

About the combination of Best Doctors Insurance and Now Health International

On 27 April 2015, Now Health announced that its investor the Primary Group has, subject to relevant approvals, agreed to acquire Best Doctors Insurance. The integration of Best Doctors Insurance into Now Health International will create one of the world's largest independent international health insurance specialists.

The combined business will have an enviable global footprint, with the ability to leverage each businesses core strengths:

- Top class 24/7 multi lingual in-house service
- A proprietary medical provider network, offering access to thousands of high quality medical facilities worldwide
- The ongoing provision of the world renown InterConsultation service
- State of the art technology platform
- Innovative product design adapted to each market
- Presence in four continents
- A combined global platform that will support 12 offices, 100,000+ members, 300+ staff and 5,000+ distribution partners



NOW **Best Doctors**
HEALTH INTERNATIONAL INSURANCE





Key facts about the Primary Group

PRIMARY

- ▶ The Primary Group, domiciled in Bermuda with additional offices in London, UK was established in 1997 and is a privately owned specialist investor in financial services, healthcare and technology businesses
- ▶ Its significant insurance portfolio has been focused on retail and wholesale distribution in global and emerging markets
- ▶ Currently, and over recent years, it has held between 8 and 12 businesses within its portfolio, purely focusing on the distribution of insurance products and generating in excess of USD1 billion of premium annually
- ▶ It has a proven track record in creating and incubating businesses through significant growth, enabling the building of strong and independent brands

Key facts about Now Health International

- ▶ Now Health International is an independent, specialist international health insurance provider operating across Asia Pacific, the Middle East and Europe with offices in Hong Kong, Shanghai, Beijing, Singapore, Dubai and the United Kingdom with two more soon to open in Jakarta and Abu Dhabi
- ▶ Started operations in 2010 with a USD 30m investment from the Primary Group
- ▶ It targets global expatriates, high net worth individuals and small corporates in fast growing emerging market territories
- ▶ It has an intermediary distribution strategy with over a thousand agents and brokers worldwide
- ▶ Its core values of Customers First, Think Ahead, Value People and Deliver Promises are its foundation for service excellence throughout the business
- ▶ It has won many awards, from product and ecommerce innovation to best international health insurance provider of the year



- ▶ Its mission is to provide market-leading international health insurance through an innovative and peerless customer experience
- ▶ The 'Now' in Now Health comes from its intention to provide fast, accurate service to its customers via a set of unique service promises
- ▶ In the 2014 annual customer survey, 88% of respondents would recommend Now Health to their friends and family

For more information about the transaction, Now Health International or Best Doctors Insurance, please either visit www.nowhealth-bestdoctors.com; contact Pia Malem-Christoffersen at pmalem@bestdoctors.com or Alison Massey at alison.massey@now-health.com