

**ISI Statistics**  
**QUARTERLY RETURN FOR TRADITIONAL AND RISK BUSINESS - PRODUCT SUMMARY**

Quarter Ending:

30-Sep-02

Product	ANNUAL PREMIUMS \$000							ANNUAL PREMIUM CONTRACTS		SINGLE PREMIUM CONTRACTS	
	In force at start	Contractual increases plus adjustments	New business	Transfers	Discontinuances		In force at end	Benefit count		New contracts	
					Claims and expenses	Lapses, surrenders cancellations		New	In force at end	Premiums \$000	Benefit count
	(a)	(b)	(c)	(d)	(e)	(f)	(g)	(h)	(i)	(j)	(k)
<b>Traditional</b>											
Whole Life & Endowment	199,519	239	1,440	-2	845	3,893	196,458	1,111	575,284	353	0
Unbundled	159,301	475	1,944	-43	533	7,749	153,395	675	147,043	19,962	387
Annuities	3,087	1	30	0	26	0	3,092	2	1,905	568	3
<b>Risk</b>											
Term	392,534	5,296	20,678	-46	510	15,357	402,592	54,172	1,164,858	2,090	5,208
Guaranteed Acceptance	13,077	29	938	0	78	342	13,624	3,569	72,984	0	0
Trauma - Risk	48,984	998	4,126	202	35	2,256	52,017	10,769	161,308	0	0
Replacement Income - Risk	123,160	3,180	5,838	78	46	5,124	127,087	13,770	268,552	0	0
Lump Sum Disablement	13,410	286	665	-4	10	1,432	12,916	2,877	65,797	0	0
Accidental Death	21,756	5	1,226	0	36	728	22,222	22,560	285,047	0	0
Medical	23,343	580	3,537	1	1	706	26,755	7,333	56,797	0	0
Credit Insurance	35,014	234	3,395	0	2	2,450	36,190	21,495	254,973	1,627	5,249
<b>Group</b>											
Life - Death & Disablement	40,827	300	1,702	0	0	1,265	41,563	-19	279	0	0
Replacement Income - Group	9,197	207	744	0	0	244	9,904	9	65	0	0
Trauma - Group	1,037	0	70	0	0	0	1,107	0	7	0	0