



LeaseSurance

Lease Insurance Case Study

Underwritten by
Bryte





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SA Rental Payment Profiles

Q2 2024	Paid on Time	Grace Period	Paid Late	Partial Payment	Did not Pay	Good Standing	Market Share %	Market Share No
R3,000 - R7,000	64.6%	4.7%	12.8%	12.0%	5.7%	82.1%	47.1%	1,554,300
R3,000 - R4,500	62.6%	4.8%	13.7%	12.8%	5.9%	81.2%	16.4%	541,200
R4,500 - R7,000	66.2%	3.8%	12.4%	11.9%	5.5%	82.4%	32.0%	1,056,000
R7,000 - R12,000	75.8%	3.2%	9.4%	7.8%	3.5%	88.5%	28.5%	940,500

11.5% to 17.9% of tenants have outstanding accounts



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Enough Protection?

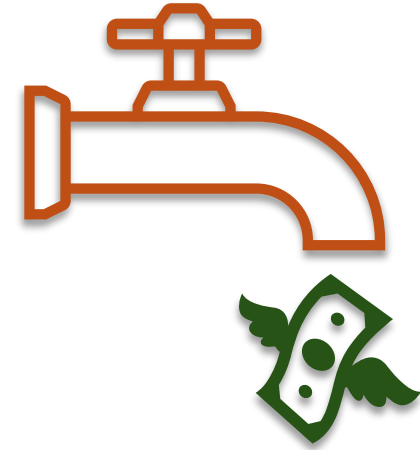
Average Deposit



0.8x Rent



Loss Revenue



2% to 6%

Deposit Affordability

True Cost



≈5% per month

Based on an average deposit equal to 0.8 of a month's rent

Barrier to Entry

Reduced



OR

Lower



Result is **LOSS** in Revenue!



What is Lease Insurance

B2B insurance, powered by technology, driven by data

Small Monthly
Premium



Cover
Tenant Default





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How it works

Easy. Simple. Fast.



Data Collection & Analysis
Tenant Ledger



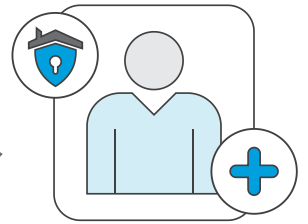
Customized Cover & Premium per property
All costs included in cover



Technology Integration
Automated & Embedded



Market Zero Deposit Program



Renter signs Lease & pays Waiver Fee
Instantly Covered



Landlord pays Premium to Insurer
No cost to landlord



Renter Vacates - Amount owing
Converted to Claim



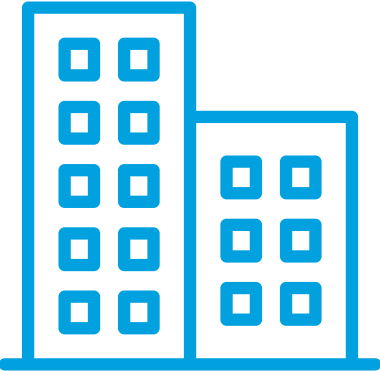
Claims paid within 7 days by Bryte



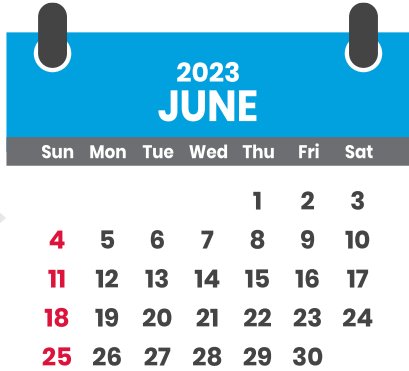
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AFHCO Case Study

June 2023 to May 2024



7 Properties



Launch



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Lease Insurance



New tenants

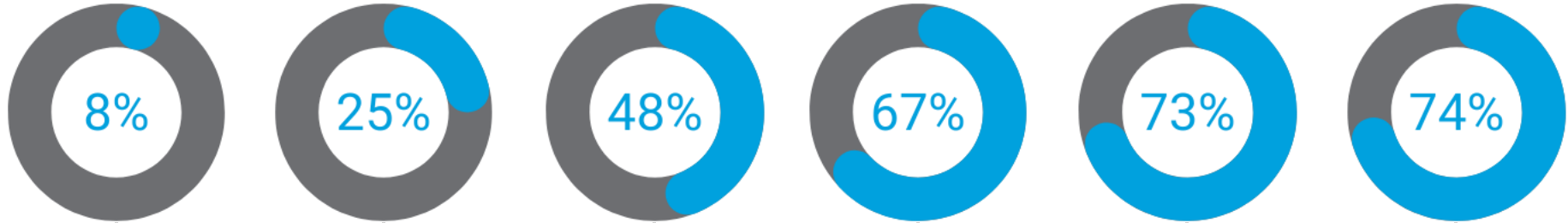


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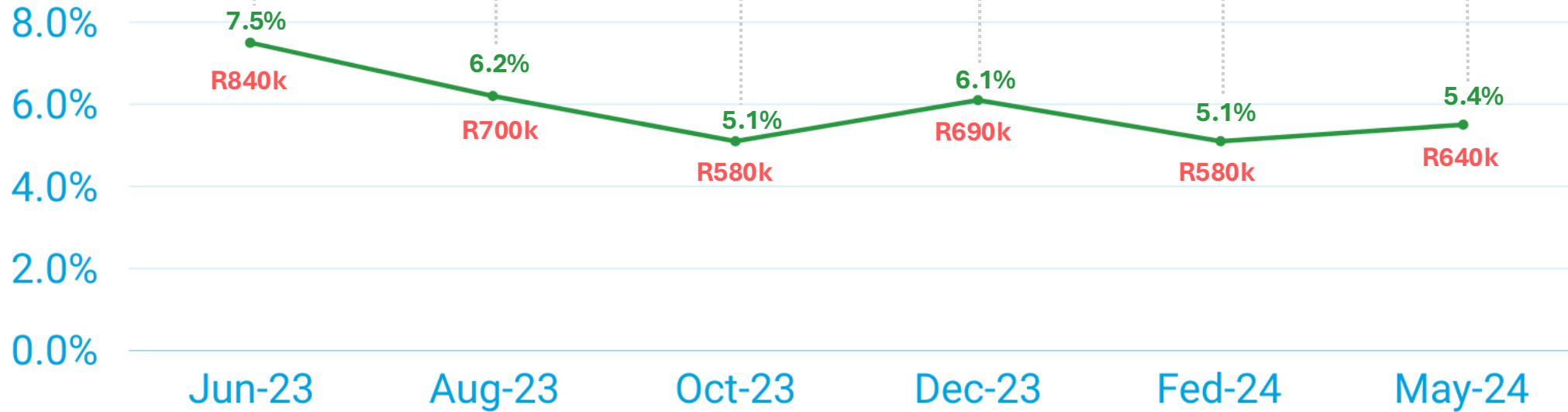
Front-end Benefits

Adoption driving **Occupancy**

Adoption



Vacancies



*Rand amounts denotes the total value of the vacant units

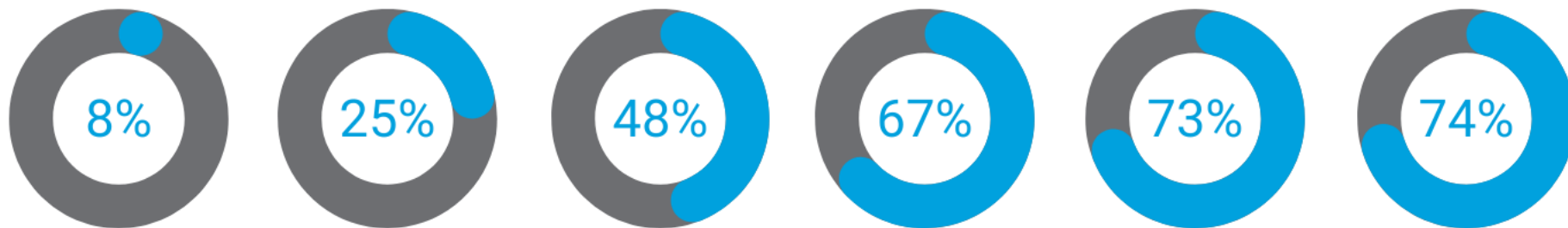


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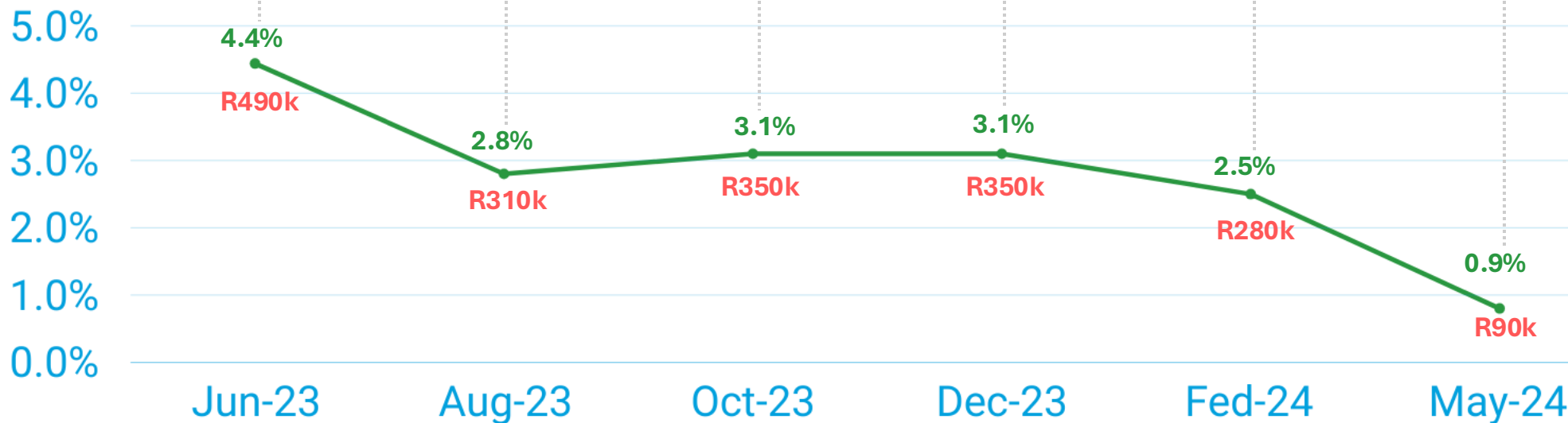
Front-end Benefits

Adoption reducing **Discounts**

Adoption



Discounts



*Rand amounts denotes the discounts value



LeaseSure

Back-end Benefits

Claims paid, reducing Bad Debt

Bad Debt
NOW
R71k

vs

Bad Debt
BEFORE
R137k

SAVE

R66k



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Total Benefits

Claims paid, reducing Bad Debt

Frontend



R1,300

per active tenant



Backend



R1,200

per active tenant



Revenue



R2,500

per active tenant



Peace of mind...



The LeaseSurance (Pty) Ltd is a Juristic Representative of Bryte Insurance Company Ltd., Licensed Insurer and Authorised FSP No. 17703