

ISI Statistics

QUARTERLY RETURN FOR TRADITIONAL AND RISK BUSINESS - PRODUCT SUMMARY

Quarter: 31/03/2011

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	
	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	New	In force at end	Premiums \$000	Benefit count
TRADITIONAL												
Whole Life & Endowment	120,130	115	-	150	-	1,554	741	118,103	54	339,546	16	-
Unbundled	44,349	215	-	7	-	230	836	43,504	-	24,734	-	-
RISK												
Term	834,745	13,592	-2,822	21,072	-413	780	19,712	845,685	38,536	1,317,447	510	4,418
Guaranteed Acceptance	44,776	183	-2	1,827	2	306	1,020	45,464	4,192	132,245	-	-
Trauma	233,452	4,467	520	7,638	-80	227	6,964	238,804	22,355	507,354	-	-
Replacement Income	247,725	2,891	618	6,904	-239	178	7,766	249,955	18,328	447,815	-	-
Lump Sum Disablement	46,421	845	58	1,355	117	90	1,463	47,245	6,441	185,498	-	-
Accidental Death	14,537	16	-0	204	-	55	322	14,377	1,205	144,059	-	-
Credit Insurance	59,510	-2	-	3,053	-	-	2,543	60,018	15,607	356,406	5,461	7,731
GROUP												
Life - Death & Disablement	78,533	965	72	1,906	-	373	1,152	79,948	3	164	-	-
Replacement Income - Group	33,620	82	-589	646	-	80	544	33,135	1	19	-	-
Trauma - Group	3,328	37	-83	12	-	28	-	3,265	-	18	-	-

ANNUITIES PER ANNUM \$000

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)
ANNUITIES	21,547	19	-	-	-	320	-	21,245	-	-	-	-

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

ISI Statistics

QUARTERLY RETURN FOR TRADITIONAL AND RISK BUSINESS - PRODUCT SUMMARY

Quarter: 30/06/2011

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)
TRADITIONAL												
Whole Life & Endowment	118,103	114	0	196	-	930	818	116,664	118	336,281	5	-
Unbundled	43,504	328	0	8	-	241	973	42,626	-	23,864	-	-
RISK												
Term	845,685	19,586	50	24,770	-2,256	1,082	21,788	864,969	42,663	1,325,578	521	4,422
Guaranteed Acceptance	45,464	470	-	3,323	-	428	1,158	47,672	6,344	134,294	-	-
Trauma	238,804	5,446	-0	9,325	-62	312	7,607	245,591	26,216	518,373	-	-
Replacement Income	249,955	3,914	0	7,862	-711	187	8,698	252,135	20,956	452,691	-	-
Lump Sum Disablement	47,245	1,210	-0	1,419	610	108	1,779	48,595	7,315	186,692	-	-
Accidental Death	14,377	28	-	266	-	54	326	14,296	1,251	142,449	-	-
Credit Insurance	60,018	-	-	3,147	-	1	5,030	58,134	12,912	354,516	5,482	8,039
GROUP												
Life - Death & Disablement	79,948	820	1,291	922	-	-	656	82,326	3	45	-	-
Replacement Income - Group	33,135	702	0	809	-	-	723	33,923	3	11	-	-
Trauma - Group	3,265	51	-	94	-	-	49	3,361	-	1	-	-

ANNUITIES PER ANNUM \$000

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)
ANNUITIES	21,245	7	-0	-	-	163	-	21,092	-	-	-	-

ISI Statistics

QUARTERLY RETURN OF BENEFITS PAID

Quarter:

30/06/2011

Product	AMOUNTS PAID \$000		
	Death	Maturity	Other Benefits
TRADITIONAL			
Whole Life & Endowment	19,547	43,193	1,834
Unbundled	1,240	4,075	1,014
Annuities	-	-	5,314
RISK			
Term	90,772	-55	416
Guaranteed Acceptance	2,177	-	-
Trauma	4,990	-	18,043
Replacement Income	4,778	-	14,640
Lump Sum Disablement	-8	-	5,122
Accidental Death	676	-	17
Medical	2,069	-	17,489
Credit Insurance	1,293	-	1,503
GROUP			
Life - Death & Disablement	11,963	-	1,275
Replacement Income - Group	1,418	-	1,486
Trauma - Group	227	-	76

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

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

ISI Statistics

QUARTERLY RETURN FOR TRADITIONAL AND RISK BUSINESS - PRODUCT SUMMARY

Quarter: 30/09/2011

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)
TRADITIONAL												
Whole Life & Endowment	116,577	147	-	99	-	835	766	115,219	82	328,526	4	-
Unbundled	42,626	280	0	4	-	219	815	41,875	1	23,178	-	-
RISK												
Term	854,395	19,102	-263	25,282	-1	968	24,744	872,803	42,921	1,323,215	557	4,573
Guaranteed Acceptance	47,672	149	-4	3,528	1	295	1,320	49,729	7,788	165,642	-	-
Trauma	244,291	5,936	-543	9,454	-	281	9,215	249,641	25,752	528,304	-	-
Replacement Income	252,135	3,002	-51	8,587	-	250	8,452	254,971	20,427	461,490	-	-
Lump Sum Disablement	48,595	1,846	566	1,634	-	119	1,882	50,640	10,183	196,058	-	-
Accidental Death	14,296	177	1	412	-	65	348	14,469	2,682	158,195	-	-
Credit Insurance	58,134	2	225	3,478	-	1	4,229	57,610	14,785	353,402	5,433	7,718
GROUP												
Life - Death & Disablement	82,326	859	-6,702	978	-167	-	1,489	75,803	-	14	-	-
Replacement Income - Group	33,923	860	-4,045	541	167	-	854	30,592	-	2	-	-
Trauma - Group	3,361	186	-	104	-	-	39	3,613	-	1	-	-

ANNUITIES PER ANNUM \$000

	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)	(l)
ANNUITIES	21,092	4	-	7	-	284	-	20,823	-	-	80	1

ISI Statistics

QUARTERLY RETURN OF BENEFITS PAID

Quarter:

30/09/2011

Product	AMOUNTS PAID \$000		
	Death	Maturity	Other Benefits
TRADITIONAL			
Whole Life & Endowment	22,838	43,939	1,322
Unbundled	264	3,728	868
Annuities	-	-	5,431
RISK			
Term	78,710	-39	719
Guaranteed Acceptance	2,440	-	-
Trauma	-	-	29,186
Replacement Income	-	-	22,579
Lump Sum Disablement	-	-	1,942
Accidental Death	301	-	12
Medical	15	-	20,531
Credit Insurance	885	-	1,174
GROUP			
Life - Death & Disablement	12,704	-	845
Replacement Income - Group	-	-	3,203
Trauma - Group	-	-	786

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

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

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)
TRADITIONAL												
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	-	-
RISK												
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
GROUP												
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)
ANNUITIES	20,823	12	-	-	-	131	-	20,703	-	-	-	-

ISI Statistics

QUARTERLY RETURN OF BENEFITS PAID

Quarter:

31/12/2011

Product	AMOUNTS PAID \$000		
	Death	Maturity	Other Benefits
TRADITIONAL			
Whole Life & Endowment	28,334	38,466	2,354
Unbundled	152	4,276	-
Annuities	-	-	4,735
RISK			
Term	87,133	-67	470
Guaranteed Acceptance	2,449	-	-
Trauma	-	-	26,594
Replacement Income	-	-	25,096
Lump Sum Disablement	-	-	1,957
Accidental Death	-22	-	10
Medical	15	-	20,858
Credit Insurance	885	-	1,745
GROUP			
Life - Death & Disablement	10,480	-	953
Replacement Income - Group	1,303	-	2,418
Trauma - Group	-	-	617

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

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