

ISI Statistics

QUARTERLY RETURN FOR TRADITIONAL AND RISK BUSINESS - PRODUCT SUMMARY

Quarter: 30/09/2008

| Product | ANNUAL PREMIUMS \$000 | | | | | | | | ANNUAL PREMIUM CONTRACTS | | SINGLE PREMIUM CONTRACTS | |
|----------------------------|-----------------------|--|------------------------------------|--------------|-----------|-------------------|------------------------------------|-----------------|--------------------------|-----------------|--------------------------|---------------|
| | In force at start | Contractual increases plus adjustments | Adjustments from previous quarters | New business | Transfers | Discontinuances | | In force at end | Benefit count | | New contracts | |
| | | | | | | Claims & expiries | Lapses, surrenders & cancellations | | 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 | 140,695 | 903 | 942 | 553 | 7 | 2,495 | 1,703 | 138,902 | 2,449 | 391,143 | 15 | - |
| Unbundled | 65,479 | 161 | - | 10 | - | 793 | 403 | 64,454 | 17 | 42,040 | - | - |
| RISK | | | | | | | | | | | | |
| Term | 676,681 | 14,143 | - 6,130 | 25,250 | - 276 | 625 | 21,448 | 687,593 | 58,813 | 1,246,231 | 453 | 604 |
| Guaranteed Acceptance | 32,180 | 193 | - | 1,577 | - | 214 | 773 | 32,964 | 4,264 | 112,074 | - | - |
| Trauma - Risk | 156,020 | 3,465 | 1,347 | 9,573 | - 65 | 137 | 6,337 | 163,866 | 26,256 | 424,493 | - | - |
| Replacement Income - Risk | 203,915 | 3,070 | 5,657 | 8,085 | - 403 | 127 | 8,558 | 211,638 | 19,779 | 387,281 | - | - |
| Lump Sum Disablement | 33,925 | 897 | - 19 | 1,372 | - 41 | 203 | 1,447 | 34,479 | 7,766 | 169,141 | - | - |
| Accidental Death | 14,058 | - 25 | - | 291 | - | 43 | 350 | 13,933 | 2,981 | 164,275 | - | - |
| Credit Insurance | 61,816 | 277 | - | 5,632 | - | 6 | 3,953 | 63,768 | 25,258 | 356,499 | 7,559 | 10,996 |
| GROUP | | | | | | | | | | | | |
| Life - Death & Disablement | 69,662 | 1,430 | - | 2,573 | - | 16 | 735 | 72,914 | 10 | 159 | - | - |
| Replacement Income - Group | 24,381 | 564 | - | 650 | - | - | 153 | 25,442 | - | 6 | - | - |
| Trauma - Group | 2,760 | - 110 | - | 11 | - | - | - 119 | 2,780 | 2 | 16 | - | - |

ANNUITIES PER ANNUM \$000

| | (a) | (b) | (c) | (d) | (e) | (f) | (g) | (h) | (i) | (j) | (k) | (l) |
|------------------|--------|-----|-----|-----|-----|-------|-----|-------|-----|-----|-----|-----|
| ANNUITIES | 11,467 | 18 | - | 10 | - | 2,655 | 11 | 8,830 | - | - | 71 | 4 |