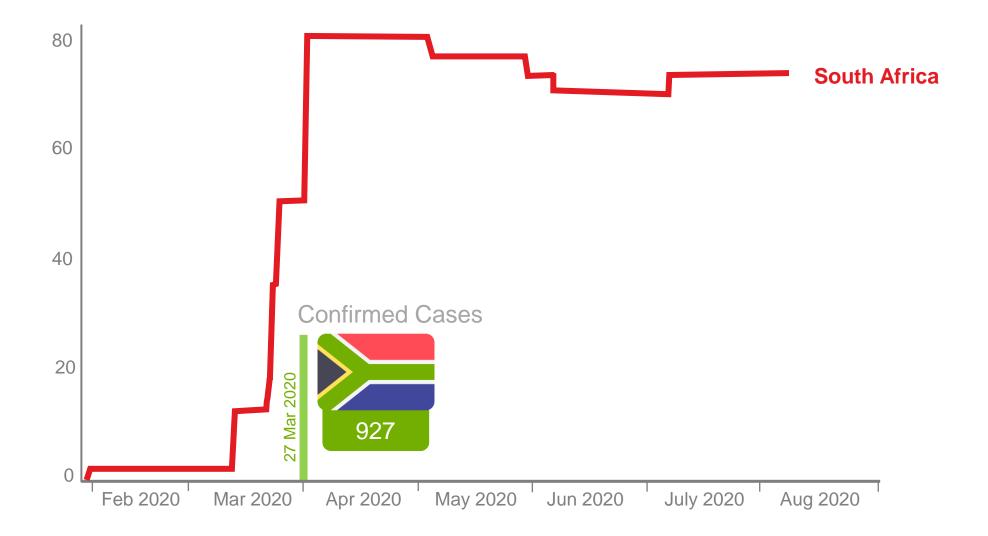


What a pandemic reveals about human behaviour.

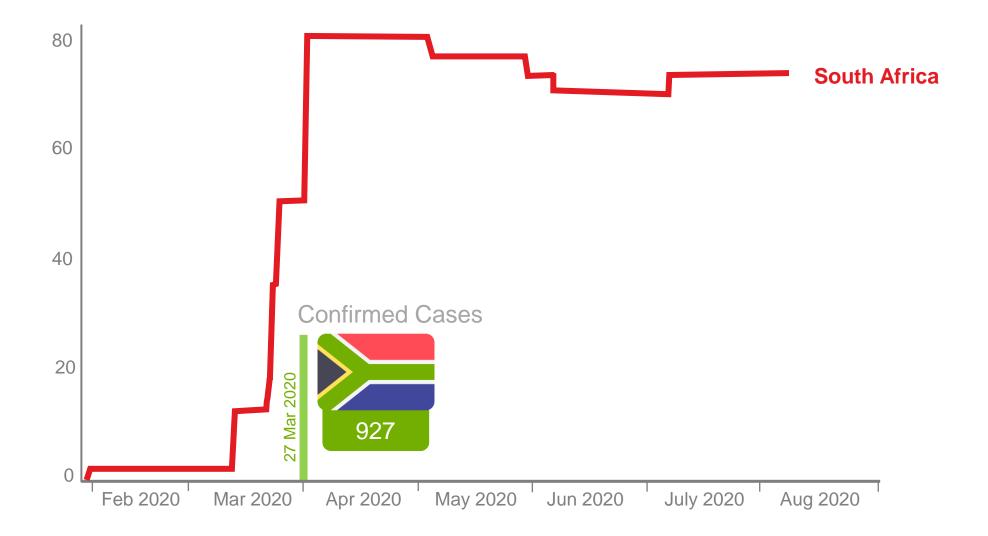


Fog of the Pandemic

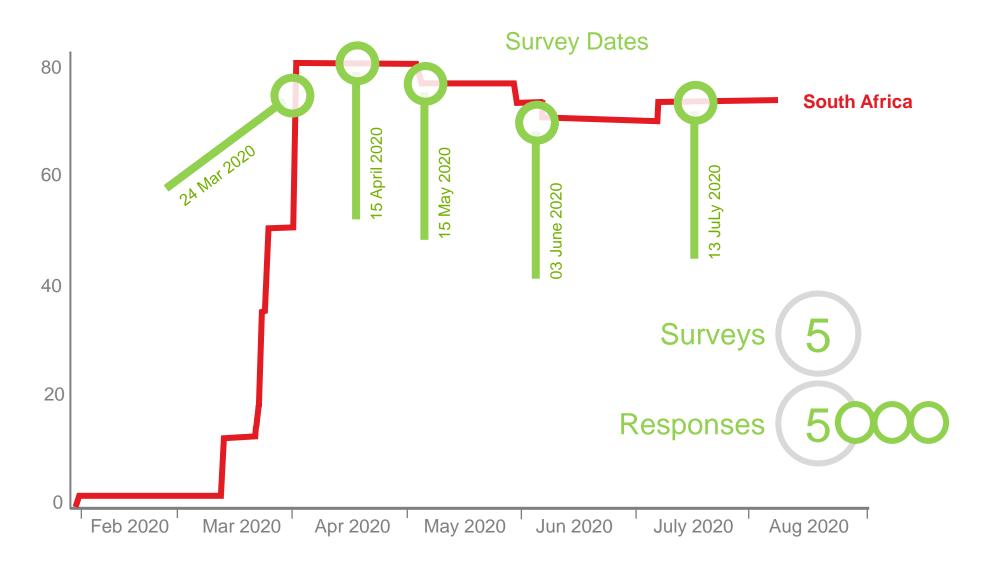
Government Response Stringency Index



Government Response Stringency Index



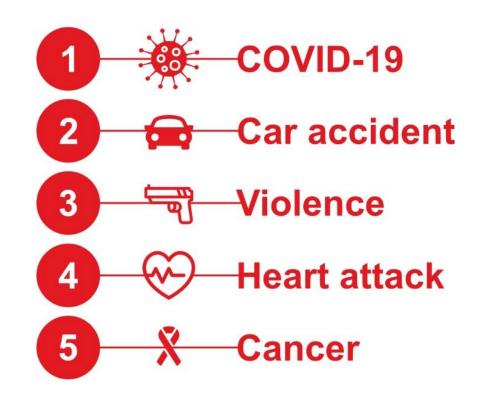
Government Response Stringency Index



Chapter 1 Perceptions of Risk

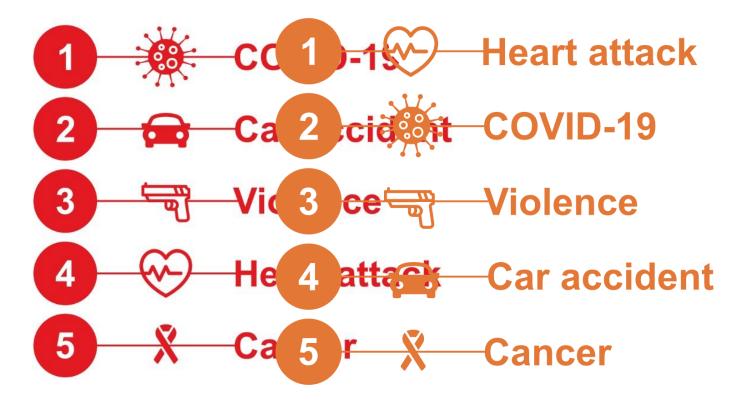


Most likely to kill you in the next 3 months?



Most likely to kill you in the next 3 months?

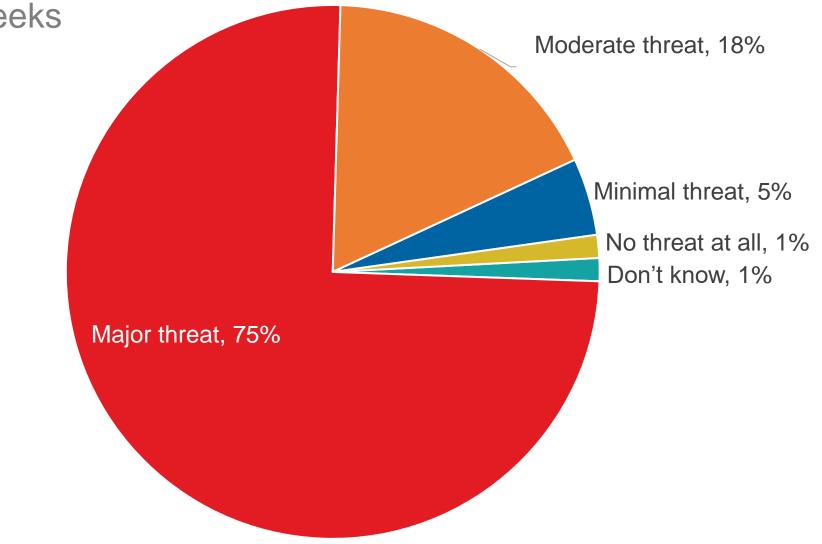
Those 65 and over



Biggest impact of Covid-19?

-My and/or my family's finances or income The South African economy 2 The health of other South Africans 3 -My health and/or my family's health 4 The health and economy of other countries 5

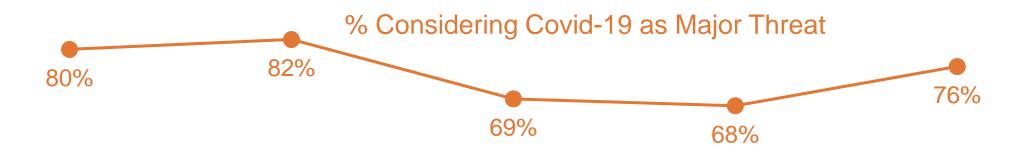
Threat of Covid-19 to public health in SA?



Across all weeks



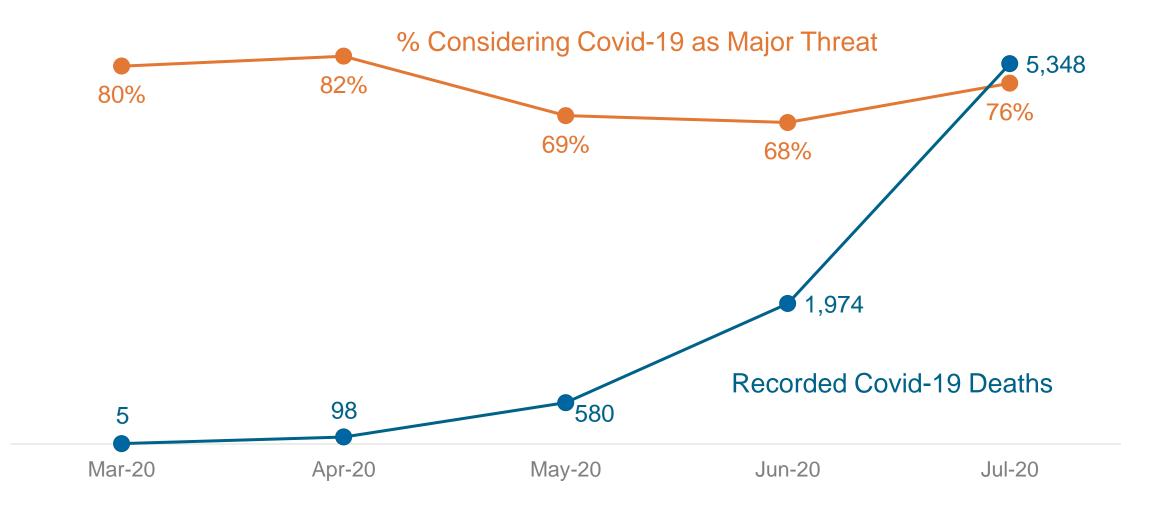
Threat of Covid-19 to public health in SA?



Mar-20	Apr-20	May-20	Jun-20	Jul-20

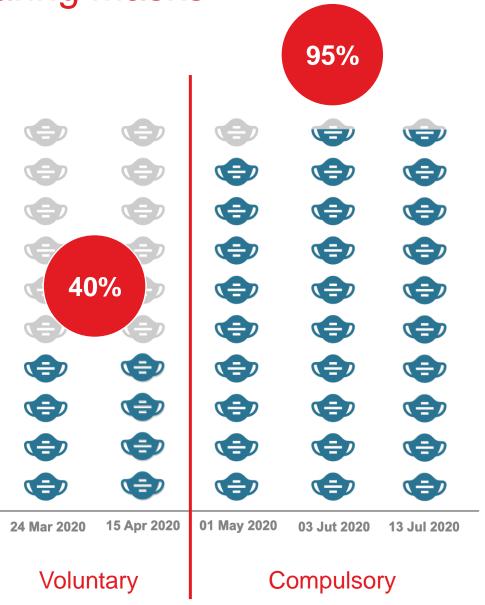


Threat of Covid-19 to public health in SA?



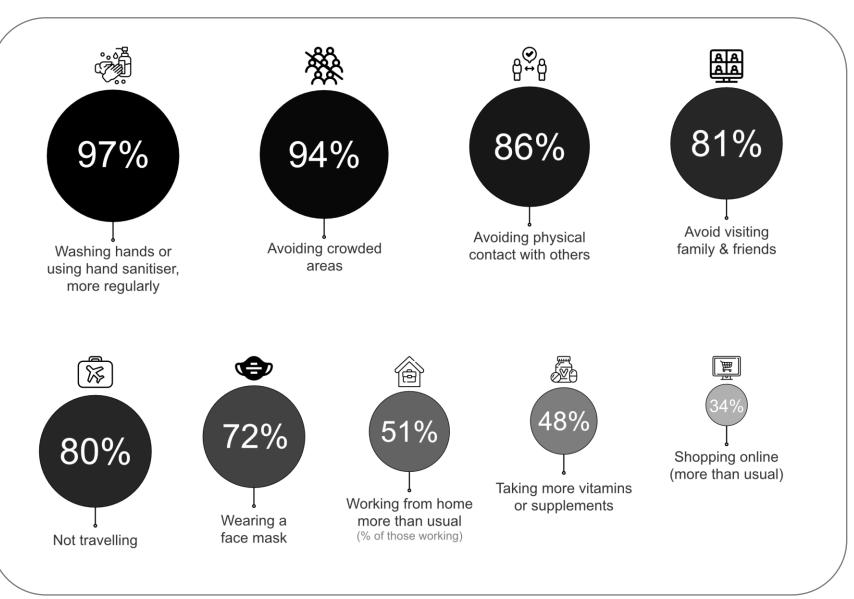
RGA

% of People Wearing Masks





Precautions used due to Covid-19



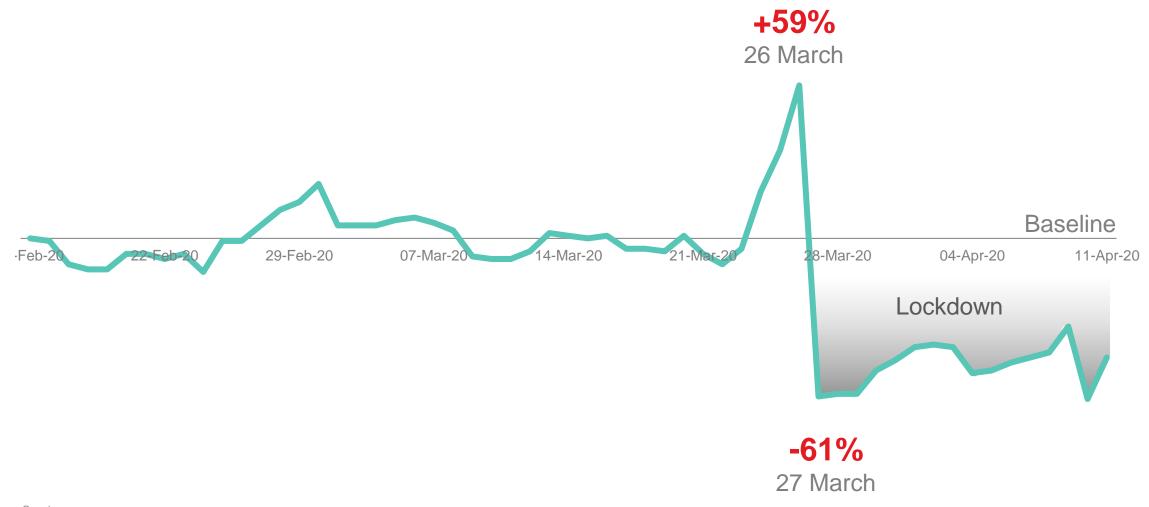
RGA



Chapter 2 Panic and Mental Health



Location Data: Grocery & Pharmacy

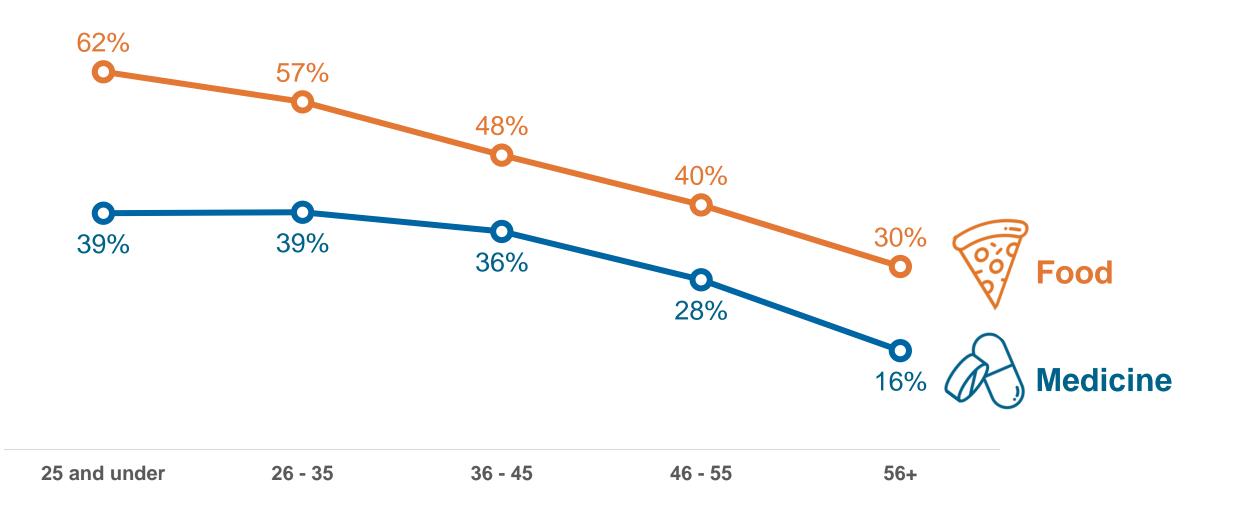


Source: Google

RGA

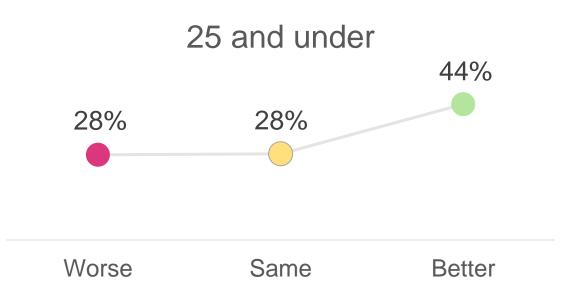


% Stockpiling by Age



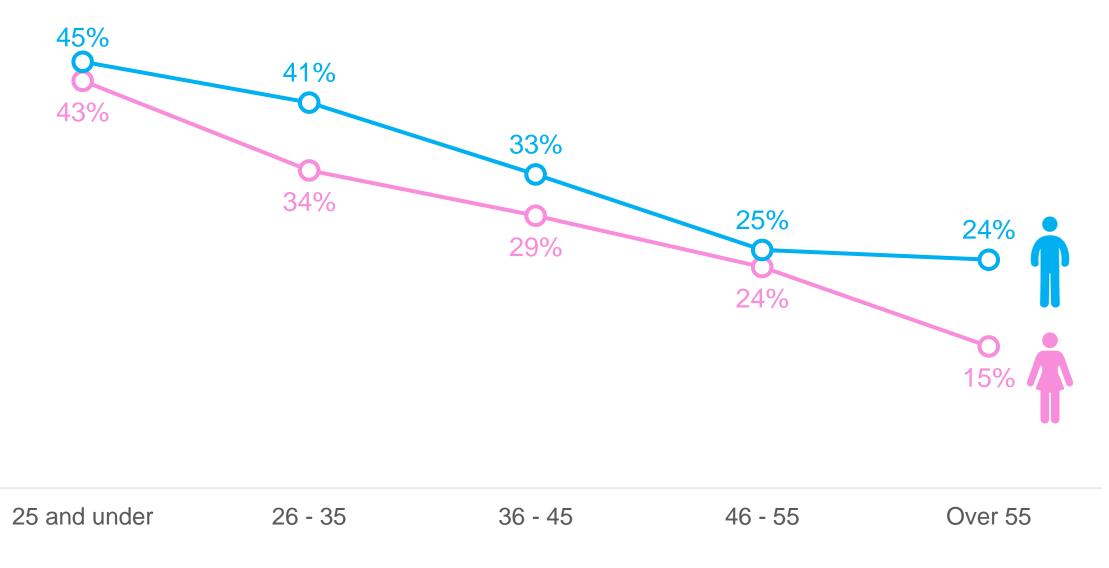


Question | How would you rate the change in your mental health between the start of the lockdown and now?



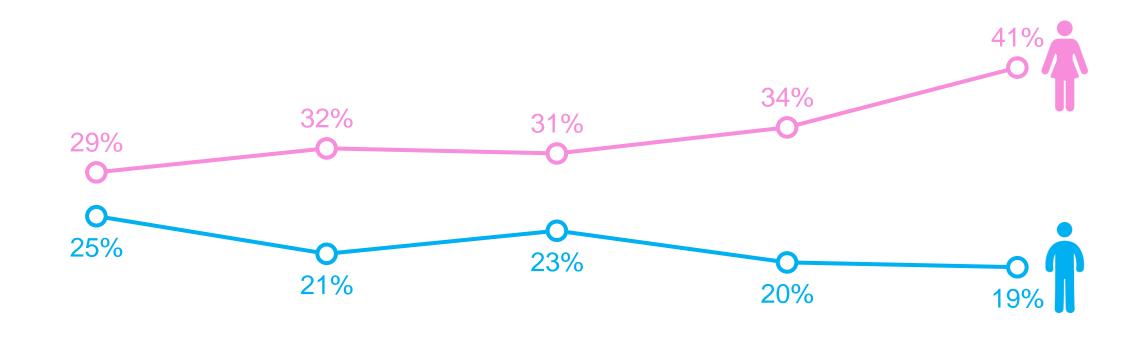


% Mental Health = Better





% Mental Health = Worse











Buying Insurance...in a pandemic.

Question | Have you bought life insurance in the last two weeks?

Question | Do you plan to buy life insurance in the next two weeks?





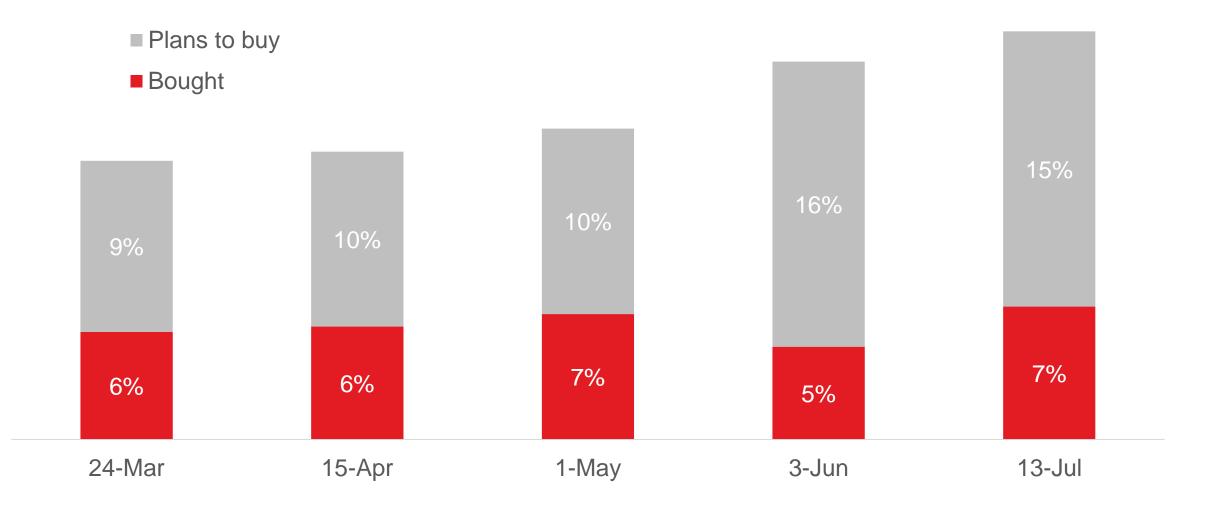


Intention

"Yes" Have you purchased insurance in the last 18% 2 weeks, or plan to purchase in the next

2 weeks?

Bought or Planning to buy Insurance?





Why insurance wasn't bought

42%

Have enough Insurance already



Covid-19 is not covered

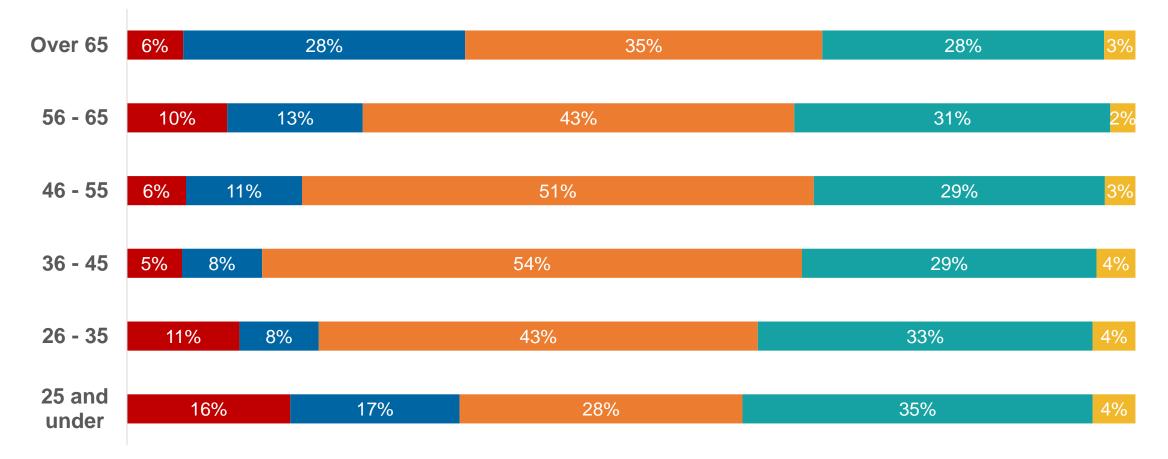
Affordability Preventing Insurance Purchase







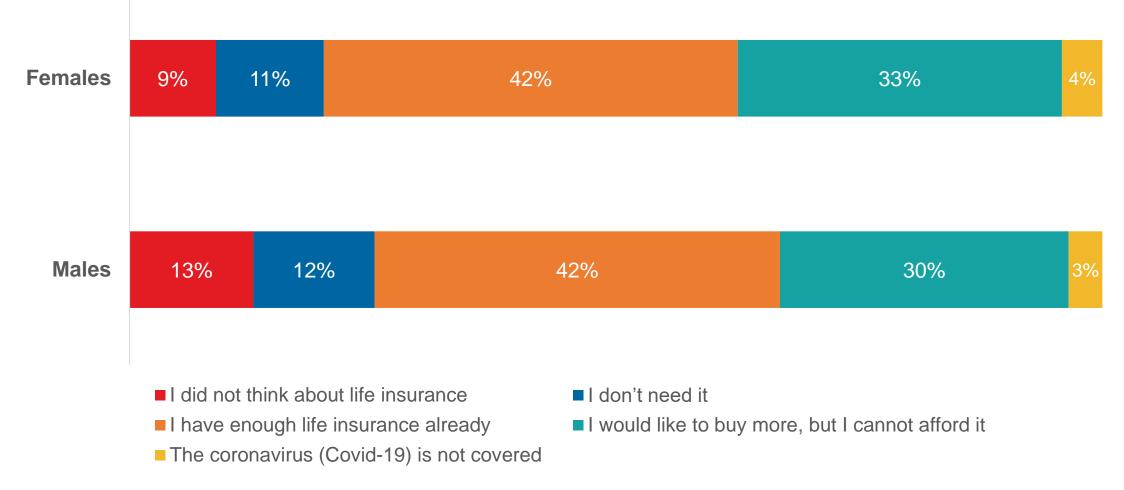
Reasons Life Insurance wasn't bought



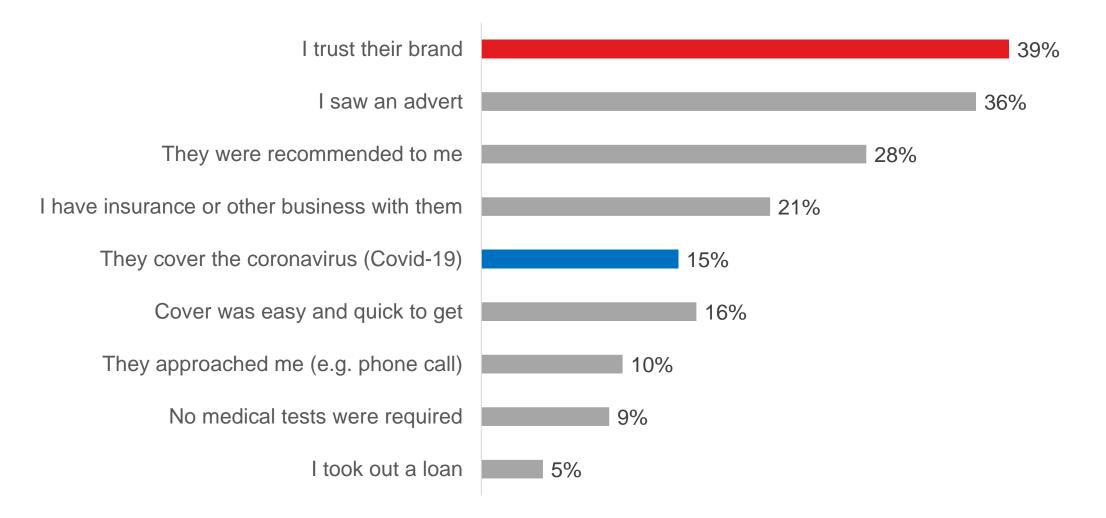
- I did not think about life insurance
- I have enough life insurance already
- The coronavirus (Covid-19) is not covered

- I don't need it
- I would like to buy more, but I cannot afford it

Reasons Life Insurance wasn't bought



How did you select the insurer?



RGA

How did you select the insurer?

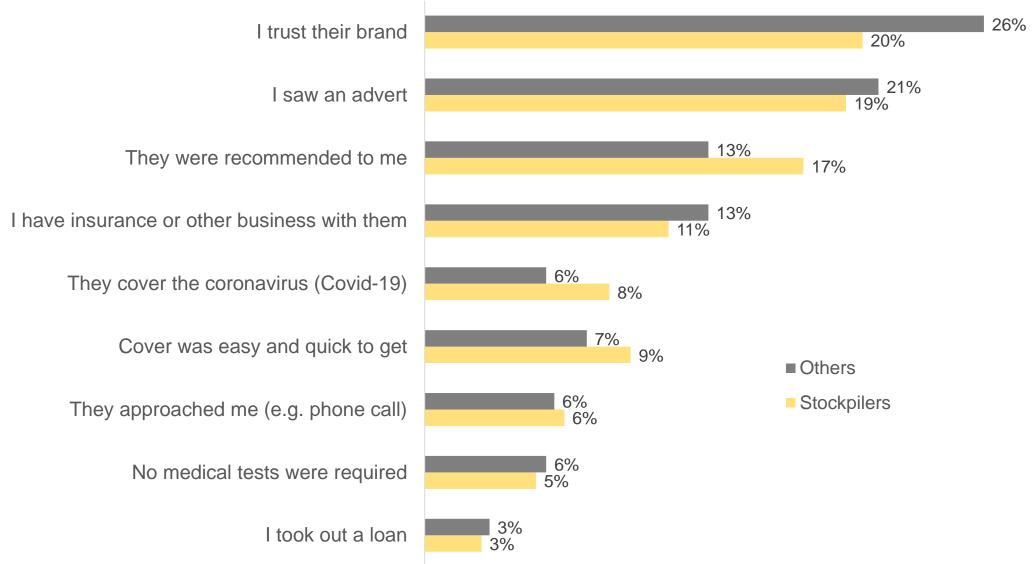


Stockpiler =

Purchase Insurance + Stockpile Food + Stockpile Medicine

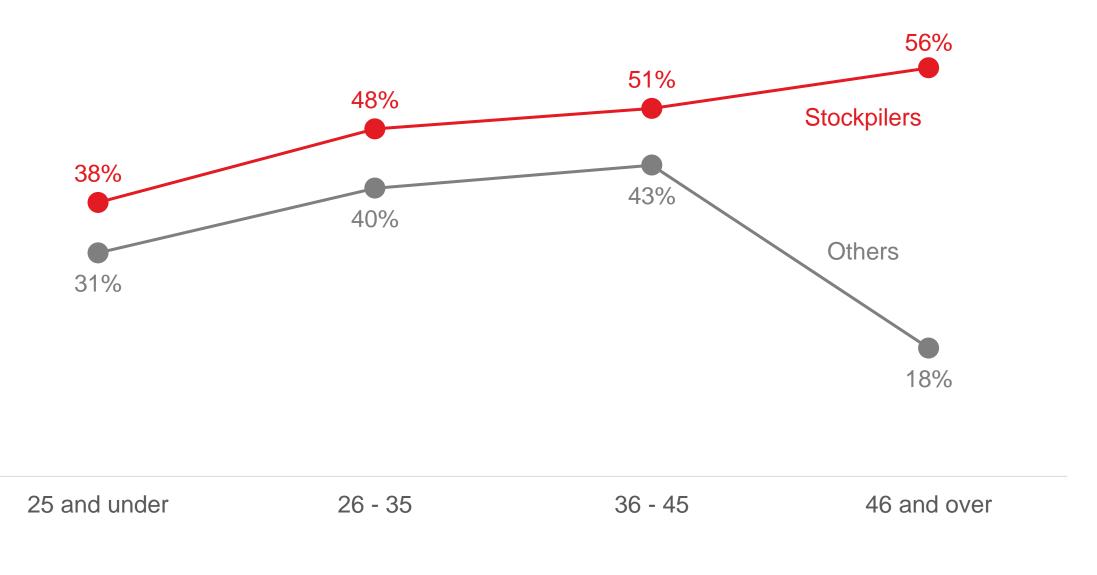


How did you select the insurer?





Sales Channel: % using Banks

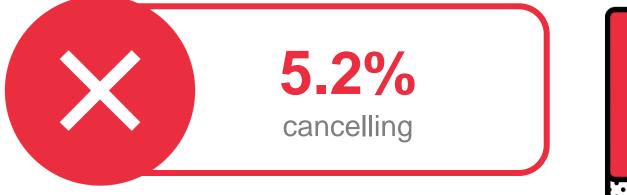


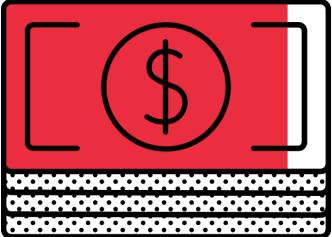


Chapter 4 Lapses, stockpilers and more



Lapses | no replacement





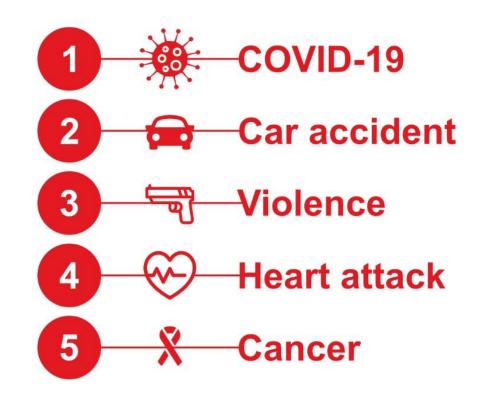
86% linked to **Affordability**

65% linked to Covid-19

All Lapses

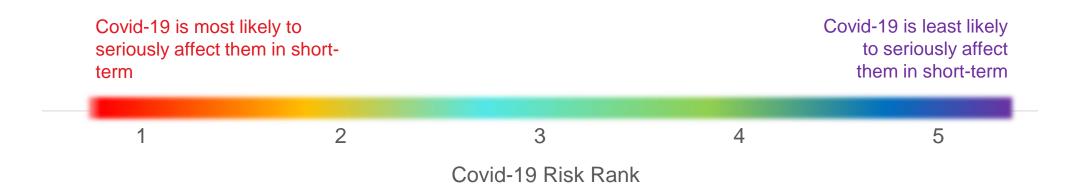
Age Group	% Lapsing
35 and under	6.9%
36+	5.4%

Most likely to kill you in the next 3 months?



Lapse Rate by Covid Rank



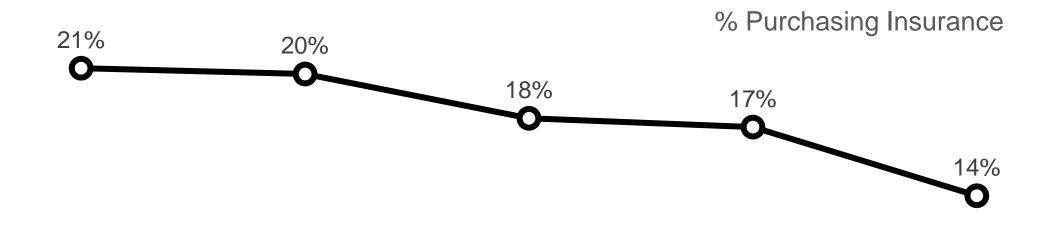




Stockpiling and Lapses



RGA

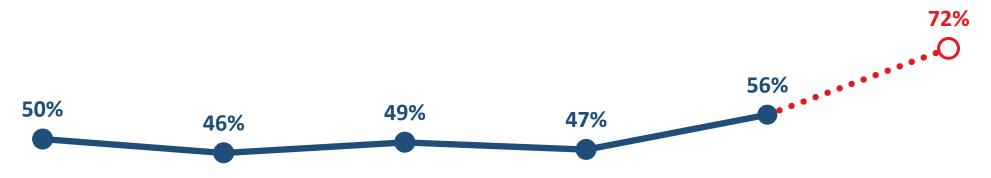


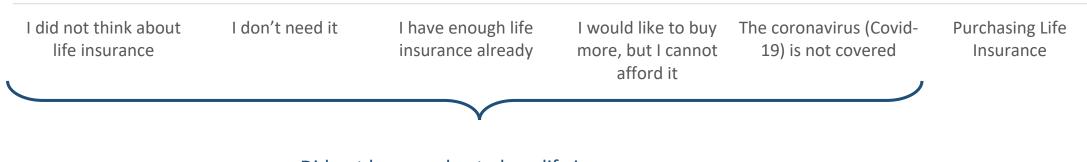
Rank of Covid-19 Impact on Own Health





Stocked up on **Food** = "Yes"

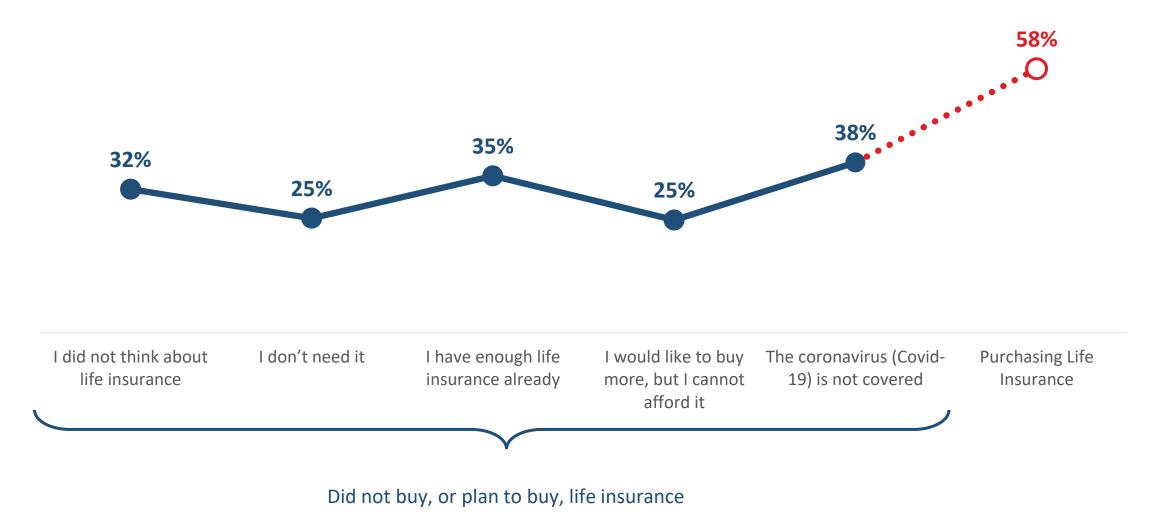




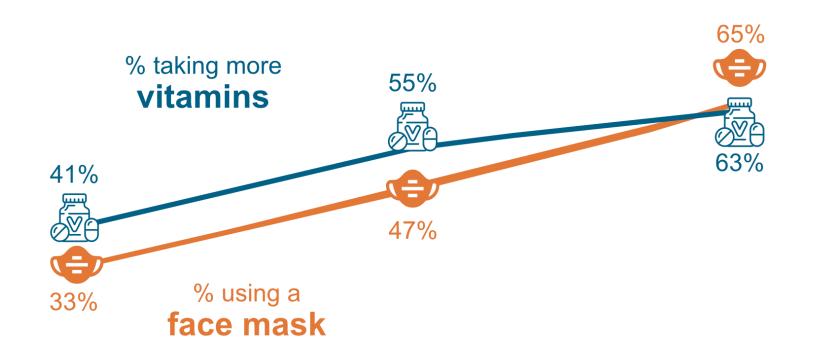
Did not buy, or plan to buy, life insurance



Stocked up on **Medicine** = "Yes"



RGA



Did	not	stock
up	on	food

Stocked up on food Stocked up on food & purchasing insurance





What a pandemic reveals about human behaviour.

