



## SATIB PRODUCTS (Cont'd)

### LIFE & INVESTMENT

Part of being a business owner or family provider is making provision for unforeseen challenges. The risks associated with life insurance are not pleasant to think about but they do play a significant role in determining the security of business and personal life. SATIB Life products offer a number of select covers in the death, disability and retirement insurance sector.

Tailor made solutions include:

- **Buy and Sell**
- **Key person**
- **Personal liability**
- **Personal life and disability**
- **Retirement**

## UNIQUE PRODUCT FEATURES

**Territorial limits** - the ability to accommodate dedicated risk solutions in most African countries.

**Jurisdiction** - worldwide (incl. Canada/USA).

**Currency options** - Indemnity cover limits are available in either US Dollars, South African Rands or other local currencies on request.

**Exceptional security** - Placement of risks through local A rated facilities as well as Lloyd's of London.

**Sums insured** - on vehicles' retail replacement value. An inflationary percentage increase on assets can also be arranged. Agreed value option available.

**All subcontractors** - products available that extend cover to any service providers subcontracted as per the terms and conditions of the policy.

**Legal costs** - uncapped legal liability defence costs.

**Experience** - twenty one years of experience in the field of risk management solutions

**African footprint** - 9 branches throughout the region

*The aforementioned are dependent on which insurer is holding cover*

## VALUE ADDED BENEFITS

SATIB strives to continually provide value in addition to the specialised insurance covers for which it has become renowned. The following benefits are provided at no cost to clients.



### Digital Filing

Access your digital insurance policies online via SATIB's intranet 24/7. Support SATIB's commitment to the preservation of the environment and a paper free office.

For more information contact: [info@satib.co.za](mailto:info@satib.co.za)



### Insight e-news

News in brief via SATIB's monthly digital newsletters - SATIB Insight. Topics include Tourism News, Green News, Risk News, Client News and SATIB News.

To subscribe contact: [info@satib.co.za](mailto:info@satib.co.za)



### Tattler Subscription

Free subscription to the Tourism Tattler trade journal - a digital e-zine with in-depth articles to keep you up to date on issues that impact on the tourism trade within Africa.

To subscribe contact: [info@satib.co.za](mailto:info@satib.co.za)



### Information Booklets

Informative booklets on risk and insurance issues. Copies can be requested by clients for distribution to their staff or by tourism related associations for distribution to their members.

For more information contact: [info@satib.co.za](mailto:info@satib.co.za)



### Seal of Approval

Use the SATIB Certified Seal of Approval logo on marketing material to verify that your insurance complies with the EC Directive on Travel Trade Act.

For more information contact: [info@satib.co.za](mailto:info@satib.co.za)

## SATIB PARTNERS

Preferential discounts have been arranged for SATIB clients who do business with the following strategic business partners and Ivory Group companies.



PAM GOLDING HOSPITALITY

### Pam Golding Hospitality

SATIB have a preferential arrangement with PGH for clients seeking market feasibility studies/ property investments.

For more information e-mail: [info@satib.co.za](mailto:info@satib.co.za)



### Portfolio of Places

A collection of handpicked, luxury accommodation in South Africa, Mozambique and Swaziland.

For more information e-mail: [info@satib.co.za](mailto:info@satib.co.za)



### Livingstone Supply Co.

For all your hospitality procurement needs, LSC provide "tried and tested" products at wholesale prices.

For more information e-mail: [info@satib.co.za](mailto:info@satib.co.za)



### SATSA

Southern Africa Tourism Services Association is the leading representative body for the tourism private sector.

For more information e-mail: [info@satib.co.za](mailto:info@satib.co.za)



### FT TSA

Provides certification of the responsible management of tourism companies' social and environmental impact.

For more information e-mail: [info@satib.co.za](mailto:info@satib.co.za)

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For more information, please contact us on:  
**T 0861 SATIB 4U (72842 48) | E [info@satib.co.za](mailto:info@satib.co.za)**  
**[www.satib.co.za](http://www.satib.co.za)**





SATIB24 is a value-added service

afforded to all clients' insurance policies, to assist them in managing emergency incidents. It consists of access to a team of experts for incident management services and financial cover for defined expenses that may be incurred (SA guests only).

In association with top service providers, Africa Incident Management (AIM) Centre is the appointed management company for SATIB24's Crisis Call facility. Through this initiative, all SATIB clients have access to an operations centre which provides 24/7 access to doctors and a facilitations team with knowledge of unique conditions, relationships and concerns of your industry.

This removes stress, transfers decision making liability and ensures that the best possible decisions are made, the most appropriate resources are utilised and the situation defused, thus securing the best possible outcome.

SATIB24 Stats - Dec 2009 to Feb 2011	
Country	No. of incidents
Botswana	54
Ethiopia	1
Malawi	1
Mozambique	11
Namibia	12
South Africa	457
Zambia	21
Tanzania	1
Zimbabwe	1

Severity of incidents	No. of incidents
Minor	203
Moderate	236
Severe	104

Type of incidents	No. of incidents
Allergic reaction	3
Attempted suicide	1
Bite / sting	49
Burn	2
Bush fire	90
Fall from height	13
Injury	73
Exacerbated medical condition	90
Medical illness	206
Motor vehicle accident	13
Robbery	5
Slip and fall	10
Wild animal attack	9

## SATIB STAFF

SATIB employs 100 specialist staff, who understand your territorial nuances and associated needs.

## SATIB BRANCH OFFICES

**SOUTH AFRICA - 0861 SATIB 4U (72842 48)**

### Head office

Gavin Courtenay (MD)  
**KwaZulu-Natal**  
 Stephen Weller  
**Gauteng**  
 Natasha Perry

### Mpumalanga

Dewald Cillie  
**Eastern Cape**  
 Carri Poultney  
**Western Cape**  
 Werner Prinsloo

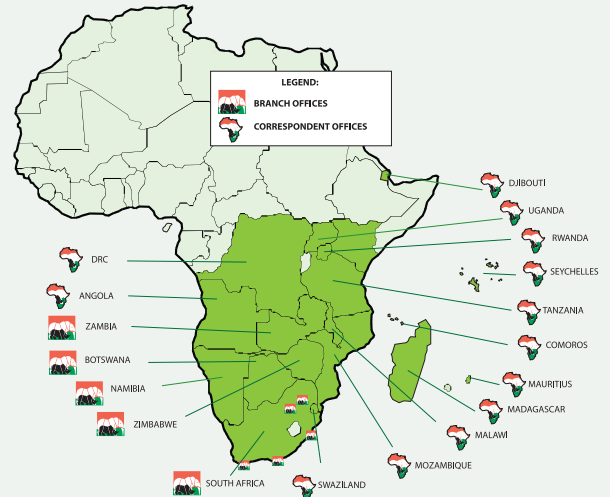
### AFRICA

#### Head office

Anthony Courtenay  
**Tel:** +27 31 514 4200  
**Botswana**  
 Seamus O'Neill  
**Tel:** + 267 317 0574  
**Namibia**  
 Johan Liebenberg  
**Tel:** +264 61 401 284

#### Zambia

Sean van der Maas  
**Tel:** +260 211 262327  
**Zimbabwe**  
 Des Stephens  
**Tel:** +263 923 0708



## SATIB CLIENTS

SATIB currently has in excess of 1,800 clients located throughout Southern Africa, some of whom are listed below.



TOURISM & LEISURE • COMMERCIAL & INDUSTRIAL • LIFE & INVESTMENTS • WILDLIFE • DOMESTIC



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