

ISI Statistics

QUARTERLY RETURN OF BENEFITS PAID

Quarter:

31/03/2011

| Product | AMOUNTS PAID \$000 | | |
|----------------------------|--------------------|----------|----------------|
| | Death | Maturity | Other Benefits |
| TRADITIONAL | | | |
| Whole Life & Endowment | 21,672 | 44,184 | 1,458 |
| Unbundled | 1,117 | 3,137 | 834 |
| Annuities | - | - | 5,247 |
| RISK | | | |
| Term | 86,829 | 0 | 370 |
| Guaranteed Acceptance | 1,800 | - | - |
| Trauma | 5,313 | - | 15,535 |
| Replacement Income | 4,525 | - | 17,593 |
| Lump Sum Disablement | 2,185 | - | 4,667 |
| Accidental Death | 280 | - | 25 |
| Medical | 1,878 | - | 14,556 |
| Credit Insurance | 1,106 | - | 1,464 |
| GROUP | | | |
| Life - Death & Disablement | 10,868 | - | 816 |
| Replacement Income - Group | 1,237 | - | 1,319 |
| Trauma - Group | - | - | 10 |

Notes: 'Maturity' includes return of premiums on cash back policies.

'Other Benefits' includes benefits being paid periodically but excludes surrenders.

ISI Statistics

QUARTERLY RETURN OF CLAIMS RELATING TO CHRISTCHURCH EARTHQUAKE 22 FEB

Quarter: 31/03/2011

| DEATH CLAIMS | | | |
|--------------------------------------------|------------------------------------------------------|-----------------------|--|
| | Number of lives insured under claims paid in quarter | Paid in quarter \$000 | |
| Gross | 63 | 12,527 | |
| Reinsurance recovery (individual policies) | | -4,948 | |
| Net | | 7,579 | |

| TRAUMA / TPD CLAIMS | | | |
|--------------------------------------------|------------------------------------------------------|-----------------------------------|--|
| | Number of lives insured under claims paid in quarter | Paid in quarter \$000 (excl. GST) | |
| Gross | 2 | 32 | |
| Reinsurance recovery (individual policies) | | 0 | |
| Net | | 32 | |

| INCOME PROTECTION CLAIMS | | | |
|--------------------------------------------|------------------------------------------------------|-----------------------------------|--------------------------------------------------------------------------|
| | Number of lives insured under claims paid in quarter | Paid in quarter \$000 (excl. GST) | Estimated Outstanding Claims Reserve at end of quarter \$000 (excl. GST) |
| Gross | 16 | 31 | 566 |
| Reinsurance recovery (individual policies) | | -8 | -171 |
| Net | | 23 | 395 |

| REDUNDANCY CLAIMS | | | |
|--------------------------------------------|------------------------------------------------------|-----------------------------------|--------------------------------------------------------------------------|
| | Number of lives insured under claims paid in quarter | Paid in quarter \$000 (excl. GST) | Estimated Outstanding Claims Reserve at end of quarter \$000 (excl. GST) |
| Gross | 180 | 103 | 471 |
| Reinsurance recovery (individual policies) | | 0 | 0 |
| Net | | 103 | 471 |