

## ISI Statistics

### QUARTERLY RETURN FOR TRADITIONAL AND RISK BUSINESS - PRODUCT SUMMARY

Quarter: 31/12/2011

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	
									New	In force at end	Premiums \$000	Benefit count
	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)
<b>TRADITIONAL</b>												
Whole Life & Endowment	115,219	127	-19	96	-	1,047	678	113,699	55	324,919	-	-
Unbundled	41,875	353	-75	6	-	341	1,745	40,073	1	23,580	-	-
<b>RISK</b>												
Term	872,803	19,675	-776	23,474	-697	1,486	23,568	889,422	40,869	1,328,540	566	4,742
Guaranteed Acceptance	49,729	-59	75	2,343	-	292	1,247	50,549	4,076	159,094	-	-
Trauma	249,641	5,402	775	8,517	-209	512	8,508	255,106	23,462	538,695	-	-
Replacement Income	254,971	2,904	-108	7,764	913	395	8,336	257,714	20,354	469,529	-	-
Lump Sum Disablement	50,640	1,875	-4	1,548	-7	174	1,510	52,369	9,231	206,233	-	-
Accidental Death	14,469	28	-1	398	-	64	325	14,504	2,381	156,469	-	-
Credit Insurance	57,610	-21	-	3,693	-	1	3,435	57,848	16,863	350,566	5,658	8,203
<b>GROUP</b>												
Life - Death & Disablement	75,803	1,787	-	553	-	-	719	77,424	-	-	-	-
Replacement Income - Group	30,592	770	-	455	-	-	198	31,619	-	-	-	-
Trauma - Group	3,613	79	-	135	-	-	44	3,782	-	-	-	-

#### ANNUITIES PER ANNUM \$000

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)
<b>ANNUITIES</b>	20,823	12	-	-	-	131	-	20,703	-	-	-	-