

ISI Statistics

QUARTERLY RETURN FOR TRADITIONAL AND RISK BUSINESS - PRODUCT SUMMARY

Quarter: 31/12/2010

| Product | ANNUAL PREMIUMS \$000 | | | | | | | | ANNUAL PREMIUM CONTRACTS | | SINGLE PREMIUM CONTRACTS | |
|----------------------------|-----------------------|-----------------------------|-----------|--------------|-----------|---------------------|--------------------------------------|-----------------|--------------------------|---------------------|--------------------------|-------------------|
| | In force at start | Contractual premium changes | Revisions | New business | Transfers | Claims and expiries | Lapses, surrenders and cancellations | In force at end | Benefit count | | New contracts | |
| | (a) | (b) | (c) | (d) | (e) | (f) | (g) | (h) | New (i) | In force at end (j) | Premiums \$000 (k) | Benefit count (l) |
| TRADITIONAL | | | | | | | | | | | | |
| Whole Life & Endowment | 121,587 | 81 | - | 108 | - | 835 | 810 | 120,130 | 91 | 343,799 | 16 | - |
| Unbundled | 45,122 | 503 | - | 10 | - | 222 | 1,064 | 44,349 | - | 25,365 | - | - |
| RISK | | | | | | | | | | | | |
| Term | 832,253 | 17,468 | 238 | 23,615 | -17,335 | 882 | 20,612 | 834,745 | 42,502 | 1,312,339 | 572 | 4,998 |
| Guaranteed Acceptance | 43,564 | 95 | -3 | 2,406 | 2 | 244 | 1,047 | 44,776 | 4,881 | 131,714 | - | - |
| Trauma | 211,077 | 6,585 | - | 9,170 | 14,488 | 328 | 7,542 | 233,453 | 24,593 | 496,741 | - | - |
| Replacement Income | 241,500 | 6,273 | -67 | 7,926 | 546 | 168 | 8,284 | 247,726 | 17,800 | 443,521 | - | - |
| Lump Sum Disablement | 41,826 | 1,616 | - | 1,430 | 3,329 | 169 | 1,610 | 46,421 | 7,343 | 184,609 | - | - |
| Accidental Death | 14,585 | 66 | 28 | 293 | - | 62 | 376 | 14,537 | 1,917 | 146,106 | - | - |
| Credit Insurance | 58,797 | 143 | 373 | 3,159 | - | 7 | 2,954 | 59,510 | 18,306 | 358,022 | 6,073 | 8,906 |
| GROUP | | | | | | | | | | | | |
| Life - Death & Disablement | 77,678 | -621 | -727 | 3,396 | - | 356 | 835 | 78,533 | 3 | 165 | - | - |
| Replacement Income - Group | 33,109 | 81 | - | 1,078 | - | 23 | 627 | 33,620 | - | 17 | - | - |
| Trauma - Group | 2,977 | 122 | - | 239 | - | - | 9 | 3,328 | - | 18 | - | - |

ANNUITIES PER ANNUM \$000

| | (a) | (b) | (c) | (d) | (e) | (f) | (g) | (h) | (i) | (j) | (k) | (l) |
|------------------|--------|-----|-----|-----|-----|-----|-----|--------|-----|-----|-----|-----|
| ANNUITIES | 21,798 | 12 | - | - | - | 239 | 25 | 21,547 | - | - | - | - |