

ISI Statistics

QUARTERLY RETURN FOR TRADITIONAL AND RISK BUSINESS - PRODUCT SUMMARY

Quarter: 31/12/2009

| 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 | 130,005 | 220 | - | 297 | - | 1,595 | 980 | 127,949 | 149 | 363,567 | 20 | - |
| Unbundled | 46,887 | 812 | - | 15 | - | 229 | 851 | 46,635 | 10 | 24,154 | - | - |
| RISK | | | | | | | | | | | | |
| Term | 752,755 | 15,275 | - | 26,831 | -825 | 820 | 20,825 | 772,391 | 49,227 | 1,283,983 | 600 | 4,955 |
| Guaranteed Acceptance | 38,382 | 114 | - | 1,742 | - | 206 | 1,023 | 39,012 | 4,641 | 123,115 | - | - |
| Trauma | 187,755 | 4,291 | - | 9,672 | -1,048 | 180 | 6,850 | 193,640 | 22,014 | 453,112 | - | - |
| Replacement Income | 228,661 | 4,638 | - | 9,342 | 132 | 197 | 8,421 | 234,155 | 24,226 | 432,672 | - | - |
| Lump Sum Disablement | 38,471 | 1,045 | - | 1,646 | -176 | 97 | 1,322 | 39,568 | 8,520 | 182,758 | - | - |
| Accidental Death | 14,959 | 94 | - | 403 | - | 110 | 433 | 14,914 | 3,082 | 153,536 | - | - |
| Credit Insurance | 60,469 | - | - | 2,979 | - | 1 | 3,198 | 60,249 | 18,403 | 362,208 | 6,843 | 10,033 |
| GROUP | | | | | | | | | | | | |
| Life - Death & Disablement | 77,742 | -367 | - | 1,409 | - | - | 1,648 | 77,136 | 4 | 160 | - | - |
| Replacement Income - Group | 29,101 | 668 | - | 1,082 | - | - | 1,442 | 29,409 | 1 | 7 | - | - |
| Trauma - Group | 2,773 | 18 | - | 12 | - | - | 22 | 2,780 | - | 19 | - | - |

ANNUITIES PER ANNUM \$000

| | (a) | (b) | (c) | (d) | (e) | (f) | (g) | (h) | (i) | (j) | (k) | (l) |
|------------------|--------|-----|-----|-----|-----|-----|-----|--------|-----|-----|-----|-----|
| ANNUITIES | 22,533 | 8 | - | - | - | 223 | 38 | 22,277 | - | - | - | - |